



- *Casting*
- *Forging*
- *Machining*
- *Assembly*





Glenmar Industries manufactures quality metal components at the best value for global industrial markets



Glenmar provides an experienced and reliable global sourcing platform for offshore metal component production, delivering low cost and consistent quality.

We cast, forge, machine and assemble in steel, iron, aluminum and other metals, with seamless and personalised customer service.

We use a wide range of processes including investment casting, green sand, resin and low and high pressure casting.

Our casting flexibility allows us to supply a diverse range of industries including automotive, agricultural, mining, excavation, construction, engineering and air-conditioning.

Our philosophy is simple – to help grow our customers' business by providing quality metal products, on time and on budget.

Our service is very personalised and we go the extra mile to satisfy our customers.

We strive to understand the unique requirements of our customers' business and how the components we supply need to perform.



The Glenmar advantage

The Glenmar advantage is the outcome of 25 years of casting and manufacturing experience in China.

We supply International customers in multiple industries from our own steel foundry and our proven partner network, using skilled teams and integrated processes to deliver quality-controlled products, on time.



We offer:

Broad manufacturing scope

- We own our own steel foundry in China and together with a network of trusted partner facilities across Asia, we have the ability to produce a broad scope of manufacturing and fabrication options.

Personal customer service

- We offer personalised customer service - going the extra mile, to ensure complete customer satisfaction.

Quality control

- Our team of engineers, quality inspectors and proven control systems consistently deliver quality products.

Best value

- Our customers can securely access low cost casting manufacture through our expertise and facilities.

On time logistics

- Our dedicated customer service, shipping and project management team in Hong Kong ensure your on-time delivery.

Design and engineering

- We offer a full service from casting design, sample development and engineering to production, finishing, inspection and shipping.

China expertise

- 25-years of expertise in China manufacturing and our owned facilities provide the benefit of best value and reduces risk, time and work for our customers.

Global support

- You can discuss your requirements face-to-face with our directors and sales representatives in USA, UK, Europe and Australia.

Whatever products you require we have an integrated capability, which seamlessly manages your metal component manufacture and supply process, end-to-end.

Our engineers quality check every production run to ensure it meets specifications



Quality

We see our business as a service; using our manufacturing expertise to produce our customers' metal components to their design and specifications so they fit perfectly into their manufacturing processes and equipment supply.

We believe that our long-standing relationships and reputation as a committed and trusted supplier are proof that our quality procedures and standards have met our customers' expectations.

As an example, our history of producing components for the heavy automotive industry in USA, UK, Europe and Australia, is a demonstration of our capability, having consistently met the rigorous requirements for tight tolerances and quality.

To ensure we meet consistent standards and high quality, we apply quality procedures at every step in our integrated manufacturing process.

Having our own foundry and teams of inspectors means that quality is integrated and measured throughout the manufacturing schedule. Our engineers set up a Control Plan, which specifies every detail in the manufacturing process: from the initial sample specifications, tooling, production and finishing processes, as well as the quality inspection tests.

Our inspectors personally check every production run against these rigorous criteria, both for our own steel foundry and in our partner network.



Our Glenmar logistics and customer service office in Hong Kong holds an ISO 9001:2015 certification for quality management processes. They adhere to our customer service quality policy, ensuring excellent levels of customer satisfaction, the fulfillment of specific customer requirements and implementation of continuous improvement practices.



Glenmar is a successful family business with 25 years in international casting and founding supply



Our history

"Glenmar Industries has been a dedicated family business from the start in the 1980's when my father Russell Stebbins began sourcing tools from China for the Australian market. He steadily expanded to sourcing castings for customers in international markets in Europe and USA.

Initially, Russell involved the family to support the growing business, with my mother Melva, then myself (Geoff) to lead operations and soon Tim Worsam joined to manage customer sales and service.

We have now built a global network to support our customers with face-to-face contact. Our industry skilled business development managers are based in Australia, UK and USA and we - Geoff and Tim, travel regularly to meet our international customers to ensure we understand their requirements and deliver personal service.

We have established a Hong Kong regional office specifically to be the global logistics connection between our customers, sales, quality and manufacturing.

We took the crucial step of building our own steel foundry and machining facility in China and employed a dedicated engineering and quality team. We have also cemented our manufacturing partner network, supervised by our quality team.

We now have a global customer business, which offers an integrated metal manufacturing service offering a broad range of products, metals, casting and forging processes."

Geoff and Tim

Our personal service commitment to you

Customer Service to our customers is our absolute priority.

On top of that, it's personal and face-to-face. We are a family business and our customer trust has been nurtured over many years and we want to ensure this grows.

Our global customer contact team; directors, client service team and business development managers, are experts in metal casting and component supply. We constantly travel to meet and listen carefully to our customers, then work directly with our factory teams so they understand our customers' requirements.

We are problem solvers. Not only will we meet your specifications but can work with our customers on challenges and come up with improved solutions.

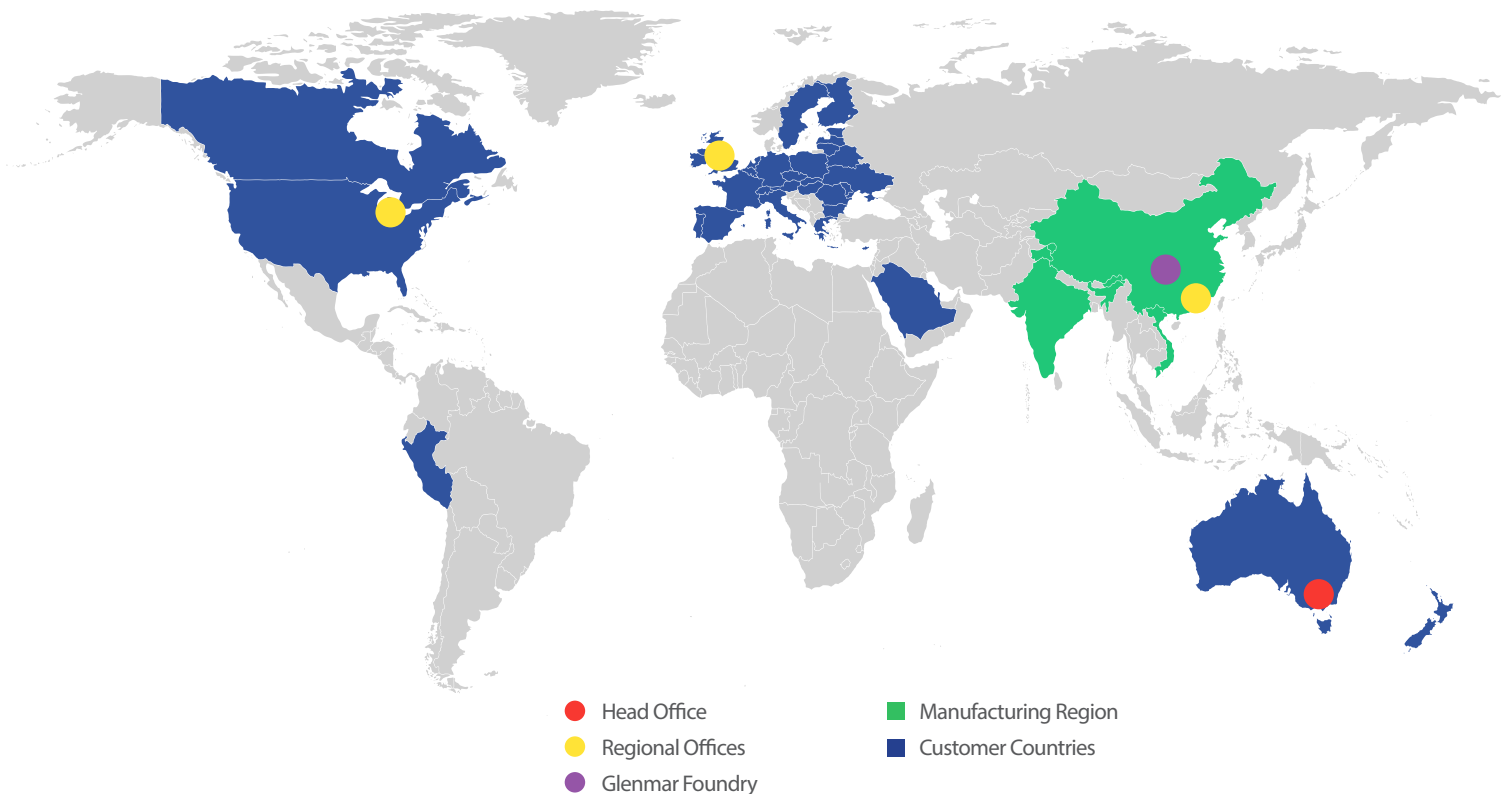
We go the extra mile to ensure we deliver quality, on time and on budget. If anything goes wrong, we fix it.

A global business with boots on the ground in China

We are a global network

Over the past 25 years we have developed a strong home base in Australia and an international customer market in Europe, UK, and North America. We have consistently supplied world-class industrial manufacturers and replacement parts resellers in each market bringing them value with sustained quality and delivery.

We have sales and business development executives for these markets supported through regional customer service offices in Hong Kong and Melbourne. They are ready to respond to your enquiries and will provide a fluid connection directly into our China facility.



Glenmar Hong Kong regional office customer service, logistics and administration

The Hong Kong regional office is our Glenmar global customer service hub and the interface between our international customers, client managers and our production in China.

Our team project manage the entire process, end-to-end: from quotations, design, sample production, the overall control plan, orders, production tracking, coordination of quality inspections, arranging freight, documentation and invoicing.

We offer flexible logistics and low freight rates, in FCL or LCL. Shipping can be into a China location for further consolidation, to the nearest international port, or direct to the company warehouse.

A broad scope of manufacturing capabilities

Integrated manufacturing and supply

Using Glenmar as an expert casting and forging supplier our customers can access the lower prices of China manufacture, reduce risk and eliminate the work of sourcing and managing a range of suppliers.

We take full control and do all the work processes, carry the responsibility and seamlessly manage the end-to-end manufacturing supply, delivering quality components at best value.

Glenmar Steel Foundry

The Glenmar Litai Factory is a purpose built and specialised steel casting facility, which allows us to produce a wide range of steel casting processes in different metals, as well as in house finishing and machining, including:

- High and low carbon steel, alloy and stainless steel
- High and moderate precision investment casting, sand casting
- Machining

Our 12,000 square metre factory has 2 x 400kg electric furnaces, with plans underway to add further furnaces in 2017.





Expert China team

Our 60-strong China team is made up of skilled foundry floor workers, furnace operators, engineers and quality inspectors located in different parts of China so they can work closely with our partner network.

Partner Network

Our well established network of partner facilities expands the range of manufacturing and finishing capabilities to complement our own facility, enabling us to offer a broader scope of services to our customers.

We match our customers' specifications to the right materials, processes and grades, to produce an extensive range of products, performance properties, sizes, weights and costs.

Much more than just third party sourcing, we have built up successful relationships over 25 years into a well functioning and trusted network of partners, who provide a reliable extension of our services.

Our engineers set up a manufacturing Control Plan and interact closely with the facility to inspect and validate the production.

Quotations

We can provide quotations for new products and a competitive offer to your current supply. We can design new components, solve existing performance challenges or provide improved cost or performance for existing components.

Once the quotation is accepted we work from drawings, files or a physical sample to develop 3D CAD files and tooling. We manufacture test samples to validate the design and our production processes.

Processes in Glenmar and partner facilities

	Investment Casting - Precision	Investment Casting	Sand Casting	Die Casting	Forging	Weight Range
Steel – high and low carbon	✓	✓	✓		✓	0.01kg- 2Tonne
Alloy steel	✓	✓	✓		✓	0.01kg- 2Tonne
Stainless Steel	✓	✓	✓			0.01kg- 2Tonne
Cast or grey Iron			✓			0.1kg- 2Tonne
Ductile iron			✓			0.1kg- 2Tonne
Aluminium			✓	✓		0.05kg- 50kg

Legend: ✓ Glenmar ✓ Partners

Manufacturing processes



Casting

Casting is the ideal process when requiring design flexibility for parts which have complex shapes and need precise tolerances and a good surface finish. Casting is best for medium to high volumes of units manufactured.

We offer several casting processes including:

- investment casting of high and moderate precision
- green, resin and waterglass sand casting
- low and high-pressure die-casting
depending on the accuracy requirements of our customer.

Our foundry includes:

- 2 x 400kg furnaces
- Moulded shell roasting resistance furnaces 18000 * 2300 * 1670
- A fast-medium frequency induction furnace
- An automatic wax injection machine
- A semi-automatic shell line
- Hydraulic forming machines

Environmental care

Our foundry has a treatment plant to clean wastewater so it can be safely discharged. We recycle the wax from the investment casting and comply with local government green policies.





Forging

Forging is the ideal process for simpler shaped parts. It provides a stronger material structure for the metal component and is a very stable process, suitable for a wide range of industries.

Glenmar's forging processes include:

- Free forging
- Closed die forging which is made possible by using leading technology including 5Tonne, 3T and 1T forging presses, 1600Tonne friction forging units, punch units and other forging equipment
- Forging sizes range from 0.1kg to 1 Tonne.

Machining

Glenmar has its own machine shop with a wide range of finishing capabilities and we can also use additional specialist processes through our partner facilities.

- NC lathes
- NC milling machines
- Drilling machine
- Bench drill

Finishing

For further finishing of components and special applications we offer:

- 'Tungsten brazing' which adds tungsten tiles
- Adding a vulcanized rubber layer onto the metal casting
- Various coatings including: oil for anti-rust, paint, e-coat, electroplate, hot dipped galvanizing

Assembly

Metal component sub-assembly work includes;

- Gas cutting and welding
- CNC gas cutting
- Plasma cutting
- Semi-automatic welding
- Automatic welding
- Spot welding

Manufacturing metals



Steel

Carbon steel is best for basic structural components and provides a good average level of strength, parts can be less hard wearing.

Glenmar makes many steel components for truck suspension and air conditioning parts.

Low carbon steel is a basic but strong metal, which is easy to weld to other materials.

High carbon steel provides higher mechanical properties which means that the items can be used in higher stress applications like truck suspension and couplings. The low carbon steel does not provide the strength required in these instances.

Alloy steel is used for higher performance properties delivering greater tensile and yield strength and elongation properties.

Glenmar manufactures castings in alloy steel as wear parts in ground engagement tools for agriculture, excavation and mining equipment, where greater durability and strength is required.

Stainless steel has the added benefit of corrosion resistance.

Glenmar produces stainless steel castings for air-conditioning units, which are installed close to the sea.



Iron

Grey or cast iron is a lower cost product than steel as it is more easily poured at lower temperatures. However, it tends to be weaker than other ferrous metals so is used for simple, low cost applications where strength is not critical, such as bearing housings.

Ductile iron, also known as SGI, is created by a process which adds manganese to achieve better properties. SGI is used in the automotive industry. The material has better elongation properties than cast iron so has also been used for clamps in the agricultural industry.

Aluminium

Aluminium is used where lightweight is important without the requirement for the strength of iron or steel.

We produce aluminium parts such as flanges, parts for air-conditioning units and hubcaps.

Glenmar produces parts in a range of grades, malleability, strength and price to meet the mechanical properties specified by the customer.



The industries we supply



Our extensive manufacturing of casting and forging processes supply industries as diverse as automotive, agriculture, mining and excavation, construction and engineering, electrical, transport, conveyor systems, high voltage power transmissions, materials processing and handling.

Automotive

Over the past 20 years we have cast steel and iron components for heavy vehicle manufacturing and the spare part industries in Europe and Australia, producing parts such as suspension components and couplings.

Automotive manufacturing requires high quality casting which follow exact processes and produce precise parts, complex shapes with tight tolerances. We have been a respected and stable supplier to international automotive customers for over 25 years, demonstrating our capability and quality adherence.

Agriculture

Glenmar has many years of experience making the tips and wear parts for broadacre ploughing equipment for Australia's extensive cropping industry, making components suited to all soil conditions, crop types and farm management systems.

Ground engagement in excavation, construction and mining

There are many industries such as construction, excavation and mining which manufacture specialised ground engagement equipment.

We supply a range of original parts to manufacturers, as well as replacement parts to wholesalers and retailers. Examples include teeth for augers, blades for buckets and componentry for hubs, housings and brackets.

We started supplying in Australia where construction and mining are large industries. As several customers have expanded into international markets, we have grown with them to continue to supply their new markets.

Air-conditioning

Large industrial air-conditioning units are a specialised product. We supply cast aluminium elbows and parts of water jacket components. We can provide the high level of casting required, as well as the special serrated machine finishing and specialised pressure and nitrogen testing.



Contact us

"Our customer engagement is of prime importance to us at Glenmar and we welcome your enquiry to find out more about us, discuss your particular needs or request for quotation, or just say G'day."

Tim and Geoff

All general enquiries

Melbourne head office
Telephone: +61 3 9888 6400
enquiries@glenmar.com

Sales

Tim Worsam, Telephone: +61 3 9888 6400
tim@glenmar.com
John Howlett, Telephone: +61 3 9888 6400
john@glenmar.com

UK

Mike Jones, Telephone: +44 7980 700 751
Mobile: +44 1902 700 751
mike@glenmar.com

USA

Dave Fracassa, Telephone: +1 248 840 0370
dave@glenmar.com

Hong Kong Customer Service and Order Management

Telephone: + 852 2254 4299
Facsimile: +852 3690 5711
jenny@glenmar.com
kennis@glenmar.com

Head Office

Suite 2/400 Canterbury Road Surrey Hills,
Victoria 3127, Australia.
Telephone: + 61 3 9888 6400
Facsimile: +61 3 9888 6099

Hong Kong Office

Rm 709, 7/F, Stag Building,
148 - 150 Queen's Road, Central, Hong Kong.