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DUNSTEEL GROUP

01

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As a result, we have been able to increase production by around three times, when compared to our old machinery. It has also enabled us to deploy staff into higher skilled roles.

JONATHON DUNLOP
DIRECTOR

For more than 50 years has been, Dunsteel remains a proudly family-owned and operated business. Dunsteel specialises in complex projects for leading building firms and architects and is at the forefront of prefabricated stairway design for large multi-storey buildings.

According to Dunsteel's Director, Jonathon Dunlop, they invested in the Kaltenbach steel processing system, to help improve productivity and bolster efficiency.

INCREASED PRODUCTION

"Our ambition is to have the machine working two shifts per day—to load it up and then leave it alone. Depending on the complexity of the job, this outcome is achievable and does happen."

LAYOUT MARKING

By automating layout marking, the fabrication schedule can be improved by as much as 30 per cent, without increasing headcount or footprint. It also improves accuracy on-site, helping to eradicate rework.

EXTRA SERVICE

A couple of the extra features that Kaltenbach offered were the additional X-axis on the drilling line, allowing for multiple operations to be conducted at once, and a function called AFC (Automatic Feed Control) on the saw line that enables a pivoting action on the band saw," said Dunlop.

CUSTOMER SERVICE TO COUNT ON

"We chose to partner with Kaltenbach because we felt that their culture was a good fit with our 'family business' style of operating. Kaltenbach felt like a small, tightly managed organisation, as opposed to some of the other players in the market that are much bigger," said Dunlop.

IMAGES COURTESY OF DUNSTEEL GROUP



CSF INDUSTRIES

02



The Superior Structural Steel Automation Beam Assembly and Welding machine removes all these issues - it removes downtime from the production process, improving productivity throughout the entire workshop. Another of the advantages is the consistency of labour that it delivers.

SEAN ADAMS
DIRECTOR

A family business established in Cairns in 1979, CSF Industries operates across just about every market imaginable, from mining and defence, through to commercial, industrial and residential.

Their order book regularly encompasses everything from \$3,000 steel supply contracts to \$10 million multi-faceted project delivery. With such variety, CSF Industries is agile and versatile and has built a reputation for excellence in service and quality. CSF Industries recently worked with SMS to invest in a Superior Structural Steel Automation Beam Assembly and Welding machine plus an add-on-part robotic sorting machine plus a fully-automated beam line working in lights out operation and plate plasma cutting, drilling, stamping, punching, material handling, plate processing machine to ensure that they remain at the forefront of industry.

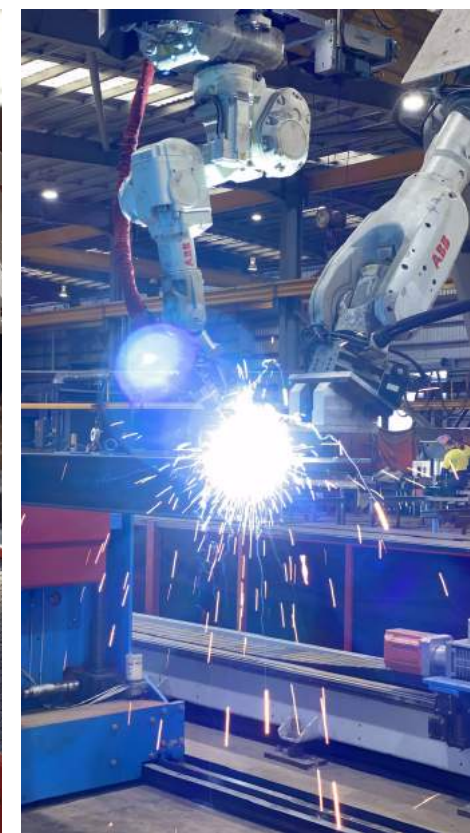
According to Sean Adams (Director, CSF Industries) "We've invested a lot in technology, processes and procedures throughout the workshop. To do this, we first identified the bottlenecks: sorting parts was one. The add-on-part robotic sorting machine have removed this bottleneck. It performs quality assurance checks and sorts parts into column and rafter numbers so they are delivered to the fabricator, ready to go."

"The Superior Structural Steel Automation Beam Assembly and Welding machine removes all these issues- it removes downtime from the production process, improving productivity throughout the entire workshop," said Sean.

THE RESULTS

Sean was equally as impressed with CSF Industries' newly purchased Superior Structural Steel Automation Beam Assembly and Welding machine. According to Sean, it has improved on-site rework considerably. "The machine helps us to guarantee the quality of our work. We get a lot of repeat business due to our quality standards and lack of rework."

"Another of the advantages of this superior machine is the consistency of labour that it delivers. We have our machine working on two shifts, for 18 hours a day. In a skills shortage environment, this is really important. We have the confidence that the machine will be there, operating day in, day out. This allows us to commit to jobs we might not have been able to because of the labour component."



CIVMEC

03

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With the implementation of the superior machines from SMS, we were able to cope with the plasma which is significantly faster and way more productive.

DAVID POWER
FACILITY MANAGER

CIVMEC is an integrated multi-disciplinary heavy engineering and construction provider located in Henderson, Western Australia. They provide services to metals and minerals, oil and gas, infrastructure, water and energy, as well as marine and defence markets.

Fundamental to their strategy is their diverse range of capabilities that enables them to provide a large scale of complementary in-house core competencies and services including heavy engineering, modularisation, structural mechanical, piping and electrical.

CIVMEC is very on-point when it comes to innovation to improve the company's productivity and efficiency. That is why they have chosen to partner with Specialist Machinery Sales and invest in their superior machinery. "Originally a part of the reason why we bought the Superior 3D Profile Plasma Cutting and Coping Robot was that we wanted to be able to bevel box sections, which we weren't able to do previously".

"The Superior Cope Robot is a very good machine. We have utilised it at the end of our beamlines, so we got an automatic beamline. It gives us the ability to double-bevel the flanges on the beams, which previously we were not able to do."

The company was very pleased with its result and invested in three more machines in the span of 24 months. Now the company is a proud owner of 4 SMS superior machines - two Superior Pipe Cutting Machines, one Superior Robot Profile Cutting Line and the latest addition - one Superior Cope Robot which automates their cutting work.

"The fit-up is significantly less because we don't have to manually bevel plates, pipes or the beams. It is the correct coming off the machine. It reduces the number of man-hours associated with fit-ups for sure." David said.

IMAGES COURTESY OF CIVMEC, OPTUS STADIUM



PACIFIC STEEL CONSTRUCTIONS

04



The only way to increase our productivity, capacity and turnover was to invest in technology, to invest in the Superior Structural Steel Automation for Beam Assembly and Welding machine. Before it was installed, we could fabricate 3,000 tonnes of steel per year. This superior machine of which SMS is the exclusive agent for, allows us to do another 15,000 tonnes on top of that.

NICK CHRISTOU
CO-FOUNDER

Pacific Steel Constructions is proud of its reputation for providing superior quality steel structures to the building and construction industries. The depth of expertise and vast experience of its four founders enable Pacific Steel to undertake complicated structures and state significant projects.

This expertise has been augmented recently, with their investment in a Superior Structural Steel Automation for Beam Assembly and Welding machine of which Specialist Machinery Sales is the exclusive agent for.

According to Nick Christou (Co-Founder, Pacific Steel Constructions), "This superior machine has opened up the capacity of our workshop. We can now take on multiple projects, all without increasing the size of our workforce or footprint. One of the main reasons we purchased this machine and partnered with SMS was to increase our output and our turnover while maintaining the same size workshop. We don't have a large workshop, as it has limited floor space, and so we needed to maximise the efficiency of that entire area."

INCREASED QUALITY AND ACCURACY

"Regardless of how stringent your quality system is with conventional fabrication, errors can slip through. Inaccurate steelwork is very costly to repair on-site, causes construction schedule delays, and ultimately damages your reputation," said Christou.

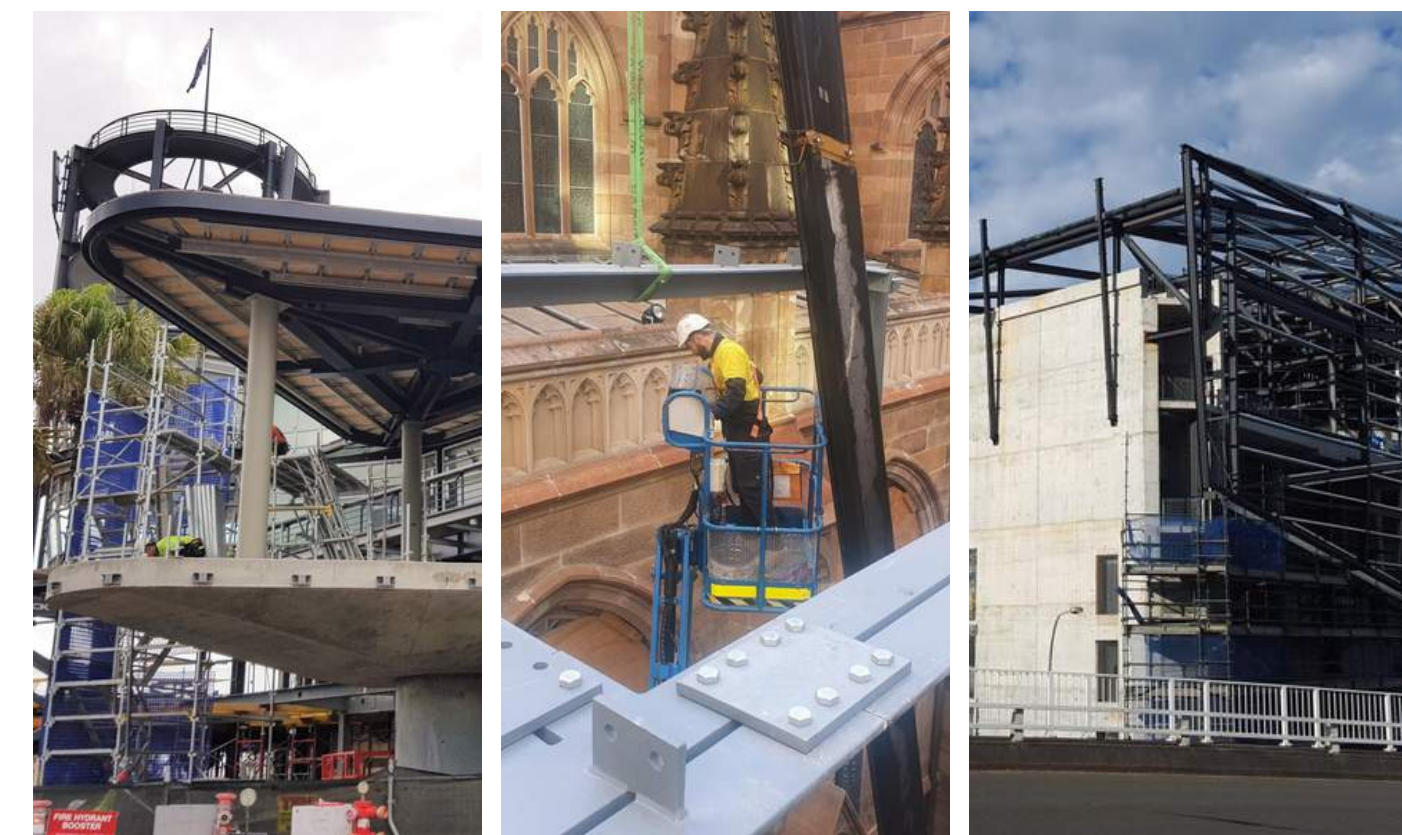
INCREASED PRODUCTIVITY

"Without this superior machine, by the time a boilermaker does the beam marking out, manual handling and tacking, it would require at least 15 minutes per part. For more complex parts that are rotated on three planes, and require extensive setting out, the boilermaker may take up to one hour. Using the machine doesn't matter if the part is straight, or on a complex angle, the entire process takes the same amount of time."

PARTNERING WITH SMS

Todd has supported our workshop's ambition to automate the fabrication and welding of a steel fabrication business when commissioning this superior machine. I can testify that the SMS partnership is reliable, authentic, passionate and honest when evaluating and supplying technology that future proofs our workshop, so we can win more and do more with less footprint and skilled labour.

IMAGES COURTESY OF PACIFIC STEEL CONSTRUCTIONS



ACE CONSTRUCTION AUSTRALIA (ACA)

05

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That's why we decided to invest in a Superior 3D Profile Plasma Cutting and Coping Robot from Specialist Machinery Sales. This replaces 6 machines including the drill, band saw, angle and flat bar machine, plate plasma, layout and stamp marking. So I can push more tonnage through the machine and the footprint available.

MOHAMED ELOMAR
GENERAL MANAGER

Based in Ingleburn, New South Wales, Ace Construction Australia (ACA) specialises in architectural, structural general fabrication and installation.

Since the company's inception 15 years ago, ACA has earned a solid reputation for high-quality workmanship and expanded rapidly as a result.

To augment this expansion, ACA recently became the first company in New South Wales to invest in a Superior Coping Robot 3D Profile Plasma Cutting Machine, exclusively supplied by Specialist Machinery Sales.

This investment has doubled ACA's fabrication capacity, without increasing their footprint or headcount and helped to future proof the business profit from avoiding rework. According to Mohamed Elomar (General Manager, ACA), when he first established the company, the only automated machinery in the workshop was a saw, punch and shearing machine.

“We decided that to keep pace with the industry, we needed to invest in automation. So, we purchased a CNC machine. While this helped to augment our operations, we really wanted to move to a machine that could do it all—plasma cutting holes, on all profiles including SHS and RHS, complex coping and add-on-part layout marking without requiring re-work by the boilermaker.”

THE RESULTS

ACA has doubled the capacity of their workshop. “Prior to the installation of the machine supplied by SMS, we produced 50 tonnes per week. Now we can produce 100 tonnes per week—all without increasing either our workforce or our footprint.” This increased capacity means that ACA can meet clients' project timeframes much more easily, and is even able to sell their excess capacity to some of the local steel service centres.

“When tendering, I know I have a higher chance of winning projects now —everyone else is relying on traditional fabrication methods or traditional coping robots that require considerable rework for every profile. Our natural competitors cannot supply the same capacity, schedule, quality and man-hours per tonne. Partnering with SMS means that I win more work and increase my profits,” said Elomar.

IMAGES COURTESY OF ACE CONSTRUCTION AUSTRALIA



PAGE STEEL FABRICATIONS

06

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Our most recent and largest investment—at \$3.5 million—was in robotic fabrication. While this machinery requires a large investment upfront, it is an investment in the future of the company. It will ensure the company is relevant and at the forefront of the industry.

CHRIS PIACENTINI
DIRECTOR

Page Steel Fabrications was established in Victoria in 1970. Over the last 50 years, the company has expanded significantly, adapting to the rapidly changing nature of the industry with the implementation of advanced software and cutting-edge automation equipment.

Page Steel recently invested over \$3.5 million in robotic fabrication, increasing its capacity by up to 50% and future-proofing the business for the next ten years.

According to Director Chris Piacentini, Page Steel tackles larger projects. “We focus on industrial, commercial and government work—they are our three big sectors. We also target infrastructure work, as well as high-rise residential projects and multi-storey car parks. Our clients are generally tier one, two and three builders.”

EMBRACING AUTOMATION

“I really think what differentiates us is how we’ve embraced and tackled automation,” said Chris.

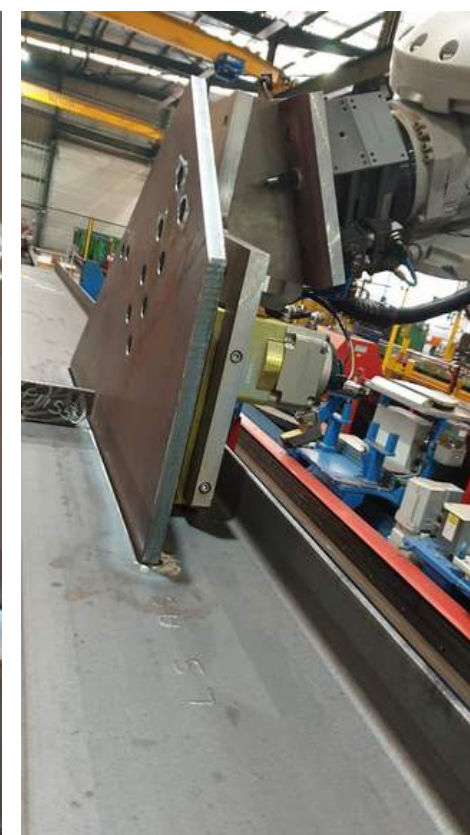
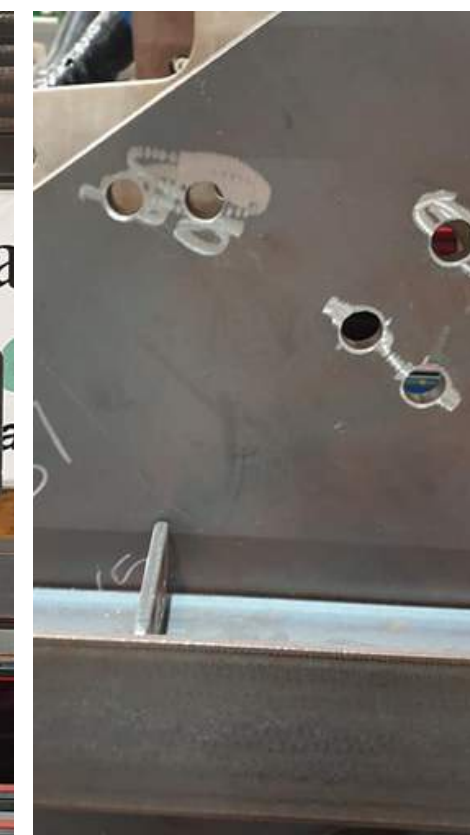
Page Steel has invested heavily in automation, from a high definition plasma machine (that can process plate up to 32mm thick, 3,000mm wide and 12,000mm long), and a CNC oxy cutter (that can process plates over 32mm thick), through to a fully automated CNC angle and plate line, and an automated section blaster with the ability to blast steel at Class 1 to Class 2.5.

AN INVESTMENT IN THE FUTURE

Page Steel recently purchased a Superior Single Rail Robotic Fabrication machine, which is capable of fabricating beams 1,100mm wide and 18,000mm long. The handling robot can pick up 250kg per add-on part and the beam weight has a maximum of 6 tonnes.

“The machinery we’ve invested in solves a lot of the issues we’ve been facing in terms of difficulty to recruit workers, accuracy and speed. There are so many pluses to the machine beside the initial investment.”

IMAGES COURTESY OF PAGE STEEL FABRICATIONS



ALLTYPE ENGINEERING

07

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The biggest draw card is the massive amount of labour that could be saved by having a machine capable of cutting something as simple as a lobster back.

COLIN HEITMAN
CHIEF OPERATING OFFICER

Alltype Engineering is a fabrication business combining a range of disciplines and supply to industries including – oil gas, mining, petrochemical, infrastructure and defence.

Alltype Engineering knew they had to invest in automation to increase their production efficiency. Wasting time of their skilled craftsman was a major bottleneck for Alltype Engineering. Colin Heitman, COO knew that automating the cutting process would solve this.

Colin noticed back in the early zeroes that CNC became big for cutting structural steel. He paid a visit to the cutting facility in The Netherlands to experience the advantages of automated pipe cutting.

Alltype bought the Superior Cutting Machine, exclusively supplied by SMS, a decision that Heitman still doesn't regret. Highly skilled welders used to waste a lot of time on grinding. 'I recognised that the Superior Pipe Cutting Machine would save us a lot of grinding, a lot of expensive work. Welders are hard to find. That's exactly why I bought this pipe cutting machine.'

THE RESULTS

Even though some workers at Alltype Engineering were afraid that the Superior Pipe Cutting Machine would take their job away, it proved that it only allowed the company to do more. Operators love working with it, chasing automation with high accuracy and versatility: profiling pipes from 100 mm up to 2035 mm (4-80") thickness is no problem at all.

By automating the cutting process and applying smart weld preparations like bevels, materials are ready for fast and easy fit-up and welding. The accurate bevel cuts significantly reduce weld volume and time. As a result, Alltype Engineering managed to reduce on-site labour costs by 30%. The Superior Pipe Cutting Machine helped Alltype Engineering to optimise their cutting process and allowing the welders to do what they do best: welding.

IMAGES COURTESY OF ALLTYPE ENGINEERING



SOUTHERN QUEENSLAND STEEL 08

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People want to go one-stop, they don't want to split the order and share it around. They can now just give us all the coping to do and we've been picking up lots of coping recently.

DICK THORNTON
STATE MANAGER

Southern Queensland Steel (SQS) is a family-owned steel processing company from Queensland, Australia. Investing in the SMS RPC1200 beam cutting machine brought the company a competitive advantage: "There isn't a cut we can't make".

Due to the need for innovation, Southern Queensland Steel decided to expand their machinery with Superior Beam Cutting machine, exclusively supplied by Specialist Machinery Sales.

SQS is proud of the most recent innovation they brought to their facility. It is not only the high cut quality when cutting haunches, tapers or bevel, which makes SQS proud of its brand-new coping robot, but even more when it comes to the specials.

"We have a competitive advantage in the market", according to Teunissen. "There isn't a profile we can't process and produce a finished product on the first attempt".

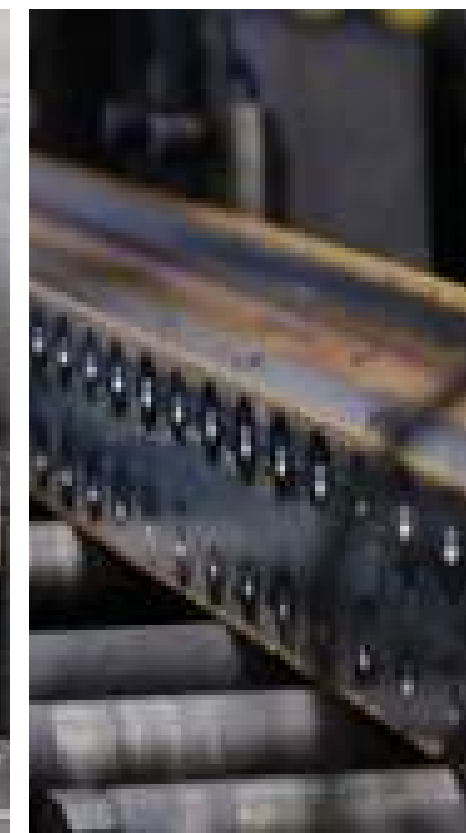
THE RESULTS

Even the most complex of work that SQS throws at the SMS is produced with high quality and excellent accuracy.

Also cutting RHS around the corner and cutting flanges away to the web is being done with utmost accuracy on the Superior coping robot. This beam cutting machine helped Southern Queensland Steel to add even more value to their customers' steel.

The Superior Beam Cutting machine helped Southern Queensland Steel to add even more value to their customers' steel. "It helped us grow the business in the fact that we can now do everything", Thornton says. "The customer doesn't have the need to go anywhere else".

IMAGES COURTESY OF SOUTHERN QUEENSLAND STEEL



DIAB ENGINEERING 09

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Todd Dolling, the owner of Specialist Machinery Sales superbly helped us in evaluating, commissioning and supporting the Superior Structural Steel Automation Beam Assembly and Welding machine to our Sydney fabrication workshop.

NICK CHRISTOU
MANAGING DIRECTOR

Diab Engineering located in Geraldton in Western Australia specialises in fabrication supplied to the resource recovery sector in WA.

The workshop during COVID had sold their fabrication capacity for the next 9 months when metalworking packages were reshored from low labour cost countries that the miners were concerned with supply/schedule issues.

Diab ordered the Superior Structural Steel Automation Beam Assembly and Welding machine due to the COVID travel restrictions at the time did not travel to Europe or Australia to view any installations which isn't the way our business has historically purchased machinery.

This unique buying challenge for a high-value automated fabrication and welding machine meant our businesses needed to rely on the reputation of Todd from SMS plus the technology itself to perform with accuracy.

Diab Engineering obviously needed to rely on the testimonials of existing SMS clients in AU/NZ who were all very satisfied with their buying decision. The existing SMS clients had indicated that Todd was honorable in the way the technology was presented and could be trusted.

The evaluation process for the technology that Todd guided us through was robust so our team could identify where this superior machine would positively impact our workshops capacity to deliver fabricated steel accurately to tight schedules.

The machine delivery ran on time and the commissioning, training and after-sales service/support have been what was promised.

Diab can trust the technology that was provided to be accurate, efficient, safe and profitable for the businesses overall success.



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