

ISSUE 23 - DECEMBER 2025

QUARTERLY NEWSLETTER FROM AUTOMATED SOLUTIONS AUSTRALIA

AXIS

CUSTOMER IN FOCUS:
SQP ENGINEERING

THE FANUC M-201D/35:
BUILT FOR YOUR SHOP FLOOR

MEET THE ASA TEAM: HENRY,
PAINT PROCESS ENGINEER

SPOTLIGHT ON THE MITUTOYO
CRYSTA-APEX V SERIES CNC CMM

THE POWER OF ROBOTIC
DISPENSING SYSTEMS



FROM THE **DIRECTOR'S DESK**



... from all of us at ASA, I wish you a safe, relaxing and well-earned holiday season

As we head towards the end of the year, many of us would be forgiven for thinking the shop floor never really slows down.

If anything, the pressure towards Christmas ramps up.

Over the past few months, we've been paying close attention to the small things that trip up production and the smart, practical fixes that keep lines moving, reduce waste and make life easier for the people running them.

One example is the work we've done with SQP. They were aiming for true "lights out" production that could continue running overnight. By introducing a robot that seamlessly tends two machines at once, they didn't just boost efficiency, they unlocked a four fold increase in output which freed their team up to focus on more valuable work. It's a great reminder that good automation isn't just about speed, it's about using your people where they add the most value. I'd love to share their success story with you.

We've seen similar gains with robotic dispensing. Nothing slows a line quite like inconsistent beads of sealant or adhesive. A robotic dispensing system applies exactly what's needed, every single time. That consistency cuts waste by up to 30% and keeps the line moving smoothly. It's like adding a team member who never gets tired and never guesses.

On the handling side, robots like the FANUC M-20iD/35 are taking the heavy lifting off teams. When you've got 35 kg payloads and repetitive tasks bogging people down, this robot steps in with ± 0.03 mm precision, maintaining flow while your people focus on the jobs that genuinely need a human touch like problem-solving, quality, improvement.

Inspection is another area where small changes make a big difference. The Mitutoyo CRYSTA-Apex V CMM measures at up to 8 mm/s with ± 1.7 μ m precision. That kind of performance helps reduce rework, supports tighter quoting, and gives you real visibility of process health, without turning inspection into a bottleneck. As a Mitutoyo distributor, we dive into the way a Crysta-Apex can help you.

And behind all of this technology are our point of differentiation – our team. This quarter, we talk with Henry Smith, our Paint Process Engineer. Henry keeps our customers robots running smoothly with ownership in the way he goes about programming and troubleshooting. The end result is consistent quality, faster cycles and fewer errors on the paint line, every shift and every part. It's that blend of skilled people and correct system integration that really moves the needle.

You'll find these stories, along with more insights from ASA and our customers, in this quarter's AXIS Magazine – a snapshot of how manufacturers are working smarter, faster and more efficiently as we wrap up the year.

I hope this gives you a few ideas for making the end-of-year rush a little smoother. If you'd like to talk about how any of these solutions might fit into your operation before the holidays, give us a call – we're always happy to work through options with you.

Thanks for taking the time to read this, and from all of us at ASA, I wish you a safe, relaxing and well-earned holiday season.

Pat Green,
Director, Automated Solutions Australia (ASA)

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



CUSTOMER IN FOCUS: SQP ENGINEERING

Across Australia's toughest industries, success depends on suppliers who understand the pressure of keeping operations moving.

SQP Engineering was built on that reality, shaping its approach around customers whose livelihoods hinge on precision, reliability, and speed. From oil and gas to mining and manufacturing, SQP has grown by anticipating what clients demand most; solutions that perform under pressure. That focus has transformed a Perth family business into one of the nation's most forward thinking subcontract manufacturers, blending CNC machining, additive manufacturing, automation, and metrology into a complete package for industries that can't afford compromise.

Meeting those expectations meant tackling the same pressures their customers faced, rising demand, tighter deadlines, and the need to do more with less. As workloads increased, SQP confronted the universal challenge of machine shops; more jobs but the same number of spindle hours. Adding machines was the obvious fix, but it also meant more operators, higher overheads, and greater complexity. The breakthrough came through a collaboration that spanned continents; Gressel's advanced workholding and gripper technology from Germany, integration expertise from Automated Solutions Australia in Melbourne, precision components from ISCAR and Schunk, and SQP's own vision and drive in Perth. 'Automation only works when it's tailored to the customer,' says Pat Green, Director of ASA. 'Our role was to translate SQP's vision into a system that delivered productivity gains without adding complexity. Together, this international team created a dual machine cell powered by a FANUC M 710iD/50M robot, seamlessly tending two Okuma machines and delivering a leap in



productivity that quadrupled output. For customers, the payoff was clear, shorter lead times, lower costs, and confidence that every job would be delivered on schedule.

At the heart of the system is the FANUC M 710iD/50M, a six axis workhorse known for reach and precision. Outfitted with Gressel's innovative gripper system, the robot loads parts, flips them between operations, and reduces manual intervention. 'Integrating robotics into a live production environment isn't about plugging in hardware,' Green explains. 'It's about designing a workflow that feels seamless to operators and delivers measurable results. 'SQP expected to double output; instead, they quadrupled it. One robot, two machines, and a global collaboration delivered a transformation in productivity that reshaped how SQP serves its customers.

But machining was only the beginning. SQP invested in a Mitutoyo CRYSTA Apex V9106 CMM, soon to be paired with a FANUC CRX collaborative robot, the first of its kind in Australia. This setup enables automated, high frequency dimensional reporting, critical for industries where precision is everything. 'Customers want proof, not promises,' William Sharpe, General Manager of SQP Engineering explains. 'With Mitutoyo, we can measure everything in one go and give them data they can trust. 'By combining world class metrology with automation, SQP delivers not just parts, but assurance.

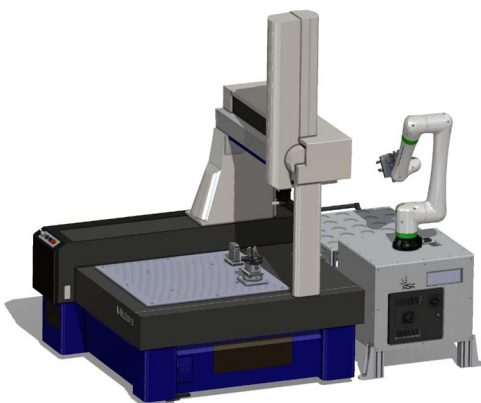
Additive manufacturing adds another layer to the story. With the largest range of Markforged printers in APAC, SQP can 3D print fixtures on demand. By pairing additive manufacturing with metrology, turnaround times shrink and error rates fall. Fixtures can be designed, printed, and deployed in hours rather than weeks, giving customers faster delivery and greater flexibility. This integration of additive and metrology is a hallmark of Industry 4.0, digitization,



automation, and scalability working together to deliver real world outcomes.

SQP's journey has been powered by trusted partnerships. ASA provided integration expertise, while Gressel, ISCAR, and Schunk supplied world class tooling and workholding. Sharpe emphasises the importance of these relationships; 'Our integrator relationship with ASA is trusted. They continue to extend and align us with the most quality brands and equipment in the world. 'Working with SQP has always been about trust,' adds Green. 'They're willing to push boundaries, and we make sure the technology keeps pace with their ambition.' It is this network of collaboration, Germany, Melbourne, Perth, and international tooling leaders, that makes SQP's story not just local, but global.

SQP's story is more than inspiration, it is proof that embracing automation, metrology, and additive manufacturing delivers measurable outcomes. Quadrupled productivity, world class quality assurance, rapid turnaround, and lower costs are not abstract promises but tangible results. SQP isn't just keeping pace with global manufacturing trends, they are setting them. And for their customers, that means confidence, speed, and results that speak for themselves. As Sharpe sums it up, 'We thought we'd double output. We quadrupled it. And we did it by bringing the best of the world together, right here in Perth.



THE FANUC M-20iD/35: BUILT FOR YOUR SHOP FLOOR

You know the feeling , the job's running, the parts are heavy, and there's a bottleneck. Maybe it's loading a machining centre, stacking components for blasting, or moving awkward fixtures for painting. You're thinking, "If only we could keep this moving while we're onto the next task." That's exactly where the FANUC M-20iD/35 steps in.

This robot isn't just another yellow arm. It's a workmate built for the rough, demanding world of manufacturing. With a 35 kg payload and over 1.8 metres of reach, the **M-20iD/35** takes on the jobs that usually need muscle, precision, and patience all at once. It's fast, accurate to within ± 0.03 mm, and rugged enough to keep working through the dust, grit, and grind that come with real production. Every cable for the end of arm tooling runs through the inside of the arm and wrist, so there's no snagging, no constant replacing of worn harnesses. Its smooth, sealed surfaces shrug off dust and paint mist, while the IP67-rated arm and wrist keep working where others would need downtime for cleaning or repair. Whether it's machine loading,

palletising, welding, blasting, assembly or part transfer, this robot is made to handle it.

Now picture your manufacturing facility. You arrive in the morning and the **M-20iD/35** has already been at it; loading parts, moving components, stacking pallets. It doesn't take breaks, doesn't lose focus, doesn't need retraining. While it keeps the line moving, you and your team focus on finishing, inspection, or setting up the next batch. It's not replacing people, it's freeing them to do the work that actually needs a human eye and decision making.

The benefits show up where it matters most. You get higher throughput, fewer delays, and consistent quality, shift after shift. You reduce manual lifting, improve safety, and free up valuable floor space with a slimmer arm and tighter work envelope. And when it comes to cost, the **M-20iD/35** quickly pays its way, doing more with the same footprint, the same energy, and the same hours in the day.

At ASA, we live and breathe this world. We're FANUC specialists, from concept and design through installation, programming, and support. We know the conditions you work in and the deadlines you face, and we build automation that actually fits your workflow. Our goal is simple: to help Australian manufacturers of all sizes boost their capability, compete globally, and build stronger local production.



PAYLOAD: 35KG
REACH: 1831MM
AXIS: 6 AXIS

If you're tired of downtime, manual handling, or waiting for the next operator, the **FANUC M-20iD/35** could be the step that changes your whole process.

Talk to the team at Automated Solutions Australia today on 1800-ROBOTS (1800-762-687), and let's see what this robot can do for you.

MAXIMISE PERFORMANCE: SERVICE YOUR ROBOTS TODAY!

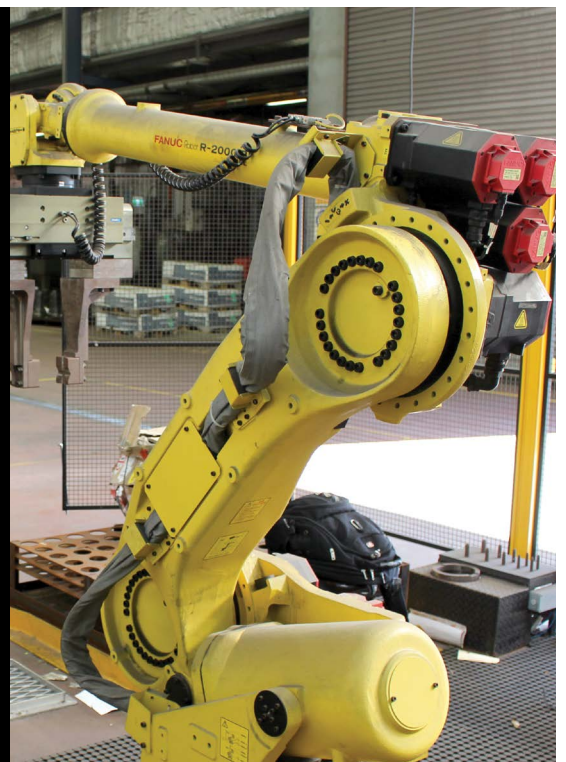
Your robots are the backbone of your manufacturing operations, tirelessly working around the clock to deliver precision, efficiency, and consistency. Like any high-performance machine—whether it's a car or a piece of advanced equipment—regular maintenance is essential to keep them running at their best.

Annual servicing ensures your FANUC robots stay in optimal condition, helping you avoid costly downtime and maintain the high standards your business depends on. Key maintenance tasks such as greasing, battery replacements, wear inspections, and backlash measurements safeguard motion repeatability and uphold the quality of your production processes.

Routine servicing doesn't just fix problems—it prevents them. By maintaining a high Mean Time Between Failures (MTBF) and detecting potential issues early, you can save time, money, and the hassle of unexpected disruptions.

Don't wait for a breakdown to act. Protect your investment, boost productivity, and keep your robots performing at their peak — schedule your service today!

Call ASA on 1800 ROBOTS to book.



MEET THE ASA TEAM: HENRY, PAINT PROCESS ENGINEER

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Precision, problem solving, and a passion for robotics. The three P's that Henry Smith, one of the experts behind ASA's advanced paint automation systems, lives by.

Precision, problem solving, and a passion for robotics. The three P's that Henry Smith, one of the experts behind ASA's advanced paint automation systems, lives by.

When you walk through the paint process area at Automated Solutions Australia, chances are you'll find Henry focused on a robot in motion, monitoring its every move as it glides through a precisely programmed path. As a Paint Process Engineer, Henry is hand on with the technology that defines ASA's work, programming robotic paths, fine tuning parameters, and ensuring every motion command meets the company's exacting standards.

"I enjoy it because it's where the action is," Henry says. "You're right there with the robots, seeing the results of your work in real time and knowing that precision matters."

Every day brings something different. A typical morning might start with reviewing system verification manuals, but in a field as complex as automation, priorities can change fast. "Faults can arise from anywhere, hardware, software, or something in between," Henry

explains. "That's where troubleshooting and a systematic approach come in. You learn to think critically and stay adaptable." That commitment to accuracy and consistency is what drives Henry. "Every issue you solve gives you a better understanding of how these systems work together. It's rewarding to see a solution come together and know that you've made a difference in the process."

Ask Henry about his favourite robot, and he doesn't hesitate. "The M-2000 series, hands down," he says. "The capability and power it brings to the job are unmatched. It's built for heavy lifting but still operates with absolute precision." That balance of strength and control mirrors what Henry values most about automation, the harmony between engineering and performance.

Working with ASA has also taken Henry beyond Australia, where he's had the opportunity to lead projects from start to finish. "Being responsible for an entire section of a production line and seeing it come together smoothly is always a proud moment," he recalls. "It's rewarding to know that the systems you've helped build are performing exactly as intended."

Henry's commitment to excellence doesn't stop at robotics. Whether he's troubleshooting a complex fault or taking on new challenges in unfamiliar environments, he approaches every task with focus and professionalism. Looking ahead, he's excited to expand his skillset by jumping into PLC controls and everything it entails. "The software side of FANUC Automation is going to introduce a lot of new challenges to get adjusted to, but I feel up to the task and I'm eager to see how far an understanding of both sides of the work will take me."

For those thinking about a career in robotics or automation, Henry's advice is grounded in experience: "There's only so far that university knowledge will take you. Getting hands on experience, learning from the people around you, and staying open to new ideas will take you much further. The industry is constantly evolving and so should you."



SPOTLIGHT ON THE MITUTOYO CRYSTA-APEX V SERIES CNC CMM



Let's talk about how you can step up your measurement game. This quarter, we're putting the Mitutoyo CRYSTA-Apex V Series CMM in focus and more importantly, what it means for your workshop. If you run a machine shop, you already know that measurement isn't just a final check; it's what protects your reputation, keeps your parts within tolerance, and stops costly rework before it starts. The Apex V is built for shops like yours where precision, reliability, and speed directly affect your bottom line.

The CRYSTA-Apex V delivers exceptional accuracy, with a maximum permissible length measurement error of around $1.7 \mu\text{m}$ on certain models. In real terms, that means when you're machining tight tolerance parts for aerospace, automotive, or tooling work, you can trust that your inspection data is right the first time. It's accuracy you can bank on, and it keeps your customers confident in the quality you deliver.

Speed is another major advantage. With high drive acceleration and a measuring speed of up to 8 mm/s, the Apex V dramatically reduces inspection time. In a busy shop, that means fewer bottlenecks at the CMM, faster feedback to your machinists, and more parts out the door. For many owners, that translates directly into higher throughput and greater profitability without sacrificing precision.

The Apex V isn't a one size fits all machine, either. It's designed to adapt to your needs, with the flexibility to use touch probes, scanning probes, or non-contact sensors depending on the workpiece. Whether you're checking flat surfaces, complex curves, or fine details, you can configure the system

for optimal performance. Combined with Mitutoyo's advanced software suite, you can automatically generate measurement programs, perform gear analysis, or even evaluate complex CAD models with ease.

This is also a CMM built for the future. With smart factory connectivity and real time temperature compensation, the Apex V supports IoT-based production and quality monitoring. It's a system that doesn't just measure parts, it measures process health. By feeding data directly into your quality systems, you can monitor trends, catch tool wear early, and keep your machines running tighter for longer.

And when you combine a Mitutoyo Apex V with robotic automation, things get even more efficient. Pairing it with a FANUC robot, for example, can fully automate your inspection process, loading, measuring, and unloading parts without manual handling. This means consistent, high throughput inspection while your team focuses on machining and production instead of waiting on measurement cycles.

Of course, performance is only part of the story. At Automated Solutions Australia, we

know that after sales support, integration, and reliability are what matter most on the shop floor. As an authorised dealer for Mitutoyo Asia Pacific, we provide local expertise, installation, and training to make sure your CMM works seamlessly in your environment. Our partnership with Mitutoyo means you get world class precision tools backed by local service and support, the best of both worlds.

So what does all of this mean for your manufacturing facility? It means fewer reworks, shorter lead times, better data for process improvement, and ultimately, stronger profitability. It means you can quote tighter jobs with confidence, knowing your inspection process can keep up. And it means your business is equipped for the next phase of manufacturing, where data, automation, and precision go hand in hand.

If you're ready to see how the Mitutoyo CRYSTA-Apex V can enhance your manufacturing efficiency and quality, get in touch with the team at Automated Solutions Australia. Together, we can help you build a smarter, faster, and more precise future for your shop.

Whether you're checking flat surfaces, complex curves, or fine details, you can configure the system for optimal performance.

HOW ONE SMALL CHANGE CAN TRANSFORM YOUR PRODUCTION FLOOR: THE POWER OF ROBOTIC DISPENSING SYSTEMS

Picture this. It's 7:00 AM, the production floor is humming. Machines start up, the first batch is rolling out and then it happens. A sealant's applied just a bit too thick. A line has to be stopped. A few hours later, you're behind schedule, and that means overtime or a late delivery.

Every manufacturer has been there. The pressure's real; deadlines, rising costs, and a constant push for precision. But what if there was a way to cut those small errors out completely? That's where robotic dispensing systems come in.

These aren't just "robots", they're precision partners that take care of the repetitive, high-stakes tasks so your team can focus on what matters most: keeping production moving efficiently. Designed correctly, a robotic dispensing system applies adhesives, sealants, and lubricants with pinpoint accuracy, the same way, every time. No fatigue, no guesswork, no waste. The result? You get consistent quality across every part, less rework, and lower costs.

In industries like automotive, aerospace, and electronics, a few millimetres can make the difference between "approved" and "rejected." FANUC robotic dispensing systems remove much of that risk, applying materials exactly where they need to go; no more inconsistencies, no more wasted product. Robots don't clock out. They don't slow down. With automated dispensing, you can keep your production line running longer, meet deadlines faster, and take on more work, all while using fewer resources.



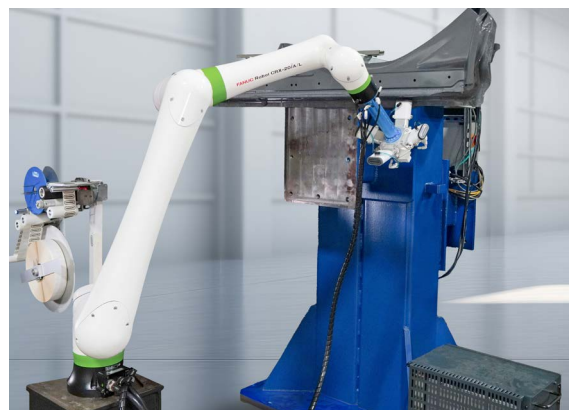
Whether you're working with thick adhesives on engine parts or delicate coatings for electronics, these systems adapt seamlessly. One robot, many applications. Every drop counts. Robotic dispensing ensures you're using just the right amount of material, no excess, no waste. That's good for your budget and the environment.

At ASA, we know that every production line is different. That's why we partner with FANUC, the global leader in robotic automation, to design dispensing systems that fit your exact operation. With over 20 years of experience helping Australian manufacturers improve precision and throughput, ASA creates custom robotic solutions that

cut down on cycle times, boost product quality, reduce material costs, and keep you competitive in a fast-moving market.

Our clients in automotive, aerospace, and general manufacturing have seen measurable results within months: up to 30% reduction in material waste, fewer defects and downtime, higher production throughput, and consistent quality every shift.

If you're ready to move past production bottlenecks and material waste, it's time to look at what robotic dispensing can do for your operation. Contact ASA today to discover how a tailored FANUC robotic dispensing system can streamline your line, save costs, and keep your production running at peak performance.



DELIVERING TOMORROW'S SOLUTIONS, **TODAY**

ASA is a privately owned, wholly Australian company specialising in the design, engineering and integration of flexible automation solutions for the Australian manufacturing sector.



Whether your application is pick and place, palletising, packaging, part transfer or assembly, the development of a robotic solution offers significant benefits in almost any industry that is operating at high levels of throughput.

- Achieve uninterrupted speed, saving valuable production time.
- Achieve maximum repeatability, reliability and accuracy
- Lower costs versus manual labour
- Eliminate health and safety risks related to repetitive, tiring or dangerous operations

Contact ASA for more information or visit our website
automatedsolutions.com.au

1800 ROBOTS (1800 762 687)





1800 ROBOTS (1800 762 687)
for 24 hours a day robot support

CONTACT

AUTOMATED SOLUTIONS AUSTRALIA PTY. LTD

ADMIN@AUTOMATEDSOLUTIONS.COM.AU

MAILING ADDRESS

GPO BOX 1090
ADELAIDE SA 5001

ADELAIDE

UNIT 2, 80 HOGARTH ROAD
ELIZABETH SOUTH SA 5112

MELBOURNE

34 BURGESS STREET
BROOKLYN VIC 3012

UNITED STATES

6522 DIPLOMAT DRIVE,
STERLING HEIGHTS, MI, 48314 USA

AUTOMATEDSOLUTIONS.COM.AU

1800 ROBOTS (1800 762 687)

T: +61 (08) 7289 4444

