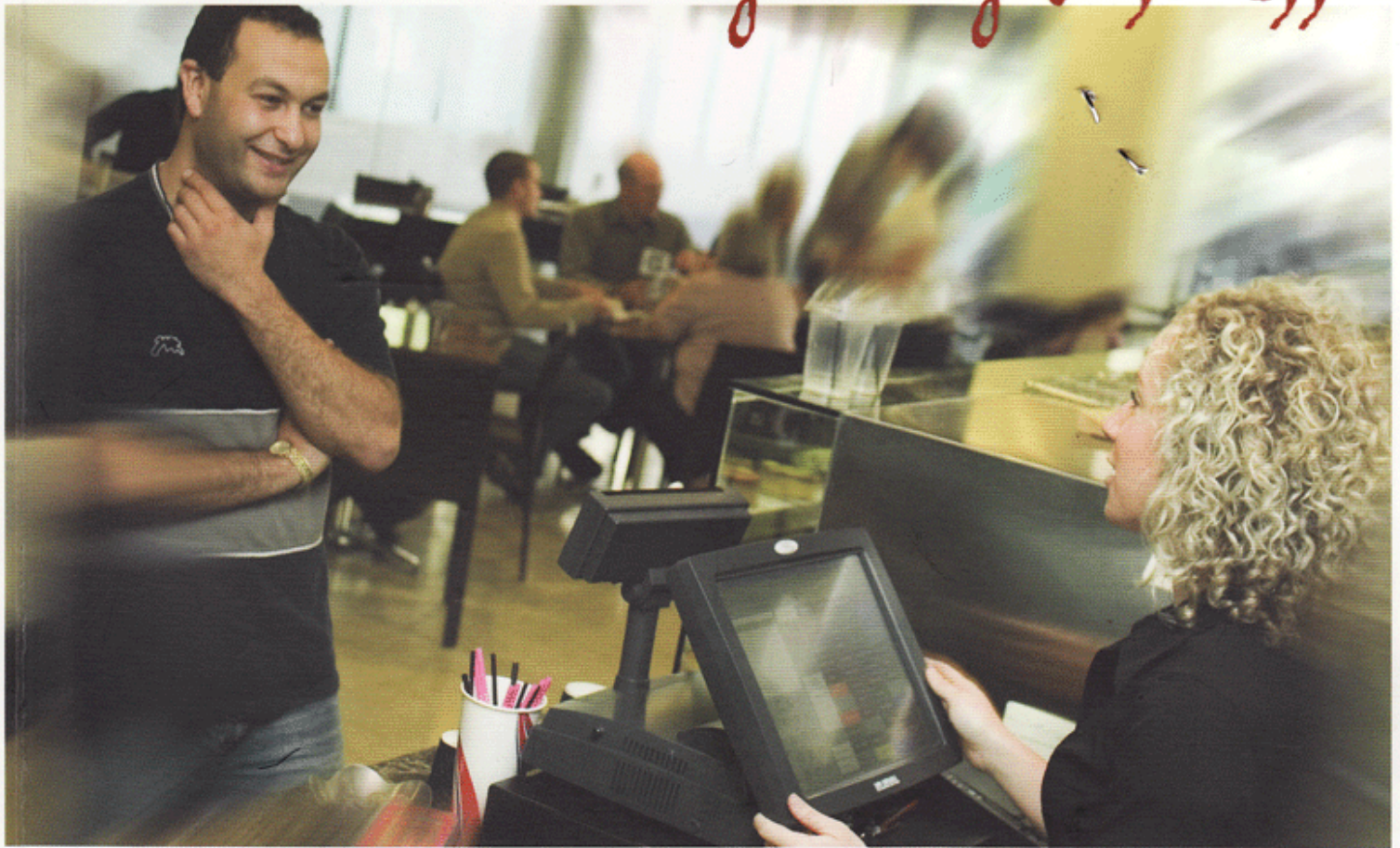


encouraging enterprise *growing business*



a report on small business 2006–07



Australian Government
Department of Industry, Tourism and Resources



Tradition Stained Glass, Joslyn Jensen and Kim Fitzpatrick in the workshop, Perth WA

Case Study: Aussie Stained Glass achieves international status

After humble beginnings 100 years ago, when his great grandfather opened shop, proprietor Kim Fitzpatrick last year turned his Perth-based Tradition Stained Glass business into a global enterprise.

"I first examined exporting in the early 90s and got in touch with Austrade for advice. Austrade's assistance has been fantastic.

"They've been very helpful at a ground level, establishing connections that I would otherwise have found very difficult to get in touch with."

"We're already flat-out in Australia with contracts, so being able to grow smoothly was essential and I didn't want to make the move into exports without being prepared," he said.

Mr Fitzpatrick said his liaison with Austrade has helped him enormously.

"Our first contract in Macau came through Austrade assistance."

"Initially Austrade put feelers out for us in a number of countries then Austrade's Hong Kong office followed up on an opportunity."

"It helped land our first commission to provide screens for the VVIP (very, very important people room) at the Hotel Lisboa, owned by a Hong Kong consortium."

With exports currently bringing in 5 per cent of revenue, Mr Fitzpatrick is aiming to increase that to 20 per cent.

"Apart from Macau, which is booming for our industry, we're also looking at Las Vegas and America with Austrade assistance."