



Capability Statement

EXPERTS IN AUTOMATION AND CONTROL

BIG BUSINESS CAPABILITIES > SMALL BUSINESS SOUL

Inside

OUR STORY	3
OUR TEAM.....	4
OUR CAPABILITIES	6
OUR EXPERIENCE.....	8
QUALITY & SAFETY SYSTEMS	11
CONTACT US.....	12



Brisbane

Melbourne

Devonport

Launceston

Hobart



Our Story

Cromarty has been supplying Australian companies with innovative and effective business solutions since its inception over 25 years ago.

Founded by Penny and William Cromarty in 1988, we're wholly Australian owned and have grown from humble beginnings to an industry specialist providing personalised services across Australia.

Our experience stems from working closely with companies of all sizes, providing high-quality, flexible business solutions aimed at exceeding expectations and improving operations. We pride ourselves on developing strong relationships

with our clients, combining our comprehensive technical expertise with a strong customer focus.

Cromarty's big business capabilities mean we're equipped to provide best-practice solutions, while our small business soul means we deliver a tailored service on-time and on-budget.

"Our business has been built on skills, experience, ethics and trust. We place a very high value on long-term relationships with our employees, customers and suppliers. Contact us to discuss how we can work with you to identify and harness process improvements, data and efficiencies that will add value to your business."

William Cromarty



Our Team

Our experienced team have vast knowledge and technical expertise in a range of industries, allowing us to understand your business requirements and develop appropriate solutions.



With every client our approach remains the same; technical excellence teamed with personalised service. This has fostered a culture we're proud of; big business capabilities, small business soul.

Our team apply industry-leading ideas and sector-specific knowledge to each project. From initial scoping and design, through to final training, each project is handled by a team of professional engineers and highly qualified technical support staff.

We offer traditional and industry-leading, next-generation solutions for businesses both big and small. Our solutions are multifaceted and range from simple to intricate and are specifically tailored to meet the needs of each client. By placing value on collaboration and understanding, our team are able to ensure each project is successfully completed with the needs of your business in mind.

Our team fully understand the success of each project relies on the

following key factors;

- > listen to and understand the clients goals
- > develop the correct solutions to meet these goals
- > assemble a team with the skills and experience to deliver the outcome.

With these values at the core of each project we consistently deliver positive results and develop long term partnerships with our clients.



Cromarty is the ideal partner because we:

- > are wholly Australian owned
- > are supported by local industry and work with local distributors
- > place focus on excellence and innovation
- > are supported by a highly-skilled team with vast industry expertise
- > prioritise the supply of quality solutions on-time and on-budget
- > work closely with each client to understand their needs, and
- > remain flexible, contactable and collaborative from inception to completion of each project.

Our Capabilities

Our knowledge, skills and experience have established Cromarty as a leader in the industry, supplying high-quality business solutions to a broad range of clients across Australia and abroad.



Cromarty's capabilities range from providing simple electrical and automation systems through to sophisticated business improvement solutions for industrial manufacturing, process plants and utilities. Our innovative team have vast technical expertise in a wide range of industries, allowing us to understand your specific business requirements and develop appropriate solutions.

We engage closely with our clients to ensure we fully understand their requirements at the same time capturing essential site information

through discussions with key staff. This ensures the project is delivered optimally and our client is provided with an extensive knowledge of their facility.

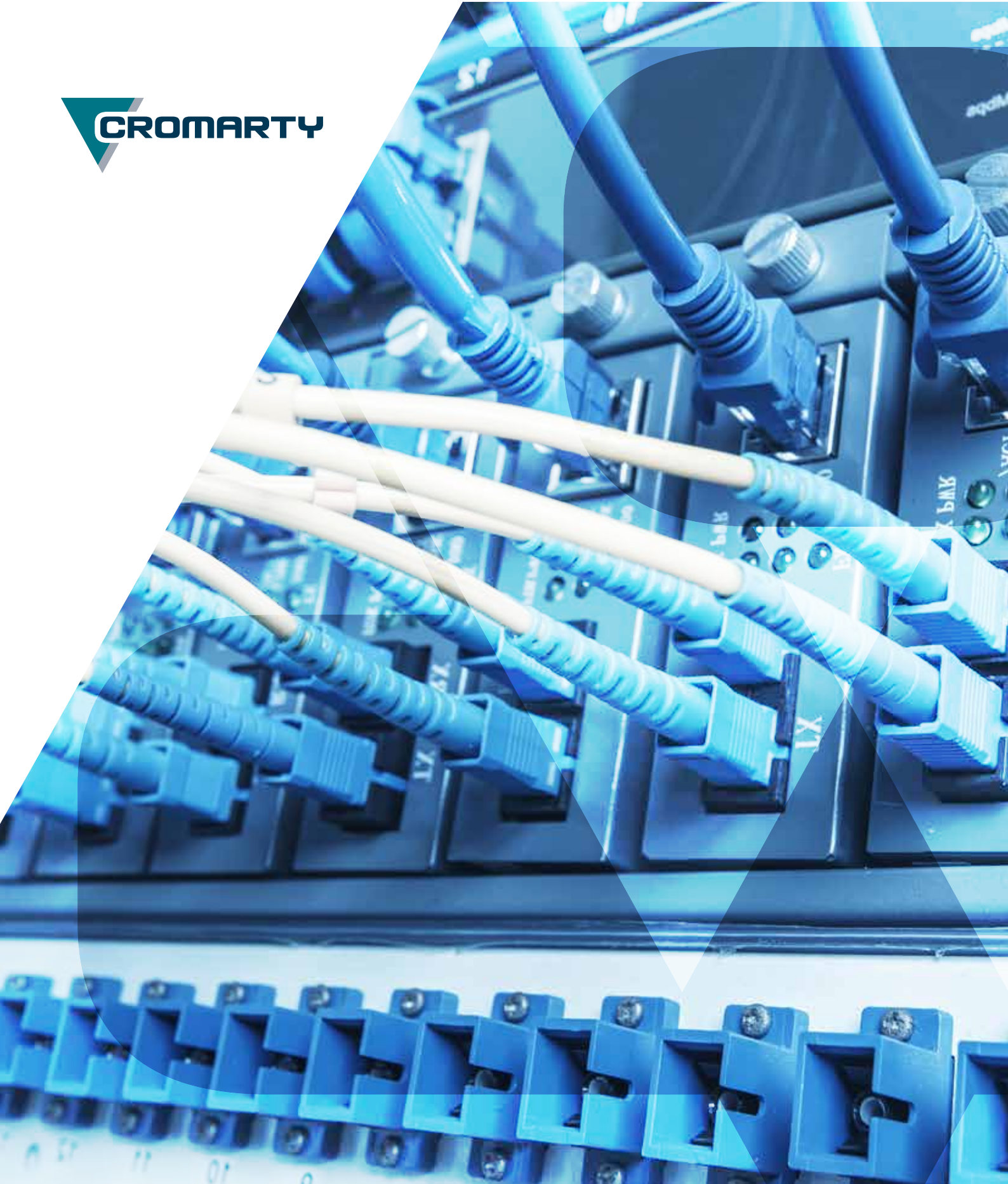
Our staff have the knowledge and skills to implement and provide support for all major brands. Vendor selection is based on customer standards, preference, technical and economic suitability. We regularly provide training courses for clients, which can be tailored to your business or product and maximise the benefits of automation and management information systems.

We've worked hard to establish ourselves as leaders in the industry by helping businesses to create, improve and sustain their technical operation. Regardless of the size or industry of the business; the knowledge, skills and experience of our team means we're equipped to help you too.



Our capabilities encompass:

- > Automation & process control
- > PLC, SCADA, Telemetry, DCS system design, programming, install and commissioning.
- > Instrumentation design, installation, calibration and maintenance.
- > Electrical engineering expertise
- > Consultancy including development of tender documents.
- > Electrical systems documentation and drawings.
- > Electrical installation
- > Safety systems
- > HV Certification
- > Industrial IT, servers, clients, networks and security.
- > Information management, Historians, MES and ERP.
- > Validation and auditing
- > Local customer service support
- > Training and development of custom training packages.
- > Product sales and support



Our Experience

Cromarty is ideally placed with a fantastic skill set including process instrumentation, electrical, automation, MES, fault diagnostics covering the entire lifecycle from initial concept, installation and commissioning, system optimisation through to decommissioning.

FOOD AND BEVERAGE

- > Bottling line controls systems upgrade. Depalletising and Palletising systems
- > Pick to Lights systems including real time feedback of incorrect picks
- > Historian and Data reporting services. Live Dashboards to management systems
- > Quality control systems using barcode and vision systems
- > Control System data integration into ERP systems
- > Process optimisation and improvements including robotics systems
- > Lactose Dryer Automation
- > Recipe Control

MANUFACTURING

- > Production recipe systems including track and trace
- > Batch coding and labelling (laser and inkjet) systems
- > Discrete control systems, conveyors etc
- > Process control systems such as tension control on descaling machines. Temperature, pressure, flow control
- > Product identification barcode and vision systems

- > Historian and Data interfaces to enterprise resource planning system (ERP)
- > Steel pipe and tubing manufacturer safety systems.
- > Control System Upgrades end of life PLC and SCADA
- > MES systems including tender specifications and evaluations of various vendor products

MINING AND MINERAL PROCESSING

- > Burner Management Systems ore refining
- > Process control ore refining
- > Multiple interactive control loops for ball mill feed, density and power control
- > Carbonate grading
- > Dry process automation
- > Wet Process Conversion
- > Flat Bottom Classifier control
- > Cone Crusher ASR integration
- > Automatic burner control based on required calorific lab result
- > Hydrated lime water addition control based on reaction rate
- > Hot pellet screen automation
- > Advanced Balling Drum control using Fuzzy Logic

- > Furnace temperature control utilising thermal camera technology
- > Energy use reporting
- > Energy usage per batch or run
- > Linking energy demands to spot market prices i.e. reduce production when energy spot price is high to optimise energy costs vs production output
- > Interfacing automation systems to ERP (SAP Movex).

PULP AND PAPER, TIMBER

- > Timber drying (steam and Electric Kiln control) recipe based sequencing
- > Saw mill projects, upgrade to control systems and drives on saws
- > Control systems (PLC and SCADA) in particle board manufacture
- > Advanced process control paper manufacture
- > Bailey DCS conversions
- > Paper machine variable speed drive and tension controls
- > Legacy PLC and DCS upgrades

PHARMACEUTICAL

- > Development, installation, commissioning and maintenance of control systems for:
 - Batch distillation systems
 - Continuous distillation systems
 - Reactors (including batching, dosing, temperature profiling and CIP)
 - Supply of raw material to processes.
- > Experience with Centrifuge and Dryer systems



- > Adhering to customer procedures to maintain control systems in a validated state throughout the system life-cycle. Including:
 - Change management
 - Preparation of design documentation e.g. Functional Requirements Specification (FRS)
 - Working to current good manufacturing practice (GAMP)
 - Preparation of installation documentation and testing (IQ)
 - Preparation/executing of test documentation (OQ/PQ)
 - Event management (CAPA).
- > Providing training with associated documentation
- > Data retention and archival.
- > FDA 21 CFR Part 11 requirements through a combination of system controls and procedures
- > EH&S management and Process safety management (PSM) including Process Hazardous Analysis (PHA)

OIL AND GAS

- > Work-over rig automation. Draw works limit setting, Sand line depth control
- > Telemetry/SCADA projects for gas pipe lines
- > Hazardous area engineering zoning, designs and calculations
- > Hazardous area installation and creating/maintaining dossiers
- > Arrange third party auditing

ENERGY

- > MES, historian and data reporting installations on generation sites
- > Headend SCADA development for renewable energy generation systems
- > Load bank controls for testing of electrical systems
- > SCADA and PLC upgrades on generation sites

WATER AND WASTEWATER

- > New plants and plant upgrades to WTP and WWTP. PLC SCADA and instrumentation
- > Large Scale pipelines, pumping station control systems and installation. Projects have been completed using communications over telemetry and fibre optic
- > Instrument calibration and maintenance including VSD's
- > Consultation services including Tender preparation, User Requirement Specifications and vendor evaluations
- > Large scale Telemetry/radio and WAN based control systems including electrical installation.
- > Industrial communications protocols including DNP3
- > Control Systems for containerised / mobile WTP and WWTP
- > Data reporting to BOM in WDTF (bom format requirement) for Water Regulations act 2008
- > Large scale historian and data reporting systems

IRRIGATION SCHEMES

- > Pump station variable speed pumping systems
- > Flow and pressure controllers in multiple connected pumping stations
- > Remote area flow and pressure low power telemetry systems
- > Wide area SCADA for multiple Irrigation Schemes combining all aspects of control, alarming and reporting

SPECIALIST SYSTEMS

- > Agricultural spray boom hydraulic level controller
- > Coffee machine reverse osmosis water purification controller

Quality & Safety Systems

As a leader in the industry, Cromarty is committed to maintaining best practice standards across our operations. Our business is underpinned by management systems you can rely on.

We work with a diverse group of businesses across a broad range of industries, so it's essential our management systems provide a rock-solid foundation for everything we do. This ensures a consistent approach to delivering quality outcomes for each and every client.

We strive to maintain industry best practice safety systems and provide products and services that regularly exceed customer expectations. We also ensure we conform to legislative and industry-accepted practices and regulations.

The Company maintains quality certification for the provision of electrical, automation, and business improvement services and solutions for industrial manufacturing, process plants and utilities.

OUR CERTIFICATIONS AND ACCREDITATIONS INCLUDE:

- > AS/NZS 4801:2001 OH&S Management System
- > ISO 14001:2004 Environmental Management Systems
- > ISO 9001:2008 Quality Management Systems



AT CROMARTY, WE ARE FULLY ACCREDITED TO:

- > Design and Implement Safety Systems (TUV), and
- > Design and Install Electrical and Control Systems in Hazardous Areas.



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