



**AUSTRALASIAN PROMOTIONAL
PRODUCTS ASSOCIATION**

Service Provider Partner Directory

APPA Membership Benefits



APPA is committed to working alongside strategic partners who deliver strong service and value to members.

As an APPA member, you have access to a range of discounts, resources and professional support/advice from an extensive Service Provider program that will make a huge difference to your bottom line, no matter how big or small your business.



Business Networks

Australian Marketing Institute (AMI)

As the leading professional marketing association in Australia, the Australian Marketing Institute (AMI) offers a platform to advance your thinking, develop your skills, fuel your development and fulfil your potential so that you are equipped to take on the challenges of a changing marketplace.



APPA Member Offer: AMI membership. Normally \$490 (GST inclusive), APPA members will receive an exclusive price of \$332 (GST inclusive), a saving of \$158.

☎ (02) 8256 1650
✉ membership@ami.org.au
🌐 www.ami.org.au

Auckland Business Chamber

Auckland Business Chamber is New Zealand's largest business organisation and part of the New Zealand Chambers of Commerce network. Successful business ensures strong and successful communities, and the Chamber contributes to this through support and advocacy to deliver the best platform for business to operate from.



APPA Member Offer: APPA members receive the Chamber Prime subscription for the discounted price of \$189.11 (incl GST) rather than the \$250 (excl GST).

👤 Louise Smart
☎ (09) 309 6100
✉ lsmart@chamber.co.nz
🌐 www.aucklandchamber.co.nz

Qantas Club

Whether you're travelling for business or leisure, you can look forward to a more comfortable pre-flight experience at Qantas Club. Most Qantas Club lounges feature complimentary refreshments, business facilities, Wi-Fi throughout and shower facilities. Email info@appa.com.au to learn more.






APPA Member Offer: Joining Fee \$247.38 incl GST (save \$150), 1 year membership \$442.80 incl GST (save \$100), 2 year membership \$803.60 incl GST (save \$180)

Cliff Quicksell & Associates

Cliff's mission is to help squash the mediocrity and fear that runs rampant in small businesses. As a 40 year veteran of the Promo Industry, Cliff brings real-life lessons to leaders and sales and marketing teams who are tired of hearing "can't" and are ready to stop letting others dictate the boundaries of their success.



APPA Member Offer: 10% off published pricing at any level on Cliff's website. Includes consulting and any DVD's, CD's books and training. APPA members will also receive access to Cliff's upcoming podcast 30 Seconds to Greatness, the Podcast (basic platform).





 Cliff Quicksell
 cquicksell@ipromoteu.com
 www.quicksellspeaks.com

Equipment

Elizabeth Machines

From humble beginnings, Elizabeth Machines Co. is today a diverse company with more than twenty staff in four states supplying a large range of machinery and spare parts from the world's leading textile machinery suppliers including Juki, Union Special, Siruba, Seiko, Gammill, Yamato and Lightning.







 Graeme Baker
 (02) 9764 4455
 graeme@elizabethmachines.com.au
 www.elizabethmachines.com.au

Roland DG

Roland DG is a provider of wide format printers, printer cutters, vinyl cutters and a worldwide leader in the sign, graphic arts, commercial print, packaging, labelling, promotional gift, textile, engraving, milling and 3D modelling industries.







 Greg Stone
 (02) 9975 0000
 sales@rolanddg.com.au
 www.rolanddg.com.au

Sew Simple

Sew Simple is the largest full service sewing equipment supplier in Canberra and a major supplier to the embroidery industry both in Australia and in New Zealand.



 Luke Carmody
 (02) 6282 7144
 sales@sewsimple.com.au
 www.sewsimple.com.au

Tajima

Tajima network has recently celebrated its 70th year as an unrivalled leader in the embroidery machine industry. Tajima has a well-earned reputation of being the most trusted embroidery brand in the world today, has networks in all major cities around Australia.



 Darren Chisolm
 (03) 9484 5898
 sales@tajimaaustralia.com.au
 www.tajimaaustralia.com.au



Graphic Design and Artwork

Cross Angle

Cross Angle is a full-scale graphic design agency and studio, with a stable, in-house team of talented graphic design professionals, web programmers and project managers. Cross Angle provides a wide range of graphic design services for both small and large businesses with a focus on professional and integrated branding.





 Sohil Meg
 0423 713 975
 sales@crossangle.com
 www.crossangle.com

Marty Daley Graphic Design

Marty Daley of Marty Daley Graphic Design is an industry-trusted and awarded graphic designer, with more than 23 years knowledge and experience in print, promo and design. Call Marty today to discuss your artwork needs.



APPA Member Offer: New customers receive 50% off their first job. Old customers who have not used Marty's services in the past 12 months receive 75% off their next invoice.

 Marty Daley
 0402 117 005
 redraw@martydaley.com.au

Pantone (Seaga Group Australia)

Pantone is the world-renowned authority on colour, providing colour systems and leading technology to businesses worldwide. Seaga Group Australia offers one of the broadest ranges available in the printing, packaging and diemaking industries. Seaga specializes in The Pantone Matching System Guides and Books, Kodak plates and chemistry, Channel diemaking products, Martin Miller and more.



APPA Member Offer: Book online for a 5% discount on all Pantone Graphics products using the codework APPA20.







Financial Services and Insurance

McLardy McShane **PREMIUM SERVICE PROVIDER**

McLardy McShane South East are expert Insurance Brokers who protect those in the promotional product and marketing sectors. We're relentless in our pursuit of negotiating the best possible arrangements for APPA members and will be there to stand with you should you ever need to claim.



 Shane Brady
 (03) 8376 1708 or 0429 400 026
 shane@mclardymcshane.com.au
 www.mclardymcshane.com.au

World First **PREMIUM SERVICE PROVIDER**

World First, the award-winning currency specialist, helps you get more for your money when making international payments. Whatever the reason for your transfer – making a one off payment, moving overseas, buying or selling property – World First will help you find the right solution for your needs.

The World First logo, which consists of the words 'WORLD FIRST' in white, uppercase, sans-serif font, centered within a red square.

APPA Member Offer: Receive fee free transfers for life (normally \$10 per trade)





 Albert Ton
 (02) 8298 4936
 albert.ton@worldfirst.com
 www.worldfirst.com

B2Bpay

B2Bpay is a secure online payment portal for businesses to pay ALL of their invoices using their existing credit cards, whether or not the biller actually accepts credit cards.



APPA Member Offer: APPA members will receive 10,000 bonus Qantas Points if they sign up as a B2Bpay customer and make \$10,000 in payments in the first 30 days, or 20,000 bonus Qantas Points if \$20,000 is received within the first 30 days.

 Matt Johnson or Ray Liang
 1300 205 575
 info@b2bpay.com
 www.b2bpay.com.au

National Credit Insurance

At NCI, we have established ourselves as the leading trade credit insurance broker in Australia and New Zealand. Trade credit insurance is a highly specialised area of insurance. Over our 30 years of experience, we have developed an unmatched depth of expertise in arranging the right protection, at the best price, for your needs.



 Daniel Mackintosh
 (08) 8228 4800
 info@nci.com.au
 www.nci.com.au



Freight and Logistics

Personalised Freight Solutions **PREMIUM SERVICE PROVIDER**





Personalised Freight Solutions is an international freight forwarding company, facilitating the movement of cargo globally. They have a combined 25 years' experience in dealing with international shipping, border clearance and importing known branded products with trademark procedures.



APPA Member Offer:

- ✓ Free Freight Health Check (valued at \$150.00)
- ✓ Personalised Freight Calculator (valued at \$75.00)
- ✓ International Parcel Freight bookings (\$10 discount per booking*)
- ✓ Discounts on Domestic cartage as follows:
- ✓ Import or Export LCL/Airfreight, up to 5CBM metro – FREE*
- ✓ Import or Export LCL/Airfreight, up to 5CBM non-metro – \$50 off**
- ✓ FCL Transport 20'40', metro or non-metro - \$50 off**

**Terms and conditions apply*





 Amanda Terblanche
 0455 500 347
 amanda@my-pfs.com
 www.personalisedfreightsolutions.com

Border Express

Border Express is a 100% Australian owned national express freight carrier for all domestic freight, including cartons and pallets.



APPA Member Offer: Up to 20% off current freight expenditure (including cartons and pallets), when you switch to Border Express as their primary freight provider. Send your current freight invoices and Border express will beat your current rates by up to 20%.

 Simon Hartley
 (03) 8347 5400
 simonhartley@borderexpress.com.au
 www.borderexpress.com.au

Courier Post (New Zealand Service Provider)

Courier Post has a network of over 700 couriers, 190 line haul vehicles and 6 planes. APPA members are given excellent rates on track packs and tickets options as well as a variety of packaging solutions, including the eco range of recycled packaging.



 Keith Petterson
 09 574 0256
 keith.petterson@courierpost.co.nz
 www.courierpost.co.nz

DHL

DHL is the global market leader in the logistics industry and the Logistics company for the world.



APPA Member Offer: DHL offer all APPA members rates that are normally reserved for only their very biggest accounts regardless of their annual spend.

☎ 1800 238 233
✉ aumca.querydesk@dhl.com
🌐 www.dhl.com.au

Ryders Customs & Forwarding

Ryders Customs & Forwarding is an overseas freight forwarding specialist for the New Zealand Region. Ryders provides a highly effective and personalised service backed up with the latest in technology and computer systems to ensure that you receive the highest standard of performance.



👤 Glenn Ryder
☎ +64 09 2755225
✉ glenn@ryders.co.nz
🌐 www.ryders.co.nz

Sendle

Sendle helps small businesses thrive by making door-to-door parcel delivery simple, reliable and affordable. Sendle provides parcel pickup and delivery services at low, flat rates that are guaranteed to be 15-70% cheaper than lining up at the post office. It's convenient, cost effective and 100% carbon neutral.



APPA Member Offer: Sign up for a free premium account with Sendle, saving \$10 per month. This gives you access to simple, reliable and affordable shipping and you'll get an extra \$1 off every parcel you send for 12 months from the time you sign on.

👤 Eva Ross
☎ 0401 971 116
✉ eva.ross@sendle.com
🌐 www.sendle.com

StarTrack

A business of Australia Post, StarTrack brings together the trust, reach and convenience Australia Post is famous for. Partnered with the freight & logistics expertise, and premium service which StarTrack is renowned for we are the largest parcels, freight and logistics network in the country.



APPA Account Number – 7654765

APPA Member Offer: We offer APPA members a competitive rate to move your parcels and freight across the country. This in conjunction with our service, will have you pleased you made the choice.





👤 Antony Lane
☎ 0438 183 346
✉ antony.lane5@auspost.com.au
🌐 www.startrack.com.au

TNT

TNT is one of the world's largest freight providers and offers APPA members exclusive rates on both road and air freight.

APPA Account Number – 21789615 (includes insurance)

APPA Account Number – 21108759 (no warranty)

 Phil Dauwalder
 0401 131 688
 philippe_dauwalder@fedex.com
 www.tnt.com







TNT (New Zealand Service Provider)

TNT New Zealand offer competitive rates on international shipping (Economy and Economy Express), and deliver a service that is personalised, fast and reliable.

APPA Account Number – 21789615 (includes insurance)

APPA Account Number – 21108759 (no warranty)





 Victoria Rasmussen
 0800 275 868
 victoria.rasmussen@tnt.co.nz
 www.tnt.com



Total Freight Solutions

Total Freight Solutions (TFS) operate a Freight Brokerage service, providing global and domestic freight forwarding solutions, tailored to your needs. Services range from overnight envelopes to large cargo. Shipping via FedEx into New Zealand is a particularly strong area for TFS as well as a focus on customer service and providing the most cost effective and efficient freight solution available.

APPA Member Offer: the ability to process documentation & arrange bookings for all transport movements without any additional administration fees - we will provide exclusive rates to all APPA Members who engage our services.

 Mark Clark
 (03) 6232 9600 or 0417 002 530
 mclark@totalfreightsolutions.com.au
 www.totalfreightsolutions.com.au



Hall & Wilcox

Hall & Wilcox is a leading independent Australian law firm. We are a firm of around 700 people delivering outstanding legal services to corporate, public sector and private clients, both Australian-based and those offshore doing business in Australia.



APPA Member Offer: Access via an online platform to comprehensive range of legal documents at no fee or at affordable fixed pricing. In addition to legal documents, the platform provides access to bulletins and updates on legal issues. Please contact info@appa.com.au to access these documents.

 Stephanie Gribbon
 +61 28267 3281
 stephanie.gribbon@hallandwilcox.com.au
 www.hallandwilcox.com.au

Staffing and Office Solutions

Office Beacon

Office Beacon is a global leader providing services and software solutions to suppliers, distributors and promotional product companies. Office Beacon's mission is to deliver high-quality outsourced business solutions from talented employees. Their service provides a competitive advantage for their customers which enables their companies to grow, scale, and succeed.



 Sukhi Singh
 sukhi@officebeacon.com
 www.officebeacon.com





Warehousing and Fulfilment

2Star Logistics **PREMIUM SERVICE PROVIDER**

2Star Logistics are a full-service logistics provider, specifically designed for the promotional marketing space. Handling everything from basic stock fulfilment of online retailers to elaborate customer-activation projects, 2Star are there to provide whatever you or your client needs to do with their stock.



APPA Member Offer: 10% off standard handling and storage charges.

 Travis Roy
 +61 02 9188 5835
 travis.roy@2starlogistics.com.au
 www.2starinternational.com.au

Evolve Fulfilment

Evolve Fulfilment are industry leaders and innovators in fulfilment and warehousing services Australia wide. With over 25 years' experience servicing businesses in contract packing and assembly, Evolve has been the preferred partner for Australian consumer brands and award-winning promotional marketing agencies.







 Sarah Polistena
 0410 695 117
 enquiries@evolvefulfilment.com.au
 www.evolvefulfilment.com.au

Gun Web Systems

Gun Web Systems provides numerous promotional industry software solutions. Generate 'Express Quotes' in under 30 second with My PromoSource, which is designed uniquely for the promotional products industry or create easy, effortless production workflow with one of our Job Management platforms; Xebra or Promo Office.

GunWebSystems

APPA Member Offer: 5% discount on all products and services.

 Kaye Kelly
 +61 (02) 4302 0160
 help@gunwebsystems.com.au
 www.gunwebsystems.com.au

Hoops CRM

Hoops is a revolutionary and innovative business management software built for businesses who sell decorated products. When using Hoops, these businesses can create quotes quickly, manage workflows, see a complete picture of their operation and access the resources they need to succeed. This saves time and drastically increases profit.



For all APPA members, we're excited to offer 30% off for the first 3-months of signing up with Hoops (new customers only). During this period, Hoops will provide ongoing support and training, access to all resources including help documents and video library, and import two supplier catalogues (on top of the existing 20+ that we already have on file) into your Hoops account.

 Brad Pengally
 brad@hoopscrm.com
 www.hoopscrm.com

Promo Supply Network

Promo Supply Network provides marketing solutions to distributors and suppliers within the promotional products industry. The newly established company works closely with their clients to ensure they are proactive, innovative, and successfully communicating with their customer network.



APPA Member Offer: Post Roadshow and CONVEX, APPA member distributors receive free digital catalogues showcasing new products from these tradeshow.

 Paul Bergman
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 paul@promosupplynetwork.com.au
 www.promosupplynetwork.com.au



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