

An Australian HDD success story

Over the past seven years, Maxibor has applied a strategy that has seen it become one of Australia's leading HDD design and construction providers. Its proven experience and cooperative knowledge sharing approach is winning many friends across the infrastructure and mining sectors.

The success of Maxibor has been underpinned by building relationships, gaining respect and providing responses. The company sees its cooperative approach as the right model for others to follow, especially in these challenging economic, environmental and social times, saying knowledge sharing is vital to such an approach.

"It is something that has held societies together for untold generations – and it is even more important in these difficult and changing times," says Maxibor Owner and CEO Rodney O'Meley.

The knowledge sharing concept is embodied in the logo of Indigenous business Native Earthworks, which is one of several Indigenous businesses Maxibor is assisting to better participate in the civil construction sector.

"The symbol of two people sitting together to share knowledge has its origins from societies 12,000 years ago," says Native Earthworks Owner and proud Torres Strait Islander Chris Young.

"I really like the Maxibor culture of sharing knowledge and cooperating with all stakeholders across the project delivery process. It is certainly helping to make a difference for Native Earthworks."

In the specialised area of horizontal directional drilling (HDD), it is unlikely the entirety of HDD knowledge will be within asset owners, design engineers or Tier 1 contractors.

"Maxibor is living and breathing HDD at a design, estimation and delivery level each day," says Mr O'Meley.

"We are more than happy to readily share that knowledge at the right stage of a project so that the best decisions can be made at a concept, design and delivery level for the benefit of all.

"The benefit of Maxibor's HDD knowledge and, just as importantly, the willingness to share that knowledge, is able to add value at the design, bid and delivery stages of clients' projects."

HDD Engineering Special Projects Director Stephen Longeran is also a strong advocate of HDD being able to solve complex infrastructure project challenges.

"The Maxibor approach is something which the HDD industry needs more of," he says.

"There are so many benefits to be realised



Guy Angus and James Hand developing design and drilling methodology for another HDD project at Maxibor's new offices at Beresfield, NSW.



The Maxibor team busy onsite at the record-breaking HDD project in Logan, Queensland.

if we all get together early on complex projects to share our HDD knowledge. This will get the right design and therefore provide the optimised delivered outcome."

Maxibor Senior Project Manager Guy Angus says, "Maxibor's access to the full suite of HDD knowledge and our cooperative approach in the bid process is helping more and more principal contractor clients to be best positioned in the bid process."

"They are not only getting a fair and reasonable quoted price but a well thought out

design and drilling methodology which fully addresses time, quality, safety, environmental and heritage issues."

Building relationships

Another key driver in Maxibor's approach is the creation of strategic relationships across the various infrastructure sectors. This requires developing relationships, respect and response at all levels including asset owners, Tier 1s, major contractors, engineering design, suppliers and industry bodies.

Matt Watkins, who has worked on many Tier 1 bids from inside and now consults to the infrastructure sector through Pioneering Consultancy on business strategy, business development and strategic procurement, says “those contractors like Maxibor that are well connected across the whole delivery chain and with wider industry professionals will benefit substantially from that level and style of engagement”.

With bases now established in Queensland, New South Wales and Victoria, Maxibor can mobilise to anywhere in Australia. Its fleet of 12 rigs, including maxi-rigs, mid-rigs, rock drills and other medium drills, means there is no HDD project that Maxibor can't complete.

Maxibor's cooperative approach has also seen it develop a close business relationship with HDD provider CT Civil. Based in Victoria and with project experience in NSW and Tasmania, CT Civil's fleet of three drills includes a Ditch Witch AT40, which is ideal for high strength rock.

“Cooperation with Maxibor is enabling a smaller HDD company like ours to quickly move to another level – the amount of knowledge inside of Maxibor and its well-established network of connections is just amazing,” says CT Civil Managing Director Cam Stevens.

“Our three Ditch Witches and Maxibor's Vermeer 330x500 and American Auger 660 maxi-rigs plus its two Vermeer 100x120 mid-rigs and five other medium rigs provide a formidable combination with which to provide HDD services in the southern regions of Australia and elsewhere.

“I like what Maxibor is doing on social procurement, especially through the collaborative Indigenous business model. CT Civil was proud to be part of helping Native Earthworks get its website off the ground and is looking forward to utilising their drainage and other civil expertise on the delivery of future infrastructure projects.”

Maxibor National Business Development



The Native Earthworks' logo shows two people sitting together to share knowledge.

Manager David Turner says it is important for Maxibor to get the message out there about its knowledge sharing and cooperative approach.

“Being a regular contributor *Trenchless Australasia* and its sister publication *The Australian Pipeliner* is all part of that process,” he says.

“The *Australasian Trenchless Directory 2020* recently released by the ASTT is an ideal source of information for those involved in the infrastructure sector – it is the who's who of infrastructure asset owners and suppliers (with Maxibor proudly highlighted on pages 96-97).” ●

For more information on Maxibor contact David Turner on 0499 375 511 or visit www.maxibor.com.au



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- » Maxi-rigs capable of long and wide diameter bores in hard rock and difficult conditions
- » Build a future we all look forward to.



AUSTRALIA'S LEADING HDD SPECIALIST

Maxibor is using its network of experience to deliver better project outcomes to asset owners and principal contractors alike