

BUSINESSFIRST

for Business Leaders

businessfirstmagazine.com.au

August/September 2016

THE CITY WITHIN A CITY

How Jandakot City is changing the face of Perth industry

The fall out from Brexit
Will it affect Australia in the long term?

8 Ways to Change your Business Forever

Daniel Davis explains how to avoid unnecessary business challenges

Monash University Business School
The future looks bright

PROTECT YOURSELF
Why Patent Protection is so Important

Can humans really outsmart robots?

BUSINESS FIRST MAGAZINE Vol 3 Issue 4
AU\$12.95 NZ\$13.95

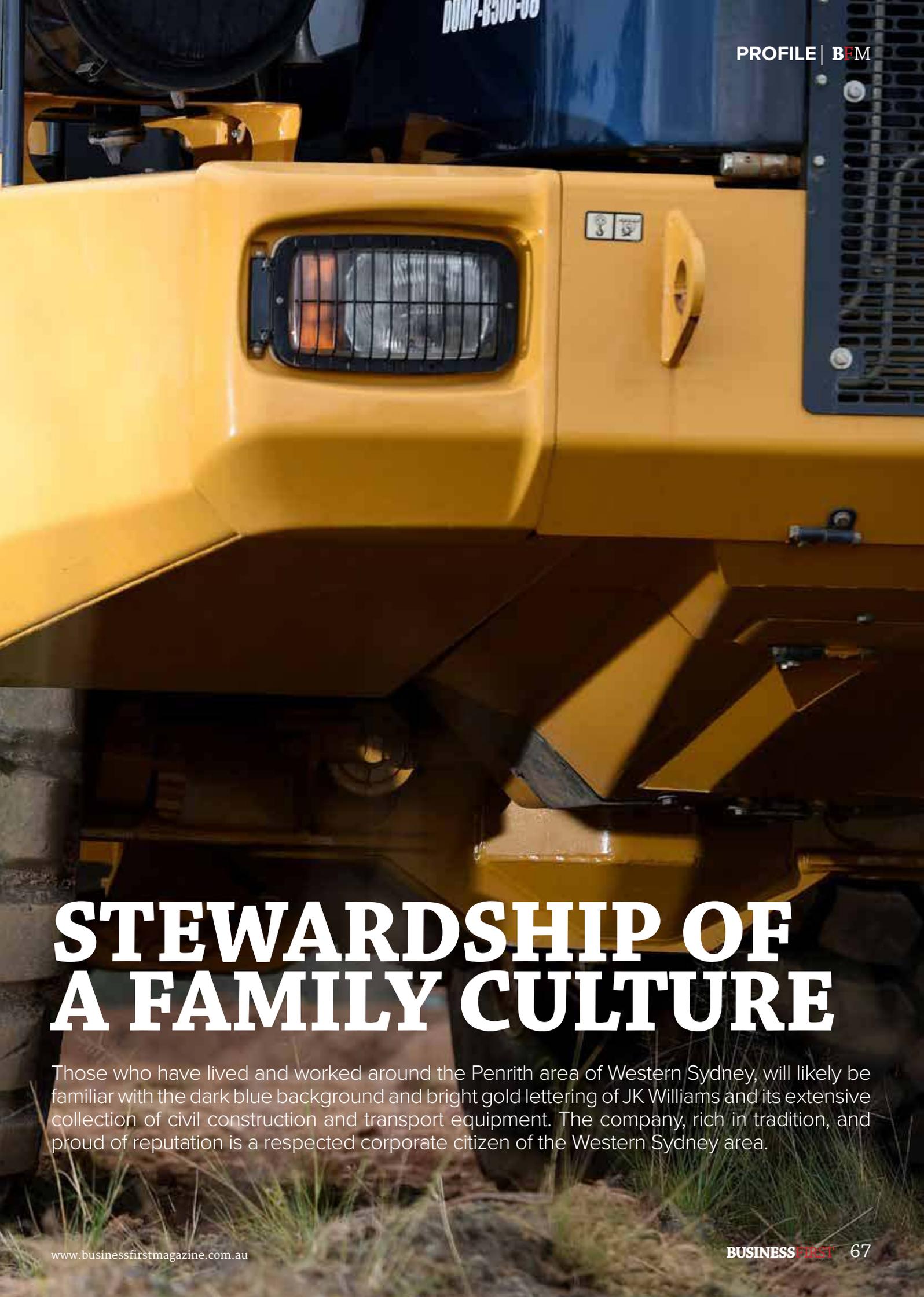


TAKE THE 2016 FERRARI 488 FOR A SPIN

ASIA
FINANCE
MARKETING
SME
STAFF
and more



Leigh Hartog, Managing Director, JK Williams



STEWARDSHIP OF A FAMILY CULTURE

Those who have lived and worked around the Penrith area of Western Sydney, will likely be familiar with the dark blue background and bright gold lettering of JK Williams and its extensive collection of civil construction and transport equipment. The company, rich in tradition, and proud of reputation is a respected corporate citizen of the Western Sydney area.

Spanning more than 50 years, JKW boasts an enviable body of completed project works in residential / industrial subdivisions, bulk earthworks, concreting, landscaping and infrastructure. In fact, in the Penrith City Council area alone, JK Williams has constructed well in excess of 80% of all housing lots and 42% of all commercial lots. This extraordinary effort places the business in the top five of its field in New South Wales.

Although significant growth has seen JK Williams extend its work portfolio interstate, its roots and link to the local community remain constant, underpinned by traditional values where the very essence of what the business represents is grounded from its earliest days.

Leigh Hartog commenced at JK Williams in 1972, buying the business in 1992, today he is the Managing Director. Leigh fiercely guards the legacy of the past, embraces the challenges of today, while remaining alert to the future.

“We have our values and we stick with them very religiously,” says Leigh. “They have existed for so long that you would struggle to change them if you tried, we work

hard to maintain them, never lose focus. Every so often something will come up to challenge an idea, but it always comes back to “good ethical family values”.

Half a century is a long time for any business, even more impressive is this in an industry where technological advancements, complex compliance and regulation requirements consistently evolve, multi-nationals encroaching and competition more fiercely contested become routine.

The key, says Leigh, is pacing with technology, yet remaining consistent in the provision of a quality service

“We follow the technology advancements, but remain resolute in our focus to work in residential subdivision, industrial subdivisions, and small to medium infrastructure, shopping centres, and alike,” he says. “While we pace with the market, we still hold a ratio of about 70/30, for example, when residential work declines, we have roughly 30% residential and 70% industrial and infrastructure work and then when the market shifts, so do we. At the moment, we are approximately 70% residential and 30%



Aus Pits have had a relatively short but successful relationship with JK Williams and in particular their inspiring director, Leigh Hartog. With a common core value of “integrity” it has allowed both companies to share accomplishments and milestones. It has made it a simple process and enabled Aus Pits to execute on our motto of “Solve Develop and Deliver”.

Being a custom precast pit supplier to JK Williams, we hope we can get them in and out of the trenches sooner so they can do what they do best, and they sure have shown they know how to do it. www.auspits.com.au

Leigh Holmes, General Manager – Operations, Aus Pits



JK Williams has come a long way from the earthmoving company started by Jack Williams in 1958. Today, we are a diversified civil engineering contractor, providing services to a broad range of private and public sector clients. We bring our extensive skills and experience together to deliver a ‘can-do’ attitude, fast and flexible problem solving and industry leading standards.

In our pursuit for greater efficiency we have assembled one of the most modern and best equipped fleet of equipment in the industry. We continually source and utilise the very latest in technology to enable fast, efficient and accurate project outcomes.

Our expertise includes but not limited to:

- Industrial and residential development
- Roadworks and infrastructure
- Building solutions
- Environmental rehabilitation
- Project management
- Bulk earthworks



Leigh Hartog, Managing Director, JK Williams



J & G Excavations & Asphaltting Pty Ltd is a reputable Australian owned civil construction company, specialising in asphaltting work in Sydney for the past 25 years. During this time we are proud to be associated with Leigh Hartog of JK Williams and working alongside his team in the vast growing Western Sydney precinct. We would like to take this opportunity to congratulate Leigh on his ongoing success in the industry!

J & G Excavations & Asphaltting Pty Ltd specialise in:

- Asphalt surfacing
 - Profiling
 - Road works and construction
- Using modern equipment this allows us to complete each job to a high standard. Keeping the main focus on customer satisfaction which is always imperative!*

www.jandgexcavations.com.au

J & G Excavations & Asphaltting Pty Ltd

industrial and infrastructure.”

Flexibility is our trademark, Leigh says, JKW aim to be strong enough to be known as a “good honest contractor” capable of taking on any project, yet small enough to move with speed in the right direction when required.

At present, the residential market in NSW is booming, with noticeable confidence from developers across the State, this confidence has contributed to JK Williams’ growth seeing it more than double in size in the last five years. Leigh believes that JKW will continue its steady growth when the State Government re-engages with infrastructure.

There will always be a challenge to maintain increasing labour costs for a company in this sector. At JK Williams improvements in technology have assisted in finding the necessary balance.

“The cost of machinery has increased significantly in my time and

the wages even more so, yet we’re doing work at the same price, that means that better equipment and technology keep the numbers in line,” says Leigh.

JK Williams has assembled some of the most modern, best-equipped and inspiring earthmoving equipment in the industry. This alone is not the measure of success, rather reputation steeped in decades of quality service and upholding the highest standards of ethical conduct is the measure of JKWs success.

“We just keep talking and living our values; both internally and externally. From newsletters through to management meetings, we are clear about what we do and what we won’t do, we remain true to ourselves, it works, you just have to keep at it”.

“When you get that right, you retain good people and attract good people, we know that “ your company is only as good as your people “This is not just rhetoric for JKW,



it is our truth, if you’ve got good happy people, you’ve got a good company.”

This is the culture that drew Leigh to want to join JK Williams back in 1972, where he worked hard as a Surveyor, bought the company and continues to work hard to uphold and keep that ethos alive.

Most of the company’s employees have been with JKW for over 10 years, evidence that Leigh’s principal philosophy continues to drive business successful. **BFM**