



MEDIA RELEASE

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Accuweigh Pty Ltd and Queensland Weighing Machines Pty Ltd Merge in Qld



QWM

**Weighing, Filling & Bagging
TECHNOLOGY SPECIALISTS**

**MADE TO ORDER –
BUILT TO LAST**

Accuweigh Pty Ltd's Queensland branch and Queensland Weighing Machines Pty Ltd recently merged in to a single Queensland operation on the first of November, 2008. The national company Accuweigh Pty Ltd purchased Queensland Weighing Machines Pty Ltd in 2003 but elected to maintain two separate companies with individual operations for the benefit of existing customers and staff.

Over the five or so years since, running two separate operations proved to require twice as many resources (assets, staff, etc.) and common sense has prevailed to combine both operations in to one to best utilise all resources for the benefit of existing and future customers.

However, while the operations were merged, a decision was made to maintain both north- and south-side premises to offer a better service coverage to existing clients. And all staff were retained, although some positions were redefined to maximise staff roles.

The merged operation has affectionately (and unofficially) been termed as AccuQWM by the staff but both Accuweigh Pty Ltd and Queensland Weighing Machines Pty Ltd (QWM) maintain their company identity for the foreseeable future.

FREQUENTLY ASKED QUESTIONS ABOUT THE MERGE

WHO IS QWM?

QWM is Queensland Weighing Machines Pty Ltd and was established in 1959 by Gary Barnett, George Kelly and Peter Slocombe. The company quickly grew and, just prior to Accuweigh Pty Ltd's acquisition of it, became the largest independently owned scale company in Queensland. The QWM name is synonymous with heavy-duty industrial products that are designed and built to meet sometimes unique applications and requirements. The motto "**Made to Order - Built to Last**" best summarises this. Accuweigh Pty Ltd rightly recognised this and elected to maintain the QWM identity after its acquisition of it.

WHO IS ACCUWEIGH?

Accuweigh Pty Ltd is the largest weighing, filling, packaging and inspection equipment company in Australia with branches in all mainland states. Accuweigh Pty Ltd acquired QWM in 2003 but elected to maintain QWM's identity because of its hard-fought reputation in Queensland and New South Wales and the unique range of products it offered. A large customer base would also continue to recognise QWM as a company and product.

WHY DID ACCUWEIGH AND QWM MERGE?

Although Accuweigh Pty Ltd purchased QWM in early 2003, QWM operated as a separate, autonomous company until the first of November, 2008. At this time, both Accuweigh Pty Ltd and QWM merged as a single operation because the benefits far outweighed the disadvantages. Consolidating resources including assets and staff will benefit existing and future customers of both companies. The merge also ensures both companies remain efficient and competitive in an already competitive industry.

WILL QWM REMAIN THE SAME AFTER THE MERGE?

Yes and no. Yes in that all QWM staff were retained during the merge and the product range and knowledge were also preserved. But the merge necessitated the redefining of staff roles. Obviously two Service Managers aren't required. Nor are two Service Coordinators. As a result, some Accuweigh Pty Ltd personnel will have correspondence and dealings with QWM customers and some QWM personnel will have correspondence and dealings with Accuweigh Pty Ltd customers.

Added to this is the fact that even though both companies, prior to the merge, were owned by the same parent company, each operation was managed slightly differently. Changes will occur for both companies as the best practises are employed by the single operation. What this means for existing customers is that our service to you may slightly change, but only for the better.

Regarding the product range, QWM's range of products has been expanded in line with Accuweigh Pty Ltd's product range. This also involves gaining access to new types of products, new product training, and new servicing capabilities that Accuweigh Pty Ltd can provide.

WILL QWM EXIST IN THE FUTURE?

Yes, for the foreseeable future. QWM still operates under its own ACN and Business Licence and still has a number of existing and previous customers that readily recognise and identify with QWM. Existing QWM customers should not feel that QWM will be remaining in name only. Long-serving QWM staff still work for QWM and still have a passion to serve QWM's existing customers.

The long-term Senior Management intention is to work towards the single identity of Accuweigh Pty Ltd, but this is expected to be in several years' time. This will only occur after all existing QWM customers are comfortable with the single operation in Queensland.

CAN QWM CONTINUE TO SERVICE ITS OLD CUSTOMERS?

Yes. We have retained QWM personnel that preserves the QWM customer and product knowledge of the last 20 years. We are certainly very capable and willing to support our old customers and product range.

However, the expansion of our product range more towards Accuweigh Pty Ltd and its subsidiaries and suppliers will mean we will have to discontinue the production of some of our products. This doesn't present an immediate problem to our old customers, but will over time as QWM's old product knowledge is replaced for other newer product knowledge.

IN SUMMARY

To summarise, Accuweigh Pty Ltd and QWM have merged for the better. Customers should expect better service and support from a company that is now backed by the largest stakeholder in the industry in Australia.

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