

# HARD WORK PAYS OFF BIG FOR HIQA



The HiQA Geotechnical team at the 2017 Telstra NT Business Awards

HiQA Geotechnical was a major winner at the 2017 Telstra Northern Territory Business Awards, coming away with two accolades on the night.

The sampling and testing service for construction, defence and mining industries is already looking ahead to new frontiers.

The company, led by managing director and founder Luke Myall, was named Northern Territory Business of the Year, after winning Medium Business of the Year at the 25th edition of the prestigious awards.

Last month, HiQA newcomer James Acton also took out the Rae Snodgrass Apprentice of the Year at the Civil Contractors Federation NT Earth Awards.

Mr Myall said the recent recognition was testament to the skill and attitude of his expertly trained technicians across Darwin, Alice Springs and Katherine laboratories.

"I started the business nine years ago to push the boundaries in sampling and testing," he said.

"Then, when you find employees who have a similar mindset and energy

and who understand your customer-centric approach, it makes for an exciting workplace."

Beginning as a sole trader in Katherine, Mr Myall started working from an outback shed in temperatures of 42C, and travelling long distances to collect samples.

"I left my management position and now fiancé, Kerrylee Pike, in Darwin to live in a cheap motel while I got the business going," he said.

"It was tough at times, but I knew there was a demand

for the service in Katherine and I had a five-year plan to better my position in the industry — and in life.

"It's definitely paid off." Mr Myall quickly established a reputation for innovative practices in geotechnical services, and in 2009 he opened an Alice Springs laboratory where he appointed his first staff.

Now, HiQA employs 40 people and works with more than 50 suppliers.

The company operates three NATA-accredited laboratories across the Territory, as well as mobile

site labs, which travel as far as Western Australia.

It is the only company in the region offering soil, concrete and asphalt testing and sampling.

In June this year, HiQA also launched a state-of-the-art Asphalt Laboratory with NATA-accreditation, which offers a range of test methods necessary for asphalts in harsh north Australian conditions.

The company enjoyed a 67 per cent growth in sales last financial year, despite slow industry trends.

Mr Myall now plans to

expand into Tennant Creek and introduce geotechnical engineering to the company's growing list of sought-after services.

"We always put our clients first and are driven to provide them with a 'yes' experience every time," he said.

"These awards simply give our supporters confidence knowing they are getting the best service in the NT."

HiQA will represent the Territory at the national Telstra Business Awards in Sydney on August 25.



**HiQA**  
GEOTECHNICAL

We would like to thank all our clients and suppliers for the opportunity to work with you over the last 10 years. With HiQA, there's no such word as 'No.' Reach out to us and you'll always hear, 'Yes' - whatever your question. Even if a request seems impossible, we go above and beyond to find a fast solution to keep your project running on time and to budget. You can count on us to not only say 'Yes', but to work with you to get the outcome you need.

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