



An Australian Government Initiative



Shaping Business, Transforming Industry

Success Story

BRANACH MANUFACTURING

Croydon VIC 3136

Enterprise Connect helps Branach Manufacturing get to the next level.

The Background

Since registering and implementing the recommendations of an Enterprise Connect Business Review, Branach Manufacturing Director, Michael Walsh, says the company has already made some terrific gains.

Branach Manufacturing began manufacturing and selling ladders to the electrical power distribution and telecommunications industries in the late 1990s and has established itself as a manufacturer of quality ladders and accessories.

"I took on the Business Review because I could see we needed to improve on our productivity," Michael said.

He said the advice provided by Enterprise Connect Business Adviser, Dan Gardam, was constructive.

"His approach was just about helping. He visited and looked over the business, he asked us questions and then made suggestions," Michael said.

The Outcome

The main recommendation of the Business Review was to introduce lean manufacturing principles into the business operations.

"The practices put into place have already had a positive affect. We have had a 10% productivity improvement in 12 months," Michael said.

To implement lean manufacturing principles, Branach Manufacturing engaged consultants through Enterprise Connect's Tailored Advisory Service (TAS).

"With the consultants we created benchmarks and initially we all did some training. Once we started we realised how far there was to go. It is a long journey but we have already made some major changes," Michael said.



Branach ladders on the factory floor.

He said two of the initiatives adopted to increase productivity were visual management practices, as well as a 'can-do' attitude throughout the company.

"The simple practice of holding stock on the floor so that everyone can actually see what is available and what needs replacing has made a difference. The business looks tidier and cleaner and it makes a difference to our attitude," explained Michael.

"The practices put into place have already had a positive affect. We have had a 10% productivity improvement in 12 months."

MICHAEL WALSH, MANUFACTURING DIRECTOR,
BRANACH MANUFACTURING

An indication of the benefits of the changes is the dramatic decrease in the time between receiving an order and delivery. Michael said this has decreased from about three weeks to just six days.

Work with the TAS consultants is continuing and from this work Michael says the company will have a version of lean manufacturing which is tailored specifically to Branach Manufacturing.

"We can't afford to be inefficient in our production, and development of these practices will ensure we improve on our efficiency. Our aim is to continue to innovate and bring new products to the market as well as making the most of our current resources," Michael said.

For Further Information

Call Enterprise Connect on **131 791**
or visit **www.enterpriseconnect.gov.au**