

MEMBERSHIP

FLOYD INDUSTRIES

ROBERT FLOYD, Managing Director of Floyd Industries, as a company we believe in working with industry and community to see them thrive and prosper.

Floyd Industries is an electrical and switchboard manufacturing company which has been operating for 40 years. The company has had a long term association with the quarrying industry. Founder and company director Robert Floyd commenced his apprenticeship 50 years ago in Melbourne and worked in number of Quarries including Alpha, Paramount and Readymix.

Robert and his family shifted from Melbourne to Wangaratta in 1973 and established Floyd Industries.

The company works with industrial and commercial clients throughout Victoria and Southern NSW and offers the following range of complementary services:

- Electrical
- Switchboard Manufacturing
- Power Monitoring
- CCTV
- Crane and Hoists
- Essential Service Maintenance
- Control Systems
- Production Automation
- Power Factor Correction
- Phone and Data
- Air-conditioning and Refrigeration

As a company, we are focused on providing quality, service and value and these have been a key factor in building and maintaining our customer base over the long term. We work closely with our customers to understand their needs and to deliver results for their business.

Our staff have extensive experience in industrial and commercial installation and upgrades, conducting maintenance programs and breakdowns.

Our staff have in-depth knowledge of quarry plants, their equipment and operation. The company has 24/7 on call support to ensure that your plant operates efficiently and any down time is minimised.

The company is always looking for ways of achieving lower operating costs for our customers through energy efficiency, automation and new technologies.

We believe our employees are an integral part of the company and its success. We have a strong focus on training and development.

Floyd Industries has trained over 40 apprentices and we believe in lifelong learning. The majority of our electrical staff have been with the company for over 10 years, have a wealth of technical experience and take pride in their work.

Floyd Industries recently won a Middies Gold Scholarship of \$10, 000 for forward thinking contractors to undertake training and skill enhancement courses. The training and development keeps our staff at the forefront of industry and delivering the best outcomes for our customers.

Floyd Industries has a strong focus on the safety of our staff and customers. The company has access to a range of safety consultants (including engineers) who can be engaged when required to ensure your projects are delivered to standard.



An example installation by Floyd Industries for E.B. Mawson and Sons Glenrowan - Secondary Plant Upgrade:

The installation included:

- Manufacture and installed a control and distribution switchboard with graphic touch screen control
- Installed supply cables and control system
- Automated the plant and equipment with a PLC
- Installed a safety interlock system on guarding
- Installed Power Factor Correction
- Installed CCTV

Results:

1. The quarry can now crush 30% more rock
2. The plants power use has reduced by 22% following the secondary plant upgrade
3. The power factor is operating at around one (optimal) increasing the amount of useful power transferred in the distribution system.

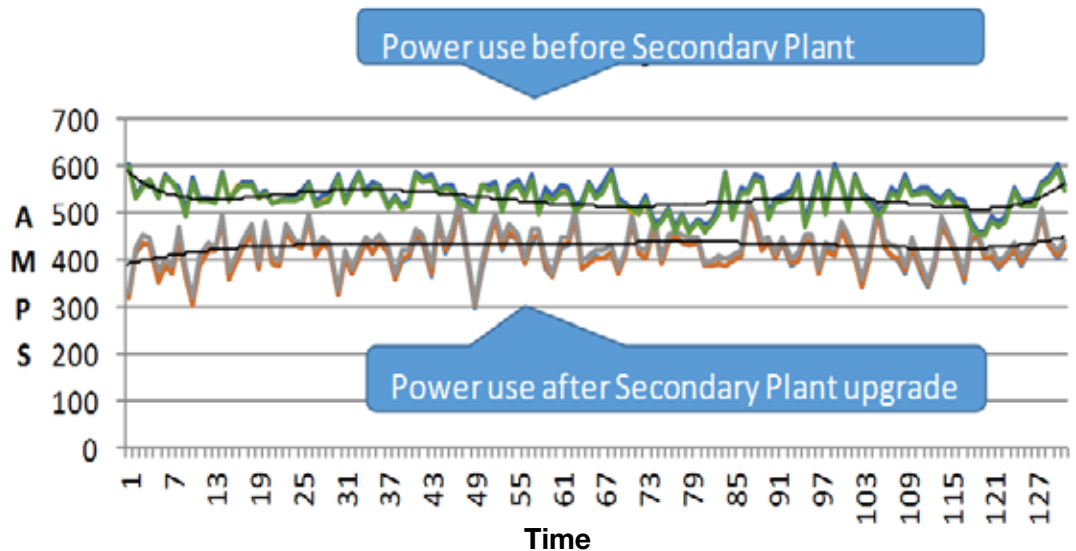
Note: Power Factor Correction equipment (in very simple terms) reduces the distortion in the wave shape of the current drawn from the source, reducing the energy lost and therefore increasing the amount of useful power transferred in the distribution system.

A testimonial from Trevor Gilbert – North East Region Manager Quarries for E.B. Mawson and Sons Pty Ltd

‘Floyd industries has worked with Mawson’s Glenrowan Quarries for the past 30+ years. Their team has been involved with routine maintenance, design of new control and safety systems and commissioning of new plant.

I can confidently say their team has improved the reliability of the quarry operations and safety electrical systems resulting in the reduction of electrical breakdown issues and improving the profitability of the operation. They have confident and well trained electricians who are consistently focused on the quarry’s needs’.

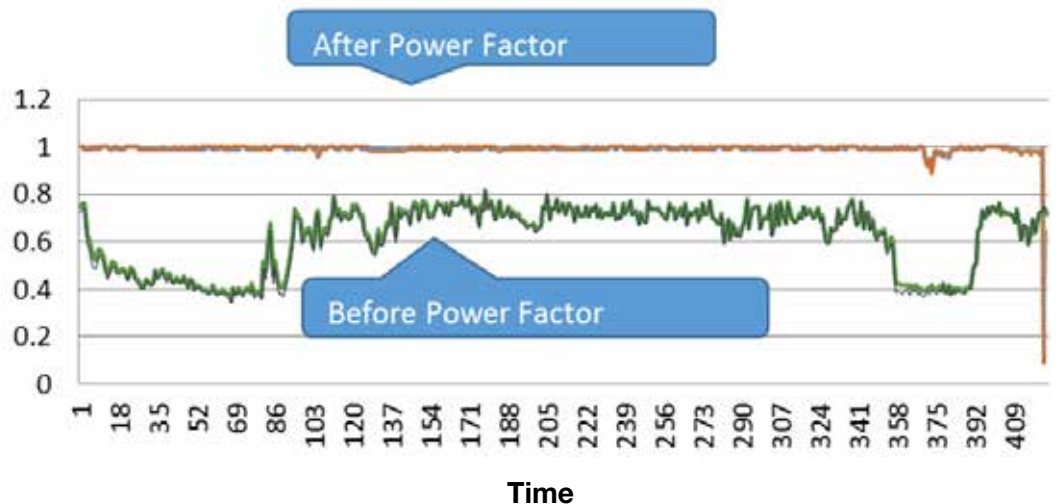
Mawsons Glenrowan Pre & Post Power Use



Graph 1:

Power used before and after the secondary plant upgrade

Mawsons Glenrowan Pre & Post Power Factor Correction for 1 Day



Graph 2:

Power Factor before and after the installation of Power Factor Correction equipment as part of the Secondary Plant Upgrade.



Photo: Floyd Industries Robert Floyd (Left) and E.B. Mawson & Sons Pty Ltd's Trevor Gilbert (right).

As a company we also believe in working with industries and communities to see them thrive and prosper. We have been involved with the IQA for a number of years having attended several IQA meetings including as a guest speaker on

Power Factor Correction. We are also involved in a number of industry and business boards and we look forward to being a member of the CMPA and contributing where we can to the betterment of the industry.

60 Seconds with a associate member . . .

What is your name? Robert Floyd

Who do you work for? Floyd Industries Pty Ltd

How many years have you worked for this business? Over 40 years

How many years have you been involved in the Industry? 50 years

What is your role at the company? Managing Director

What does your job involve? Overseeing the operation and strategic direction of the company, liaising with customers, integrating new technologies into practical applications and delivering cost effective solutions for our customers.

What is the best part of your job? Interacting with people, solving problems and the satisfaction of seeing a job well done and positive outcomes achieved for our customers.

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