

ISSUE 25 - SEPTEMBER 2026

QUARTERLY NEWSLETTER FROM AUTOMATED SOLUTIONS AUSTRALIA

AXIS

**ASA RECOGNISED AS
A SCHUNK OFFICIAL PARTNER**

**MEET THE ASA TEAM:
BJAY HOFFMAN**

**HOW ASA BUILDS
AUTOMATION THAT WORKS**

**ROBOT IN FOCUS:
FANUC M-10ID/16S**

**MITUTOYO HR 600 HARDNESS
TESTING PLATFORM**

AMW WRAP UP 2026



FROM THE **DIRECTOR'S DESK**



'Our quarterly magazine is a way of sharing some of what's been happening inside ASA and around the globe.'

It's been a big few months for us, and if you've been anywhere near the manufacturing world lately, you've probably felt the same thing we have, that the pace is picking up.

Not in a frantic way, but in that steady, exciting way that tells you the industry is moving forward and we're all moving with it.

Our quarterly magazine is a way of sharing some of what's been happening inside ASA and around the globe. We've wrapped up our time at Australian Manufacturing Week (AMW) in Brisbane, a great event, full of good conversations and even better people. There's a write up inside that captures the energy of the week and the things that stood out to us.

We're also excited to share that ASA has been appointed as Australia's only SCHUNK Official Partner. Partnerships such as this are awarded rather than sought, which makes the recognition all the more meaningful. To be acknowledged by a company we respect as much as SCHUNK is something we're incredibly proud of.

You'll also find two deep dives into technology that's been front of mind for us lately: Mitutoyo's HR 600 hardness testing platform, and FANUC's M 10iD/16S. The later is a compact robot that's been showing up in more and more of our designs. Both pieces give you a look at why these tools matter and how they fit into the real world of production.

And finally, something I'm really proud of, a "Meet the Team" feature on Bjay Hoffman, one of our graduate engineers in the Melbourne office. Bjay's one of those people who reminds you why investing in young talent is worth it. Sharp mind, good attitude, and already making a difference. Bjay joined us as an Undergraduate, and we're glad to retain him now that he's finished his degree.

Thanks for taking the time to read through this edition. I hope you find something in here that sparks an idea or gives you a bit of insight into what we've been up to. As always, if something catches your eye or you want to talk shop, you know where to find us.

Pat Green
Director, Automated Solutions Australia (ASA)

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



AUTOMATED SOLUTIONS AUSTRALIA RECOGNISED AS A **SCHUNK OFFICIAL PARTNER**

Automated Solutions Australia (ASA) is proud to announce that we have been appointed as a Schunk Official Partner, a prestigious honour that positions ASA within Schunk's global partner ecosystem.

For nearly 20 years, ASA has incorporated Schunk technologies into automation projects across a wide range of industries. ASA is the only Schunk Official Partner in Australia and adds technical and integration expertise to Schunk's existing distribution alliances with ISCAR and Romheld.

This achievement reflects ASA's long standing commitment to delivering world class automation solutions and strengthens our ability to support Australian manufacturers with some of the most advanced gripping and automation technologies available today.

The partnership builds on a recent "first in country" application executed by ASA with coordination and application support provided by ISCAR with advanced gripping and workholding technology supplied and guided by Schunk. The collaboration between Schunk, ISCAR Australia and ASA is a turning point, helping to create a stronger framework for local supply, technical support and project delivery.

If you've worked with Schunk gear before, you'll understand why this matters. Their grippers, clamps and mechatronic components have a reputation for being the kind of equipment you install once and don't have to think about again.

Pat Green, ASA Director, has always had a soft spot for Schunk's engineering:

"Schunk has set the benchmark in gripping and automation technology for decades. We've relied on their products for a long time because they're engineered with a level of care and precision that aligns with how we like to work. Being welcomed into the Schunk Official Partner program is something we're proud of because it allows us to represent a brand we believe in."

As a Schunk Official Partner, ASA now gains:

- Exclusive status in Australia: ASA is the only robotics integrator in the country to be recognised as a Schunk Official Partner.



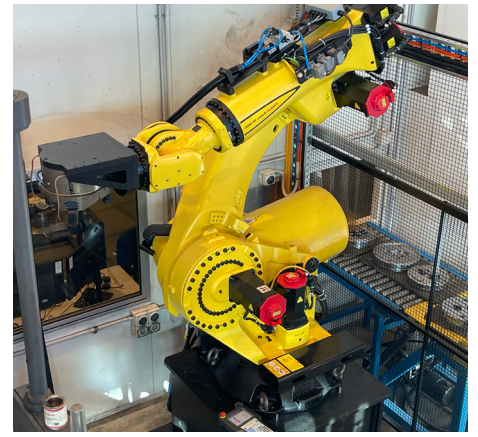
- Improved commercial support through Schunk's distribution partnership with ISCAR Australia, providing streamlined access to products, stronger project support and better value for our customers.
- Priority technical access, including direct engineering support, application expertise and early insight into Schunk's newest technologies.
- Enhanced collaboration opportunities, including joint development, testing and solution validation.
- Visibility within Schunk's global partner network through case studies, showcases and technical demonstrations.
- Ongoing training, knowledge sharing and technical development opportunities that help keep ASA engineers at the forefront of automation best practice.
- Greater project continuity through long-term partnership arrangements that provide confidence and support throughout the life of an automation project.

This partnership reinforces ASA's role as an automation integrator. Working together with Schunk and ISCAR Australia, we can provide customers with access to gripping and



automation technology as part of complete robotic and manufacturing solutions. Rather than supplying standalone components, our focus remains on engineering, integration and project delivery, ensuring every technology choice is backed by practical application knowledge and local support.

Pete Shepherd explains, "SCHUNK SE & Co KG have a product portfolio that is deserving of a company such as ASA. A recognised and thoroughly professional automation integrator within Australia and NZ. The concept is an exciting and worthwhile partnership that will be enormously



beneficial to existing and prospective customers alike. When combined with the expertise and infrastructure of Australia's leading cutting tool supplier and advanced manufacturing solutions provider ISCAR Australia, in addition to Romheld's industry knowledge and automation focus you have a formidable and highly collaborative group,

optimizing opportunity that brings to the market integrated solutions and powerful component framework."

What This Means for Customers

For customers, the benefits are straightforward. The partnership gives ASA access to additional engineering expertise,

testing facilities, product specialists and application support from Schunk, while continuing to leverage the strong local support and supply network provided through ISCAR Australia. The result is lower project risk, faster solution development, better access to proven technology and more confidence that the right automation solution is being delivered from the outset.

Pat sums it up best:

"We've worked with Schunk products for years, so this partnership feels like a natural progression. Schunk's commitment to engineering excellence is something we've always respected, and having the combined support of both organisations behind us gives us even more capability to deliver for our customers. At the end of the day, this isn't about selling grippers and work holding, it's about delivering better automation outcomes. If it helps us deliver more reliable, productive and innovative solutions, then it's doing exactly what it should."

MAXIMISE PERFORMANCE: SERVICE YOUR ROBOTS TODAY!

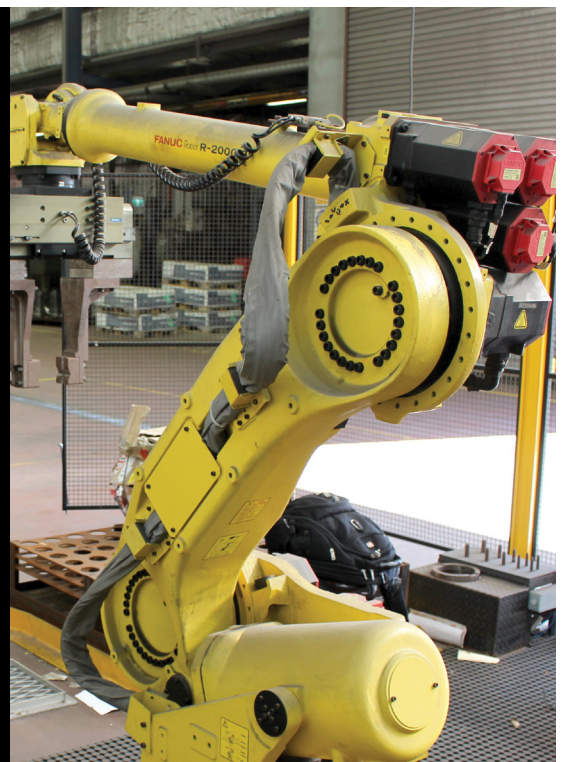
Your robots are the backbone of your manufacturing operations, tirelessly working around the clock to deliver precision, efficiency, and consistency. Like any high-performance machine—whether it's a car or a piece of advanced equipment—regular maintenance is essential to keep them running at their best.

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: BJAY HOFFMAN

Every strong automation project has two things behind it; good engineering and good people. In our Melbourne office, one of the newest engineers helping shape the next generation of ASA designs is Bjay Hoffman, a Graduate Robotics & Mechatronics Engineer who has already made his mark in his first year out of university.

Bjay joined ASA two years ago as an undergraduate, and this year stepped into his full-time graduate role. Like most engineers early in their career, his days are filled with learning, but not the kind you get from textbooks. "It's been my first time seeing a project from the very beginning all the way to the end," he says. "Every day I'm learning something new. I'm getting ready for my first robot installation soon, and the goal is to keep building my skills so the team can rely on me independently."

Having finished University recently, Bjay's full time role has allowed him to see projects from the very beginning right through to commissioning. Bjay is about to head out for his first robot installation, and he talks about it with the kind of excitement that reminds you why investing in young engineers matters. Every day, he says, is about learning something new and building the confidence to take on more responsibility so the team can rely on him independently.

His path into automation started long before university. He grew up a Star Wars fan, fascinated by the way droids moved and behaved. In his teenage years, he built a miniature six axis robotic arm inspired by Dum E from Iron Man, complete with a vision system and a Jarvis style LLM he developed himself. That project lit the spark. Designing parts from scratch, 3D printing components, solving mechanical problems and watching something he imagined come to life was the moment he knew robotics was where he belonged.

The shift from university to industry brought its own surprises. At Uni, every problem has a solution because someone designed it that way. In the real world, you're often solving something no one has solved before. That's been one of the biggest changes for him and



one of the most rewarding. Bjay enjoys the challenge of working through problems that don't come with a neat answer at the back of the book.

Two projects stand out as early favourites. The end of arm tooling design for one of our Melbourne clients pushed him hard, with tight constraints and a long list of mechanical challenges that demanded creativity and persistence. The AMW 2025 CRX fixture was another highlight, not just because of the engineering, but because he was trusted with real creative freedom so early in his career. Both projects reinforced what he enjoys most about automation: deep mechanical problem solving, designing something from nothing in CAD, and seeing it become a real, working piece of equipment.

Bjay speaks highly of the culture in ASA's Melbourne office. The team looks out for each other, and everyone takes the time to teach, guide and share knowledge. For a graduate engineer, that kind of environment makes all the difference. It's a place where he feels supported, challenged and proud to contribute.

Even in his short time at ASA, he's already worked across a wide range of industries, from EOAT for heavy chlorine bottles to pick and place systems and welding cells. He's also made a meaningful impact internally, developing a more rigorous FEA documentation process and helping refine assembly drawings and torque spec sheets for

EOAT builds. It's the kind of behind the scenes work that strengthens projects long before they reach the customer.

Outside of work, Bjay is far from one dimensional. He builds furniture, designs hobby robots, tinkers with electronics and is currently deep into FPV drone builds. He also surfs, snowboards, camps, hikes and gets out in the 4WD whenever he can. It's a mix of creativity, engineering and adventure that fits him perfectly.

If he wasn't in automation, he says he'd probably be a high school STEM teacher. He went from struggling in Year 11 and 12 to graduating university with a Distinction and Honours and he'd love to help teenagers see that maths and physics don't have to be intimidating.

Ask him about his favourite robot and he'll tell you it's a toss up between the FANUC CRX and the M 950, the biggest robot he's worked on so far. But the real joy for him isn't the robot itself; it's the moment when a system finally comes together. When a design he's modelled in CAD slides together perfectly in real life, or when something that didn't exist before suddenly becomes real and functional. That's the moment he lives for.

Bjay represents the next generation of Australian engineering talent; curious, capable and driven by the simple desire to do a good job and have fun doing it. And if his first year is anything to go by, he's only just getting started.

FROM CONCEPT TO COMMISSIONING: HOW ASA BUILDS AUTOMATION THAT WORKS



Walk through any busy factory and you'll see the same thing: people working hard to keep production moving, machines running continuously, and processes that have been optimised for the available cycle time. Eventually, every manufacturer reaches a point where the next improvement isn't going to come from working harder, it's going to come from working smarter.



That's where Automated Solutions Australia (ASA) steps in.

For more than two decades, ASA has been helping Australian manufacturers lift their capability using FANUC robots, machines built with the precision, discipline and reliability that Japanese engineering is known for. These robots aren't just tools; they're the backbone of some of the most advanced production lines in the world. Payloads up to 2300 kilograms, and reaches approaching five metres. Accuracy that doesn't drift, even after years of continuous operation. They're designed to perform, and ASA's job is to integrate them so they perform for you.

Most manufacturers don't start with a full automation plan. They start with a problem that's slowing them down or costing them money. A process that's too repetitive for people to do safely, or a bottleneck that's holding up the entire line, or maybe a quality issue that keeps coming back. The ASA team studies the workflow, identifies the opportunities, and designs a solution that fits the factory, not the other way around. Their engineers build full offline simulations

so clients can see exactly how the robot will move and how the cell will operate before anything is installed. From there, ASA constructs the system in their Adelaide or Melbourne facility, or directly on site, commissions it, trains the operators, and provides ongoing support to keep everything running at peak performance. It's a long term partnership, which is why customers return to us, time and time again.

Across industries like automotive, aerospace, medical, energy, foundry, consumer goods and electronics, ASA has become the integrator manufacturers trust when precision, reliability and throughput matter. A well integrated FANUC robot doesn't just speed up production, it stabilises it, reduces waste and improves quality. It creates consistency that manual processes simply can't match, and it does all of this while making the workplace safer for the people who remain.

ASA's mission is straightforward: bring the world's best automation practices to Australian manufacturing and give local businesses the tools to compete globally. Whether you're running a small workshop

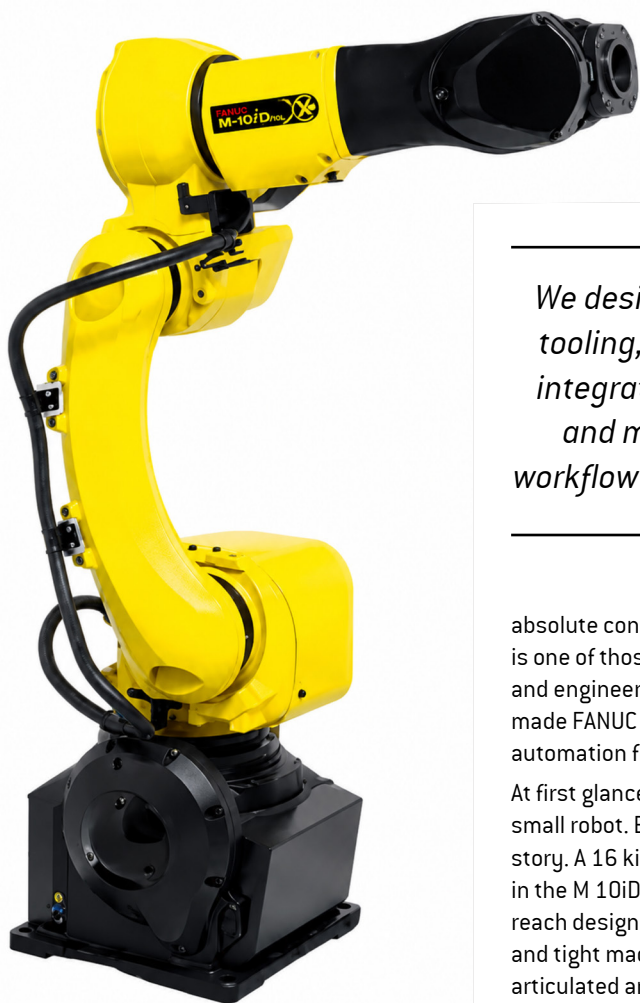
Their engineers build full offline simulations so clients can see exactly how the robot will move and how the cell will operate before anything is installed.

or a large scale production line, ASA builds solutions that fit your goals, your space and your workflow.

And when support is needed, ASA's engineers are ready. Whether it is repairs, programming, servicing, breakdown response, or annual maintenance, ASA keep FANUC robots performing at their best so production never loses momentum.

For manufacturers ready to move beyond the limits of manual processes, automation isn't a leap into the unknown, it's a strategic step forward, built on proven technology and decades of engineering experience.

ROBOT IN FOCUS: FANUC M-10iD/16S



We design the cells, build the tooling, program the motion, integrate the vision systems and make sure the entire workflow runs the way it should.

absolute consistency. FANUC's M 10iD/16S is one of those robots, compact, powerful and engineered with the precision that has made FANUC the benchmark in industrial automation for decades.

At first glance, the M 10iD/16S looks like a small robot. But the numbers tell a different story. A 16 kilogram payload, the highest in the M 10iD family. A compact 1103 mm reach designed specifically for dense layouts and tight machine tending cells. A 6 axis articulated arm with a repeatability of ± 0.02 mm, giving it the dexterity and accuracy needed for demanding, high precision work. It's a compact robot, but nothing about it is lightweight.

The engineering behind it is unmistakably FANUC. The hollow arm design routes cables internally, protecting them from wear and eliminating external snag points. This isn't just tidy, it improves acceleration, reduces maintenance and keeps the robot's motion smooth and predictable. The high rigidity arm structure gives the wrist the stability it needs to handle heavier tooling and maintain accuracy across long production runs. And the slim profile means it can operate comfortably in places where larger robots simply can't go.

That combination of strength, reach and precision is what makes the M 10iD/16S so versatile across industries. In palletising, the higher payload gives it the muscle to handle heavier items without compromising cycle time. In material removal, grinding, polishing, deburring, the rigid wrist and controlled motion deliver consistent finishes across complex geometries. In assembly, its compact reach and six axis dexterity allow it to work close to the base, inside tight

machines or around fixtures with confidence. And in machine tending, it excels in the kind of cramped, awkward spaces where many robots struggle.

But a robot's true capability only emerges when it's integrated properly and that's where our team comes in.

At Automated Solutions Australia (ASA), we work with FANUC robots every day. We design the cells, build the tooling, program the motion, integrate the vision systems and make sure the entire workflow runs the way it should. The M 10iD/16S is one of those robots that rewards good integration. Give it the right end of arm tooling, the right layout and the right sequencing, and it becomes a compact powerhouse capable of automating processes many shops assume are too tight or too complex for robotics.

We've deployed the M 10iD/16S in machine tending cells where space was measured in millimetres, in finishing stations where consistency mattered more than speed, and in assembly environments where precision and reach were the deciding factors. Its size, strength and engineering make it one of the most adaptable robots in FANUC's lineup and one of the most capable when space is the limiting factor.

That's the real story of the M 10iD/16S. It's not just a compact robot. It's a high performance tool built for modern manufacturing, engineered for accuracy, designed for tight spaces and ready to take on the kind of work that keeps production moving. When paired with a well designed automation cell, it becomes something even more valuable: a reliable, repeatable, production ready system that delivers results shift after shift.

If you're looking to automate a process where space is limited or precision is critical, the M 10iD/16S is a standout option. And if you want to see what it could do in your operation, our team can help you design the system that brings it to life.

There's a certain type of robot that earns its place on a factory floor not through size or spectacle, but through the way it performs when space is tight, tolerances are unforgiving and the work demands absolute consistency. FANUC's M 10iD/16S is one of those robots, compact, powerful and engineered with the precision that has made FANUC the benchmark in industrial automation for decades.

There's a certain type of robot that earns its place on a factory floor not through size or spectacle, but through the way it performs when space is tight, tolerances are unforgiving and the work demands

PRECISION WITHOUT COMPROMISE: INSIDE THE MITUTOYO HR 600 HARDNESS TESTING PLATFORM



There's a certain presence to the Mitutoyo HR 600 Series, the kind of machine that doesn't need theatrics to make an impression. You notice it in the build quality, the precision of the motion, the way every component feels like it belongs exactly where it is. It's a hardness tester designed for serious work, built by a company that has spent decades setting the standard for measurement technology.

Hardness testing is one of those tasks where there's no room for compromise. Whether you're checking a crankshaft, a gear tooth, a plastic housing or a thin metal component, the results have to be right, every time, without exception. The HR 600 Series was engineered for that reality. It brings Rockwell and Light Force Brinell testing together in a single platform, giving you the flexibility to handle a wide range of materials without changing machines or rethinking your workflow.

The engineering behind it is unmistakable. The high resolution load cell delivers precise, controlled force application, not just accurate readings, but confidence in the process behind them. The movable head and robust table support workpieces up to 100 kilograms, making it just as comfortable testing large castings and engine blocks as it is handling smaller, more delicate components. It's the kind of versatility that doesn't feel like a compromise.

Automatic multi point testing is where the HR 600 really starts to change the pace of a testing department. Instead of repositioning a part manually, the machine handles the movement itself. The Y axis stage shifts, the indenter works through its sequence, and you get a complete hardness profile across the surface with a level of consistency

that's difficult to achieve any other way. It's efficient, it's precise, and it's built for environments where throughput matters.

The touch screen interface brings all of this capability together in a way that feels natural. Switching test modes, reviewing results, adjusting parameters, it's all clear, direct and designed for people who don't have time to fight with menus. It's a professional tool built for professional workflows.

That's why the HR 600 Series shows up in so many industries. Automotive teams rely on it for critical engine components. Aerospace uses it for parts where durability and traceability are non negotiable. Manufacturers test gears, plastics and machined components. Electronics makers use it for thin metals and engineered polymers. If a material needs hardness testing, the HR 600 is built to handle it with authority.

And for facilities moving toward automation, the HR 600 is ready for that too. Mitutoyo designed it with integration in mind, through its interfaces, predictable motion, and the kind of repeatability that automation depends on. That's where our team comes in. As integrators, we build the robotic systems that turn the HR 600 into a fully automated testing cell. A robot handles the movement,



the HR 600 handles the precision, and the entire process becomes streamlined, consistent and production ready.

It's not automation for the sake of automation. It's automation that respects the machine's capabilities and enhances them, lifting heavy parts, managing flow, and keeping the testing process running at the pace modern manufacturing demands.

That's the real story of the HR 600 Series. It's not just a hardness tester. It's a platform, engineered with the depth, accuracy and reliability that Mitutoyo is known for, and adaptable enough to become the backbone of a fully automated quality system. Whether you're testing large engine components or fine plastic parts, it delivers the same thing every time: precise, repeatable, trustworthy results.

If you're looking to strengthen your testing workflow, or build a fully automated hardness testing cell around the HR 600, we can help you design the system that makes it happen.

AMW WRAP UP 2026



If you walked into Australian Manufacturing Week in Brisbane this year, you could feel it straight away, that low hum of machines, conversations and curiosity that only happens when you put thousands of people who build things for a living under one roof. It wasn't just busy. It had that spark you get when the industry is hungry for what's next.

At Stand 1710, Automated Solutions Australia (ASA) and Mitutoyo had a demonstration that drew eager visitors in. A FANUC cobot was quietly loading and unloading parts for a Mitutoyo CMM, running a smooth, repeatable cycle that looked like it belonged in a real workshop. No theatrics, no flashing lights, just a clean, steady workflow doing what it was designed to do.

There was something immediately recognisable about it. Visitors would pause mid stride, watch the motion for a moment, and you could almost see the gears turning

as they pictured how it might slot into their own process. The movement was predictable, the timing was right, and the whole setup had that "this would take the pressure off" feel that's hard to ignore. Anyone who's ever had production back up because the CMM operator is juggling ten things at once knows exactly why it matters.

Pat Green and Luke Merrett from ASA spent most of the week in conversations that felt more like the kind you'd have leaning on a workbench than standing in a trade show booth. People wanted to know how the cobot handled different part shapes, how easy it was to teach, what happened if something wasn't perfectly aligned, and how it behaved during a busy production day. These weren't brochure collectors, they were people talking cycle times, part mix, floor layout and how to make automation fit into the reality of day to day production.

Some came back two or three times over the week. Not because they missed something, but because they wanted to bring a colleague, a manager or someone from their team to see it with their own eyes.

The partnership between ASA and Mitutoyo made a lot of sense in that environment. Automation and precision measurement

have always been connected, but seeing them working together this seamlessly made the benefits obvious. The CMM kept a steady pace, the workflow stayed consistent, and the whole cell ran with a quiet efficiency that's easy to appreciate once you've seen it in motion.

Across the show, that same theme kept surfacing. Not technology for the sake of it, but tools that help keep things moving smoothly. Brisbane's first AMW had a practical, grounded feel, people weren't chasing buzzwords or futuristic promises. They were looking for solutions that fit into the way they already work, that help them keep up with demand, and that make the day run a little more predictably.

With AMW heading back to Melbourne in 2027, ASA and Mitutoyo leave Brisbane with a clear message from the industry: keep bringing solutions that make the day to day easier, faster and more reliable. Because at the end of the day, that's what matters. Not buzzwords. Not hype. Just tools and technology that help people get the job done, better, safer and with fewer bottlenecks.

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

