



An Australian Government Initiative



Shaping Business, Transforming Industry

# Success Story

## UNIQUE MODULAR BUILDINGS

Campbellfield VIC 3061

Find out how **Enterprise Connect** is helping Unique Modular Buildings get to the next level.

### The Background

Unique Modular Buildings manufactures modular and prefabricated buildings for a wide range of industries, from hire and industrial to commercial and education. Established in 1994, the business has a core staff of 17, with up to 10 casuals brought in as orders demand. After hitting a peak producing more than 800 modular buildings for the 2006 Commonwealth Games, Unique Modular Buildings needed to rebuild, review production practices and investigate new growth markets. So Steve Thompson, General Manager, welcomed the opportunity to participate in the Business Review program.

“Being in the job for a relatively short time, I was just beginning a program to cut overheads and look at where the business was going. The Business Review provided us with a great opportunity. Our adviser Paul Smarrelli, Business Adviser for Partner Organisation NORTH Link, was excellent. Having someone with so much expertise asking probing questions made me think about the business in a completely different way and re-prioritise some of the things I was doing.

### The Outcome

I was concerned about the time the program would take up, but it worked out well. The best thing for me was the specific, one-on-one contact. I wasn't listening to an academic in a lecture theatre. I was speaking with an experienced manufacturing professional who understood what I was saying about our business and its issues.



**Pre-fabricated housing 8 weeks from start to finish.**

The challenge was thinking deeper and in different directions. The Business Review gave me a baseline of where we are against world best practice. That also gave me an understanding of where we could be. We're currently developing an action plan and have already made a few improvements. I've introduced an interactive budget spreadsheet that's instantly updated, so we always have accurate figures available. I've identified staff skills and developed a skills matrix so that we know how to allocate tasks and where to focus training. Work method statements are being written for all tasks, so that all staff know exactly what our standards and methods are. Next we are planning to streamline the production process further, introducing some elements of lean manufacturing.

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The benefits of the Business Review for us were that we developed a much better understanding of what our business needs, and what best practice is in our industry sector. The report will help us to set achievable goals that will help us to grow profits and our customer base.”

### For Further Information

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