



Case study

WTX Mining

The right people at the right time.

With help from AusIndustry WTX Mining has increased sales and profits and created strategic partnerships for future growth.

OUR CUSTOMER

WTX Mining started as an electrical installation and asset maintenance business. They are passionate about innovating and enhancing mine equipment to improve the safety of mine operators.

They specialise in Mine Refuge Chambers, modernising the construction method, battery position and including communications with vital lifesaving systems so that the chambers can be serviced without a service technician visiting.

CHALLENGES FACED

In 2015, Managing Director Adam Farrugia saw an opportunity to improve and enhance the refuge chamber market.

They wanted to develop a growth plan enabling them to increase sales and expand into export markets.



'We were innovating and felt we needed some support, advice and funding, so we looked into the Entrepreneurs' Programme. We were lost for our next steps and how to grow. We decided not to go it alone' ...
Adam Farrugia, Managing Director, WTX Mining

HOW WE HELPED

AusIndustry's Entrepreneurs' Programme helped WTX Mining to implement a strategic plan for growth and provided valuable mentoring to support their strategy and relationships with strategic partners and licence providers.

WTX Mining has since formed strategic partnerships with Murray Engineering (a subsidiary of Byrnecut Mining) and Homesglen Tunnelling Centre via the Cross Yarra Partnership. One of WTX's Refuge Chambers is part of the training facility at Homesglen.

Electorate: Casey

Location: Lilydale, VIC

Sector: Mining Equipment, Technology and Services

Funding: \$20,000 Growth grant

Program: Entrepreneurs' Programme

THE OUTCOME

With AusIndustry's help WTX Mining's sales and profits increased despite the COVID-19 pandemic. Exports tripled and funds were committed to research and development, and they added one employee to their workforce.

The strategic partnership with Murray Engineering also enabled them to expand into export markets and grow exponentially.