



Success stories

Succession Success

Clear planning creates
pathway for new ownership

Strong history, uncertain future

Trevaskis Engineering has a strong history of serving the food and manufacturing industries around Tatura in N.E. Victoria. With many opportunities for expansion and growth, the barrier has been uncertainty over business succession with the owner seeking to sell the business and retire.

Opportunities abound

Diversification has seen new proprietary products introduced and some advanced manufacturing equipment updated. Increased focus on sales and marketing were also generating added revenue growth and the business profitability was continuing to improve. There were great staff and a capable management team, allowing the owner to be independent of the daily operations.



Signing the contract of sale for succession of business ownership

Despite all these positive attributes, no buyers had emerged for this solid regional engineering business.

Clarity builds direction

Vance Wheeler, Growth Facilitator with the Australian Government Entrepreneurs' Programme, took the business through a Business Evaluation (now called Growth Roadmap) as part of the Growth Service to help understand the current position, forward options, and transition possibilities. The analysis guided several key actions to assist the business.

Win win outcomes

A strategic plan was identified as an essential ingredient to progress either of the 2 viable options – a conventional market sale or an MBO.

With added clarity on future direction, business performance, risks and growth

potential the incumbent General Manager took over ownership, providing stability and security for the business.

'The Business Evaluation helped affirm some ideas we already had about future direction and helped achieve a timely, seamless transition with business continuity.'
Michael Mason, Managing Director, Trevakis Engineering

Focused growth

With further investment in systems, equipment, staff and marketing, the new challenge for the business is how to keep up with increased demand.