



# THE LATEST FROM THE STACK

- A Rise In Construction
- Central Machine Hire
- Delivering Excellent Service
- Machine Uptime & Maintenance
- Introducing Edge Innovate

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Edition 9 | Spring 2021

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## THE VALUE OF QUARRYING

Central Machine Hire - Read More inside





**OPINION**

# A RISE IN CONSTRUCTION, A RISE IN RECYCLING

**Hello.**

With the addition of the Edge Innovate product range (see the press release on page ..), I wanted to share some interesting insights into the amount of waste generated in our most populous city, which also leads the country in construction demand.

Construction & Demolition (C&D) waste is one area where we can recycle spent or leftover materials. The amount generated through building and developing new communities is staggering

For example, Auckland produces over 700k tonnes of C&D waste each year, accounting for roughly 40% of the city's total landfill volume and is growing.

Surprisingly, curbside refuse generated by households fills just 15% and, in terms of volume, has stayed steady over the last decade.

**C&D waste is broken up into four key segments:**

- Rubble and Concrete – 40%
- Timber – 21%
- Special and Hazardous waste – 36%
- Other waste (e.g. Glass, plastic, paper, metals etc.) – 3%

With Rubble and Concrete making up a large majority of C&D material entering landfill, there is a lot of scope for improvement to prevent it from filling up landfills around the city.

We have been involved in a number of initiatives involving the recycling of concrete and rubble throughout the years, because businesses have seen recycled concretes potential for use.

Once properly processed, crushed concrete produces an excellent basecourse that bonds together quite well, making it an ideal foundation for any project. The recycled concrete binds so well due to the amount of fines and still active cement from the original material.

Even though it has good characteristics as a basecourse, we have observed that many engineers and some contractors are reluctant to use recycled concrete in their projects because they



**We recently used recycled concrete in the foundation of our new head office and workshop in Masterton, of course using our own equipment.**

are cautious of materials they are not familiar with. Recycled concrete is only a 'new' concept to us here in NZ, but not in many other countries, which have been using recycled concrete in construction projects for decades, and in some cases, primarily recycled material.

For example, in the 1940s, when reconstructing Route 66 in the Illinois section, contractors recycled the existing pavement and reused it in the new road.

From my experience crushing and using recycled concrete, I can say that it is a more than adequate product and forms a highly durable and easy to work with base. We recently used recycled concrete in the foundation of our new head office and workshop in Masterton, using our own equipment to make it on-site.

In Auckland Transports recently issued "Specification for infrastructure works for the supply of aggregates", there is now a specification for certified Recycled Crushed Concrete in ATAP40, ATAP65 and ATAP20. This specification should give more contractors and engineers confidence to use recycled concrete in their projects.

**Bert Hart, Sales Manager**

*Bert Hart*

The EDGE Slayer XL is here!



Machines are rolling in for the 2021 Demo Day, the new K6 waiting in the yard.



## PROJECTS ON THE GO!

Working on a project, using E2 equipment?



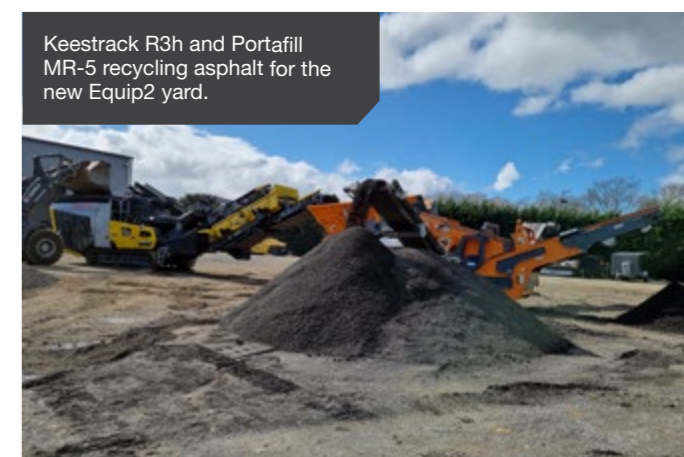
Tag us on facebook, Instagram or LinkedIn;

@equip2solutions or hashtag #equip2



Equip2 set up at the Quarry Conference held in Wellington.

Keestrack R3h and Portafill MR-5 recycling asphalt for the new Equip2 yard.



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<https://hubs.ly/H0m49Qj0>





## Customer Profile: **Central Machine Hire**

# AGGREGATE RESOURCES DEMAND

CMH's is based in one of New Zealand's most picturesque locations, the resort town of Wanaka. The town hums all year-round, and there's a lot going on beyond skiing, caravans and of course, the sweeping turquoise lakes and snow-capped Alps.

Like the alpine environment, CMH calls home, the size of the business is easily misjudged and is much larger and varied than initial impressions.

### CMH's Growth

Starting as a landscape business with just a single tractor, the business has grown substantially over the years. CMH is part of a group of companies in Otago and Southland directed by Allan Dippie.

Forming a chain of vertically integrated businesses, CMH provides general contracting and quarrying services to the other group businesses like Willowridge Developments Ltd, which takes care of residential and commercial development projects. CMH's growth has followed Willowridge, and things have never been busier in Wanaka.

CMH now boasts over 55 staff, a late model fleet of earthmoving equipment, trucks, cranes and HIAB's, not to mention the 200


pieces of restored vintage equipment in their museum.

Their passion for equipment, particularly CAT and MACK, is a big part of the culture at CMH. They run an extensive collection of classic MACK trucks along with an impressive array of vintage earthmoving machinery and farm tractors.

Currently, CMH is working on Three Parks, "the biggest development on the programme at the moment", according to Allan. It's a long term mixed-use development covering 100 hectares and creates a brand new town centre.

There are still thousands of cubic metres of earth and metal to shift before the project is complete. Work in the commercial and retail areas has progressed steadily, with large franchise retailers already set up in the area with more in construction.

Although COVID brought about some uncertainty for many developers and contractors, Three Parks has steamed ahead; even with a large tourism-dependent economy, things have never been busier for this group of businesses.

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#### The Aggregate Supply Problem

In 2014, the demand for aggregate resources for CMH's projects reached a tipping point; local resources could just not keep up with the quantity and spec for the ongoing developments; the shortage was holding up jobs and extending completion dates.

CMH initially started crushing and screening using extracted river rock but quickly came across consent issues and needed to locate more and more material to keep up.

Additionally, the ambitious 100 hectare Three Parks mixed-use development was starting and "No local quarry would have been able to supply the necessary aggregates for the project", says Allan.

Seeing an opportunity in nearby Luggate, Willowridge purchased a 250-acre block of prime quarriable land sitting above the valley and started extraction, crushing and screening works after a successful resource consent process.

Starting a new Quarry from scratch was a challenge; however, the new Quarry turned out to be a real boom for CMH. The original quarry equipment was a small Jaw Crusher that had served the company well for river extraction.

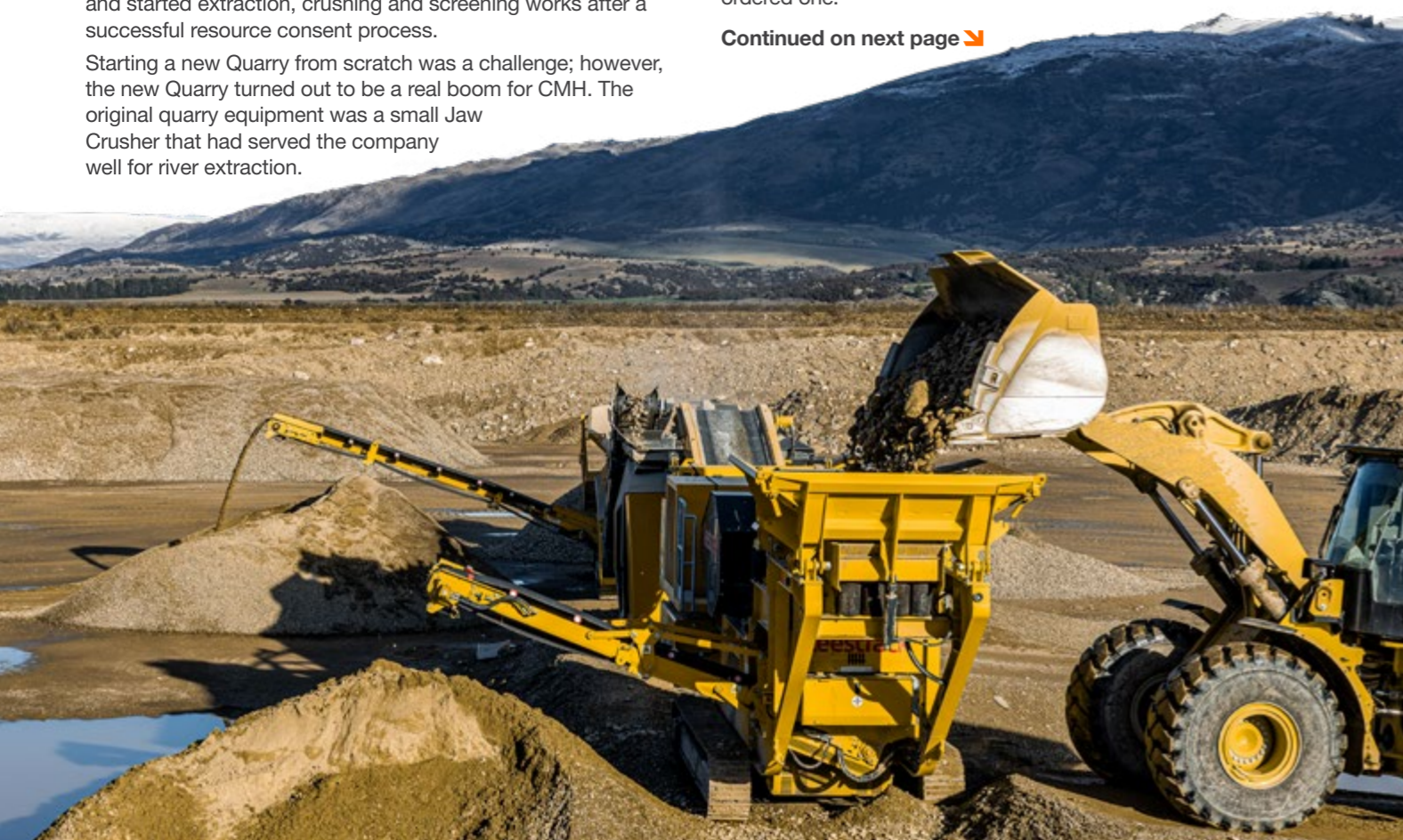
#### Buying Crushing and Screening Equipment

To continue to meet the demand for the companies development and construction projects, increased throughput was needed. Allan and Jason started approaching and talking to various suppliers to supply the needed crushing and screening equipment for the growing Quarry.

A big part of that buying process involved suppliers understanding what they were trying to do and where the new Quarry was sitting in terms of its capability and goals.

And for Jason, one of the primary reasons he selected Equip2 was "they came to visit us, saw what we were doing, what we were using, and they asked good questions; they cared. They put forward what we saw as a meaningful solution for the Quarry." Then after seeing the new Keestrack R3 Impact Crusher, they ordered one.

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“noticed an improvement in the R3h over the R3, more throughput off the conveyor’s thanks to the bigger screen, and better wear on the new chamber plate design.”

– Jarrod Lees / Quarry Operations Manager







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The new R3 was a considerable step up for the Quarry and for Operator Jarrod Lees, a bit of a learning curve but a welcome challenge. CMH was impressed with the performance of the R3 impactor that they also purchased a K4 Scalping Screen, and S5 Tracked Stacker, enabling them to produce high-quality products like NZTA40 and local roading specs.

And just like CMH expanded their Quarry, they expanded other parts of the business, adding Cranage and HIAB's to the CMH's growing capabilities as well as additional loaders and equipment.

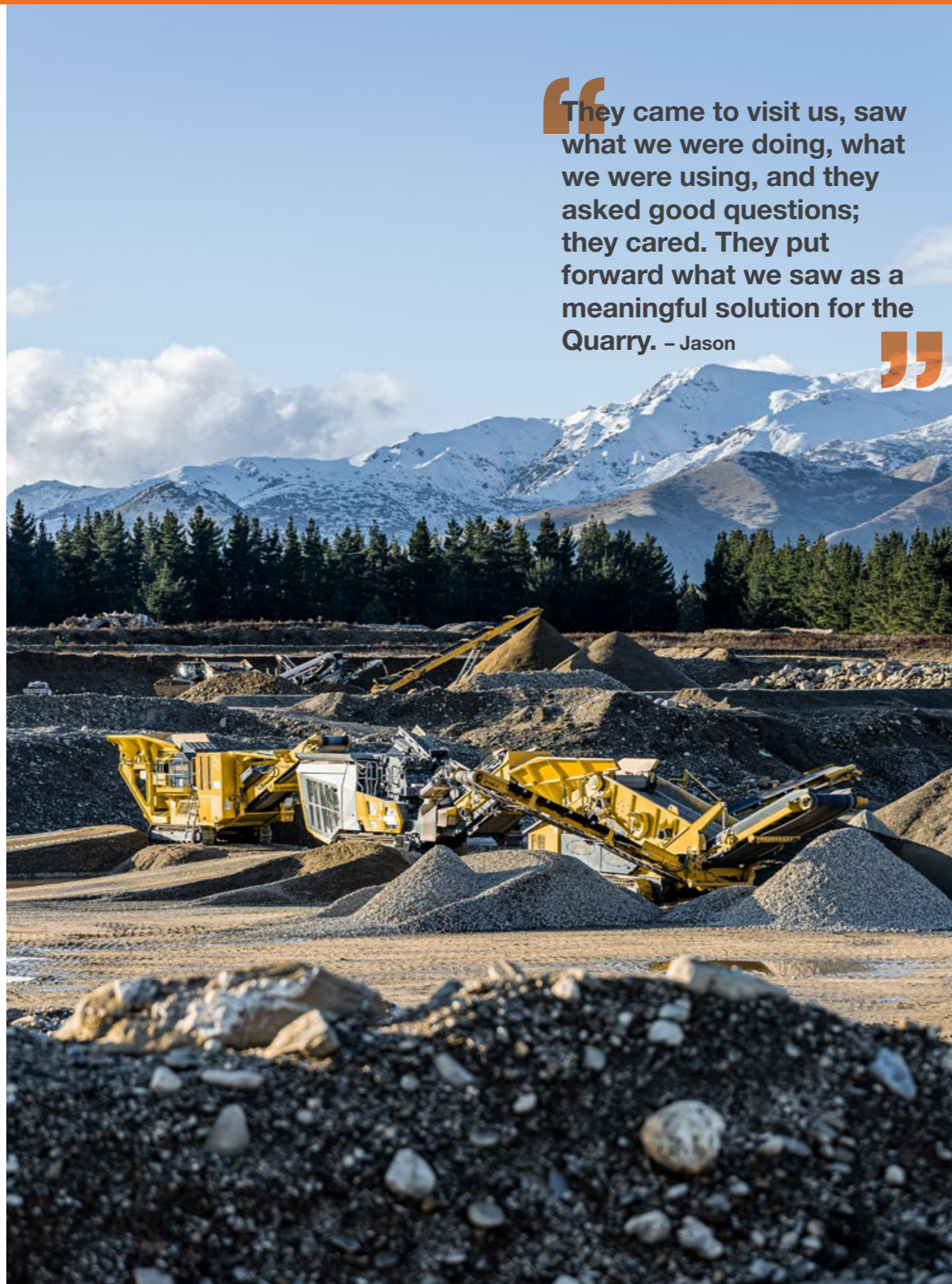
**The Value Of Quarrying**

The Three Parks project and Willowridge Developments Ltd residential subdivision projects proved just how valuable the vertical integration of CMH's contracting and quarrying arms are to the group. The Quarry provides all the necessary aggregates to construct everything from roads and footpaths to car parks and services.

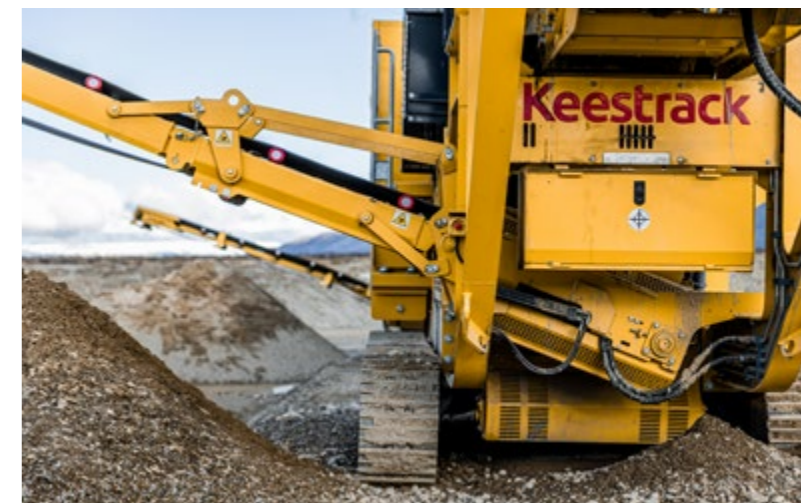
Eventually, it was decided to trade the R3 for the new R3h impactor and purchase an additional crusher, a Keestrack B3 Jaw Crusher, further adding capability and throughput to the Quarry. Allan says it worked out well.

"The R3 had around 5,000 hours on it when we traded it, but we got an excellent trade-in price for it from Equip2, and it shows how well Jarrod has looked after the equipment."

Jason is at the forefront of CMH's activities. Still, his favourite is the Quarry, "it's new and exciting for us, it's got so much opportunity and there's a lot to learn about everything, like layouts, configurations and you're going to achieve something."



“They came to visit us, saw what we were doing, what we were using, and they asked good questions; they cared. They put forward what we saw as a meaningful solution for the Quarry. – Jason”



**Scaling Up Results**

The latest Keestrack R3h, B3, along with the K4 and S5, were all showcased at the 2021 Wheels at Wanaka, which was held last Easter, with Equip2 becoming a sponsor of the event. After Wheel at Wanaka, the new equipment was delivered to the Quarry, received by Jason and Jarrod.

"I noticed an improvement in the R3h over the R3, more throughput off the conveyor's thanks to the bigger screen, and better wear on the new chamber plate design," says Jarrod, who was running the equipment in daisy chain configuration of the B3, R3h and K4 to produce a variety of products including a 40-20mm ballast.

"The R3h stays here at the quarry as it makes all our different specs," says Jason, "the B3 is a new addition, allowing us to take the bigger quarry rock and resize it for the impactor to shape, giving us more throughput with the larger stuff and better wear. We also use it for contract crushing as we have more machine resources; one of its recent jobs was crushing way up in the Hunter Valley."

The key part of CMH's quarry success really comes down as Allan said "we quickly got very good at it, and we have access to a very high-quality supply of material to use. The support from Equip2 has been very good, and Jason has said the same to me, and he can be hard to please!"

The partnership between CMH and Equip2 has been extremely successful because of CMH's passion for their equipment and preventative maintenance planning and Equip2's rapid parts, service and technical support, proving that it's more than good equipment that gets results.

– Article and Photos by Simon Johnstone



# WHAT DOES IT TAKE TO DELIVER EXCELLENT SERVICE?



When you think of excellent service, what comes to mind first?  
Is it a fast response to your enquiry? A friendly interaction?  
A quick resolution? And what about no surprises?

Likely your thinking it's a combination of those things, not one thing achieves an excellent service result, it's a combination of small and big things that make the overall experience a positive one.

When it comes to buying machinery in the Quarrying industry, service is regarded as one of the most important factors when considering equipment.

Processing Equipment for a Quarry is like a Truck for Transport; it's the primary pillar of the businesses operations and ability to generate revenue. Any business that has a heavy reliance on one 'thing' to work for it to operate will always want to reduce its risk should that 'thing' stop working.

For a Transport company, it would likely consist of active management of maintenance, frequent checks, appropriate insurances and best practices operating the Truck, with the goal being that the business reduces its risk of a breakdown. And continuing on this theme of Transport, the business would

have done one key thing before buying the Truck they're going to rely on every day. They would have evaluated the service they will receive to keep the Truck operational, and like most evaluations, it would have included many factors like parts, localised expertise, reputation and accountability.

#### Reputation

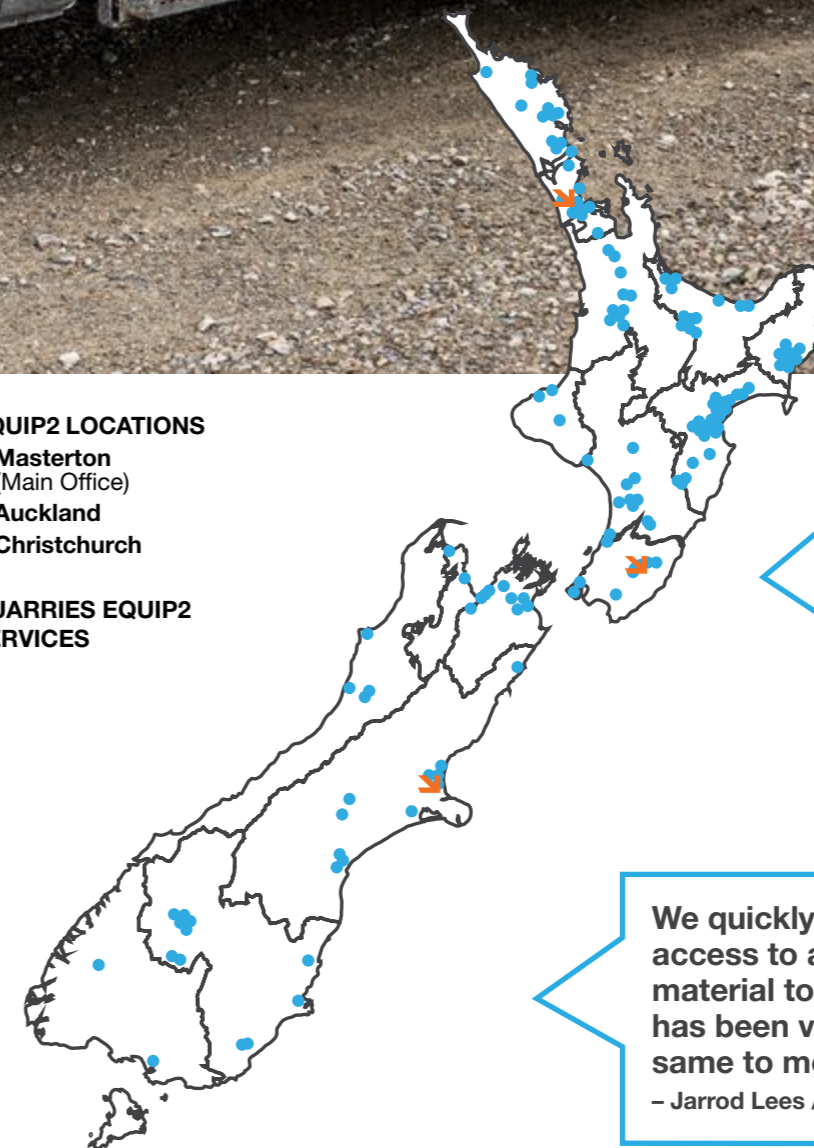
Reputation is incredibly important to B2B businesses as over 80% of business buyers will trust a recommendation or review given by someone else in the industry regarding a company they have worked with; compare this with only 5% who trust the salesperson. That's not to call salespeople liars, but we'd place more trust in an unbiased review from a peer than start with how the business we are looking to purchase from says they will help us.

Once you've established a business's reputation, you can then look at the mechanisms to properly service your business. Talking to Equip2's Manager Bert Hart, we gather that he and

#### ▶ EQUIP2 LOCATIONS

- Masterton (Main Office)
- Auckland
- Christchurch

#### ▶ QUARRIES EQUIP2 SERVICES



I would recommend Equip2, their quick and easy to get hold of, and their support is great and well known.  
- Ian Butcher / Central Environmental

We quickly got very good at it, and we have access to a very high-quality supply of material to use. The support from Equip2 has been very good, and Jason has said the same to me, and he can be hard to please.  
- Jarrod Lees / Central Machine Hire



**“You could then take a much larger national Quarrying business, and they likely have their own workshop and maintenance staff, so they want from us more around training to make their staff the experts, fleet and parts management. We tailor our whole approach to what the Quarry needs, and we do this at the start before they even buy the machine.”**

– Bert Hart

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the wider company take a lot of pride in their reputation and are drivers of their frequent publishing of customer stories and reviews in their publications.

**Support Mechanisms**

Quantifying how ‘good’ a company’s support structure and customer satisfaction with the service can be broken down into the systems that give positive experiences, consistent success is not by chance.

How does Equip2 meet their claim of consistent success? The facts paint the picture. A primary component of the service capability of Equip2’s workshop is its staff. Equip2’s business is solely based on Processing Equipment and their staff; there are six dedicated service staff each with a specialisation in the field, hydraulics, engineering, automation, and heavy mechanics.

The proof is that Equip2 focuses on quality of service by providing quarries with support from people who specialise in their equipment rather than outsource the on-site servicing to the closest diesel mechanic.

**Central and Local**

Equip2 has one central location and speaking with Equip2 staff and Quarry owners indicates that how local a Processing Equipment Supplier is to their business is a factor to perceived service-ability.

Quarries want support, especially reactive support, to be quick, and a local supplier could indicate faster support as travel is reduced.

Equip2 understands this and seeks to get the best of centralisation and national distribution.

How so? Centralisation of the workshop, people and parts has more benefits than spreading them out. Travel time is not the most significant factor in Equip2’s operation planning; it’s availability. Consider that even with a locally based service department, a Processing Equipment suppliers speed is determined by who and what they have available, their ability to prioritise and their workload.



**“A contract crushing business may not have a dedicated mechanic and so they need from us the ability to react quickly when needed, but since they’re moving about and tackling all sorts of jobs, they also benefit from help with practical help.”**

– Bert Hart

An approach of purely reacting quickly to support needs of Quarries may tick the boxes of ‘good’ support but not necessarily of ‘excellent. Because as we discussed at the start, a Quarrying business relies heavily on its equipment to be profitable.

Bert says that their goal is to be the best in the industry for service and support and that to achieve that, they had to do more than just be there; “we see that everything in a way is connected and that pro-active support means less downtime.”

“For example, a contract crushing business may not have a dedicated mechanic, and so they need from us the ability to react quickly when needed, but since they’re moving about and tackling all sorts of jobs, they also benefit from help with practical help.

By helping them proactively manage their equipment with best practices and advice, we’re also supporting them reduce their risk. But you could then take a much larger national Quarrying business, and they likely have their own workshop and maintenance staff, so they want from us more around training to make their staff the experts, fleet and parts management.

We tailor our whole approach to what the Quarry needs, and we do this at the start before they even buy the machine.”

The holistic approach means that everything is connected, pre-sales and choosing the most suitable machine for the job, training, expert advice and then support.

Excellent support is something you expect from a business that specialises in its field.

– Written by Simon Johnston



By centralising all key assets, Equip2 is able to invest more in staff, a singular large warehouse, workshop, and offices to support a high rate of availability. If you were to distribute more of these assets across the country, your investment in service would consist more of the sites than the actual ability to support your customers. Equip2 does have satellite offices and service vehicles in Auckland and Christchurch as requirements to support machines across the country have steadily increased; they have responded by locating necessary assets to those areas to speed up support availability.

A Holistic Approach



# MACHINE UPTIME & MAINTENANCE

Maintaining these large capital investment machines properly is something that can make a big difference to your business and getting the best from your equipment.

There are a range of things that need to be done to keep them running at their optimum and being proactive means doing maintenance often and building it into a daily routine.

Jeff Pickett, Senior Technician for Equip2 outlines what good maintenance is for a Quarrying Plant whether it's mobile or fixed, and gives advice on how these different types of maintenances aid uptime and profitability.

## Why Maintenance

Though it may seem obvious, outlining the different types of maintenance and what they involve helps everyone understand the process and how it improves operations.

To understand the first major reason why Quarries need a good maintenance schedule, one should ask, what happens when the machine isn't running? The answer is simple, the Quarry will be losing money; which is also the same for a plant that isn't running as well as it could be.

Proper maintenance enables efficiency, which improves the return on investment by ensuring the plant is always running at its optimum.

Proper maintenance also reduces risk. When a machine is tuned, serviced, and regularly checked, there are more opportunities to discover issues that need attention thus reducing the risk of a failure, which wastes both time and money.

This decreased risk directly translates into increased uptime and better ROI. The ultimate goal of maintenance is maximising uptime while decreasing risk to make the machine as reliable as possible, so it can run day in day out without interruptions to regular processes and keep making money - or as we like to say the most profit per tonne.

## The Types of Maintenance

When approaching maintenance, it is important to distinguish the different types of maintenance there are, and when they should be done.

Understanding what types of things need to be checked, serviced, or replaced, and when; will lead to a maintenance schedule that will greatly reduce downtime, and increase the efficiency of the machinery to reach optimum output.

There are three main types of maintenance:

### • PREVENTATIVE MAINTENANCE

- Regular daily and weekly maintenance.
- Daily pre-start checks.
- Keeping the machine clean.
- Recording outputs.
- Greasing and other machine-specific tasks.

### • SCHEDULED MAINTENANCE

- Scheduled hour based services with time reserved to do it.
- Oil changes.
- Wear part replacement.
- Rectifying issues found in daily checks.

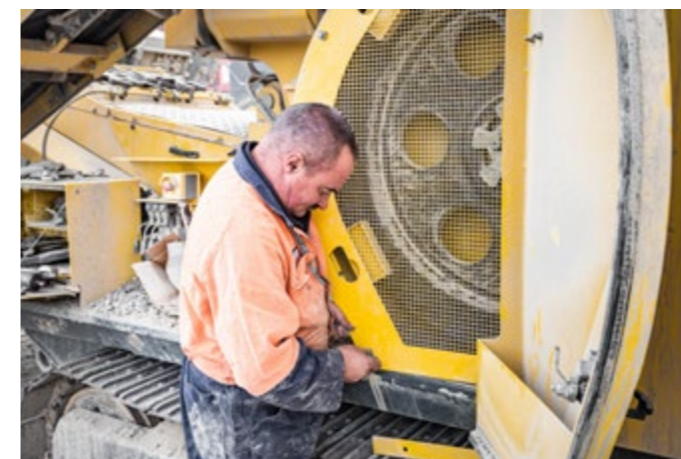
### • CORRECTIVE MAINTENANCE

- Breakdowns and fixes that are unplanned.
- This is the type of maintenance to be avoided.

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Make sure to make time for scheduled maintenance.



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Ideally, a solid combination of Preventative and Scheduled Maintenance results in never having to do Corrective Maintenance.

Something that techs see occasionally is “run to failure.” This is where an avoidable issue has become a serious problem that causes the machine to fail, break, or stop.

When this happens there’s only one question to ask, how much was gained versus lost, with these breakages, the answer is always more lost.

**Tips for Good Maintenance**

There is a range of things that will help with machine upkeep, maintenance and problem identification, which is good practice to follow.

**Staff Training**

- Train staff to know what optimal running feels, sounds, and looks like, so they can catch issues sooner.
- Make time for staff to learn and train on a new plant.
- Training is a tool, and the better equipped your staff are, the better your processes will run.
- Ensure all staff are part of machine inductions, then re-do them later with more training.

**Pre-Start Checks**

- Just do them, something is better than nothing, and they don’t need to be complex.
- Make a pre-start checklist.
- Get machine-specific checklists, Equip2 has them for free.
- Keep a KPI and create accountability.

**Correct tools**

- Get the right tools for the job.
- Keep tools and spares with the machine.
- Every tool you equip your team with is a tool they can use to do their job better.

**Remote Management**

- Use remote management software to track performance.

- Remote management software helps achieve accurate reporting.
- You can’t measure what you don’t track.
- Remote management systems allow support techs to adjust settings and solve problems remotely and quickly.

**Parts**

- Keep mission-critical parts on hand.
- Get a service trailer that will be kept with the machine that is equipped with wear parts and consumables.
- Keeping necessary parts on hand removes the wait time to order and receive parts you regularly go through.

**Relationships**

- Build a good relationship with your equipment supplier.
- They have lots of knowledge which can help you run the equipment better.
- They are there to help, so don’t hesitate to ask questions.

**Just Do it**

Maintenance has the potential to turn into a much bigger and more expensive process if it’s left and not done.

The most cost-effective way to keep the plant running is to keep everything serviced, checked, and in good working order. When things aren’t kept in that condition, you can expect expensive breakdowns.

– Written by Tristan Tolley

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MAINTENANCE  
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A weekly checklist - to help track your machines daily checks, wear, and prevent unnecessary repair costs!



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Jaw Crushers  
Cone Crushers  
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# PRESS RELEASE: EDGE INNOVATE



## Equip2 Limited is entering the waste processing market with EDGE Innovate

Equip2 Limited (Equip2 Processing Solutions) is expanding its processing range of equipment by partnering with **Edge Innovate** as its exclusive New Zealand Distributor.

EDGE Innovate. (NI) LTD (EDGE Innovate) is a UK manufacturer and exporter of Recycling and Material Handling equipment founded in 1990.

Edge Innovate's equipment fills an important and growing industry in New Zealand to service the waste minimisation industry. Edge Innovate states that their equipment is "built with one common central design principle; to minimise operational costs whilst improving production efficiency."

Existing EDGE Innovate equipment owners and the waste minimisation industry will be competently supported by an experienced dealer with nationwide service thanks to Equip2 Processing Solutions' experience and success in the processing equipment sector and allied industries starting September 2021.

Today's waste minimisation efforts seek to reduce waste entering the landfill by diverting it to be recycled or reused. The EDGE Innovate range of equipment is designed to aid companies and councils in better waste management.

The EDGE Innovate Range of products is focused on waste processing, recycling and material handling. The range consists of Shredders (for processing waste), Trommel Screens (for

separating waste), Air Separators and Picking Stations (for separating waste) and Material Handling equipment (for stacking and loading material).

Equip2 Processing Solutions will supply a variety of waste and recycling subsectors with various applications and needs for processing equipment suited to them. Equip2 Processing Solutions have identified these key areas that will benefit most from the EDGE Innovate range.

**C&D Waste** (Construction & Demolition Waste)  
In most significant regions of New Zealand, particularly those with high development growth, C&D Waste is the largest bulk contributor to landfills. C&D Waste is also the most readily recyclable, with concrete and timber accounting for the majority at an estimated 70% of total volume.

Concrete and timber are straightforward to process, and Equip2's existing range of mobile crushers complement EDGE Innovate's range of shredders to cover these materials processing.

C&D Waste represents the biggest potential of the EDGE Innovate range to New Zealand as processing this material has an environmentally positive effect and is profitable to businesses and contractors.

**“ built with one common central design principle; to minimise operational costs whilst improving production efficiency. – Edge Innovate ”**

### General Waste

A large proportion of New Zealand's general waste is processed through transfer stations to landfills. General waste gets handled and transported multiple times, and equipment that increases efficiency also decreases the environmental cost. These operations can use the EDGE Innovate shredder range to break down the high displacement, low-density material for more efficient transportation.

### Green Waste

Green waste is an already established and thriving subsector with minimal disposal issues. The EDGE Innovate range works seamlessly in this application as the principles of equipment usage transfer over from other waste initiatives.

### Tyre Waste

Tyre waste is another identified area for waste processing improvement due to tyres higher resource cost to process. Effectively processing tyres using the EDGE Innovate shredder range opens up new avenues of tyre waste minimisation. Tyres have been approved for burning as fuel in cement production facilities that meet government requirements and other factories are likely to follow suit.

Equip2's mission is to improve profit per tonne for processing businesses, whether a quarry, contractor, recycler or landfill.

As identified in the previous key waste minimisation areas, EDGE Innovates Shredder range will be one of Equip2's key product lines, EDGE Innovate also offers other equipment the offer parallel benefits based on use-case.

– Written by Jacob Hart

➤ For enquiries, please contact Equip2 for more details.



# INTRODUCING EDGE TO EQUIP2

The EDGE Innovate Range of products is focused on Waste Processing, Recycling and Material Handling!

## SCREEN

Separating Waste

TRT622 Track Trommel



## SEPERATE

Separating Waste

MC1400 Material Classifier



## STACK

Stacking & Loading Material

Track Stockpiler



## SIZE

Mineral Sizing

RS1500 Roll Sizer



**SHRED / SLAYER XL**  
Processing Waste



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