

THE LATEST FROM **THE *LOAD OUT***

Edition 6 | Autumn 2020

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- Customer Profile: EquipmentShare
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- 3 Year Warranty



NEW PRODUCT RELEASE
Find out more inside >



Introduction

Logan Hamlin
Sales Manager



Well, we really seem to have started the year off with a bang. With a fast paced start to 2020.

Excavator operators want attachments quickly, which has proved a good thing in that we keep what can be considered an over-supply of attachments ready to ship.

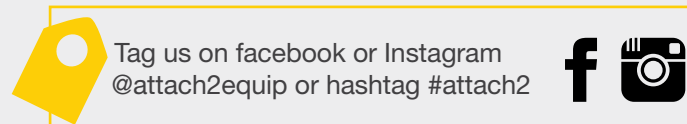
Already the A2 team have been on trips across both islands, covering over 5,700 km's collectively visiting a scope of customers from large to small. We pleased to hear from our customers the fact they have a good forecast of work ahead of them with most of the country benefiting from great working conditions.

We are especially excited with a big splash of new releases and implementing some customer-first initiatives. Starting this year with - our new 3-year warranty policy and Mini-Tilt Coupler (more on this inside).

Not to take rest on our laurels as it were; we are looking forward to making some waves in the market. The Heli-Tilt Coupler, covering the 1.5 -35 Tonne range

is available in New Zealand, and the R&D team have been and continue to work tirelessly in refining designs for more productivity, reliability and ease of use.

Enjoy your read of this Load out and if you have any ideas or suggestions of things you would like to see in here send them through to marketing@attach2.com.



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NEW PRODUCT RELEASE!

MINI-TILT COUPLER

Draw Pin Twin Ram

The simple and efficient tilt coupler for Mini Excavators giving you the ability to tilt all attachments through a range of 70°



MAXIMUM BREAKOUT FORCE



TILT ALL YOUR ATTACHMENTS



FASTER BUCKET CHANGES



PRECISE FIT

BRAINS AS WELL AS BRAWN



Danny White, from EquipmentShare.

Customer Profile: EquipmentShare

EquipmentShare prides itself on offering quality machinery with the telematics software you'd expect from a digger you owned yourself.

Cousins, Danny and Michael White first started working together as boys; the pair ran a rubbish removal business throughout high school and university.

"We always thought that when we grew up, we'd run a business together," says Danny. "It was simply a case of finding the right opportunity."

At university, Danny studied marine engineering and worked for a number of years as an engineer looking after diesel and hydraulic systems on large ships and luxury yachts.

Michael, in contrast, stayed on solid ground, working in construction. There he could see 'pain points' in the industry – things like under utilised machinery and a lack of information on the work and performance of the machinery on site.

This gap in the market for technology in the heavy machinery industry was the opportunity the pair had been looking for and so, in early 2016, EquipmentShare opened for business in Auckland.

"We teamed up with EquipmentShare in the USA," says Danny. "They build world-leading technology focused specifically on contractors' needs."

"They have some really cool stuff regarding rental equipment. We use a telematics package that tracks the machinery, giving real-time alerts on location and hire status. And you can pull utilisation information off it – who's using it, the hours it's working, and all sorts of other helpful stuff," he explains.

"The system is called Track. It gives project managers and site managers a whole lot more insight into the machinery they have working on site. They then have a much better understanding of how well the gear is being utilised, and this helps in decisions like whether it is better for them to hire equipment or buy their own."

▶ Continued on next page >

▶ "The new Attach2 hitch has no hoses to change. You simply pull a pin, drop the bucket, and pick up the next bucket. It will save so much time and frustration".

– Danny White, EquipmentShare.



Watch the video here:

<https://hubs.ly/H0n1CnV0>

“We’re talking many thousands of dollars here – either in rental fees or the expense of buying a piece of kit – so it’s better if these decisions are well informed.”

This technology is not usually available in rental machinery, so by offering Track on all their hire gear, EquipmentShare delivers more to its customers.

“We are on a mission to bring transparency, technology and excellent customer service to the traditionally ‘blind’ hire process. In doing so, we can help contractors to get more from the machinery they hire to get projects done.”

A lot has happened in the past four years at EquipmentShare.

➤ **“It makes the job easier, especially when you’re working in tight spaces. The other key feature of the hitch is the speed and ease they allow you to change attachments”.**

- **Danny White, EquipmentShare.**

Initially, it was just Danny and Michael working out of their site in Mangere in south Auckland. At the beginning of this year, the pair opened their second branch in Silverdale, in the north of the city.

The team has grown considerably too and now numbers around 25.

“We cover the whole of the greater Auckland region,” says Danny. “By opening a branch in Silverdale we are able to stock more machines across a wider range and be more responsive to our customers over the whole area.”

“There is also a lot of development work happening in northern Auckland, with more on the cards. This branch allows us to service this, and to expand further north again, to projects in Northland.”

Expansion, while not a pressing priority, is inevitable, with their reach stretching south to projects in Hamilton and Tauranga.

Demand for EquipmentShare construction machinery is not solely based on the technology it comes with; the machines themselves are young and comprised of the best brands in the industry.

“We have diggers from 1.7 tonnes up to 30 tonnes, as well as access equipment of all sizes, and rollers, dumpers and skid steers.

“We also have a full range of attachments for the excavators – various buckets, augers, and rockbreakers.”

EquipmentShare has purchased five new Yanmar VIO17 mini excavators to go into its Silverdale branch and have fitted them with the latest attachment from Attach2, a Draw Pin Twin Ram Mini-Tilt® hitch. This brand-new attachment is designed for machines from utility class diggers in the 0-2.9 tonne range, giving them a full featured tilt function with any attachment and allows a tilting function on all buckets.

“You usually only get a tilting function on your wide buckets, but this new attachment means you can tilt your trench bucket, for example, giving you a bunch more options,” Danny explains.

“It makes the job easier, especially when you’re working in tight spaces.”

“The other key feature of the hitch is the speed and ease they allow you to change attachments,” says Danny.

“Traditionally, if you wanted to change a tilt bucket, you’d have to take the hydraulic hoses off to do so, which can allow dirt to get into the hydraulics. Also, it can be a bit tricky and time consuming for the operator to disconnect and reconnect the hydraulics.”



One of EquipmentShare’s new Vio17’s fitted with a Mini-Tilt Coupler.

“The new Attach2 hitch has no hoses to change. You simply pull a pin, drop the bucket, and pick up the next bucket.

It will save so much time and frustration.”

Danny acknowledges that while Attach2 are not the first to venture into this territory, he is confident that the Attach2 product is superior, based on the hitch itself and the reputation Attach2 has for quality.

“It’s a solid looking unit,” he says of the Mini-Tilt hitch.

“We have always worked with Attach2 and have had very few issues with their products. In the rare instance that we have, they have sorted it out for us really quickly. Their service and support are excellent.”

“We’re proud of the partnerships we have – Attach2 builds some of the best equipment for rental in the world – and EquipmentShare in the USA truly understands the issues contractors face and is creating exciting software solutions to better monitor machinery on site and help to reduce costs,” says Danny.

“We’re happy to be able to bring these advanced technologies to our customers.”

- Article written by Mary Bell and photos by Seb Kwan-Parsons and Simon Johnston.



Watch the video here:

<https://hubs.ly/H0n1DHj0>

THE LONG HISTORY OF BAY CIVIL LTD

At the end of last year, we got the chance to catch up with Chris Kendrick and Shaun McKenzie of Bay Civil Ltd from Tauranga.

Their story starts over 60 years ago in 1957 when Chris's father-in-law Evan Evans began E.W. Evans Construction. Some 38 years later in 1995, Chris took over as Managing Director, and the company was rebranded as Bay Civil Limited.

In recent years as Chris has slowly stepped back from managing the company, taking on two business partners, Shaun McKenzie – Plant and Operations Manager and Mike Speed – Contracts Manager to help run the business.

Bay Civil specialises in drainage, especially beneath the water table and completes a range of works from kurling and roading right through to the finished article you see at the end. Working mainly in the Papamoa area of Tauranga and more specifically on the Golden Sands subdivision & retirement villages for the last 25 years. Bay Civil has enjoyed a steady flow of work, developing this stunning part of the country, which has only continued to flourish in recent years. (shows no sign of stopping anytime soon.)

Now moving the development stage of the retirement villages, the smaller diggers comes into play a key role in their fleet, which ranges from larger 30-tonne machines down to their 1.8-tonne mini diggers. Now equipping their fleet with Attach2 Heli-Tilt Couplers – first sighting them at R&R Tractors, Shaun immediately recognised the benefit of their compact profile, and low weight combined with the ability to tilt 90° each way.



Shaun McKenzie – Operations/Plant Manager.



Chris Kendrick – Director and Shaun McKenzie – Operations/Plant Manager.

Previously, Shaun didn't feel confident in fitting Tilt Couplers to any excavator below 4 tonnes due to their weight and length unbalancing the digger at reach.

As an experienced Civil Engineer and Land Surveyor, Chris has a keen interest in the latest 3D GPS technology. Shaun explains to us how important GPS assisted machine control is on a site like a retirement village with levels changing more frequently than a typical subdivision; the site requires gradual grading of footpaths and driveways. In the past, they may have half a hectare that is just one level, whereas now, within that half-hectare, there maybe a dozen level changes. The GPS is critical in helping them decipher this as they are working. The machinery is all set up with the

same GPS control system in it (which is synced with engineer and surveyors' systems). As they work, the system gives them all the level changes automatically, saving them time and potential re-work, in addition to an accuracy of 20mm, as opposed to 100-150mm it has been in the past.

Bay Civil has recently set up three new machines with Attach2 Tilt Motors and Wide Buckets including a new Sumitomo 13-tonne excavator fully integrated with 3D GPS and two new Kubota's.

The goal for Bay Civil is to strengthen and refine the company's core foundation and get better at what they do. Keeping their gear up to speed, especially with GPS is key, explains Chris, as well as getting in more fishing!

- Article written and photos by Jacob Hart.



Watch the video here:

<https://hubs.ly/H0n1CYg0>

Customer Profile: Lintonbon Civil

Operator Interview: Jesse Nicholls of Lintonbon Civil

Working on a sizeable subdivision park project for Mckenzie and Parma, Lintonbon Civil's operator Jesse is just the right person with the right machine for the job.

Moving a lot of sticky peat in what was once an old swap in Takanini for a new park project for the booming housing development going on in the area. Although a construction site in its early stages, the water reticulation is well underway, and the job of shaping and creating the park is what Lintonbon Civil is there to help complete.

Jesse mentions that one of the key challenges of this site is the sticky nature of peat that resembles a thick clay. A competent Wide Bucket that enables easy unloading is a must, and with close to 10, 18-tonne trucks to load between the two diggers on-site, it's imperative to get it done quickly.

With the trucks on their way and the return trip taking nearly 2 hours thanks to Auckland's famous traffic, Jesse gets back to developing the shape and contour of the park's future banks. With a fully synced GPS grading system tied into the A2 Twin Ram Coupler and Wide Bucket, work can be carried out to spec with millimetre precision, often what's demanded on these sites.

Having used Attach2 quick couplers since they first came to market Jesse comments on the improvements he's seen in them as the man behind the controls. In particular features like a quicker and simpler coupling and decoupling process, lower profile and a place for GPS tilt sensors to be mounted for precision earthworks.

"So, all in all an improvement since the first time I tried them and that [coupler] I can't fault it what so ever. It does me good and an all-around good job."

- Article written and photos by Simon Johnston.



The wooden broad-walks show just how striking the new park will be.



An early start to shift some sticky peat into the waiting trucks. With Auckland traffic like it is a head-start is appreciated.



The sticky, peaty material on this site can present a bit of a challenge to moving it. Especially after a little rain.



Jesse Nicholls of Lintonbon Civil.



Watch the
video here:

<https://hubs.ly/H0n1CpH0>



3 YEAR WARRANTY ON ALL YOUR ATTACHMENTS

Specify Attach2 as your excavator attachments supplier!

When it comes to delivering Quality Assurance with our range of Attachments, we take this seriously and continually challenge the status quo to find ways to improve and deliver peace of mind to our customers when they purchase new excavator attachments.

However, it's not just peace of mind our customers need; it's the assurance that should something malfunction or have a fault develop; your covered.

That's why as a New Zealand and Australian based business we're officially bumping up our Warranty to 3 Years on our attachments main chassis and structure. When you purchase from a tier 1 supplier, you expect to be looked after, and we're proud to live up to such an expectation.

Why?

We're officially announcing an increase in our warranty length because it matches our brand philosophy; and secondly, we've always gone above and beyond to support our previous 1 Year Warranty.

With one of our core offerings to the market being Quality Assurance and since we offer high-quality gear, it needs to be backed by a warranty that goes the distance too.

We've extended our Warranty from 1 Year or 1,000 Hours to 3 Years or 3000 Hours on our main chassis and structure. Covering manufacturing and material defects and adding assurance that when we say we make quality attachments; we mean it.

No manufacturer or equipment vendor can say they haven't had warranty claims from defects and we're the same, issues do arise, and when we spot that it's

our issue, we step up to help our customers through the problem.

What does this new warranty entail?

Making it Easy is a big part of what Attach2 is about. That's why we're upfront on what our new warranty covers, simply put, it goes 3/1/1.

1. 3 Years Warranty (or 3,000 hours whichever comes first) against the Chassis/Structure from material and manufacturing defects.
2. 1 Year Warranty (or 1,500 hours whichever comes first) against Hydraulic components from material and manufacturing defects.
3. 1 Year Warranty (or 1,500 hours whichever comes first) against Wear Parts and Wearing Components from material and manufacturing defects.

Another Reason to Choose Attach2

All attachments dispatched from 1st of January 2020 will come with the new warranty (*unless otherwise stated). For full details on the warranty see our new policy. Specify Attach2 as your excavator attachment supplier!



Watch the video here:

<https://hubs.ly/H0n1CCP0>