



Hands up if you need help with your small business

Carix advisors are familiar with the challenges faced by small business and can provide the expert knowledge and practical advice you need to achieve your business goals.

Whatever stage you're at, Carix can help. Perhaps your business is struggling or you're ready to grow ... or it's time to move on to something new.

Carix takes a very personalised approach to consulting. Your Carix advisor takes the time to understand your particular business and to find practical solutions to suit your business culture and objectives. Then, your Carix advisor works in partnership with you to produce results.

Carix advisors:

- Understand the challenges faced by business owners
- Offer skills and experience gained through running large and small companies
- Work in partnership with their clients
- Focus on measurable and achievable results
- Accommodate business owners' budgets and needs
- Provide access to a network of business experts
- Measure their success on the success of their clients

Carix has supported businesses in a variety of industries, professions and trades to achieve their business goals

Truck business bleeding money

Baron Revelman was an experienced businessman, but when he took over Streamline Truck Bodies he had no track record in running this type of enterprise. The first two years he ran at a huge loss, then he called on Carix to help turn things around.

Carix's Stuart Carr worked with Baron to:

- Review Streamline's costing and pricing structure
- Motivate staff to improve productivity
- Set up a regime for monitoring cashflow and profitability

Stopping discounting, eliminating unprofitable product lines and improving cycle times had a positive effect. Streamline has posted profits of around \$200k for the past two years – no mean feat in the prevailing economic climate.

Blooming market for fragrant products

In less than two years of operation, the Sapphire Group had carved out a niche for its fragrant home and body products. The task now was to ensure they had systems and processes in place to support the rapid growth.

Carix supported the owner-operators in shoring up the business:

- Reviewing manufacturing and supply chains
- Mentoring staff to grow into their bigger roles

- Trade marking products to protect company IP
- Working with managers and key staff to clarify the direction of the business and to develop a three-year strategic plan.

As a result, the company is manufacturing products of consistent quality and sales continue to grow. Managers and staff are working to a defined business plan with greater confidence and zeal.

Pathway to retirement

Don Sainsbury was heavily involved in all aspects of his engineering business. He wanted to plan his retirement but needed to show his specialist heating and ventilation business could function effectively and profitably without him. Don sought Carix's help in preparing the business for sale.

Carix's Stuart Carr provided Don with senior management experience in planning, budgeting, staffing and issues management including:

- Documenting processes and workflows, and where possible detecting and addressing inefficiencies
- Allocating the jobs and responsibilities of the exiting-owner to appropriate roles within the company.

Once the business was in order, Carix contracted an independent valuation and brokered the sale. Stuart worked closely with all parties to ensure they were happy with the deal.

CARIX[®]

Carix Pty Ltd ABN 88 112 285 195 Suite 1.12 55 Miller St, Pymont NSW 2009
T: +61 2 9029 7953 F: +61 2 9518 8613 M: +61 (0)424 310 150 E: stuartcarr@carix.com.au W: www.carix.com.au