

ICN joins fibreglass royalty

After 30 years in the industry Glen King is no stranger when it comes to creating innovative fibreglass products, and has since become quite the magnate around Australia for the vast amount of unique shapes and sizes that have been produced from his King's Fibreglass facility.



Having started his small business in his backyard, Mr. King's thirst for a successful business quickly developed - as did his workload, and it wasn't long before King's took up residence in a comfortable factory in Bayswater.

After 15 years of servicing clients such as vans for Tasty Trucks, Christmas displays for Myer and entire race car bodies for Borland Racing Developments to name a few, Mr. King knew that if he was to continue with the expansion of his client base that he would also need to expand the size of his premises. For the convenience of his client base, staff and suppliers he decided to pack up shop and relocate to an ex-blind manufacturing factory within the same area.

In 2009 King's won the award for National Small Business Champion of the Year (in the category of Manufacturing) – the only national program of its kind to recognise the achievements and performances of small businesses. The following year King's won the award again – which was a first time occurrence for the program. The recognition and consequent growth of the business meant it was time to once again expand and in July 2010 King's moved to a much larger facility boasting 1 ½ acres, of which ¾ of an acre is under roof.

The relocation was an excellent opportunity to celebrate and saw both, the Major of Knox, Cr. Sue McMillan and the Minister for Manufacturing, Exports and Trade, The Hon Richard Della-Riva invited to officially open the facility in a lavish ceremony.

Prior to the opening ICN's Business Capability Adviser, Peter Moore introduced Mr King to a number of companies that he identified King's could work with, including local bus bodybuilders, Volgren located in Dandenong.

Following the introduction King's invited Volgren to attend the opening, and a few weeks later the two companies met for a formal discussion

“I believe ICN's work of identifying and nominating local manufacturers such as King's into opportunities that may otherwise be lost offshore is a valuable service and shows commitment by State Government to boost the local economy.”
–Glen King, Director

at which Mr King secured an instant purchase order. The mutually beneficial partnership has meant that Volgren have since been consistently increasing their orders, doubling their spend with King's over the last 18 months.

Recently, Volgren required a supplier to produce vinyl wrap on the dash boards of their buses so Peter Moore, knowing that King's would be keen for the challenge, spoke to them and discovered that a specific wrap process and machine was needed to achieve this. Mr. King, who prides himself on having a hands-on approach to ensure excellent service and satisfaction, looked at various mechanical options for Volgren and ultimately made a specialised machine and hired a skilled worker so that King's now provide this service in-house, cutting out the expensive middleman and passing the savings on to Volgren.



From left to right: Mrs Cathy King, Mr. Glen King, The Hon. Richard Dalla-Riva (Minister for Manufacturing, Exports and Trade) and Mrs Heidi Victoria (Parliamentary Secretary to the Premier, Member for Bayswater)

ICN have proven to be a valuable asset for King's Fibreglass and as a result King's have picked up a number of other supply contracts including with Futuris Automotive, to provide a number of seating components for both a Queensland Rail Project and Melbourne Rail Project over the next 12 – 18 months, meaning that their staff of 27 will be increased by another 3 colleagues by Christmas.

Mr King has been grateful for the assistance ICN has been able to provide saying, *"ICN have been able to introduce us to companies and contacts that on our own as a company we would not have been able to pursue. It has been great for King's to have this opportunity through the ICN as it has increased our exposure through the manufacturing industry and different sectors of the industry we had yet to conquer and made our name even more reputable by being associated through the government department of DBI and the ICN program."*

King of the fibreglass industry, Glen and his dedicated team will no doubt be manufacturing quality and innovative products for another 30 years to come and ICN as always, will be there to assist.

**For more
information
on how ICN
can help your
business go to:**

www.icnvic.org.au

P: 03 8689 2500

E: info@icnvic.org.au