



Success stories

## Good business on the path to greatness

A journey of building in growth and sustainability

## A strong base

Albury Precision Engineering has been building a strong business base since 1989, providing innovation, design and precision machining services to domestic markets.

## Looking forward

Owners Linton and Karen Haberman have been instrumental in the day to day operations and have guided the business to achieve its reputation as an innovative and reliable provider of precision engineered components. More recently, they have sought to cast a greater forward vision to secure the long-term growth and sustainability of the business.

## Markets & systems

Albury Precision Engineering has a history of investing in staff and community.

Recognising they also needed to broaden their markets and enhance their business systems, they engaged with the Entrepreneur's Program to gain assistance in growing to the next stage of their journey.

## Action delivers results

With actions across business systems, business development, process improvements, new equipment, new capabilities and new market opportunities, there was lots to do. Much of this had already been identified through internal processes.

Facilitator Vance Wheeler developed a Growth Roadmap for the business and provided external support and accountability to keep things on track.

The business also connected with the CDIC to build defence sector capability and opportunities.

## Where to now?

Albury Precision Engineering's strong technical base and reputation, is now complimented by their strengthened internal capabilities and new markets to deliver a stronger, larger, more resilient and more systematic business.

"Having a clear action plan, plus our Advisor touching base at designated intervals, has really made the implementation process so much easier."

**Karen Haberman, Director**

This not only improves the business sustainability now but begins building succession pathways, so the business continues beyond the direct involvement of the founders.