



WAGNERS CFT MANUFACTURING

Bridging the gap to global business

With support from Made in Queensland (MiQ), Wagners CFT grew from a domestic supplier of composite fiber materials to creating custom bridges, walkways and other civil infrastructure for projects around the globe.

FAST FACTS

Business	Wagners CFT Manufacturing Pty Ltd
Headquarters	Toowoomba, Southern Queensland
Employees	100
Grant funding	\$2 million from Made in Queensland (MiQ) Rounds 1 and 2 (2018–19)
Project	<ul style="list-style-type: none"> • Opportunity exploration in the United Kingdom (UK) and United States (US) • Lean manufacturing program (in conjunction with consultants TXM) • Design guide to standardise approaches to building custom product and spread responsibility for design and innovation across the organisation
Benefits	<ul style="list-style-type: none"> • 5 jobs created • 28 employees upskilled • 38 per cent increase in revenue • 20 per cent increase in value added per employee • 50 per cent reduction in rework and scrap • 30 per cent increase in operational capacity • 70 per cent in senior management involvement in operational issues
Future growth	<ul style="list-style-type: none"> • 50 jobs in the next five years • Further growth to productivity, profitability and competitive potential

Founded in 2002, Wagners CFT manufactures a composite fiber material for use in the civil engineering construction industry. From small beginnings, Wagners CFT's growth went into high gear in 2018 when – with the support from MiQ – they were able to grow from supplying Australia to supplying the world.

WHY MADE IN QUEENSLAND?

MiQ is a Queensland Government initiative supporting small to medium manufacturers increase international competitiveness, productivity and innovation via the adoption of new technologies and processes.

Wagners CFT was awarded a total of \$2 million from the Queensland Government through Rounds 1 and 2 of the MiQ program to spark manufacturing improvements and increase its export market.

With 100 staff, Wagners CFT is a sophisticated world leader in fibre composite design and development and with future growth the company expects to create more than 50 new jobs over five years, and enhance productivity, profitability and its competitive potential.

WHAT DID THE PROJECT INVOLVE?

The first phase involved research to ascertain and explore opportunities in both the UK and US. This was followed by the development of a lean manufacturing program in conjunction with TXM. The program focused on increasing efficiencies and production as well as minimising waste.

The third phase saw Wagners CFT develop a design guide to standardise the company's approach to manufacturing custom product and to spread the responsibility for design and innovation across the organisation, pushing authority down to the coal face.

According to Wagners CFT's Executive General Manager Michael Kemp the integrated approach was essential and having all their ducks lined-up paid off.

"It's a good thing we did this because once we went to market international demand for our product sky rocketed, and we had the capacity to deliver," Mr Kemp said.

WHAT HAPPENED NEXT?

Mr Kemp says that as a direct result of the integrated approach implemented with MiQ assistance revenue has increased by 38 per cent, and Wagners CFT has grown from servicing the domestic market only to exporting to New Zealand, the UK, the US, United Arab Emirates and Canada.

"We have secured four lucrative custom-built international contracts that include a:

- ◆ 500 metre \$1.5 million boardwalk across the Ocala Wetlands in Florida, US
- ◆ Two-kilometre \$1.5 million boardwalk across Al Jubail Mangrove Park in Abu Dhabi, UAE
- ◆ 50 metre \$200,000 bridge over the C&O Canal in Maryland, US
- ◆ 200 metre \$400,000 boardwalk across the Cambridge Quayside, UK.

"There has also been an increase in productivity—value added per employee by 20 per cent, a reduction in reworks and scrap by 50 per cent and an overall increase in operational capacity by 30 per cent.

"Most importantly though, there has been a 70 per cent reduction in senior management involvement in operational issues," Mr Kemp said.



GET INVOLVED

We're invested in the future of manufacturing in Queensland. To find out how the Queensland Government can support your manufacturing business to grow, visit

www.rdmw.qld.gov.au/manufacturing