



An Australian Government Initiative



Shaping Business, Transforming Industry

# Success Story

## AVOCA ENGINEERING

North Wyong NSW 2259

Find out how **Enterprise Connect** is helping Avoca Engineering get to the next level.

### The Background

Preparing to relocate to new premises provided the perfect opportunity for Avoca Engineering to be strategic about the move. The manufacturing business specialises in toolmaking, precision machining, prototypes and metal stamping and commenced operations 18 years ago. From humble beginnings, the business now employs 20 people and turns over \$3.5 million a year.

Owner Martin Tanti was excited to hear about the Business Review but admits he feared the amount of paperwork that might have been involved, given it is a government initiative. "It actually wasn't that bad!" he says. "And my Business Adviser, Brenda Read helped me work through it."

With a strong track record in change management and driving business growth across a range of industries, Brenda was well-suited to help Martin and his team achieve their business goals. "I expected that Brenda would have a good knowledge about manufacturing environments," says Martin. "She walked through our premises and starting observing and advising us on areas for improvement straight away, and I knew she had the expertise we were looking for."

Avoca Engineering had experienced rapid growth and invested heavily in acquiring its new site, so it was critical to ensure the returns on the investment were maximised. Before the Business Review, Martin believed that he would have to employ more staff to achieve the increase in output required. The Business Review revealed that by focusing on lean manufacturing principles, the firm could achieve more with the same amount of resources - achieving



(From left to right) David Willison Operations Manager, Martin Tanti Owner and Udo Scholl, Estimating Director.

immediate and lasting productivity gains - without the need to employ more staff.

### The Outcome

Avoca Engineering has already implemented a key recommendation of the Business Review, which was to engage a consultant to design the new factory layout to optimise the production flow. "We've also started on 5S and we're empowering our staff to take responsibility for improving the way we do things. They can see the benefit - it makes their job easier when they're not fetching around to find tools and that sort of thing."

"In today's market, you need to be an employer of choice," says Brenda.

Both Brenda and Martin are confident that the changes implemented following the Business Review will have a big impact. "We believe we'll be 30% more productive," says Martin. Other expected benefits include: more consistent output, reduced internal defects and an engaged workforce that supports continuous improvement.

"In today's market, you need to be an employer of choice," says Brenda. "All these measures help the employees and they also make the business more productive."

### For Further Information

Call Enterprise Connect on **131 791** or visit **[www.enterpriseconnect.gov.au](http://www.enterpriseconnect.gov.au)**