

# Agile ROBOTIC SYSTEMS

Agile Robotic Systems, a subsidiary of John Hart, develops, builds, sells, and supports CNC Machine Tool Loading Systems and Robotic Automation Systems.

John Hart has been supplying the Australian market with general engineering products since 1946. They became exclusive Mazak and Fanuc distributors in Australia in 1963 and 1983, respectively. In 1984 they started their automation and robotics division and in 2009 expanded its automation offerings to America, where they began doing business as Agile Robotic Systems.

With more than 20 years of robot integrated automation experience and over 60 years of machine tool sales, service, and application expertise, Agile was able to penetrate the American market and make a name for themselves as a reputable CNC machine tending supplier.

Focusing on their out-of-the-box Agile Flex range, Agile was able to improve their value proposition by distributing the mechanical design and software development costs amongst a product range.

Agile's primary focus is to make its software and system capacity stand out and ensure customers are self-sufficient once an installation is complete.

Andrew Oliver, Lead sales and Application Engineer from Agile Robotic Systems, shared that from his perspective, Agile's "experience, product range, and skillset allow them to quickly quote cost-effective solutions while remaining flexible enough to handle more complex applications that require careful thought and design."

Their first contact with Elliott Matsuura was in 2019, and in mid-2021, they sold their first system. They've had a steady stream of successful projects in partnership with Elliott Matsuura ever since.

We find it fascinating to have an Australian company with Australian technicians available on the West Coast. Thus, we wanted to know more about Andrew Oliver and his transition to the American market. He shared that he moved from Melbourne to Cincinnati early in 2020 to provide engineering insights behind their concept generation and sale process to help deliver quick turnaround quotes for their Agile Flex, Modular and engineered products.

Andrew has been part of at least ten site installs, although his core focus is sales and application engineering. He is proud to say that Agile has installed over 18 systems in America to date, and they have at least six more installations already scheduled for the rest of 2022.



Andrew Oliver  
Lead Sales & Application Engineer

Rainhouse's core values include passion for what you do because it makes people exceptional at their jobs. Andrew certainly enjoys what he does and he mentioned he "loves being able to see a project through from start to finish and be involved every step of the way. That first moment when the robot starts to dance, and everybody in the workshop pulls out their phones to take a video is a great feeling after being so involved in a project."