

CREATIVE CONSTRUCTION

McConnell Dowell Corporation Ltd is a world-class engineering, construction and maintenance company with business branching out into many sectors including civil and marine, mechanical, electrical, pipelines and tunneling and underground services.

Formed in 1960, by two New Zealand entrepreneurs Malcolm McConnell and Jim Dowell, McConnell Dowell has evolved into a global force within the construction industry. This company is now operating within Australia, New Zealand, the Pacific Islands, South East Asia and the Middle East and is dedicated to maintaining their employee base of over 6500.

With profits up over 40%, the 2007/2008 year was an excellent one financially for McConnell Dowell, with total revenue hitting an all-time high of \$1.45 billion. The ongoing success of the company was also confirmed with the company securing six high profile projects for this up coming year.

McConnell Dowell has undertaken many high profile projects

throughout their history. They are currently working on a number of high-profile construction projects including AGL Southern Hydro's Bogong Hydro Power Project, the largest hydro power project to be constructed in Australia in 25 years. McConnell Dowell is also undertaking the construction of the Common User Facility (CUF) Project for Port Adelaide Maritime Corporation (PAMC) in South Australia. The project, which includes the construction of a shiplift and berthing facility at Techport Australia, is critical to the Federal Government's \$8 billion air warfare destroyer program.

Graeme Ritchie, McConnell Dowell's Procurement Manager in the civil and marine sector, believes that completing all projects and maintaining such a reliable reputation is, to a certain extent,



down to the efficiency of suppliers. “Suppliers are absolutely critical in achieving success. We are only as good as our worst supplier; therefore it is necessary to establish whether the relationship is beneficial to our business.”

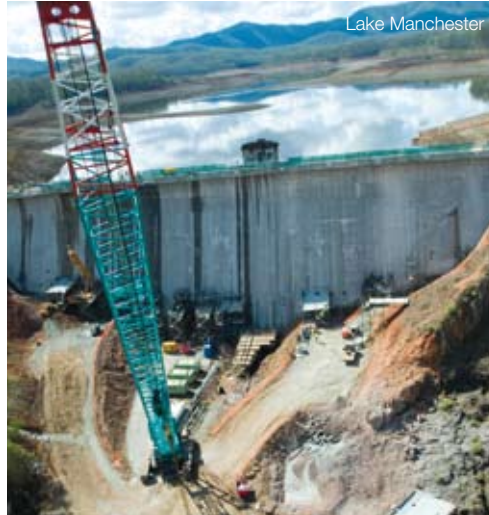
McConnell Dowell strives to deliver safe, quality projects that are on time, preferring to be under or to budget in an environmentally sound manner. This is impossible without reliable suppliers with cost-effective work methods. “Maintaining an open and robust relationship with suppliers allows the airways to be clear. Suppliers have got to be able to approach us with whatever is on their mind and vice versa,” says Graeme.

Although leaders in their field, McConnell Dowell’s willingness to listen only adds to their impressive attitude to business. “We recognise that when we are dealing at a subcontractor level, they are the experts in the field and we have to listen to their words and their advice on how to approach particular jobs. Just because we are in the contracting game does not mean we are automatically the experts in every aspect,” Graeme comments.

McConnell Dowell values safety, relationships, creativity, fair return and integrity and uses these points to base the vision for the business and future. With almost 50 years of experience, this company has built a name for successfully undertaking high-risk and technically-difficult projects using engineering skills to assess the risks, devise solution and overcoming challenges. 🌐



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