

# Headland.

### Our management — Family business since 1949



**Dianne Kloé** Founder and Director



**Richard Kloé** Managing Director



Annaliese Kloé Chairman of the Board



George Yammouni CEO



Peter Kloé Founder and Director



### **Enabling Innovation**

Enable the growth of your manufacturing business, with Headland as your independent advisor. Machinery, technology, and automation are our focus. Headland's goal is to improve your bottom line, through improved efficiencies and expanded capabilities. This includes machine tools to suit almost any manufacturing application.

Our vision is to help you embrace innovation, leading software and machine technology. The future includes IoT, Industry 4.0, automation, additive manufacturing, and smart factories. We envisage people, machines, automation, and software interacting together in networked production. This scenario will soon become commonplace.

### **Defining Manufacturing Excellence**

Headland can help you become more successful. We have helped manufacturers access innovative, world-class machine tools for over 70 years. Founded in 1949 and acquired by the Kloé family in 1979, our machinery brands are the world's most reputable. We are proud to be an Australian owned, operated, multi-generational, family company.

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Headland also provides a large national network of service engineers to assist your company.

We look forward to working with you.

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Richard Kloé Owner and Managing Director

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# Your high-tech manufacturing partner.

World class brands you can trust





#### Sheet Metal

Sheet metal systems for laser cutting, laser welding, bending, punching and punch lasering, as well as vision-based quality control systems and deburring solutions.



### Advanced Manufacturing

TRUMPF systems for Laser Metal Fusion (powder bed based laser fusion), Laser Powder Bed Fusion (PBF/LPBF) and Laser Metal Deposition (generative laser deposition welding).



#### CNC

Our range of CNC Machinery covers horizontal & vertical machining centers, lathes, wire edm technology, cylindrical grinding machines, solutions for railway and large format milling.



### **Metal Fabrication**

Metal fabrication machinery from SOCO and TECOI cover large dimension laser cutting, tube, profile laser cutting and tube bending.



#### Waterjet

High speed, precision and accuracy Water Jet Machines from OMAX for cutting composites, metals, stainless steel, aluminium, titanium, copper, brass, glass, stone, concrete, ceramics, foam and rubber.



### Plastics

High-performance injection moulding machine system solutions that stand out in the market due to their maximum speed, perfect precision and maximum reliability.



### Automated Storage Systems

Hänel's automated warehouse storage systems for small and medium products and STOPA's sheet metal and bar storage systems.



### **Power Tools**

TRUMPF's slitting shears, nibblers, profile nibblers, panel cutters, seam lockers, power fasteners, deburrers, bevellers, slat cleaners and fiber composite nibblers with cordless options available.

# **Sheet Metal**

Our comprehensive range of products include:

- 2D and 3D Laser Cutting
- Fiber Laser
- Laser Tube
- Laser Welding

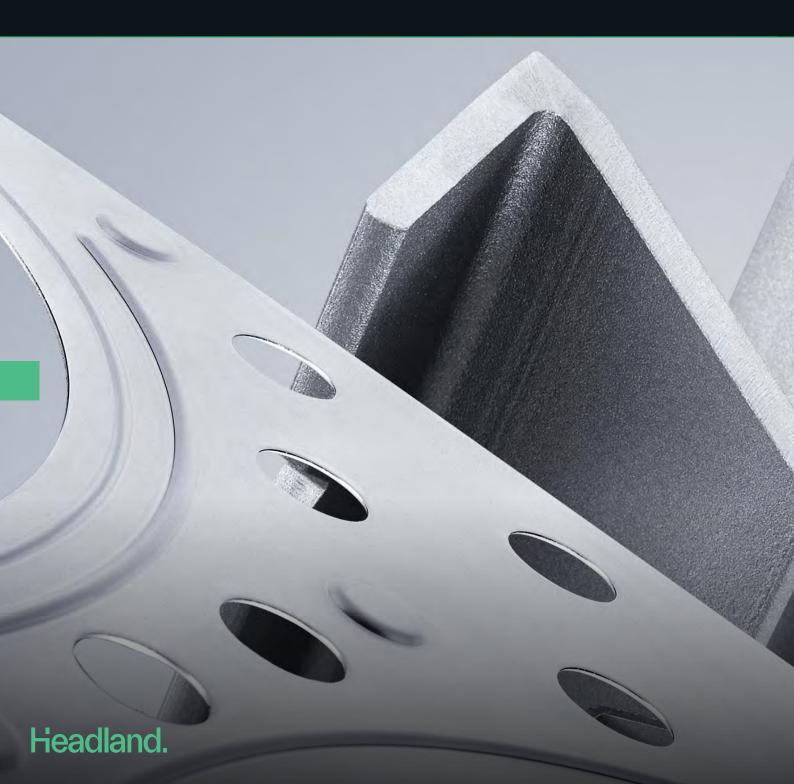
Laser Marking

- Punching
- Press Brakes
- Combination Machines
- Advanced Manufacturing

Our national team of service and application engineers provide technical excellence and support.

# TRUMPF











### About TRUMPF

TRUMPF began in 1923, as a manufacturing and engineering facility.

Their mission is to advance production technology, making it not only digitally connected, but also even more economical, precise and future-proof. TRUMPF want to make manufacturing – including upstream and downstream processes – more efficient. In doing so, they will help build the industrial world of tomorrow.

TRUMPF are the market and technology leader in machine tools and lasers for industrial manufacturing, and are shaping almost every sector with their innovations. Their software solutions are paving the way for the smart factory, and facilitating high-tech processes in industrial electronics.

| Industries                       |
|----------------------------------|
| Jobbing Shops                    |
| Metal Product Manufacturing      |
| General Manufacturing            |
| HVAC                             |
| Transport                        |
| Architecture                     |
| Fabrication                      |
| Electrical Product Manufacturing |
| Building & Construction          |
| Agriculture                      |
|                                  |

#### Defence & Aerospace

| Technology              |
|-------------------------|
| Fiber Laser             |
| Laser Cutting & Welding |
| Bending                 |
| Punching & Combination  |
| Power Tools             |
| Laser Marking           |
| Software                |
| Smart Factory Solutions |
| Advanced Manufacturing  |

### **Case Studies**

"We chose to work with Headland due to the high number of technicians and support within Queensland. We chose TRUMPF due to connectivity, automation and our operators favour this technology, they are comfortable with the software options and how the technology and safety works."

Glen Langford, Director Metal-Tech Industries



"We started with TRUMPF in 2011. They stand out to everyone else and we wouldn't look anywhere else. We chose to work with Headland because we built a great relationship. The service, response time and the skills of the technicians are second to none. There is no job they can't fix"

> Luke Williams, Director Sheet Metal Solutions NSW



"TRUMPF is a great partner to have because they have significant investment in R&D. We know that technology is advancing and there is time, money and commitment to ensuring they are at the forefront of the market. The longevity of the relationship between TRUMPF and Headland is important to us. They understand the equipment."

> Matthew Lee, Australian Leader Vulcan Steel



"We made the decision to go with TRUMPF for the interconnectivity between machines. With every machine on the floor talking to each other, there's reduced bottlenecks throughout the factory, more automation and faster processing of materials."

> Cameron Lawn, General Manager GCI Group





"Headland have a dedicated team of TRUMPF trained engineers. They have support around the country and are there to work with us when needed."

Tristan Opie, Managing Director - Opie Manufacturing Group

### Headland.

InsPanch 2020



"For two decades, Headland has guided us through machine innovations that have revolutionised the way we do business."

> John Kaias, Managing Director Abcor Pty Ltd / Frontline Australasia

### **Main Business Divisions**

## Advanced Manufacturing

From 3D models, create additive manufacturing components from powder and laser light. You can produce each component layer by layer. Create any shape! Without tooling, additive manufacturing allows you to create geometric and complex objects.

The technology range from TRUMPF involves:

- Laser Metal Fusion (LMF)
- Laser Metal Deposition (LMD)



Enabling Innovation | 13

### Advanced Manufacturing technology range





#### TRUMPF

#### **TRUMPF TruLaser Weld 5000**

The TruLaser Weld 5000 is a turn-key cell for automatic laser welding. Tailor the versatile system to your requirements with different component positioners and different size enclosures.

A fully enclosed solution that utilises Fibre laser technology, robotics, processing optics, component positioners and other supporting technologies including vision systems, anti-spatter (bright line weld) and process monitoring technologies

Use one machine for:

- Heat conduction welding
- Deep penetration welding
- Multi material welding
- Fusion Line welding (Filler Wire).

For aesthetically beautiful welds, minimum post processing with parallel processing capability the TRUMPF TruLaser Weld 5000 is a must in the burgeoning laser welding space.

#### TRUMPF

#### TRUMPF TruLaser Cell 3000

The TRUMPF TruLaser Cell 3000 (pictured) is a compact, high-precision 5-axis laser machine capable of laser cutting, laser welding and laser deposition in two and three dimensions.

Access to the different technologies is achieved through a simple optics/head change which is achieved in minutes.

TRUMPF's flexible solution means the TruLaser Cell 3000 can be configured to suit your requirements. Options include horizontal/vertically mounted rotary axis or automated Rotary Workspace for parallel production needs.

Whether part of a factory laser network (where laser sources can be shared between technologies) or, whether it is required for one off production or integrating into a production line the TRUMPF TruLaser Cell 3000 is the ideal solution.

#### TRUMPF TruLaser Cell machine range:

The TRUMPF TruLaser Cell range of machines (3000, 5030, 7040, 8030) are a cost-effective, easy setup, flexible range of machine tools capable of processing small, medium, and large sized components easily and effectively.



#### TRUMPF

#### TruPrint 1000

The next generation of the TruPrint 1000, focuses on productivity and premium quality thanks to the full-field multi-laser and completely redesigned homogeneity of the gas flow.

The 3D printer processes metal powders using the laser metal fusion (LMF) process, also known as Power Bed Fusion/select laser melting/direct metal printing. Due to the high level of robustness and quality in its 3D printing, the TruPrint 1000 is perfectly suited for use in an R&D setting or for small series production. The TruPrint 1000 can simulate larger build machines with its adjustable spot size and multi full field laser capability. The new design of the TruPrint 1000 is optimally structured so that the machine fits through a standard door and can find its place in any setting, i.e., Medical labs or Universities etc.

Using TRUMPF's intelligent monitoring solutions you can monitor, analyse, and calibrate the LMF process to achieve optimum results with ease.

### TRUMPF TruPrint machine range (1000, 2000, 3000, 5000).

A range of additive machine tools that are characterised by reproducible component quality and ideally suited to industrial production.

#### TRUMPF

### TruMicro Series 5000

TRUMPF's short and ultrashort pulse lasers enable microprocessing with the ideal balance of quality, productivity, and profitability. The separation of pulse generation and pulse output is what allows for the specific pulse and power stability. The patented control ensures all pulse parameters, including power, frequency and energy are monitored and maintained for optimum and repeatable results.

The TruMicro Series 5000's picosecond lasers dazzle, with their lightning-fast pulse rates and powerful energies of up to 500  $\mu$  J. With an average power of 150W and excellent beam quality, material is vapourised quickly and efficiently with minimal heat influence. Ideal for the semiconductor industry through the processing of glass, metal, dielectrics, and plastic materials.

#### TRUMPF TruMicro laser range:

The TruMicro Series 2000, 5000, 6000, 7000 and 8000 short and ultra-short pulse lasers from TRUMPF are the ideal industry-ready tool for micro-processing (cutting, drilling, ablating, structuring) a wide range of materials.



### Main Business Divisions

# **CIVC Machine Tools**

The Australian CNC landscape is one of high-speed and highly complex machining. Innovative machinery is at the heart of high-value, complex work. The right technology is essential.

Headland's diverse range of CNC Machinery will suit every application and budget. Coupled with Headland's applications team, highly experienced and largest team nationally.

Headland's CNC range lowers production costs a great deal. By facilitating reliable, 24-hour, unmanned machining with reduced cycle times, and productivity increases.





### Machine Tools overview

- Industry leading machinery in speed, repeatability, accuracy and precision.
- Long-term reliability for improved machine residual value.
- Configurable for automated manufacturing.
- Improve efficiency with reduced cycle times.
- High surface quality and material removal rates.
- Machinery to suit every application and budget.

| Industries          |
|---------------------|
| Aerospace           |
| General Engineering |
| Parts Machining     |
| Mining              |
| Construction        |
| Automotive          |
| Medical             |
| Die Mould           |

### Technology Machining Centers - Vertical Machining Centers - Horizontal Lathe - Vertical

- Lathe Horizontal
- Lathe Railway Solutions
- Milling Machinery
- EDM

Cylinderical Grinding





### **Case Studies**

"To be successful you need two major components in your day-to-day operation. Process consistency and the right machine technology. The Makino machines gave us exactly what we needed to successfully fulfil the needs to manufacture specialised medical industry components. And Headland Technology as our reliable partner in service and machine technology."

> Kevin Edmonds, Production Director ADVATEK



"We have been growning our export business consistently and needed a machine that would reduce our cycle times and maintain a high capability. We have experience with other brands and knew what differences would deliver our outcome, the Nakamura became the obvious choice. Nakamura had a 30% quicker cycle time, so we've definitely made the right decision."

> Frank Gogol, *CEO* Hargo Engineering



"Mastip's objective is to be world class and to achieve this we need world class partners which is what we have with Headland and their Makino U3 and Nakamura-Tome WT-150II machines"

> Marc Michel, CEO Mastip



"The Makino D500 delivers 5-axis machining, flexibility, increased capacity and precision, with a third of the setups."

David Waddell, Director - Waddell Engineering



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### Main Business Divisions

# Fabrication

Advanced Fabrication machinery will:

- Bridge gaps in your production processes and offering multiple processes within one machine set up
- Improve your capabilities
- Improve efficiency; and
- Revolutionise your business.

Headland's range of Fabrication machinery are:

- Sturdy
- Reliable
- Fast; and
- Accurate.

These factors are all fundamental to running a successful metal fabrication business today.

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### **Fabrication Advantages**

- Large format laser cutting.
- Profile drilling machines with a wide range of tooling.
- Incorporated horizontal and vertical drilling units.
- Capable of drilling, tapping, countersinking, milling and scribing a wide range of profiles.
- High punching and shearing force.
- Cut plates with solid-state laser in large dimensions, ranging from thin to thicker material in both straight and bevel cuts with high precision and productivity.
- Cut pipe and profiles without foregoing functionality.
- Sturdy construction for low vibration.
- Quick tool change system for minimal idle time.

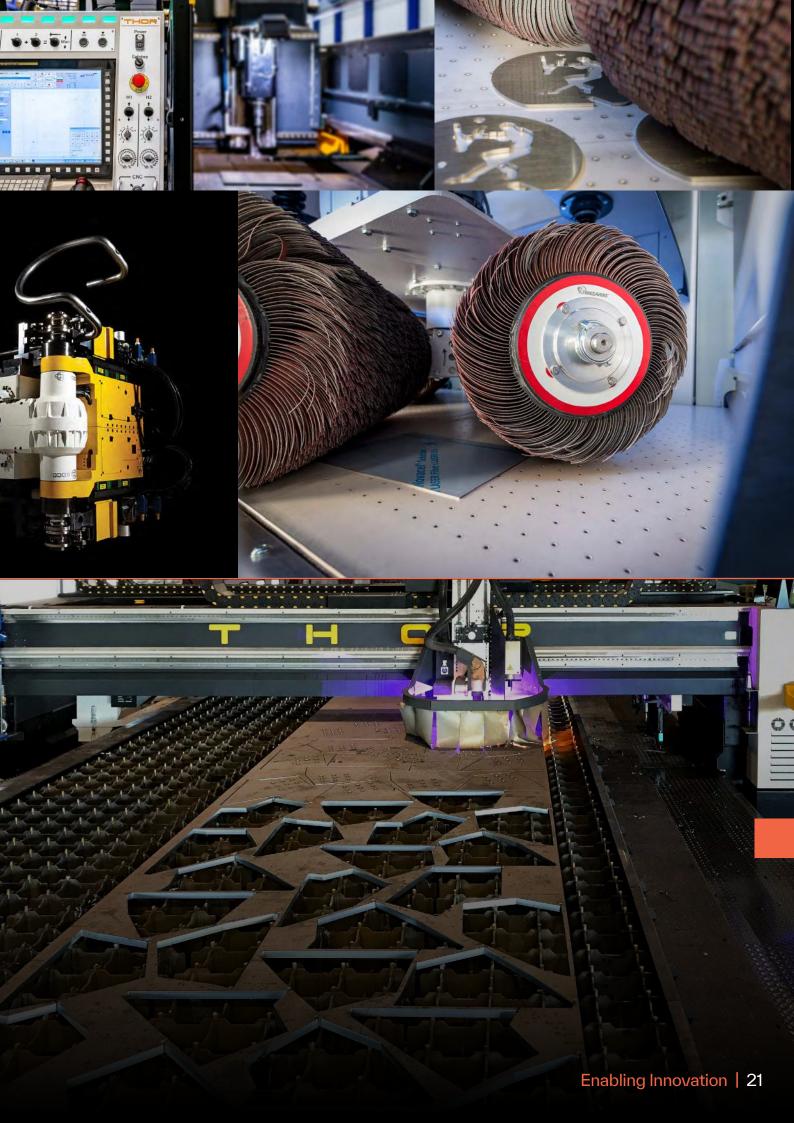
| Industries           |
|----------------------|
| Construction         |
| Infrastructure       |
| Civil Engineering    |
| General Fabrication  |
| Steel Distributors   |
| Tube Fabrication     |
| Ship Building        |
| Mining               |
| Steel Fabrication    |
| Aircraft Maintenance |
| Panel Beaters        |
|                      |

| Technology               |
|--------------------------|
| Drilling                 |
| Plate Cutting & Drilling |
| Angle Processing         |
| Band Sawing              |
| Circular Sawing          |
| Tube Bending & Forming   |
| Grinding/Deburring       |
| Coil Lines               |
| Plasma Laser Cutting     |
| Solid State Laser        |











### **Main Business Divisions**

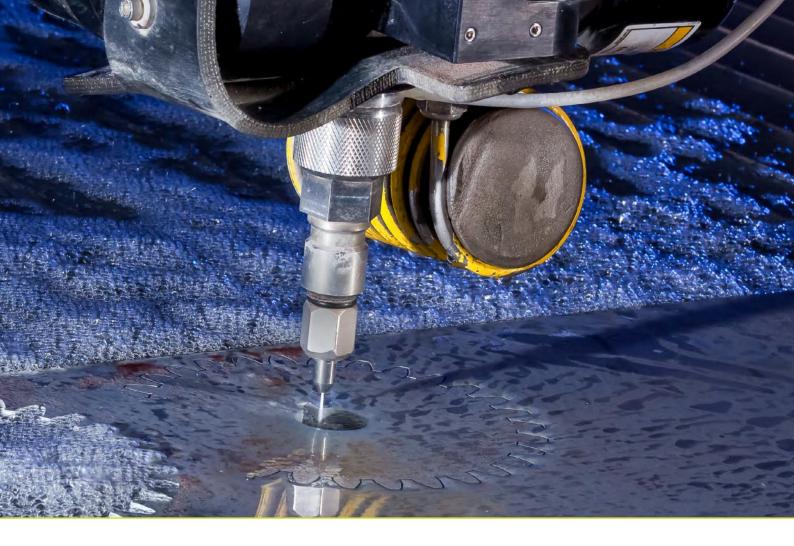
# Abrasive Waterjets

One of the fastest-growing machining processes is high-pressure abrasive waterjet machining. It cuts almost any material while maintaining accuracy:

- Ceramics
- Composites
- Exotic alloys
- Glass
- Metal
- Rubber
- Leather
- Stone and wood.

Precise and versatile, an OMAX Waterjet is the solution for any workshop and perfectly complements your Sheet Metal and CNC Machinery.





### Waterjet Overview

- Complementary technology for your existing manufacturing process.
- Superior IntelliMax software with 3D solid model processing and the latest generation 4 cutting model.
- Rapid setup and highest efficiency in the industry means the OMAX systems cut faster than any other waterjet.

| General Manu     | facturing |
|------------------|-----------|
| HVAC             |           |
| White Goods      |           |
| Fabrication      |           |
| Enclosures       |           |
| Automotive       |           |
| Architecture     |           |
| Tertiary Institu | utions    |
| Stone Manufa     | cturing   |
|                  | A         |

OMAX

Industries



Abrasive Waterjet

OptiMAX Description Descripti



### **Case Studies**

"MJG specialise in the high-end of the residential market. Our team have many years of experience in the industry coupled with specialised high-end machinery such as our new 5 axis OMAX Maxiem waterjet allow us to deliver a second-to-none product."

> thew Galea, *Director* MJG



"OMAX was an easy choice for our department as they showcase the best of software integration and ease of use. The IntelliMAX software that comes standard with every OMAX machine makes it easy to visualise prototypes and show how 5-axis can be integrated into functional parts."

> Luke Tyrell, Senior Technical Officer Deakin University



"The OMAX 80X Waterjet has allowed us to be quicker in producing fabrication plates and the accuracy and responsiveness of the machine has improved efficiency."

> Jared Fitzclarence, Managing Director KAW Engineering





### "We use the waterjet on just about every job that runs through our shop"

Alex Harris, Managing Director - Harbro Engineering



# **Automated Storage**

Are you looking to streamline and automate your manufacturing or warehouse environment? Headland has a range of vertical and bar storage machines to suit your business.

#### Hänel Lean-Lift®

Save time, costs and floor space. The Hänel Lean-Lift® warehouse storage system is high-tech and organisational.

#### Hänel Rotomat<sup>®</sup> Office Storage System

This systems uses available room height in a tight office environment. The Hänel Rotomat<sup>®</sup> frees up office storage space using the carousel principle.

#### Hänel Rotomat<sup>®</sup> Industrial Storage

This is a flexible warehouse storage solution. The Hänel Rotomat<sup>®</sup> Industrial Storage slashes work time and administration costs. It brings the item straight to your eye level in a few seconds.



### Case Study

"We have not had the systems long and we have already seen a reduction of more than 22% in the time it takes to fulfil our orders. The system also enabled us to pivot the existing operations with an increase in storage capacity by 25%."

> Clinton Matthews, National Operations Manager Alspec



Alspec Aluminium Systems Alspec's Hänel lean lifts.

"During our research and due diligence there were several major companies with vertical storage systems we reviewed. We value local support with the ability to form partnerships with our machine suppliers. We chose Hänel for its reliability, integration with our ERP system and increased safety and security."

> Eric S., Manufacturing Systems Engineer B&R Enclosures





For specialised automated storage solutions, look no further than STOPA. The leading manufacturer of automated storage systems for sheet material and long-span goods in Europe. The product line ranges from stand-alone applications to integrated automated modules. With 40 years of practical experience, including the installation of complex plants, and more than 1,900 systems installed worldwide, this independent company possesses unique know-how with regards to product quality and process security, process automatisation, and software development.

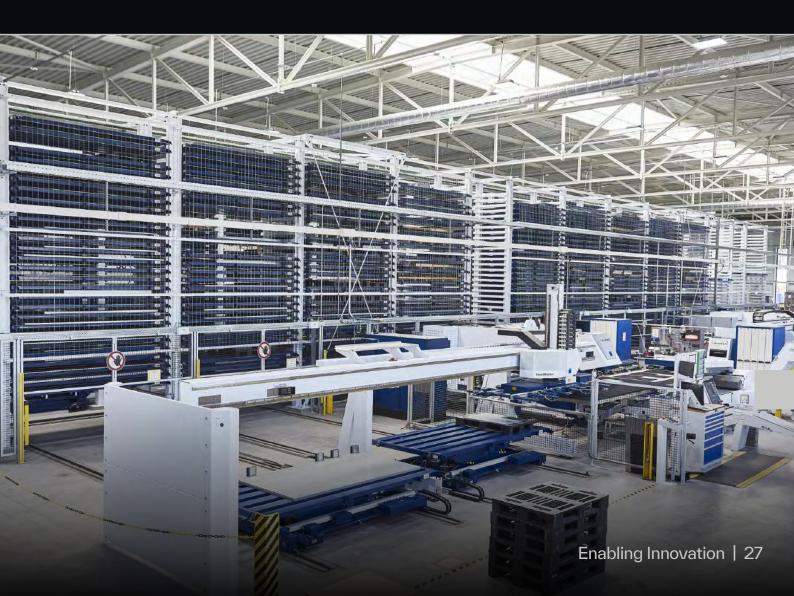
#### **STOPA Sheet Metal Storage**

#### STOPA Bar Storage

STOPA's sheet metal storage solutions maximise your storage capacity on a minimal footprint. Ensure a flexible supply of sheet metal materials having different formats and thicknesses with their versatile solutions. STOPA's bar storage solutions were designed to maximize storage capacity while minimising the footprint on your factory floor. If you are after a solution for the efficient shelving of beam shaped materials they have you covered.

- STOPA Tower Eco-Plus
- STOPA Tower Flex
- STOPA Compact Series
- STOPA Universal

- STOPA LG-E
- STOPA LG-B
- STOPA LG-T
- STOPA LG-U



## Plastics

Headland.

We provide world class injection moulding machinery and services for the food, beverage, packaging and medical industries. We have partnered with market leader in injection moulding NETSTAL to help Australian plastic manufacturers stay globally competitive.



Our national team of service and application engineers provide technical excellence and support.







### NETSTAL

### About NETSTAL

NETSTAL is the market leader in technology when it comes to highperformance injection moulding machines that stand out on the market for their maximum speed, flawless precision, and maximum dependability. The packaging and beverage industries as well as medical technology are strategic application fields.

The product line includes PET-LINE preform systems for up to 144 cavities, ELIOS and ELION injection moulding machines with clamping forces between 800 and 10,000 kN, and application-specific turnkey system solutions from a single source.

| Industries |  |
|------------|--|
| Medical    |  |
| Packaging  |  |
| Food       |  |
|            |  |

### Technology

Injection Moulding

Beverage

### Injection Moulding technology range



### NETSTAL ELION

The most crucial features of the ELION series are its speed, accuracy, dependability, user-friendliness, and operational efficiency. "Low energy, high performance" is our motto. The ELION can be flawlessly customised to satisfy the requirements of various application areas because of a consistent modular design and a wide range of equipment options.

Industries: Closures and sealing systems, Thin-walled packaging parts



#### NETSTAL ELION-MEDICAL

The ELION MED-Kit injection moulding machines are the most widely used core element of complex production lines for pipettes, petri dishes, insulin pens, and all other plastic parts in medical technology because of their consistent cleanroom suitability, high process capability, and top-drawer injection dynamics.

Industries: Medical technology



### NETSTAL ELIOS

The ELIOS Series creates new standards for high-performance injection moulding with its cutting-edge drive technology. The outcome is more than intriguing: clamping forces of up to 1000 tonnes, the quickest dry cycle times, and previously unmatched energy efficiency.

Industries: Packaging



#### NETSTAL PET-LINE

With full compatibility with existing side-entry moulds and after-cooling stations, the first NETSTAL PET system with lateral removal is available. The brand-new PET-LINE also makes an impression thanks to its exceptional output, superb energy efficiency, optimised processing of PET recyclates, and new operating system.

Industries: Preforms

## Lifecycle Services

Supporting you at every stage



Product Enhancements

We support you at every stage. From the first decision to buy a machine, right through to selling it again, Headland is there. Our focus is on the complete lifecycle of your machine including: operational availability, productivity and optimisation.





### **Technical Services**

Wherever your production facility is, our technical service team will come to you. Headland is proud to offer you the largest technical and applications specialist team across the country.

#### Benefits

- Extensive service network throughout Australia and New Zealand.
- Fast breakdown support.
- Trained and qualified service engineers.
- Large speciliast application team.

### Service Agreements

Our machines are very robust and reliable. For extra assurance and to retain the value of your machine, a service agreement is what you are looking for.

#### Benefits

- Highest accessibility and productivity of your machine due to less repairs.
- Fixed annual service payments make budgeting easy.
- Highest quality maintenance preserves machine value.
- Documentation provided with every service.



### **Spare Parts**

Original spare parts are vital to the working reliability of your machine.

#### Benefits

- Extensive service network throughout Australia and New Zealand.
- Fast breakdown support.
- Trained and qualified service engineers.
- Large speciliast application team.



### Software

Our programming systems have intuitive user interfaces that make the start-up and operation of the machine simple.

#### Benefits

- Unique mix of productivity and process reliability.
- Machine function support.
- Software solutions for all material processes.
- Flexibility through design.
- Support and reliability.



### Tooling

We provide high-quality tooling with a long life guarantee and the right accessories to ensure a perfect set up and trouble-free maintenance.

#### Benefits

- Tailored consultations, solutions and products.
- Straightforward ordering process.
- Quick and reliable delivery.
- Highly precise and long-lasting tooling.



### Product Enhancements

Choose from an extensive range of products integrated with your machine to meet changing needs. Our service engineers install enhancements in the shortest possible time, or via remote access.

#### Benefits

- Flexible expansion of production options.
- Increase in productivity and quality.
- Profit from innovations.
- Increase the value of your machine.



### Training

Having well-trained staff pays off. We place a strong focus on comprehensive training in machine and programming systems for your workforce, giving you a direct advantage over the competition.

#### Benefits

- Wide range of courses for beginners to experts.
- Experienced trainers.
- Modern training facilities.
- Up-skill your workforce.

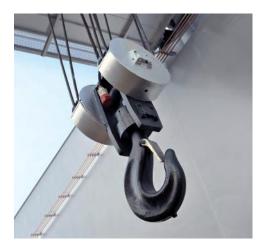


### Consulting

Headland has over 70 years experience in the industry, so you have the best in the business working for you. Together we'll find ways to improve your productivity, expand your knowledge, optimise your processes and achieve your goals.

#### Benefits

- Profit from optimised machinery.
- Experienced specialists to drive your production goals.



### Relocation

Let us take the stress out of relocating your machine technology.

#### Benefits

- Precise moving schedule to meet your needs and deadlines.
- Project management and performance by experienced moving specialists.
- Decrease downtime.



### **Used Machines**

We have the knowledge to advise you on second-hand machinery.

**Benefits Upon Purchase** 

- Installation, start-up and instruction by skilled service engineers.
- Cost-effective purchase

#### Benefits Upon Sale

- Simple and convenient exchange managed for you.
- Fair market prices and market valuation.
- Best opportunity to market your machine through our client network.



### Finance

We refer our clients to Machinery Equipment Finance professionals that support you in purchasing your technology.

These professionals work with your directly to find the best working capital financing for your business.

#### Australia

VIC (Head Office & Showroom) 95 Highbury Road Burwood, VIC, 3125

NSW (Office & Showroom) 23-25 Muriel Ave Rydalmere, NSW, 2116

QLD (Office & Showroom) 189 Wellington Road East Brisbane, QLD, 4169

WA (Office & Showroom) 164 Balcatta Road Balcatta, WA, 6021

Spare Parts & Power Tools 1300 138 285 spareparts@headland.com.au

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For breakdown support: customercare@headland.com.au

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#### New Zealand

Auckland (Head Office) Unit A, 20 Cain Road Penrose, Auckland, 1061



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