

The reason this relationship has lasted for over 20 years is that whether it's for technical, insurance or training needs, Rapid Solutions has always given Murray Pest Control access to professional, honest and realistic advice, which has helped them to grow and protect the company. They are rightly proud that they have been around for well over 50 years.

Gary Scott recommends being insured with Rapid Solutions as, "You always have access to professional, specialised advice which is targeted to our unique industry. Rapid Solutions is only a call away to help us with any questions to ensure we meet and surpass our clients' needs and industry standards."

It is now more imperative than ever that pest control technicians receive quality training that enables them not only to earn a certificate, but equips them with the knowledge and skills necessary to deal with the real life situations they will encounter on the job.

As a result Gary Scott would also recommend training with Rapid Solutions as, "Organising training, particularly when it comes to pest management licencing qualifications, has not always been an easy task, but with Rapid Solutions the process becomes much easier. Since the introduction of their online training, this has streamlined our training schedule even more. Once we register our technicians, they have all their modules there ready to complete.

"Managing well over 40 technicians is no easy task, but Rapid Solutions gives us the ability to manage and train our staff and help them to become exceptional technicians, which are not always easy to find!"

Gary Scott has found the Rapid Solutions team to be very helpful and says, "As I mainly look after training, **Keith, Garry, Peter** and **Steve** come to mind, but **Nathan** and the insurance team have always been equally helpful. Nothing is ever too much trouble for the Rapid Solutions team. It's nice to know you have industry people looking after your best interest."

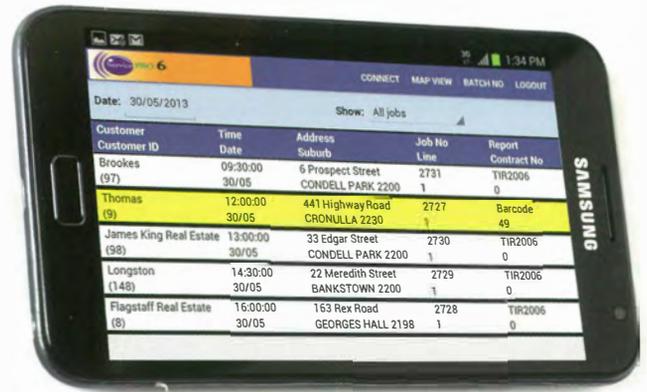
It is an unfortunate truth that not all pest control companies operating today will survive for the length of time that Murray Pest Control has. If you intend to make your company one that does, a quality connection with Rapid Solutions is an excellent starting point.



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Test drive the latest software for pest management



ServicePRO-OnLine offers a wide range of applications that pest managers now have the opportunity to 'test drive'.

Temisoft, a leading provider of cloud based and mobility software in Australia has a suite of pest management applications ready for you to 'test drive'. Whether you specialise in domestic or commercial pest management, you will find immediate benefits in ServicePRO-OnLine.

Pest management is a complex business, and finding the right software to do the right job can be a complex decision. ServicePRO-OnLine has been used by pest management firms for over 15 years, and has been used as a cloud-based system over the last eight years.

ServicePRO-OnLine offers pest managers applications for scheduling of jobs, dispatching jobs to technicians in the field, reminder letters, contract management for your recurring commercial work, and a complete set of inspection report designer and inspection report writer.

The inspection report designer can be used to design Termite Inspection Reports, Pre Purchase Inspection Reports and Risk Assessment Reports, for example. The inspection report has the capability of taking photos, annotating photos, creating site plans and creating the report with all the photos automatically inserted.

ServicePRO-OnLine also offers a suite of products to commercial pest management. Commercial pest management businesses are specialised and need very specific modules to run their business. ServicePRO-OnLine offers all the standard modules – plus a few more.

Every commercial pest management business will need service contracts to schedule many different types of services and frequencies. In commercial pest management bar coding is also very useful for customers. Bar coding will produce activity reports and trend analysis that customers will require to give to auditors.

A Customer Access System is also available to offer to your customers. The Customer Access System allows you to build and brand a portal with all your offerings, and you can give your customer access to it so they are able to access different types of documents. The documents could be Insurance Certificates, MSDS, Site Plans or Activity Reports, etc. The Customer Access System also allows you to generate Bar Code Activity Reports and Trend Analysis.

ServicePRO-OnLine offers a full set of mobile products for Inspection Reports and Bar Coding. The mobile applications are customer written applications on both the Android and Apple iOS platform. The apps are customer written and are capable of working on each device, with or without internet connection. If it is working without internet connection, it will download the completed jobs once internet connection has been established.

Would you like to try ServicePRO-OnLine?

See for yourself what ServicePRO-OnLine can do for your business with our seven-day test-drive package. To obtain more information or to arrange a test drive, give us a call or visit our website.

The budget for small business



***Mark Lindsay,**
Partner, DP Loewy & Co

There were some major concessions for small businesses to come out of the 2015 budget that may be of some benefit to the reader. These include:

- The tax rate for companies with a turnover of less than \$2m will be reduced from 30% to 28.5% from the 2015/2016 tax year. There is however a sting in the tail as companies may

eventually run short of franking credits, so at the point of accessing profits through dividends there may be a catch up tax.

- Unincorporated businesses will receive a 5% tax discount capped at \$1000 per person. This will apply to sole traders or partnerships.

- The limit for claiming immediate deductions on assets has been increased from \$1000 to \$20,000 and is effective immediately until 30 June 2017. This is available per asset and not in total so you can have multiple applications.

- Professional start-up costs are immediate deductions from 1 July 2015 which will assist anyone entering business as previously these were deductible over five years at best.

- There is additional capital gains tax relief for those restructuring their business from 1/7/2016.

From a tax planning perspective the major issue is the immediate deduction for assets up to \$20,000. This has already seen a widespread uplift in asset purchases so many taxpayers are taking advantage of this concession now. Businesses may consider accelerating asset purchases to take advantage of this and purchases include vehicles. Note however you do not get the first \$20,000 on assets over \$20,000. Assets over \$20,000 will go into your small business pool as they currently do, with a deduction of 15% in the current year and 30% thereafter.

A cash flow consideration could be to borrow in order to fund asset purchases. Interest rates are at record lows and you would get the benefit of the tax deduction up front as well as recovering the GST for those that are GST registered. Note however borrowing structure is critical as this will not apply for leases and those reporting GST on a cash basis will not get an upfront GST claim so you will need to clarify your position with your professional advisor. Using this tactic could get you a healthy tax deduction for a minimal up front outlay.

The flow on from the new asset rules is that you can deduct the value of your small business pool if it is below \$20,000, which will also provide a handy tax deduction. You should check the value of your small business depreciation pool to see if this applies to you.

The introduction of CGT relief from 1 July 2016 will give businesses a chance to restructure without incurring CGT. Presently there are limited circumstances where this applies, such as a sole trader rolling over into a company. The changes will bring in more flexibility and allow other structures such as trusts to be considered. It will particularly be of interest to sole traders or partnerships that may be seeking ways to more effectively structure their tax affairs and allow you to income split within accepted taxation laws. A lot of controversial articles are written about trusts but they are a long accepted tax structure as long as you do not breach established personal service or income splitting laws. If you have a genuine business structure then this should be the case. Sole traders with no staff would be unlikely to take advantage of these concessions.

If you wish to take advantage of any of the budget concessions I recommend you seek professional advice as personal circumstances can differ.

***Mark Lindsay is a chartered accountant and partner at DP Loewy & Co Pty Ltd with over 30 years experience in the accounting profession. His company offers a broad range of accounting services to businesses of all sizes, and provides innovative superannuation and tax planning solutions. Mark can be contacted on 02 9362 3332 or mark@dplowey.com.au**