



Success stories

## Ongoing Improvement Bakes in Business Growth



### Solid foundations in place for growth

The COVID-19 pandemic pushed Tuckers Natural during their planned expansion of capacity. This challenge was yet another step in their long business journey.

### The Challenge: Enabling Growth

Since Tuckers Natural was established in 2007 they have engaged with the Australian Government's Entrepreneurs' Programme a number of times to focus on various challenges that were pressing for the growing business.

Engagements included improving marketing and digital activities as well as upgrading packaging.

Improving manufacturing productivity and training staff with lean manufacturing and most recently working with Robert Lloyd a Growth

Facilitator from program Delivery Partner Business SA, significantly upgrading and automating their manufacturing facilities.

### Implementing the recommendations

Supported by the program's growth grants, Tuckers Natural have engaged external professional support to solve complex business problems and undertake design and mentoring within the business.

In addition, the expansion of their manufacturing space, with revised layouts and installation of larger new equipment and automation, has allowed a significant increase in volume without significantly increasing staff numbers, improving their overall competitiveness.

### Rapid growth flows

The implementation of these comprehensive changes has allowed the business to become scalable to grow into new markets and distribution without additional staff investment due to ongoing process automation.

*"The ongoing engagement with the Entrepreneurs' Programme has assisted the business to grow and deal with complex challenges over a number of years.*

*We have really appreciated dealing with the various Business Advisors and the expertise they have brought into the business" Sam Tucker  
Managing Director Tuckers Natural.*

### New markets beckon

The increased capacity and manufacturing capability in the business, combined with recent strong growth has led to new opportunities opening up for Tuckers Natural.