

Demolition derby

Demolishing, rather than digging, is the name of the game for this exhibitor.

By **Charlotte Dudley**

While most exhibitors at AIMEX will be focused on digging things up, scrap metal recycling group CMA Corporation concentrates on tearing things down. The company wants to use the Sydney event to demonstrate its talent for specialist minesite structure demolition.

The Sydney-based scrap metal enterprise is involved in resource and industrial plant decommissioning, large-scale site demolition and site clearance. It also provides decontamination works, asbestos removal and provides consulting services for plant closure plans.

A flow-on from the demolition business, CMA also offers environmental services such as site remediation and waste management.

Through its five operational divisions – metal recycling, demolition and deconstruction, remediation, marine works and smelting – CMA sources, processes and exports scrap metal. Demolition projects under CMA's belt include steelworks, cement plants, chemical

APPETITE FOR DESTRUCTION

- CMA Corporation is using AIMEX to build its image in the resources industry.
- The company specialises in decommissioning and demolishing redundant infrastructure.
- It lays claim to demolishing the largest steel mill in the southern hemisphere.
- Asia is a key growth market for the company.

plants, petrochemical plants, minesites and brickworks, as well as CBD buildings and marine structures.

CMA head of strategic marketing and business development Karl Virkus told *Australia's Mining Monthly* that while the business would not be plugging any new technologies or products, it was eager to use AIMEX to promote what it does best – demolition.

"Basically there's nothing real fancy," he said. "I mean, we always try to reinvent the wheel and to offer something special but in fact ... it's just about pulling redundant structures down. We're going to show videos with structures coming down to ground level ... so that's very impressive. For example, at Newcastle we completed the demolition of a [BHP Billiton] steel mill, the largest steel mill in the southern hemisphere."

As well as looking to boost the company's profile, Virkus said he was keen to replicate the success CMA had at a recent mining expo in Kalgoorlie. Contacts made at the Goldfields event led to CMA picking up a \$2 million contract with BHP.

"Basically it's getting our name across," he said. "We know that a lot of people from the mining industry will show up and hopefully we'll get another contract out of that."

It is not as if CMA is struggling for industry publicity. A string of recent acquisitions has ensured plenty of attention for the listed company.

Formed through a merger between demolition business Moltoni Adams and scrap metals trader T&T Group, CMA joined

the Australian Stock Exchange in July 2005. Although struggling initially with cost blow-outs and a lack of contracts, CMA quickly set itself on the takeover path.

With existing operational interests in Australia, New Zealand and Indonesia, CMA moved further into the South-East Asian market with the July agreement to acquire Singapore-based secondary metals processor and trader Peakmore Enterprise.

CMA managing director Peter Hatfull said the deal, worth up to \$7.2 million, would provide "good synergies" for the company's existing Australia and New Zealand metals recycling operations.


Earlier this year CMA shareholders approved the takeover of Universal Metals, the holding company of scrap metal recyclers Southern Recycling. The company also completed the acquisition of Queensland metals company Mann Metals. CMA viewed the Mann deal as a significant boost to its presence in the Sunshine State.

Last year CMA scooped up two metal companies in two lucrative locations. Queensland company T & T Metal & Asbestos Services and Port Hedland-based J&M Metals entered the CMA fold, providing the Sydney business valuable access to the Pilbara and South East Queensland markets.

At the time of the takeovers, Hatfull told the market the two new additions would move the company closer to its strategic objective of building a national infrastructure. He added that the acquisition of the Port Hedland company would enable CMA to build on its existing foothold in the Pilbara iron ore sector.

While CMA's demolition prowess accounted for the lion's share of the company's resource sector contracts, Virkus told *AMM* scrap metal trading was around 80–85% of CMA's overall business. Hence CMA was keen to plug its metal recycling products and services at AIMEX.

Trading in ferrous and non-ferrous metals, CMA is involved in the recovery, buying, processing, testing, analysis and selling of scrap metal in domestic and export markets.

While it already has a trading presence in Asia, the latest grab for Singaporean metals group (and established CMA customer) Peakmore demonstrates the growing regional focus of the company. 



CMA Corporation will be spruiking its contract demolition services at AIMEX. Photo courtesy Patrick McDonnell.