



Automated Solutions Australia

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DELIVERING  
TOMORROW'S  
SOLUTIONS, **TODAY.**

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**CAPABILITY STATEMENT**

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*"We have been really pleased with the type and functionality of the robot that was chosen for our project. It has multiple options for picking up and stacking different size panels to meet current and future requirements of our customers. The service from ASA throughout the whole process from installation, commissioning and after sales care has been tremendous. I would not hesitate to recommend the team at ASA for any future automation requirements."*

GEOFF HANRAHAN, MANUFACTURING MANAGER, LAMINEX AUSTRALIA

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## COMPANY OVERVIEW

**Automated Solutions Australia helps businesses of all sizes improve their global competitive position by designing, engineering and integrating flexible automated solutions to meet the challenges of the ever-changing landscape of the manufacturing sector.**

At ASA, we are driven to be the best within the industry. Our team is dedicated to bringing your organization the most innovative and world class solutions available to meet your manufacturing requirements.

**We call it “delivering tomorrow’s solutions, today”**

Automated Solutions Australia is a privately owned, wholly Australian company providing world class technology servicing customers across Australia and the globe.

Offering complete project management from the design to installation, integration, training and maintenance services for the automation requirements of the manufacturing sector.

ASA will support you to identify where best practice from around the world can be employed to improve the cost, quality, throughput and robustness of your system.

- Find your competitive edge with increased reliability and quality
- Reduce System Downtime
- Decrease Process Cycle Time
- Reduce Labour and Material Costs
- Remove workers from potentially hazardous tasks / environments



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## CORE CAPABILITIES

**ASA has vast experience and capabilities in system design and integration utilising FANUC Robots, delivering successful outcomes to a range of companies globally.**

The integration of applications on today's assembly lines is an increasingly complex challenge. Engineers must simultaneously drive for higher quality, lower piece costs, and an overall reduction in the amount of waste generated at the point source of origin. And all of this must be completed with limited capital funding.

### Industries Served

ASA's customer base is focused around Original Equipment Manufacturers (OEM's) and Tier #1 Suppliers to this industry across the globe. ASA's clients span the globe across many diverse industries including,

- Automotive
- Aerospace
- Machined & Fabricated Metals
- Food & Beverage
- Foundry
- Consumer Goods & Electronics
- Energy

ASA is highly regarded by, and very well connected to, a large number of machine tool companies and their agents within Australia and New Zealand including

- Okuma
- Mazak
- DMG Mori Seiki
- Fanuc (Robodrive and Roboshot)
- Nakamura
- Shigiya
- Haas
- ANCA
- Drake
- Yang
- Yu Shine
- CNC Hardinge
- Normac



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## OUR PEOPLE

**Founded in 2002, ASA operates nationally from our warehouse and office facilities in Adelaide and Melbourne. ASA strives to earn the trust of our customers, forming lasting partnerships in productivity, profitability and performance.**

Our investment in the robotics sector extends far greater than our facilities – it is about our people. Through careful selection of our staff members, ASA has brought together decades of experience in Robotic Engineering across a diverse range of industries and applications.

ASA's Automation Engineers, Industrial Designers, and Project Management team specialise in controls, process and installation engineering servicing customers across all states of Australia and across the globe.

ASA continues to make a significant ongoing global investment in product, process and support training for its personnel. Our success is underpinned by our people having a flexible, adaptive and proactive nature and a general willingness to get the job done.

Using a collaborative team approach to problem solving and quick response time, including regular feedback to the end customer helps to bolster confidence in our ability.

### ASA's strengths:

- Excellent technical staff with strong knowledge of industry and global experience
- Excellent relationships with existing customers and partners in the productivity, profitability and performance of their organisation
- Good customer satisfaction, responsiveness to breakdowns, and flexibility to work around production schedules by working weekends or night shift all contribute to the company's customer satisfaction
- Excellent customer retention rates through repeat business by existing customers
- 24/7 support via our 1800 ROBOTS number



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## APPLICATIONS

**Through a highly rigorous selection process, we have brought together a team with decades of experience in Robotic Applications, both here and abroad.**

ASA has experience integrating robot systems of all sizes for many companies across the general manufacturing sector and is Australia's premium provider of painting automation solutions.

### **Material Removal**

Polishing, cutting, grinding, deburring, deflashing, polishing, trimming, sanding

### **Machine Tool Tending**

Lathes, mills and multi function CNC machines, grinders and thread grinding machines, machine loading/unloading.

### **Materials Handling**

Pick and place, palletising, packaging, part transfer or assembly.

### **Surface Preparation**

Shot blast, glass bead and grit blast of metals, plastics and composites.

### **Fibreglass and Gelcoat**

Marine (hulls, decks, hatches, boats), tanks, bath ware (tubs and shower stalls).

### **Welding**

Rail and pedestal mounted spot welding units, spot welding of automotive panels and assorted parts, MIG welding.

### **Dispensing and Sealing**

Painting (bell, gun, electrostatic, non electrostatic, solvent borne, waterborne), Poly Urethanes, Silicone, Windscreen Urethane, 1 and 2 component materials

### **Paint Process Automation**

Car, truck, bus and motorcycle manufacturers, Tier 1 and Tier 2 automotive suppliers and general industry paint applications.

### **Plastics Painting**

Painting (Electrostatic & Non Electrostatic), Solvent borne, Waterborne, 2-component, 3-component).

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*“Personally, it is the people, the work-life balance and the work ethics in general that I like about working at ASA. I've felt appreciated and happy ever since joining the group. At a professional level, it's the on-going challenges and learning experiences afforded in this role. There's never such a thing as a dull moment where you're working on the design and integration of customized automation solutions for the end user, and I find enjoyment every day through continued opportunities to develop, while contributing something valuable to ASA and our clients.”*

VICTOR XU, AUTOMATION ENGINEER, ASA

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## SERVICES

**Our solutions are designed with a focus on improving throughput, quality, and productivity, whilst providing a quick return on investment, and removing workers from potentially hazardous tasks.**

Through an integrated approach, we strive to earn the trust of our customers through excellence, integrity, responsiveness and respect. At ASA, we bring world's best practice to the market to provide total project management, customised system integration and design, or support of your existing automated facilities.

### Needs Analysis

- Identification of opportunities to improve cost, quality, piece price, throughput and robustness in your manufacturing processes
- Discovery of bottle necks, constraints imposed by batch processing, issues with environmental compliance, manufacturing flexibility limitations, and areas where material usage can be optimised.

### Process Studies

- Examination of every step in your manufacturing process and how long they all take on an average basis.
- Determination of where the most significant amounts of time are lost and how these time periods can be improved, shortened and made more efficient.

### Installation Engineering

- Evaluation of existing processes and provision of a plan for automation
- Innovative cell designs to put the automation into production

### Work cell Modelling and Offline Programming Simulation

- Determination of robot configurations and critical factors and limitations
- Visualisation of the product, and its effect on the manufacturing capability to reduce the need for extensive downtime periods on the equipment, such as cycle times and material usage, before a robot cell is purchased or put into production.

### Training

- Customisation to your site through a detailed analysis of your needs
- Specialist training materials and instruction for programming, electrical and mechanical maintenance, troubleshooting and safe equipment operation.

### Process Engineering Support

- Provision of onsite support onsite loading programs and finetuning

### Robot Servicing

- annual servicing to ensure your robots remain in optimal condition, helping to increase performance and reliability over their lifetime.
- Forecasting potential issues that may be developing
- Greasing and Battery replacements
- Cable wear inspection and counter measures
- Checks for excessive wear and backlash measurement to ensure motion repeatability

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*“With a long term goal of reducing the price of carbon-fibre wheels to the point that they become affordable for use on high-volume passenger cars, our ongoing partnership with Automated Solutions Australia is vital to identifying and achieving manufacturing efficiencies.”*

CARBON REVOLUTION, GEELONG, VICTORIA

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## CONTACT

**AUTOMATED SOLUTIONS AUSTRALIA PTY. LTD**

**PAT GREEN - DIRECTOR**

+61 412 549 718

PAT.GREEN@AUTOMATEDSOLUTIONS.COM.AU

### MAILING ADDRESS

GPO BOX 1090  
ADELAIDE SA 5001

### ADELAIDE

UNIT 2, 80 HOGARTH ROAD  
ELIZABETH SOUTH SA 5112

### MELBOURNE

UNIT 2, 13-21 THOMAS STREET  
YARRAVILLE VIC 3013

**AUTOMATEDSOLUTIONS.COM.AU**

**1800 ROBOTS (100 762 687)**

T: +61 (08) 7289 4444

F: +61 (08) 8252 7042

