



## VERBOTICS WELD

### FLEXIBLE PRODUCTION FOR BULK SOLIDS SOLUTIONS



**Location:** Toowoomba,  
Australia  
**Year:** 2025  
**Application:** Bulk solids



Kotzur is a leading manufacturer of bulk solids storage and handling facilities for the agricultural, mining and manufacturing sectors.

All of their products are designed and manufactured in Australia, for Australian conditions.

#### CLIENT REQUIREMENTS

In 2024, Kotzur's Toowoomba facility began investigating robotic welding with the key aims of:

- Addressing skilled welding labour challenges
- Maintaining their Australian-made tradition, which has been the case since 1953
- Maintaining consistently high-quality production
- Continually improve worker safety through technologies such as fume extraction.

“ We are trying to optimise labour effort, [and] we are trying to use our welders for the more specialised or complicated things

Scott Janke  
Systems Engineer

A key challenge when considering robot welding was their high-mix production.

“ We don't require single production runs of thousands of units. It could be 10 to 20 parts we want to weld.

**We have a large number of products and jigs.**

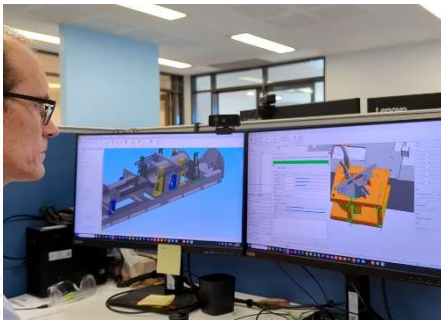
As with any initiative, external support from industry experts was a key consideration when planning the installation.

**SOLUTION**

Kotzur elected to work with [Infinite Robotics](#), who installed a custom designed dual-station FANUC welding cell to suit their need for flexible but efficient production.

“ Infinite Robotics is very experienced and has always been good [...] for the whole process of purchasing, commissioning, and operating”

As part of the solution, Infinite recommended the Verbotics Weld software to meet their high-mix programming needs.



**RESULTS**

The robot system installed in mid-2025 is now a key part of Kotzur’s production. Even before the robot was installed, the Verbotics software allowed them to design and procure jigs with a 4-month lead time with confidence: “being able to use Verbotics before getting the robot helped us to be able to have jigs ready and prepared for when the robot got here”

Scott Janke, Kotzur’s Systems Engineer, found the software easy to learn and quick to produce new robot programs:

“ I did find it pretty quick and easy. Within a day I felt like I was an experienced user [...]”

**For a program that might take one day of robot time, we can achieve it with Verbotics in an hour and a half.**

The software is also a key communication tool for information between the drafting and production teams.

“ It offers a great opportunity to communicate with the welders and the people who make that product”

Verbotics also eliminates downtime while producing programs for different models. “I can make changes while they're unloading and loading the next part, and then you can have the new program there ready for the next cycle”

The software also enables flexible use of their dual station workcell: “the ease of being able to transfer a program from one side to the other was quite seamless”

**FUTURE**

Kotzur plans to continue to expand their robotic capabilities by investigating technologies to enhance existing through-arc-seam-tracking to robotically weld more variable products. They have already started on the next robotic welding install at their Toowoomba facility.