

# Hedweld Group of Companies

*Export Award Winner 2013*

*Minerals and Energy*



## About

Hedweld is a leading manufacturer of specialised equipment for the global mining and earthmoving industries. The company is well known for its Trilift® range of workshop handling equipment and its Safe-Away® range of ladders and stairway access systems. Both product ranges offer high quality products specifically designed and built to improve safety and efficiency within these industries.



**Hedweld Group of Companies stays at the forefront of this global movement by producing quality mobile equipment attachments and maintenance support products for the international mining market.**

Following their decision to export in 1990, Hedweld now provides equipment to **29** different markets around the world. Even after expanding their global distribution channels, Hedweld has continued to complement their products with a high standard of in-country customer service by stationing local support in South America, North America, Asia and South Africa. Their focus on local service, coupled with their innovative approach in designing state-of-the-art equipment, resulted in a well-deserved win at the NSW Export Awards in 2013.

**Q. What benefits has your company gained from being recognised as a top NSW exporter?**

**A.** Being acknowledged as the NSW Minerals and Energy Exporter for 2013 bolstered many aspects of Hedweld's business, particularly our public profile. The company is now being invited to speak at conferences and is able to assert credibility with potential customers.

And, of course, the Award instilled a sense of pride and achievement amongst the staff. In addition to winning, the application process proved to be a useful tool to keep their marketing activity in check and to refresh the company's message for the year ahead.



*“Do your application early and be thorough as you will find yourself referring back to the answers throughout the year for other purposes. Be honest about your answers and use them to plan improvements for the year ahead.”*

