



Success stories

TRJ Pty Ltd

“it was one of the best things we have done”

Engineering and manufacturing business TRJ Engineering has been operating for over 45 years and today manufactures everything from truck bodies to outdoor seating to bike racks to retail shop fittings.

Challenges

TRJ Engineering was looking to increase productivity and capacity and put structures and processes in place so the business could achieve its growth potential. Owner and Managing Director David Murphy was also looking to step back from the day-to-day running of the business.

The business was located over several facilities and this was hampering its ability to streamline its processes and generate further output and profits.

While TRJ Engineering had demonstrated strengths in innovative product design and manufacturing, the firm's marketing and brand development needed some attention to effectively target new markets.

Impactful Advice

The recommendations and advice provided by an Entrepreneurs' Programme Facilitator helped the firm to achieve further growth and improve productivity and achieve the following tangible outcomes:

- 12.5% increase in employee numbers
- 31% increase in turnover

Outcomes

A move to new premises allowed the business to co-locate its processes and improve workflow, materials handling and overall productivity.

Implementation of Lean thinking has been the vehicle for driving change across TRJ Engineering's operations and has been an integral part of the company's growth plan. The business has seen production flow improved, capacity increased and procurement processes improved.

TRJ Engineering has also increased focus on brand development, assisted by the appointment of a Technical Sales Manager.

“Our involvement with the program had us look at the Lean manufacturing way of thinking and it was one of the best things we have done. It changed our thinking and will increase our productivity further, and with that comes an increase in sales” David Murphy, Managing Director

Clarity around roles and responsibilities has given greater ownership and opportunity to grow and the firm has achieved greater engagement from employees.

In addition, the changes have helped the firm's Managing Director, David Murphy, achieve his objective of stepping back from the day to day running of the business.

Further Information

For more information on the Entrepreneurs' Programme visit business.gov.au/ep or call 13 28 46