



CAPABILITY STATEMENT

Industry's choice for electrical and automation products, systems and solutions

2024 EDITION

THE APS INDUSTRIAL APPROACH

A note from the Chairman...

"At APS Industrial, we know that our success will be determined by our customers, our products, our people, and our processes.

With a driving ethos of investing in the future, we ensure that our customers get the products they need, at competitive prices using seamless order and delivery processes. We strive to ensure that it is easy to do business with us.

Our service, support and delivery of leading-edge technologies will always underpin our growth."



LLOYD THOMAS
Chairman



THIS IS OUR PURPOSE

We are a local, value-add distributor of the world's leading industrial electrical and automation products. Working closely with our global manufacturing partners, we serve our customers with solutions that provide a competitive advantage and contribute to a high-performing Australian industry.

We are proud of our contribution to the future and success of Australasian industry. We share the vision of Australia and New Zealand as global leaders realising the full potential of Industry 4.0.

BOARD OF DIRECTORS

AUSTRALASIAN POWER SOLUTIONS HOLDING COMPANY



LLOYD
THOMAS
Chairman



DAVID
HEGARTY
Managing
Director



PETER
THOMAS
Commercial
Director &
General Counsel



BRIAN
WATSON AO
Director

APS INDUSTRIAL



DAVID
HEGARTY
Managing
Director



PETER
THOMAS
Commercial
Director &
General Counsel



SIMON
KEARNEY
Sales
Director



SUNNY
MISRA
Supply Chain
Director



DAVID
READ
Products
Director



GARETH
GRAY
Finance
Director



THIS IS WHO WE ARE

“There is nothing quite like the peace of mind you get with responsive, on-demand, local support – and this is where the APS Industrial team excels.

Our dedicated team has been carefully put together in such a way that uniquely places us to understand our local customers, products and applications like never before.

Led by recognised industry leaders intent on creating a team capable of expertly responding to the needs of Australian industry, we’re proud to have assembled what we believe to be the industry’s finest.”



DAVID HEGARTY
Managing Director

aps VALUES

MOMENTUM

Motivated by growth & excellence, we are always moving forward.

BALANCE

Customer focus, business sustainability & fun, in equal parts, are the three pillars of our success.

PASSION

We are inspired by & passionate about the technological advancement of industry.

INTEGRITY

We are honest, trustworthy & reliable in everything that we do.

UNITY

Our APS family works as one-team & safety is paramount.

PEOPLE, PRODUCTS & PROCESSES



SALES &
CUSTOMER
SERVICE



SPECIALIST SUPPORT
& APPLICATION
ENGINEERING



LOGISTICS,
SUPPLY CHAIN &
WAREHOUSING



STRATEGIC &
MULTI-CHANNEL
MARKETING



PRODUCTION,
DESIGN &
VALUE ADD



ADMINISTRATION
& HUMAN
RESOURCES



FINANCE &
REPORTING



GENERAL
MANAGEMENT

A TRUE AUSTRALASIAN FOOTPRINT

Strengthening our ability to service the broader Australasian markets, APS Industrial is proud to have Cuthbert Stewart Limited (CSL) in New Zealand as part of our family.

Partnering with a company that has such a rich history of excellence and industry support is a great step for APS Industrial, our customers and our manufacturing partners.

As an industrial and power technologies distributor, CSL has been serving New Zealand industries for more than 75 years.

Together, APS Industrial and CSL offer customers enhanced customer service through an extensive product portfolio, technical support and local inventory for fast order fulfillment.



JUDITH STEWART
Chairman



PHIL ELLIOTT
Managing Director



OUR PARTNERSHIPS FOR YOUR SUCCESS

At the core of our value proposition to Australian industry are our exclusive national distribution agreements with the world’s leading industrial manufacturers.

Central to this is our exclusive master distribution agreement with **SIEMENS**. Completing our range of core brands are key national distribution agreements with Weidmüller, Rittal, KATKO and Belden.

In addition, we source products from other manufacturers to provide our customers with the most comprehensive range of high quality products and solutions possible.

▲ **SIEMENS**

▲ **Weidmüller** 

▲ **RITTAL** 

▲ **BELDEN**

▲  **KATKO**

▲  **TDK**

▲ **Honeywell**

▲  **GRACE TECHNOLOGIES**

▲  **PARTEX**

▲ **TOPWORX**

▲  **Baumer**


▲  **RAMTIGHT** 

150+ YEARS SUPPORTING
AUSTRALIAN INDUSTRY
SIEMENS

\$7B+ ANNUAL SPEND ON
RESEARCH AND DEVELOPMENT
SIEMENS

50+ YEARS SUPPORTING
AUSTRALIAN INDUSTRY
Weidmüller 



THE LOAD BREAK
COMPANY FOR 70+ YEARS
 **KATKO**

120+ YEARS OF CABLING &
NETWORKING SOLUTIONS
BELDEN

9,000+ ENCLOSURES
PER DAY


THE INDUSTRY'S BROADEST PORTFOLIO



AUTOMATION & PROCESS

- | Controllers
- | I/O Systems
- | HMI
- | Industrial Computers
- | Industrial Software
- | Industrial Communication
- | Power Supplies
- | Process Instrumentation



POWER DISTRIBUTION

- | Circuit Breakers
- | Switching Devices
- | Distribution Boards
- | Modular Switchboards
- | Protection Devices
- | Power Quality
- | Power Monitoring
- | Medium Voltage Solutions



MOTOR CONTROL & DRIVES

- | Switching & Protection Devices
- | Soft Starters & Motor Starters
- | Variable Speed Drives
- | Relays
- | Push Buttons & Signalling Devices
- | Motor Management Relays



BUILDING TECHNOLOGY

- | Room Thermostats
- | Sensors
- | Valves & Actuators
- | Damper Actuators
- | Variable Speed Drives
- | Meters
- | Aspirating Smoke Detectors
- | KNX
- | HVAC Applications



WIRING & CONTROL

- | Connectivity
- | Field Automation & Control
- | Process Control
- | Switches & Sensors
- | Identification Products
- | Scanning & Productivity
- | Tools
- | Flexible Conduit & Fittings



ENCLOSURES

- | Industrial Workstations
- | Stand Systems
- | IT Solutions
- | System Accessories
- | Software Services
- | Climate Control
- | Power Distribution



CABLES & CONNECTIVITY

- | Industrial Cable
- | Enterprise Cable
- | Broadcast AV Cable



SOFTWARE TOOLS (PLM)

- | Electrical CAD
- | Mechanical CAD (2D & 3D)
- | Mechatronics Concept Design
- | Simulation & Analysis (Mechanical & Automation)
- | Lifecycle Management

SIEMENS

Weidmüller

RITTAL

BELDEN

KATKO

apsDB

TDK

Honeywell

GRACE
TECHNOLOGIES

XX
PARTEX

TOPWORX

RAMTIGHT

Baumer

ePLAN





STRATEGIC LOCAL STOCKHOLDINGS

We work closely with our global manufacturing partners and their global supply chain networks to ensure we have the stock on hand to support local projects and industry.

Equally, we work just as closely with our local customers to understand and support their project and delivery timelines.

Our national distribution centre in Melbourne is supported by strategic local stockholdings in all other major cities in Australia and New Zealand including Adelaide, Brisbane, Perth, Sydney, Hobart, Auckland and Christchurch.

- | National DC (Melbourne)
- | Capital city branch network with local stockholdings
- | Global supply chain
- | Continually expanding our range of stock to support local industry





SOUTH AUSTRALIA



SOUTH AUSTRALIA



NEW SOUTH WALES



NEW SOUTH WALES



CSL (NZ)

INTEGRATED SUPPLY CHAIN & BRANCH NETWORK

APS Industrial is head-quartered in Melbourne and in addition has a network of offices and strategic stockholdings in Adelaide, Perth, Sydney, Brisbane, Hobart, Auckland and Christchurch.



VICTORIA



VICTORIA



VICTORIA



WESTERN AUSTRALIA



WESTERN AUSTRALIA



QUEENSLAND



QUEENSLAND



TASMANIA

ADVANCED MANUFACTURING FOR LOCAL INDUSTRY

Our state-of-the-art Manufacturing Centre in Adelaide forms a national benchmark for Advanced Manufacturing, Value Add Services and Customised Solutions.

The facility supports local industry by reducing lead times and costs, showcasing digitalisation to improve competitiveness and quality, as well as increasing our capacity to supply DBs and ACBs.

The centre also features a world first in Siemens Air Circuit Breaker customisation via a Siemens certified ACB Adaptation Centre - the first non-Siemens facility worldwide to adapt and assemble Siemens air circuit breakers.

We are proud that this facility was showcased in South Australia's Advanced Manufacturing Strategy, 2023.

Our enhanced local capability includes:

- | ACB Adaptation
- | DB Manufacturing Floor
- | Automated Panel Building
- | Automated Drilling & Machining
- | Print Services





FERMECRAFT



WEST SIDE PLACE



IRON BRIDGE MINE



AIRTRUNK



CSL

TRANSFORMING INDUSTRY

- | Mining & Minerals
- | Food & Beverage
- | Hospitals & Health
- | Manufacturing
- | Pharmaceutical
- | Renewable Energy
- | Energy & Utilities
- | Water & Wastewater
- | Infrastructure
- | Commercial
- | Defence
- | Space



SA WATER



MONDELEZ



COMMBANK STADIUM



MELBOURNE METRO TUNNEL



DULUX



URBNSURF



SYDNEY WATER



HAY POINT

YOUR LOCAL PARTNER FOR PROJECT SUCCESS

Whether it's an engrained commitment to go the extra mile for our customers, our passion to develop and apply cutting edge technology, or the constant drive to support a prosperous future for Australian industry - it's fair to say that when it comes to all things industrial electrical – it's in our DNA.

In balancing the world's best products and technology with unrivalled local experience and expertise, APS Industrial is best placed to enable local projects to achieve success. In other words, when you choose APS Industrial, you get much more than a supplier.



Wholesalers

We know that a broad range of products with short delivery times is critical to enable Wholesalers to meet their customers' expectations. We work with our industry partners to assist Wholesalers to create demand, build their competency and develop strategic sales initiatives.

Switchboard Builders

APS Industrial delivers high quality products, customer support and consulting services to enable local Switchboard Builders to supply type tested, low and medium voltage switchgear that complies with local standards.



System Integrators

As industry realises the potential of digitalisation, the requirements and tasks for System Integrators are especially diverse. From personalised skill development, exclusive training opportunities and access to software and hardware tools, we offer true partnership for sustained growth and profitability.

Contractors

The electrical and communications contracting industry is critical to our high performing industry. APS Industrial takes pride in our ability to service contractors at the national, state and territory levels. This service model is centred around full-cycle project support and a shared commitment to grow your business.

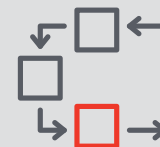
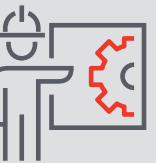


End Users

From design and engineering through to operation and service, digitalisation and automation require local technical expertise. As a local partner, APS Industrial provide a complete range of solutions for local End Users including cutting edge technology and expertise, optimised systems and processes and field service and repairs.

Consultants

When Engineering, Procurement and Construction consultants choose APS Industrial, they are assured of flexible and customised solutions based on a long tradition of engineering and innovation. This includes technical support and training as well as exclusive access to our global knowledge base and manufacturing partners.



Original Equipment Manufacturers

From planning and design, engineering and ordering processes to installation and maintenance, APS Industrial is a reliable and experienced partner for OEMs regardless of size or application. Our access to a vast global knowledgebase ensures that OEMs are able to deliver excellent products that meet and exceed their customers' expectations.

INDUSTRY'S CHOICE

APS Industrial is local industry's gateway of choice to the world's leading industrial manufacturers.

Our exclusive access to the market's broadest portfolio of industrial low and medium voltage electrical and automation products, offers a true one stop shop that promises simplicity, security and connectivity.

In an industry landscape rapidly transforming through digitalisation, quality and a competitive edge matter.

APS Industrial delivers you both.

Auditor:



Banking Partner:



MELBOURNE

5-7 Corporate Avenue,
Rowville, Melbourne VIC, 3178

3 St Andrews Court,
Rowville, Melbourne VIC, 3178

SYDNEY

Unit P1, 10-16 South Street
Rydalmere, Sydney NSW 2116

BRISBANE

49 Borthwick Avenue
Murarrie, Brisbane QLD 4172

ADELAIDE

159-163 Caulfield Avenue
Clarence Gardens, SA 5039

PERTH

5 Glyde Court,
Malaga, Perth WA 6090

HOBART

441A Macquarie Street,
South Hobart TAS 7004

AUCKLAND

22 Fisher Crescent
Mount Wellington, Auckland 1060, New Zealand

CHRISTCHURCH

166 Waterloo Road
Hornby, Christchurch 8042, New Zealand



SIEMENS

Weidmüller 

BELDEN

RITTAL
■■■■■

 **KATKO**

aps **DB**
■■■■■

apsindustrial.com.au     1300 309 303