

# MANUFACTURING IN FOCUS

## Cry goes out in push for growth

By Casey Neill

Jobs and growth - one Dandenong South manufacturer is embodying the catch cry in a big way.

Hilton Manufacturing needs up to 25 new employees to cope with an expected 25 per cent growth in business over the next four to five months.

"Last time we had 25 per cent growth we were a business about a third of the size," managing director Todd Hartley said.

"We probably had a flat couple of years.

"Over previous years we were more focused on delivering the product on time than looking at our infrastructure and making sure that we're keeping up with progress."

Hilton hired a new CEO last year.

"He took a step back to take a look at our infrastructure and what's required to deal with our next period of growth," Mr Hartley said.

"From there, it freed up a few of us in the company that have gone out and worked on the relationships, looked at new industries, looked at new processes that will equate to new work.

"All of a sudden, it's paying off at the moment."

He said that on top of that there'd been a significant increase in truck builds with Kenworth, Iveco and Volvo Mack.

"That's been the icing on the cake," he said.

"Manufacturing in this region over the next 12 months is really going to be strong.

"It's going to go through a growth phase."

The sheet metal fabricator is looking for process workers, welders, CNC operators, tool makers, and jig and fixture makers.

"We're more than happy to spend time with them to train them up, but as long as they have a work ethic," Mr Hartley said.

"Anyone that wants to turn up to work, we're more than happy to give them a go."

He said the auto industry exit did provide some opportunity, but workers were staying on



Hilton Manufacturing workers need more colleagues. board until the end.

"It doesn't look like anyone's prepared to leave early because of their payout," he said.

"We can't wait until October, we've got to do something now."



The company is expecting to expand by 25 per cent in the next few months.