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The TAMS team in Fremantle. Photo: Attila Coezer



By Saskia Pickles

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BUSINESSNEWSIQ

Total AMS



Other Awards
People's Choice Award 2015

All Rising Stars winners for 2014

- CADS Survey
- Crawford Property Group
- Digital Dialogue
- Executive Risk Solutions
- HealthEngine
- Minovare
- Momentum Wealth
- Morford Group
- PAID International
- Pendragon Environmental Solutions
- Rawsome
- TAMS Group
- Tasman Power
- Velrada
- Virtual Gaming Worlds

All Rising Stars winners for 2015

- APE Mobile
- Dinner Twist
- Edlitt Insurance Brokers
- Funky Monkey Bars
- Harrier Human Capital
- Integro Private Financial Consulting
- International Maritime Services
- PDC BIM
- Performance on Hand
- Proactiv Payroll
- Scancam

Total AMS goes back to back

Marine services group **Total AMS** has delivered on its potential to provide flexible options for customers in the marine services sector, winning its second Rising Stars award in two years.

A key component of the North Fremantle-based business's successful growth strategy has been diversifying its offerings, from a diving services and mooring installation specialist established in 1999 to a full service one-stop shop operating across the state's ports.

In the past year, **Total AMS** has undertaken a wide range of work, including refitting boats for the Fremantle Police, [Department of Transport](#) and [Department of Fisheries](#), dredging Esperance Port, building a wharf in Henderson, and building a jetty for the [Pilbara Port Authority](#).

Total AMS chief financial officer [Lee Bartlett](#) said adding new and varied business capabilities had been crucial to the business winning contracts in a

cutthroat industry.

"The addition of divisions has meant that growth and expansion can be achieved steadily, allowing us to maintain a presence in a sector that had been going through a decline that some competitors have not been able to stand up against," he said.

"No one company provides the wide range of services and capabilities that [Total AMS](#) offers.

"We're not a one-trick pony ... we've got seven different business units."

[Total AMS](#) now employs 350 staff and contractors, up from 275 when it won a Rising Star award last year and more than double the number of staff on its books during the 2011-12 financial year.

The business's bolstered capacity means it expects revenue growth this financial year of 15 per cent.

For [Total AMS](#) founder and managing director [Grant McCleary](#), pursuing growth has always been a core value.

"It's all about adding and growing the company," Mr McCleary told *Business News* last year.

"You can never stand still."

As part of the operation's succession plans, Mr McCleary has implemented a number of strategies to ensure all senior staff members are fully focused on growing the business.

Mr Bartlett said Mr McCleary rewarded staff with shares in the private company – in exchange for productive and collaborative leadership – providing a strong motivator for success.

SEQTA
Sun Connect
TAMS Group
Tap into Safety

WA revenue

39 th	▼ Shaks Holden	\$117.2m
40 th	█ Total AMS	\$105.6m
42 nd	▼ Mrs Mac's	\$99.0m
43 rd	█ Outback Network	\$99.6m

[View the full LIST >>](#)
77 private companies ranked by revenue most recent financial year

Number of Employees

Private Companies

29 th	Vesco Foods	310
30 th	Summit Homes	300
31 st	Total AMS	300
32 nd	Mine Agrigroup	260

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Given Surname
Personal biography outlining education, experience, positions and interests.

Article Timeline

Jan Feb Mar Apr May Jun Jul Aug

Shareholding

COMPANY	DIRECT	INDIRECT	TOTAL
Company Name	###,###		###,###
Company Name		###,###	###,###

Directors Interests

DIRECTOR	DATE	TYPE	#SHARES	\$SHARE
Name	##/##/##	Bought	##m	\$A.##
Name	##/##/##	Bought	##m	\$A.##

Latest ECM + M&A Deals

DATE	BIDDER	TARGET	TYPE	VALUE
##/##/##	Company Name	ASSET		###m
##/##/##	Company Name	ASSET		###m

Positions/Remuneration

NAME	POSITION	YEAR	REMUNERATION
Name	CEO	2011	\$#.##m
Name	COO	2008	\$#.##m