



Blackler Smith & Co turns one!



We celebrated our 1 year anniversary in February...

We would like to sincerely acknowledge all of our clients for your belief in us and for your support. We enjoy dealing with you.

With our first year behind us we now look forward to continuing to build a solid business that will be around for many years to come.

Why choose Blackler Smith & Co ?

Two clients recently said this of us:

(refer www.bsco.co.nz for full video testimonials)

"We've had a long association with Blair and ... in the space of a couple of hours he actually saved us several thousand dollars ... so I strongly endorse him, I'd strongly encourage you to have a look at Blackler Smith & Co. We find them a really great company to work with and look forward to our future with them".

Frank Aldridge

Owner and Director of The Integral Group Limited
(problem solving consultants for businesses)
www.tigl.co.nz

"Ben's support, advice and reassurances were invaluable, resulting in a \$45,000 savings on my final purchase price of the business. In the dealings I have had with Ben since this successful purchase, I have developed a very high respect for him".

Steve Miller

Owner and Director of Décor Solutions (NZ) Limited
(interior window treatment solutions)
www.decorsolutions.co.nz

Local Business – What We're Seeing

- **Income Protection** – we've seen the negative side of insurance – an insurer not paying out for income protection under an older type policy.
- **Buyers** – there's a healthy appetite from people looking to buy profitable, lower risk, good cash flow businesses in the mid-price range. Franchises are also popular.
- **Banks** – banks are competitive for your custom when there's good security and strong cash flow businesses to be financed.
- **Sellers** - when we're advising buyers we're asked to review the numbers and look at practical aspects of deals. We've seen sellers lose the confidence and interest of possible buyers when they have poor quality financial information, often prepared by unqualified accountants.
- **IRD** – They can target industries. We've also seen them ignore what they consider unreliable information for businesses of a cash nature (with what they deem to be irregular accounts and records) and use benchmarked financial information to calculate what they consider to be a more appropriate tax bill.
- **Provisional tax** – we're seeing new clients whose old accountants didn't seem to do any tax planning for their clients. We've also arranged tax finance to save interest and penalties for people paying their tax late.
- **Residential property** – under our specialist property brand The Property Accountants, we're dealing with lots of new investors. But we're also seeing some investors reviewing their portfolios where a capital gain hasn't arisen, and where they have no real confidence of seeing a capital gain the near future.



Featuring Blackler Smith & Co clients

Steve Rowland

Managing Director of Xtreme Forwarding (NZ) Limited



Ben has been acting for Steve for the past few years and we are proud of our association.

We come across so many fascinating businesses and talented people who we are proud to be associated with. We'd like to share a couple with you:

Steve Rowland is one of the most down to earth and decent people you're likely to meet and he operates in the niche field of freight logistics and specialised transport.

Steve started in the freight business 30 odd years ago but realised there were particular needs in the entertainment and big production industries that were not being met. So, he established Xtreme Forwarding (NZ) Limited and the business has grown and evolved ever since.

Xtreme Forwarding specialises in international freight logistics, specialised transport, expedited deliveries and arranges the movement of the massive amounts of gear that movie sets require. Likewise, they are experts of charters for rock and pop concerts and any other large-scale projects.

Some of the projects the business has worked on are Toyota and Budweiser advertisements, the films Avatar, The Vertical Limit, Castaway, The Lord of The Rings and King Kong and entertainment events such as ACDC, U2, Rolling Stones and Leonard Cohen, to name but a few. How impressive is that!

Albert Bossward

Director of Vehicle and Prototype Developments Limited

As a child, Albert Bossward says he was always "taking anything apart and putting it back together again". Albert recalls one occasion dismantling his father's car, only for it to not quite work the same way once 'refitted'! Years on Albert now operates a business consulting to the railway industry, plus a technical division that we feature here.

Albert is a skilled engineer, with a workshop and design studio based out of Khandallah. Albert invents, designs and manufactures bespoke items of quality in metal, wood, plastic, precision-machined componentry and furniture, to name but a few.

Albert is the person to see when others can't conceptualise a solution, or when they just say it's impossible. A visit to Albert's workshop could keep you fascinated for hours, with an impressive array of fine machinery and tooling equipment.

Our own Ben Blackler asked Albert to design and customise a mounting frame for a vintage Swiss railway clock (pictured). Ben is extremely happy with the result.

Contact Albert on arbossward@xtra.co.nz



You name it, Albert Bossward can design and make it in his specialised workshop.

Not yet part of Blackler Smith & Co ?

We're boutique in size but we're professional and street-smart.

For us it's always the relationship that comes first. Surprisingly, even being fully qualified chartered accountants is a point of difference these days. Membership of Chartered Accountants Australia and New Zealand gives us the big ticks of training, experience and expertise, strict standards and constant upskilling. If you're not already dealing with us, is your accountant a fully qualified chartered accountant?

- don't assume that they are if you haven't asked.

Our Chartered Accounting Team

We started on day one with Ben, Blair and Kerry. Our expanded team featured recently in the Vibrant Hutt (see the attached article). We're likely to grow again this year as we keep our eye out for new chartered accounting talent with local experience, so watch this space...