

PROFILE

Corporate Profile

speed + control | ability

FOODMACH

Automation | Robotics | Integration | Turnkey Projects



*"Industry 4.0 is the future...
Foodmach are right at the
cutting edge."*

Project Director, Dulux

Foreword from our CEO

We understand the challenges our customers face in an ever-changing FMCG landscape.

The constant evolution of packaging requirements, new equipment safety standards and timelines to be met.



There's the complexities of dealing with multiple pieces of equipment from multiple suppliers on one packaging line, and getting all those machines to talk to each other—possibly using the Internet of Things—while trying to implement asset management and optimise efficiency. It's a complex and unforgiving area of responsibility.

We're here to help.

We have the perfect blend of customised packaging machinery design, manufacturing, controls and service expertise combined with a comprehensive range of innovative systems, agencies and partners to give you as much or as little as you require to maximise production.

Whether it's a turn-key Industry 4.0 upgrade, a single piece of equipment integrated into an existing line, safety upgrades, asset management or simply an automation audit, you'll deal with just one experienced supplier who will give you the right advice, manage the entire process and see it through to a successful handover with ongoing service and support.

When you need the ultimate, integrated solution to give you a global competitive advantage, and you need it now, Foodmach will deliver. That's our guarantee.

Yours Sincerely,

A handwritten signature in blue ink, appearing to read "Earle Roberts".

Earle Roberts
Chief Executive Officer

About Our Offer

Foodmach is privately owned and operated, providing high-end solutions for the Australian FMCG packaging industry since 1972.

Foodmach operates nation-wide from three states and our manufacturing facility in Echuca, Victoria. The company has grown to employ a team of 100+ staff and has an annual turnover approaching AUD\$40M.

People make a business, and Foodmach is made of the very best. Our team's depth of knowledge in all aspects of manufacturing, automation and service gives us a competitive advantage. We know it, and we nurture our people.

Our team has a sincere desire to please – we invest the time and effort into understanding our customer's operations so we deliver the perfect product.



VISION & MISSION



Details make the difference. We question everything; from all perspectives.

Our growth has come from the hard work of our highly-skilled team – and a mission to be Australia's most respected packaging automation provider. We don't just do things because they've always been done that way. We find the smartest, most efficient, user-friendly way.



OUR VISION

To give packaging line managers more speed and control than ever before.

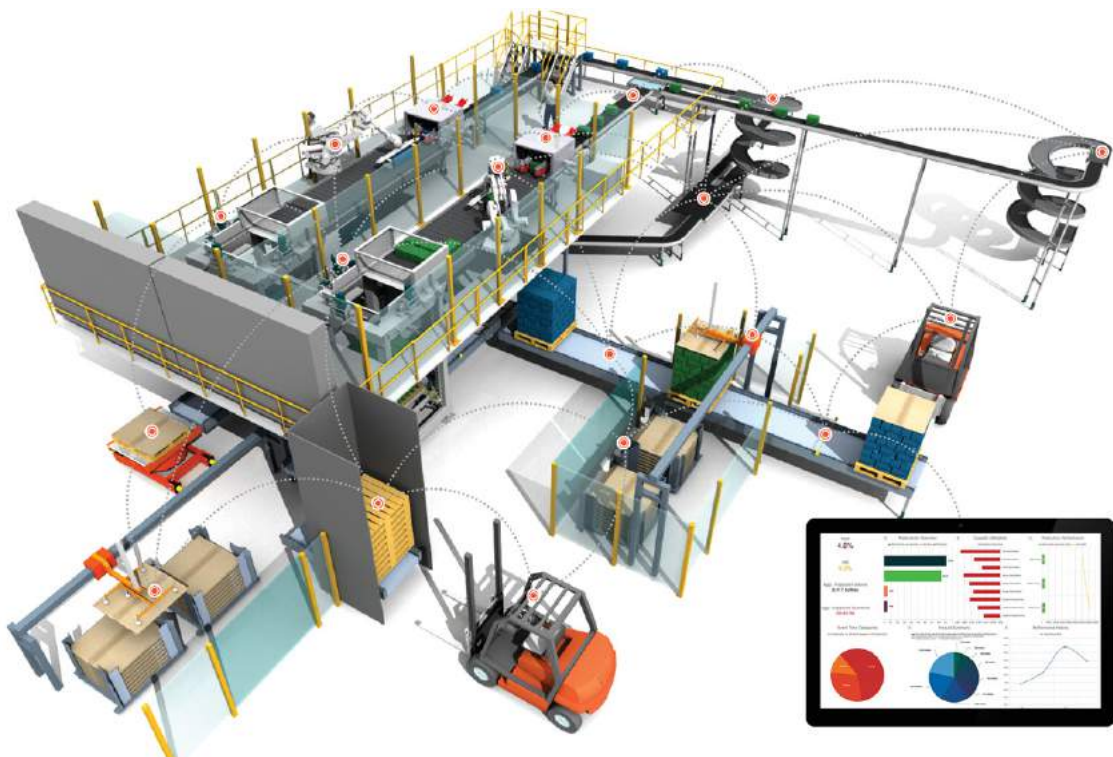
We will continue our work at the forefront of information-driven manufacturing. We're re-imagining traditional packaging lines into **smart factories**, where machine to machine communication combines with machine learning, sensor data and automation technologies (Industry 4.0).



OUR MISSION

Together we design, build and speed-deliver user-focused automation for our FMCG and industrial manufacturing customers, fully integrating equipment and packaging lines for maximum productivity.

We approach each project with a view to making life easier for operators, managers and the people with reputations on the line. Every little detail combines to create greater efficiencies that in turn deliver greater profits.



Our Range

The highest standards of manufacturing quality, service and supply.



"Thank you for your ongoing commitment to safety standards which truly support our safety culture."

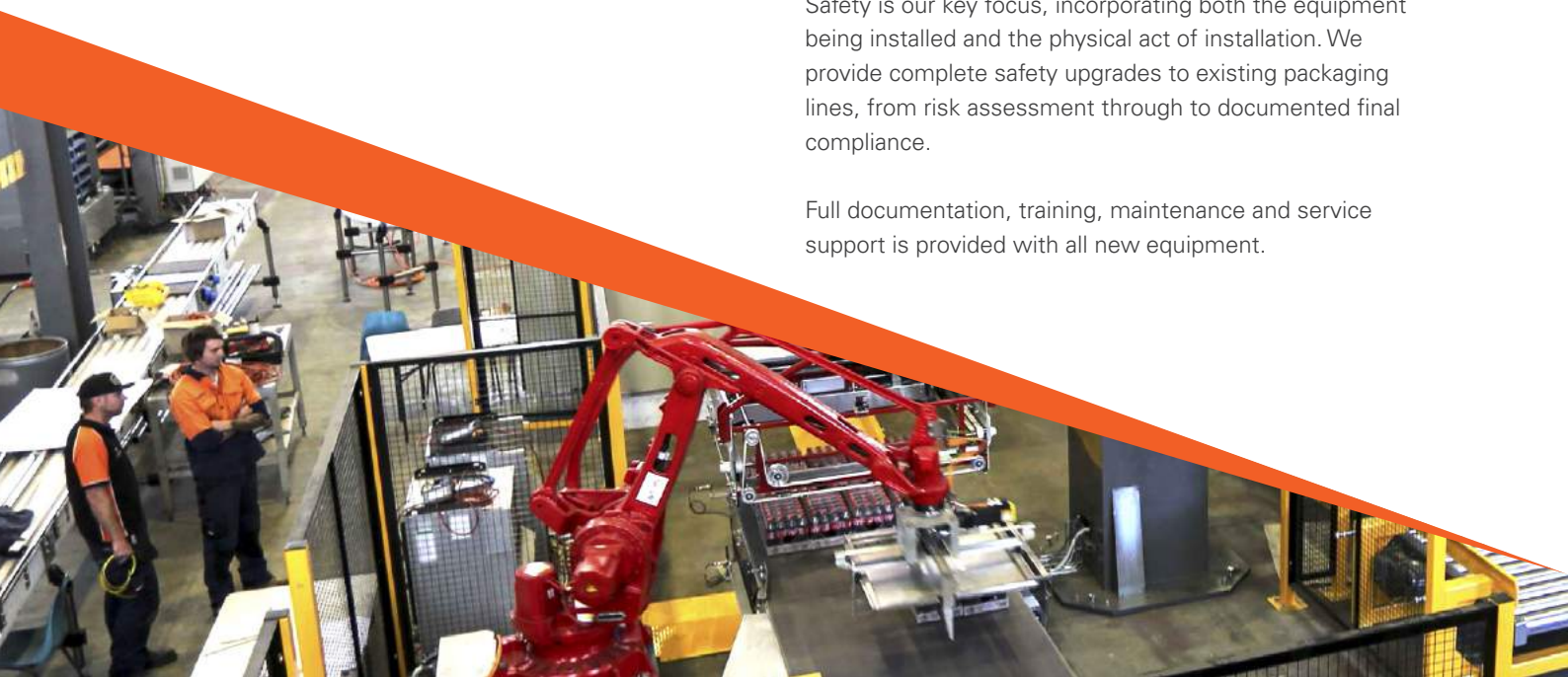
Brewery Director, Tooheys

We are committed to excellence in everything we do, from design to manufacturing, to machine integration.

We custom design, test and conduct product trials at our manufacturing facilities to ensure minimal disruption during installation and commissioning.

Safety is our key focus, incorporating both the equipment being installed and the physical act of installation. We provide complete safety upgrades to existing packaging lines, from risk assessment through to documented final compliance.

Full documentation, training, maintenance and service support is provided with all new equipment.



WHAT CAN WE DO FOR YOU?

We aim to provide a turnkey solution, so if you need something we don't make in-house, we'll recommend one of our global technology partners.



PALLETISING

Our Award-winning Range

Robomatrix® High Speed

Compact **Robomatrix®**

Pick & Place

Robot Pick & Place Depalletiser
Mechanical High Level Depalletiser
Mechanical Low Level Depalletiser



CONVEYING

The latest in conveyor technologies, custom-built to handle any type of product or packaging:

Container Conveying
(PET bottles, glass and cans)

Case & Tray Conveying
(cartons, multi-packs, shrink-packs, open trays)

Pallet Conveying



ENGINEERING & PROJECTS

Engineering Diagnostics & Design

System Design 3D Simulation

Automation & Control Systems

Equipment Manufacture

Installation & Commissioning
(mechanical, electrical & software)

Total Project Management

Line Efficiency Audits



CUSTOMER SUPPORT

Maintenance Support
(major service, system audit, robotics)

Operator &
Maintenance Training

Remote Phone Support

Spare Parts Service

24/7 Support Programs
(mechanical, electrical & software)



PACKAGING TECHNOLOGIES

Inspection Systems	Collaborative Robots	Conventional Robots	Filling Machines	Labelling & Coding	Case Packers	Pallet Wrappers	Automated Guided Vehicles
Empty Container	0-35kg	ABB	Carbonated	Primary Product Coding	Wraparound	Turntable	Laser Guided
Full Container	Single Arm	Kuka	Still	Case Coding & Labelling	RSC	Rotary Arm	Fork Style
Vision	Multi Arm	Kawasaki	Juice / Isotonic	Pallet Labelling	Shelf ready	Ring Style	Trolley Style
X-Ray		Fanuc	Dairy		Up to 100 cases/min	1 to 130 pallets/hr	Autonomous Guided Vehicles
			Ultra clean				
			Powder				



SAFETY

Risk Assessments
Safety Upgrades
Compliance
Reporting



LINE INTEGRATION

Industry 4.0
Systems Integration
Line Control
Line MES
OMAC PackML



RELOCATION SERVICES

Factory
Equipment
End to End Service

Experience

Foodmach has a 50-year history of design innovation and manufacturing premium packaging solutions.

Our speciality is line upgrades, where our customised equipment is integrated into existing lines.

We've developed an unrivalled expertise in information-driven manufacturing, whether it be IoT, IIoT, M2M or Industry 4.0 and industry standards such as OMAC PackML. This enables us to deliver turnkey installations to uniformly high standards with optimal efficiency.

Experience the pleasure of working with a partner that takes full responsibility for their deliverables.

1

Time Management

Rigorous project management keeps everyone on target for the tight timelines we work to.

It helps that we do everything in-house, even electrical and software engineering, which gives us greater control over time and quality standards.

2

Quality People

Foodmach employees are selected to suit our corporate culture values of integrity, passion, creativity, teamwork and proactivity.

We have a low staff turnover, and as a result, each multi-skilled team member is able to perform multiple roles.

3

Passionate Work

Our engineers are in the job for all the right reasons.

For us, it's about using our acquired expertise and design thinking to solve our customer's most challenging issues.

It's about the satisfaction of meeting your expectations in every way.

JUST ONE

One single point of contact. We offer total project management, so you'll only deal with one supplier who does it all.

Foodmach is based in Echuca, Victoria, with application engineers, service and projects management staff located around Australia who will guide you to the right solution. Our team will integrate robots, material handling, pallet handling and asset management systems into a modular unit that interfaces with other packaging equipment, and supply you with non-proprietary equipment from our global technology partners or any OEM of your choosing.

An important element of our customer-focused strategy is the application of a CRM business system designed to keep our account managers immediately responsive to your needs.

Our depth of experience means you'll enjoy yours.





Next Generation

Technology that adds value to your operations.

We extend our thinking beyond simple equipment manufacture, to design innovative and ground-breaking ways to meet requirements for flexibility and efficiency.

For instance:

FACTORY SIMULATION

Planning for a new production line typically involves the selection of individual pieces of equipment – for example fillers, labellers and palletisers – without really knowing if the machines will work together efficiently and effectively.

Foodmach's 3D Line Simulation software turns traditional 2D plant layouts into a 3D visualisation and full simulation of what will actually happen. This 'proof of concept' testing identifies potential bottlenecks and rate-limiting processes in the production line. It also highlights safety issues around space allocation, for both humans and moving equipment such as forklifts.



LINE MANAGEMENT

Another challenge facing production lines is ensuring that all the machines are communicating with each other and that the equipment efficiency is optimised.

Foodmach's **Line Management Execution System (LMES)** is a user-focused interface that uses high-level control architecture design (OMAC) and PackML (packaging machinery language) to integrate all the machines on a packaging line.

It enables operators to obtain consistent data from different machine brands with different control systems, maximise performance, isolate issues and make changes without calling in a software engineer.





ENHANCED USER INTERACTION



By using intuitive and simplistic design, we focus on providing the operator with a consistent and easy way to interface with complex packaging machinery.

A good example of this is the award-winning **Robomatrix®**, our high-speed palletising system incorporating robotic pattern forming and proprietary software, which has become the gold standard of high-speed beer

and beverage palletising in Australia and internationally. It was created in response to an industry-wide need for increased flexibility to handle ever-changing and complex packaging configurations.

Instead of spending 3-4 days developing software to change a pallet pattern or add a different SKU with uploading, testing and commissioning, operators can do it all themselves in minutes.



High Speed



*"We've increased capacity
on Line 2 by 50%."*

Manager – Winery Operations, Yalumba

High-speed equipment, with high-speed delivery. Our Australian-based operation means shorter lead times.

It also means local support, and we use our experience in controls and programming to ensure your line network is high-speed too.

Foodmach offers end-to-end manufacture, so there's no outsourcing to external providers for electrical and control systems, asset management systems or OMAC (open modular architecture control) and PackML compliance – or even safety compliance. We do it all in-house, which means we can offer compressed timelines for all aspects of a project.

The way a line is integrated affects its speed. When we say 'integration', we mean everything from conveying, sizing accumulation and buffering to keep each piece of equipment running at optimum rates, as well as Industry 4.0 connectivity.

And then we keep your packaging line high-speed through asset management and line management systems, all designed, programmed and implemented by Foodmach engineers.

Integrated

Systems, controls and asset management.

In a world of increasingly complex and sophisticated automated machinery, our team of controls engineers and programmers can take an under-performing installation and maximise its productivity.



Foodmach has a long history of relocating equipment and updating the conveying, line control and safety. With the addition of our in-house range of packaging automation, and our recommended 'best in breed' or equipment of our customer's choice, we're able to provide entire lines with an overarching control system to ensure it runs to best practice.



"We've had many years of successful projects, both large and small with Foodmach... it's great to see an Australian company understanding our needs and actively looking for solutions."

Capital Projects Director, Lion



5,400m² of manufacturing space and a 100+ strong team gives us the production capacity needed for large-scale projects.



Flexible

Equipment, systems, processes
and people.

In order for you to take your business to the next level, you need an automation partner that moves as fast as the market opportunities. Every challenge has a solution, which may come from our extensive applications knowledge or our network of respected and internationally-recognised alliance partners.

Have a friendly chat with a Foodmach applications engineer about an automation audit of your existing or proposed packaging project, and see how our inspired solutions can work for you.

*Foodmach is simply the fastest way
to get control of your packaging line.*



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