



#### Success stories

## Kingfield Technologies & Equipment

“Technology and knowhow driving  
customer service excellence”

## Advanced engineering design and a state-of-the-art customer platform is revolutionising the galvanizing industry.

With a strong passion to help customers improve reliability and efficiency of their Hot-Dip Galvanizing plants Kingfield Technology and Equipment's proprietary advanced online management systems are enabling them to maintain production, optimise efficiency and operate at maximum profitability for the long term.

## Leading the way by innovation and excellence

Based in Melbourne with customers spanning the globe Kingfield Technology & Equipment (KTE) has been leading the drive towards high efficiency Steel Galvanizing Plants through its advanced engineering design and a new plant monitoring and control system using digital and IIOT technologies. For example, a platform that enables remote monitoring and adjustment of the gas burner systems used to heat the essential zinc smelting baths is helping clients optimise energy consumption.

Hot dip galvanizing is a prolific form of protective coating for steel products and components and while the industry continues to grow worldwide, there has at the same time been a

significant trend of knowledge and experience leaving the industry. As such KTE's customers are in greater need for support and are increasingly relying on its more than 35 years of industry experience to maintain their plants. To satisfy this need KTE has been committed to expanding the business model through the addition of 2 new offerings - *Remote Monitoring and System Control* and a *Programmed Maintenance Service*.

Underpinning these services is a state-of-the-art digital IIOT platform and integrated business system which has involved significant investment by the business over recent years. “The overall aim is to provide customers with peace of mind that their galvanizing plant is consistently functioning efficiently, safely, and reliably”.

With support from Paul de Bruin, Growth Facilitator with the “Entrepreneurs' Programme,” KTE has been able to develop a stronger focus on key objectives and accelerate the development of its systems and commercialisation strategies.

The impact on our business from participating in the Entrepreneur's Programme can only be described as highly beneficial and in fact business changing. (Craig Watts GM)

## Innovating for a cleaner future.

With its foresight and experience the KTE team has been working hard behind the scenes to bring a new *Hybrid Galvanizing Furnace* to the market which will enable customers to seamlessly switch from gas or electricity to renewable energy sources such as Green Hydrogen.