



Success stories

B&C Doors Pty Ltd

Opening the doors of opportunity



B&C Doors, founded in 2008, is a family owned and operated business which provides premium quality architectural cavity sliding doors systems for the Australian building industry. B&C Doors has developed a reputation for being able to design and manufacture solutions for problems that others can't.

Their purpose is to provide their customers with a premium selection of quality custom made and standard size cavity sliding door systems, doors, finishing systems, door jambs, tracks and fittings and a wide range of architectural hardware solutions.

Business Challenges

B&C Doors initially make door frames for sheds and industrial doors. In 2017, the business moved into cavity sliding doors, with manufacture initially being outsourced. With sales volumes increasing, and lead times becoming unmanageable, manufacturing was brought in-house with the original

shed/industrial door frames being discontinued.

The business had commenced a journey of reinventing itself and was achieving strong sales growth. An aggressive sales and profitability growth plan hinged on delivering some key initiatives. However, the business was suffering from a lack of accountability and discipline, enabled by weak systems and processes. The General Manager was seeking assistance to help deliver the key initiatives.

How did The Entrepreneurs' Programme help?

With the support of Growth Facilitator, Geoff Hodgens, B&C Doors undertook a Business Evaluation, in early 2020, and accessed the \$20,000 Growth Grant to assist with development of a web-enabled quoting platform and the implementation of Lean.

What were the outcomes?

While sales were initially impacted by COVID19, the implementation of Lean and other improvements have helped deliver a strong improvement to EBIT. The scope of the quoting platform has been expanded to include additional functionality and will deliver greater customer engagement.

*"To realise change and take business forward, a business needs to engage effectively with its' employees" -
Martyn Barker - General Manager*

Further Information

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