

# CAPABILITY STATEMENT



**ACL**  
INDUSTRIAL TECHNOLOGY

## GENERAL MANAGER *Message*



With ambition and passion to help others succeed and support Australian industry, ACL resolve to be the most responsive and dependable Industrial Supplier out there.

With more than 25 years of experience supporting Engineering, Mining, Infrastructure, Manufacturing and Process Industries our dedicated team work together to deliver outstanding service, driven by compassion and certainty as core motivators.

Whether our customers are seeking solutions for specific applications, complete inventory management or sourcing a unique product our team invest time in proposing personalised options.

A partnership with ACL is founded on certainty. Our customers can rest assured we are thinking ahead and solving problems to be the best supplier they have ever had.

- Vern Reoch

# A WORLD OF THRIVING COMMUNITIES

**Our company values define our culture, our people and communicate our own expectations.**

They reflect our commitment to be fair but never compromise on compassion, ask questions, learn from every situation and harness every opportunity as a way to expand our knowledge. We start every day with the motivation and purpose to get stuff done and never leave our customers in doubt.

ACT WITH **HONEST** INTENT

BE A **LEARNER**, NOT A KNOWER

EMBRACE **GRIT** WITHOUT EGO

SERVE WITH **CERTAINTY**

BUILD **CONNECTED** COMMUNITIES



ENGINEERING  
MINING  
INFRASTRUCTURE  
MANUFACTURING  
PROCESS INDUSTRIES



## Think Ahead



### RESPONSIVENESS

We are aware our customers need answers fast, we are agile and active in our response.



### SPECIALIST SOURCING

Why be limited? We invest time in sourcing exactly what you need.



### INVENTORY MANAGEMENT

Let us eliminate the stress and hassle of consumable stock. Our innovative processes make reordering and keeping track of stock simple.



### COMMUNICATION

Stay connected with complete transparency, we are passionate that strong communication makes for a successful relationship.



### TECHNICAL KNOWLEDGE

Let us help you! We pride ourselves on having industry experts on hand to find the right solution every time.

### SOME OF OUR INDUSTRY PARTNERS

BUNDABERG SUGAR | RIO TINTO | JBS AUSTRALIA | CQMS RAZER | EVOLUTION MINING |  
GLADSTONE PORTS CORPORATION | SMW GROUP | HOLCIM | STANWELL | YANCOAL |  
THIESS | MONADELPHOUS | GOLDING | DOWNER | AURIZON | CPB CONTRACTORS | UGL

## About us

ACL Industrial Technology are a leading independent Industrial Supplier. Since 1995 we've partnered with firms across Australia to deliver high-performing supplier relationships. What started as a small machine repair business with a vision to help others succeed and a passion to support industry, has grown with a dedicated team to expand and service in new, better and different ways.

We have a deep understanding of our customer and industry needs and challenges. We are always thinking ahead by proactively solving problems and eliminating complications and aim to never leave our customers in doubt.

Connecting industry professionals with world-leading brands, we source and supply a comprehensive range of machinery, welding, safety, abrasives and industrial products. Through our technical application advice and full inventory management solutions we have gained the trust and support of many Australian businesses across broad industry sectors.

ACL creates life-long partnerships by investing time in creating and proposing personalised solutions to suit individual business needs. We work collaboratively with our customers towards building thriving, healthy and sustainable communities.

We don't consider ourselves just another supplier because that's simply not what we embody; we are business partners, committed to improving the journey. Friendships are made, and relationships are built - Work together, win together and celebrate together.



## Major supply categories



**MACHINERY** - Whether you need mig, tig, stick, petrol, diesel - we specialise in welders. Plus, plasma cutters, generators, compressors and more. We source from quality brands such as Kemppi, Hypertherm, Pramac and Kranzle.



**WELDING** - We know what a successful weld requires. We carry an endless range of filler metals, helmets and accessories along with mig, tig, plasma torches and spares for almost any machine. Zenarc, Hyundai, Cigweld, ESAB, Lincoln, Speedglas and RPB are some of the top global brands we carry.



**SAFETY** - No one can afford to compromise on safety gear. Gloves, glasses, earplugs and respiratory protection products to suit any budget from brands like 3M, Honeywell and Force360.



**ABRASIVES** - Cutting, grinding, sanding, polishing - we have an abrasive for every application. Partnering with world renowned manufacturers like 3M, Klingspor, Pferd and Flexovit.



**INDUSTRIAL** - Everything needed to keep industry moving - chemicals, tools and general supplies from the likes of Chemtools, Shinano, Genius, Hikoki, Excision and Sterling.

### PRODUCT SOURCING

We invest time in finding the best products or solutions for our customers. As an independent company, we have the ability and flexibility to supply our customers with what they really require. With vast local and global supplier relationships, we can source unique products and spare parts. This also adds value to customers who are looking to optimise cost management, through smarter sourcing we can find alternative, more economical options.



## CASE STUDY



### CQMS RAZER (CR) MARYBOROUGH – INVENTORY MANAGEMENT WWW.CRMINING.COM

CQMS Razer (CR) is a leader in engineering innovation and manufacturing of mining equipment. Their superior range includes hydraulic excavator cast lip systems, load haul optimisation software systems, dragline buckets, ground engaging tools (G.E.T), dragline rigging, conveyor systems and fixed plant wear products.

The company operates globally covering most major mining regions, with dual headquarters in the U.S.A. and Australia, plus manufacturing facilities spread throughout Australia and China. The Maryborough foundry in Queensland is in fact the largest single pour foundry in the southern hemisphere.

Since engaging ACL, CQMS Razer Maryborough have;

#### REDUCED CONSUMABLE COSTS & IMPROVED INVENTORY MANAGEMENT

The Maryborough foundry now has a weekly, on-site vendor managed inventory program. Purchasing across the foundry consists of multiple site departments with varying requirements so the team needed a supplier that offers professional on-site account management.

CR Maryborough were previously challenged with missing orders, long waits for backorders and inconsistent, hard to track account information. ACL has been able to work with the supervisors on-site to consolidate orders, produce monthly reports and manage stock levels. Working in close partnership means ACL has been able to predict regular product usage and now hold stock at their nearest warehouse to eliminate delays.

**“I’ve been recommending ACL to anyone who has had trouble with other suppliers. They are very much concerned that we don’t run out of stock and can keep working. They’ve been comfortable holding stock for us and getting to know our requirements.”** – Dan Watson, Aftercast Supervisor

A significant development in this relationship came from a complete pricing review. Reducing costs and keeping the operation running efficiently was an integral part of helping management keep local people employed. ACL worked with CR Maryborough, reviewing all their consumables and, as reducing order quantities was not an option, ACL analysed their inventory and suggested quality, price competitive alternatives. With success across many product ranges, CR continue to trial new products to maintain a healthy cost management strategy.

ACL do not restrict their buying range for loyal customers, if there are benefits for the customer, ACL will do what they can to source the required products.

**“ACL supply what the industry requires, they have tried to work in well with us in terms of quality and price; and they’ve succeeded. ACL won’t compromise on quality.”** – Dan Watson, Aftercast Supervisor

ACL supply a large range of products across the foundry from chemicals, paints and PPE, to general industrial supplies which include burrs, grinding wheels, cut off wheels, gouging, welding and cutting equipment as primary items. Keeping track of this mass inventory list is easy with ACL’s monthly customer reports which display product and category spend trends. ACL work closely with the CR. team in reviewing these trends and pricing with regular, collaborative meetings.

**“ACL in one word?, “Friendship”. They are diverse and timely, and things are addressed without any ifs, buts or maybes.”** Dan Watson, Aftercast Supervisor.



## CASE STUDY



### GLOBAL MANUFACTURING GROUP (GMG) GLADSTONE – VENDING MACHINE

Global Manufacturing Group is an Australian metal manufacturing company operating from two sites; Maryborough and Central QLD and boasts over 7000 square metres of factory workspace. GMG is dedicated to exceptional and consistent quality and advancements in technology, equipment and infrastructure. Using innovative suppliers who can keep up with industry demands is essential to their operations.

Since installing an ACL Vending Machine, GMG Gladstone has:

#### REDUCED CONSUMABLES WASTAGE AND SPEND

ACL has been a primary supplier to GMG Maryborough for several years, before providing the Gladstone workshop with solutions to help manage stock control. The facility already hosted a large on-site inventory, however tracking usage and accounting for product waste had become increasingly difficult. On-site Production Managers were seeking a solution that would help reduce wastage and easily manage stock.

GMG works on mostly fixed-price projects therefore consumable wastage can become a large unforeseen expense to the business. ACL offered a solution with a fully customised vending machine to manage stock usage and reduce time spent on inventory management.



**“Since implementing the vending machine for consumables we have noticed a great reduction in over usage as well as a time in motion traceability with little to no technical issues.”**  
– Jason Koning, Production Manager.

ACL vending machines offer complete customisable solutions to suit each workshop’s needs. GMG needed a combination of safety gear (PPE), small parts and abrasives configured into the machine. With easy accessibility the workshop crew can retrieve their consumables as needed, using their individual fob tags, allowing management full traceability of all items.

## CASE STUDY



### PROGRAMMED – INDUSTRIAL MAINTENANCE – SPECIALTY SOURCING

Programmed Industrial Maintenance provides contract maintenance, shutdown and project services to light and heavy industry, delivering cost and productivity benefits. The Gladstone Industrial Maintenance Division provides an extensive range of maintenance services to industrial sites and facilities completing general fabrication and steel and aluminium anode rod repairs, requiring large quantities of wire.

**“ACL have worked with us and been very competitive in their pricing. It’s helped us save money without compromising on supply.”** – Mick Lynch, Operations Supervisor.

Since partnering with ACL, Programmed have:

#### SAVED MONEY AND TIME THROUGH SMARTER SOURCING FOR BETTER VALUE PRODUCTS

With projects that always require such a high volume of wire, the operations team were required to hold up to 20 pallets of wire on-site at one time. Finding a supplier with the ability to source wire in high volume that was job suitable was essential in managing costs while sustaining demand. ACL were trusted with sourcing a suitable wire. After trials of the Zenarc mild steel MIG wire the team were satisfied with the results and switched to the more sustainable solution.

ACL has also been able to source and supply other consumables across a wide variety of categories to maintain additional sustainable, long-term cost savings. Across the spend profile, ACL has sourced specialty products including PPE, spare parts, machinery and site safety equipment.

**“I go to ACL because they treat me the best, they are very easy to deal with and provide a great service. If I need something, they make it happen.”**  
– Mick Lynch, Operations Supervisor.

Successful long-term partnerships enable ACL to hold and supply high volumes of specific products. Strategic sourcing has allowed the production team to feel confident that they will be able to source any required products.

# ACL INDUSTRIAL TECHNOLOGY

*Think Ahead*

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