

# BUSINESS\$ WEEKLY

## SUCCESS STORY

# Tripling the business

Firms have merged as a one-stop shop for mining

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DESCRIBING Mackay industrial group HMG Westhill is no mean feat.

The Heavy Maintenance Group (HMG) company, which has now put the collective forces of Westhill, ATMR and ABC Engineers together under one umbrella, have been powering forward since their amalgamation in October last year.

HMG Westhill sales manager Rodger Doudney said the combination of the group of companies under the HMG umbrella meant that it became a "one stop shop to mining".

"There's one facility at the harbour that does dragline buckets," Mr Doudney said.

"There's an overhaul facility at Slade Point that overhauls drills and underground equipment.

"HMG hardchrome is dedicated to hydraulics."

He said the workshop on Commercial Avenue, in Paget, was expanding to 15,000sq m.

"We're one of the largest machine shops on the east coast of Australia," he said.

When the venture capitalist group made their plans for HMG known, some customers had



Mark Dunn (CEO) and Rodger Doudney (sales manager) from HMG Westhill are proud their Heavy Maintenance Group (HMG) company has now put the collective forces of Westhill, ATMR and ABC Engineers together under one umbrella.

PHOTO: AMANDA BALMER 150808/078

concerns about how the company would turn out.

"Once they saw the quantity and quality of the acquisitions – it made them comfortable.

"We're tendering on big projects we wouldn't normally get.

"It's given the market a lot of confidence."

The next step for the constantly growing company is to finish the expansion at Paget and negotiate contracts to fill their newly built space.

"We're in negotiations with

many houses for ongoing and long-term work.

"One USA company alone will fill about a third of the workshop, or 8000sq m."

"The board are looking for further acquisitions.

"Businesses that bolt on and fit nicely with our business."

Recently, with speculation about the future of the railway line project that would ship iron ore from Western Australia to the Bowen Basin, and coal on the return trip, HMG Westhill made

clear they would have the capacity to supply some of the workmanship.

Mr Doudney said the company would go from strength to strength as Mackay's next resource boom continued to hit within the next 10-15 years.

"We're very close to the industry," he said.

"There's a number of draglines on order. There's 17 new mines in construction and planning.

"We're getting equipment up to date, ready for the next boom."

### THE COGS OF HMG

■ **Westhill** – Specialises in the manufacturing, repair and maintenance of heavy equipment in the mining, civil, ports and agricultural sectors.

■ **Hardchrome** – A market leader in Hardchrome plating, hydraulic cylinder refurbishment and general engineering.

■ **ATMR** – It specialises in electric motor, fan, gearbox, transformer and pump repairs.

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