



Grains of new hope in life after auto sector



NIGEL AUSTIN
SILENT ACHIEVER

KILIC Engineering saw the writing on the wall for the automotive sector and manufacturing in SA 10 years ago and began refocusing its business towards other sectors.

It has since gone from 80 per cent reliance on automotive work to less than 5 per cent, picking up considerable business in grain handling where it builds handling equipment for major grain storage companies around the nation.

“Despite the loss of automotive work we are as busy as we have ever been during peak periods,” general manager Jason Kilic said.

“We’ve really focused on winning interstate work, mainly in the grain sector.”

He expects the grain sector to be a good source of work for years to come amid an expanding global food industry.

“The future looks bright because we are starting to get some real traction with our new design drive over hoppers and stackers,” he said.

In its latest deal, the Regency Park-based company has secured one of its biggest single contracts so far and will supply five self-propelled drive over hoppers and stackers to major international agribusiness Bunge for its new storage facilities in WA.

Mr Kilic said the company was excited about securing contracts with new clients and expanding into WA.

The stacker receives the grain by truck during harvest and efficiently stockpiles it into bunker storage.

“The new stacker is a unique system that provides a high degree of flexibility because it is self-propelled and fully transportable,” Mr Kilic said.

“It’s a one-man operation and the machines can be driven around the site rather than having to be towed. Each machine is designed to unload 10 B-doubles per hour.”

Mr Kilic said that as well as saving significant time and being more user friendly, the new machines were electrically driven rather than diesel powered, making them quieter and easier to maintain.

The Bunge deal follows recent contracts to supply the same machines to Emerald Grain for its sites in Victoria and NSW, while it has built similar machines for Viterra since 1999.

Mr Kilic said it had also just picked up work for east coast grain handler GrainCorp, involving silos and elevators for its rail loading systems at two sites this year as well as a recently completed major conveyor installation for Cargill in West Wyalong, NSW.

Kilic Engineering secured its first contract to supply DOH stackers to major grain handler Emerald Grain in Vic-

toria in 2013, while a smaller version of the product also shipped to a lower volume site in Dubbo, NSW.

Kilic Engineering has been supplying high quality, customised engineering solutions to leading Australian businesses since founder and Jason’s father Tony Kilic started the business as a small fabrication workshop in 1975.

Specialising in the design, manufacture and installation of industrial conveyors, ma-

terial handling systems and other tailored steelwork products, major customers have included Viterra, Holden, Mitsubishi, SIMS Metal Management, Electrolux, Kelvinator and Bridgestone.

Its first job in the grain sector was building grain handling equipment for South Australian Co-operative Bulk Handling in the 1980s.

Mr Kilic said that when it started diversifying it looked at mining but the heavy focus on grain proved successful.

Kilic Engineering is also an agent for Behlen, a US manufacturer of steel bin silos, and builds and installs the silos as part of a total grain storage solution.

THE BUSINESS

OWNERS: Kilic family

EMPLOYEES: 30 people

KEYS TO SUCCESS:

1. A loyal team of dedicated employees
2. A slow cautious approach to building the business
3. Strong focus on design and solutions



23 May 2015

Adelaide Advertiser, Adelaide

Author: Nigel Austin • Section: Business News • Article type : News Item
Audience : 178,350 • Page: 70 • Printed Size: 571.00cm² • Market: SA
Country: Australia • ASR: AUD 11,686 • Words: 613 • Item ID: 411170958

isentia.mediaportal

Copyright Agency licensed copy (www.copyright.com.au)

Page 2 of 2

4. Manufacture and install everything they make
5. Hard work



FATHER AND SON: Kilic Engineering general manager Jason Kilic and dad Tony, who started the business in 1975.