

# SAFESMART SNAPSHOTS

CONSTRUCTION - AVIATION - MINING - DEFENCE - TRANSPORT

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SPECIALS**  
INSIDE

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SafeSmart launches in South America.

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ED. 1 | JULY 2023

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IS COMPLIANCE IMPORTANT TO YOU? Find out how SafeSmart has the answers, with the launch of our Crowd Control Barriers.

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 **SAFESMART  
ACCESS**  
Reaching new heights



**Alf Dartnall**

General Manager

FROM THE  
**GENERAL MANAGER**

In the first half of 2023, SafeSmart has seen remarkable growth, groundbreaking solutions, and a redefinition of excellence in the access solutions industry. An essential element of our success comes from our collaboration with our international branches, with staff visits from France, UK and New Zealand to our head office in Sydney. We also look forward to the visit of Directors and staff from our Canadian and US branches in July. This global convergence will strengthen our network and enhance our ability to deliver exceptional access solutions worldwide.

As we reflect on the projects we've worked on over the past few months, the diversity of what we're privileged to provide at SafeSmart becomes evident. Within the construction industry, we've continued strong partnerships with major projects across Australia. Proscaf and Conquip product sectors have become beacons of innovation in the construction industry. Collaborating closely with our Delivery Partners, we've witnessed the transformation these innovative solutions bring to major contractors.

SafeSmart endeavours have broadened into the mining industry in both domestic and international fronts. Coincidentally the SafeSmart site auditing service has gained widespread acclaim, empowering clients to make well-informed decisions about work platforms and access solutions. Regardless of challenges posed by site conditions and location, our dedication to elevating work sites and enhancing safety standards remains.

When it comes to Defence and Aviation, SafeSmart has truly soared to new heights. From our collaboration with an Australian Commando regiment to providing groundbreaking access platforms and docking systems for aircrafts on a global scale. With two of the largest contracts in SafeSmart's history nearing completion, ensure you follow SafeSmart on social media and don't miss out on these exhilarating announcements.

The next few months are promising for SafeSmart. We are expanding our Engineering, Production, and Project Management teams to further enhance our capabilities. Our commitment to our tagline, 'Reaching New Heights,' remains unyielding as we continue to push past the boundaries of expectations, inspire innovation, and embrace the endless opportunities that lie before us.



Headstock Access - SCAW Project



Feeding the Troops - Rosehill

FROM THE

## ENGINEERING TEAM

The SafeSmart Engineering team has been very active in the last 5 years due to the continuous growth of the business and increased demand from clientele.

Adhering to Australian, Safety and Regulatory compliances is an essential part underpinning our integrated technical services. Our Products are supported with our inhouse drafting, engineering and technical data services, enabling designers and installers to have a streamlined process to deliver appropriate solutions to their respective clients.

We recently completed an exciting project that entailed a new application for our Proscaf steel system in conjunction with our Hushtec acoustic panels for Oran Park. Carlos Valverde spearheaded the project and created an innovative design for a retractable Acoustic curtain on site.

We look forward to new and exciting challenges as we continue to develop the expertise of our team members, and remain steadfast in delivering exceptional results, and meeting the needs of our clients.



**Joseph Lo Presti**  
Engineering Manager

# SIMPLIFY YOUR SEARCH EXPLORE THE **NEW** SAFESMART SOLUTIONS SELECTOR

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Answer 3 questions  
about your access  
challenge



Review our  
recommended  
solutions



Add solutions  
to my quotes



Download, email  
or print our  
recommendations

# GLOBAL EXPANSION: SOUTH AMERICA



SafeSmart Access is reaching new global heights, with a recent expansion into the region of South America. Thorough investigation and research show that within the Mining sector there was a desperate need for Aluminium Access Platforms.

A SafeSmart branch was promptly established in Santiago, Chile. Work quickly commenced with SafeSmart representatives visiting various worksites, doing what we do best, providing height access solutions tailored to our customer needs.

'We identified Chile as a potential growth region for height access solutions for both workshops and field maintenance teams,' notes Ethan Trimmer, Business Development Executive at SafeSmart Access.

## WHAT WE LEARNED

Whilst in South America, Ethan was able to visit numerous mining sites and interact with various end clients, which proved vital to gauge an understanding of the work culture surrounding safety and identifying the similarities and differences between the Australian and South American industries.

One thing that stood out was the lower level of statutory measures put in place around Height Access. A mining worksite can be extremely dangerous without the correct safety precautions; by no means was the South American standards below par. However, when compared to the Australian mining industry standards, South America was not as advanced.

The Australian mining industry has come a long way in identifying the risks when working at heights and mitigating them with the relevant ergonomic work platforms. Although South American mining sites were equipped with steel mobile platforms, workers would often avoid using the equipment due to the complexities involved operating the platforms.

Each mine worksite had a risk and a safety mitigation officer, this is a stark comparison to Australia where these areas would be covered by a safety officer. 'This trip gave us insight and helped us see the eagerness for improving safety in every possible facet,' says Ethan. It was evident that especially around height access, there was a lack of both practical and relevant support for the onsite teams.



**OUT WITH THE OLD  
IN WITH THE NEW** →



### THE SAFESMART SOLUTION

SafeSmart provides a solution-based approach towards identifying risks, utilising the SafeSmart Access Audit process, customers were able to gauge the risks presented on their worksite. Along with the site audit, interacting with the on-ground teams provided much greater insight when providing the customer with the right solution.

The process was well received by the on-site teams, who were very keen to improve the safety and wellbeing of their workers, beginning with replacing their existing equipment with safety compliant products.

This highlights everything SafeSmart Access embodies, there is no one-size-fits-all model. We tailor solutions to the needs of our customers, resulting in a more efficient worksites compliant with all safety requirements.

**OUT WITH THE OLD  
IN WITH THE NEW** →



# CROWD CONTROL BARRIERS

Safety of pedestrians is just as important as worksite safety. Prevent large groups of people from entering hazardous areas with SafeSmart Crowd Control Barriers, launching in Q3.

**SafeSmart** has become more involved in temporary works solutions with major contractors in the building and civil infrastructure industries. We've noticed recurring feedback from these clients in regards to the suitability and availability of crowd control barriers.

## A COMMON COMPLAINT

The major concern among these clients was that barriers that are available in the market are not suitable to accommodate the impacts imposed on them when in use. SafeSmart took this forward with various industry groups, and it was clearly identified as an issue in the construction industry.

## WHAT CHANGED?

In 2022, A revision of the AS4687 relevant Australian Standard for temporary fencing & hoardings was released.

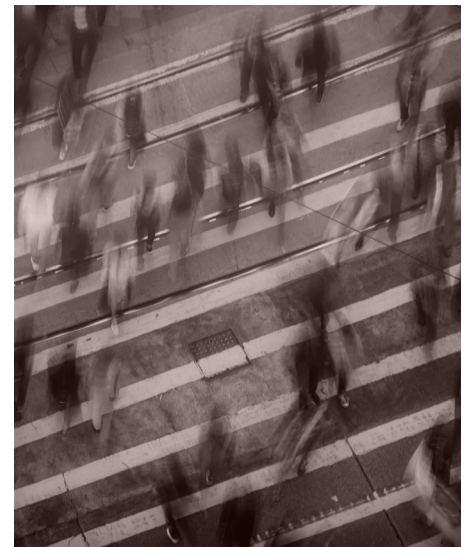
For a barrier to comply with the requirements of the standard, the barrier must be able to withstand a stated tension force.

Feedback from major clients and market analysis made it evident that barriers that are readily available, were not compliant to the AS4687.2: 2022 stability requirements.

## THE SOLUTION

Our well-equipped SafeSmart engineering department, in collaboration with Tier 1 contractors in the Building, Civil Construction, and Events space, developed the **SafeSmart Crowd Control Barrier**.

Our newly developed barriers comply with the relevant stability requirements of the standard, and the **'SafeSmart Red'** powder coated finish provides a great visual aid for pedestrian delineation.



# FREE

## UE MEGABOOM\*

PROMO CODE: CCBUE23

WITH EVERY PURCHASE OF **100** CROWD CONTROL BARRIERS  
**\$6,400**

\*(PRICING EXCLUDES GST AND FREIGHT - E&OE) WHILE STOCKS LAST



## SUCCESS STORY: DOWNER EDI RAIL

Downer EDI Rail partnered with SafeSmart Access and developed a height access solution designed to provide safe access to all areas across the front of the train.

Train maintenance is a critical task that requires specialised equipment and trained personnel. The Auburn Maintenance Centre in Sydney maintains several trains, including the Waratah Trains, Sydney Growth Trains, and the Millennium Trains.



One of the biggest challenges faced by the maintenance team was the safe access to the front of the trains for maintenance purposes, which included windscreen replacement, windscreen wiper replacement and repair, headlights, EDD, hornwell area, and emergency door repair.

### FITTED & FULFILLED

SafeSmart Access partnered with Downer EDI Rail to create an innovative platform design that meets their specific requirements. Our engineers collaborated closely with the client to develop a safe and efficient platform that exceeded expectations.

The solution was designed to fit the curved front profile of the trains and allowed for winching height adjustment rather than the stacking of platforms. This provided safe access to all areas across the front of the train, eliminating the need for previous vertical access equipment that was impractical to use.

### FULL STEAM AHEAD

The success of the solution was evident from the client's feedback. Downer EDI was delighted with the build quality and functionality of the platform. The success led to its application at the Pakenham Maintenance Facility in Melbourne.

Downer EDI Rail workshop team is now well equipped to undertake any future maintenance jobs with ease.



### TRANSPORT ACCESS SOLUTIONS

Scan the QR Code below to learn more





# SAFESMART ACCESS SUSTAINABILITY APPROACH

As the world becomes increasingly focused on environmental sustainability, industries are seeking innovative methods to reduce their carbon footprint. In the field of manufacturing, traditional welding methods often pose significant environmental challenges.

As a manufacturer and designer, SafeSmart Access is constantly looking at how we impact the environment during the manufacturing process. Preservation of natural resources is what contributes to a greener planet, we are excited to announce the implementation of laser welding technology. This revolutionary method looks to eliminate the waste generated with traditional welding methods, without compromising on the design and quality of our market-leading height access solutions.

## ADVANTAGES OF LASER WELDING

- 1. Energy Efficiency:** Laser welding utilises a focused beam of light to precisely heat the targeted area.
- 2. Minimal Material Waste:** Laser welding creates precise and narrow weld seams, minimising the amount of material required.
- 3. Reduced Carbon Emissions:** Laser welding produces minimal smoke and releases fewer harmful emissions into our atmosphere.
- 4. Enhanced Precision and Quality:** Laser welding enables precise control.
- 5. Lower Heat Affected Zone (HAZ):** Traditional welding methods often produce a significant heat-affected zone (HAZ) around the weld, resulting in distortion and weakening of the material. The heat-affected zone with laser welding is considerably smaller due to concentrated and controlled application of heat.



# STEP UP YOUR SITE SAFETY



In mining workshops, there is a common requirement for work to be conducted from a small step up to approx. 1m off the ground. Because of the low rise, often this was solved by using plastic safety steps or a domestic type ladder. However, these products are not suited to an industrial environment. Based on the Super Maintenance Platform, SafeSmart developed the Super Service Stand with multiple key features.



## SUPER SERVICE STAND

Scan the QR Code below to learn more

## BUILT FOR PURPOSE

The Super Service Stand is a heavy-duty and more efficient alternative to a traditional ladder. The stand offers safety that is second to none and is compliant to the AS/NZS 1892:1996 standard. Originally designed for industrial mining, you can find the Super Service Stand in numerous workshops across multiple industries worldwide.

## SUPER SERVICE STAND

Code	Platform Height	Platform Size	Steps	6+	1-5
210149	550mm	800mmL x 900mmW	2 Step	\$1,998.00	\$2,490.00
210150	825mm	800mmL x 900mmW	3 Step	\$2,230.00	\$2,630.00
210151	1100mm	800mmL x 900mmW	4 Step	\$2,520.00	\$2,920.00
210152	1350mm	800mmL x 900mmW	5 Step	\$2,690.00	\$3,130.00
210153	Super Service Stand Guardrail Set - Retrofit Removable Sleeve Guardrails with Self-actuating Batwing entry/exit.		2-5 Step	\$1,198.00	\$1,360.00

# TEMPORARY EDGE PROTECTION



## BOLT DOWN GUARDRAIL POSTS

Temporary bolt down edge protection for slab edges, walkways, and pedestrian delineation. One of the most versatile systems on the market and can be used in any phase of the construction process.

The Bolt Down Guardrail Posts provides hassle free installation with its innovative aluminium tube system and complies with the AS/NZS 4994.1:2009 standard.

### LIMITED TIME OFFER

## EDGE PROTECTION BACKPACK DEAL - 100 LINEAL METRES

#### INCLUDES:

- 51** x 290686 Bolt down Guardrail Post, 1.2mH  
(Galvanised Steel)
- 34** x 290703 Aluminium Scaffold Tube - 6mL
- 102** x 210237 Scaffold Fixed Double Coupler
- 32** x HS046 Expanding Joint Pin

**\$8635**

(Pricing Excludes GST & Freight - E&OE)

**FREE**  
**YETI BACKPACK**  
Promo code: **EPBY23**

With every purchase of the **Edge Protection Backpack Deal** receive a free YETI backpack cooler. *(Strictly While Stocks Last.)*



# EXCAVATOR MECHANICAL PIPE LIFTER

*The safest and most precise method for manipulating concrete pipes.  
Great for laying pipes and pushing them home.*



The Conquip Excavator Mechanical Pipe Lifter is an excavator attachment used for fast and safe handling of pipe sections. This device can be used for unloading delivery vehicles, transporting around site, and placement.

The mechanically operated clamp with a grip ensures that the pipe is held securely while in transport. The pipe lifter avoids the need for ground workers to be in the trench during pipe installation and replaces traditional slinging methods for unloading trucks.



## Key Benefits

- Integrated fork pockets for easy transportation short distances around site.
- Adjustable pin centres to suit any quick hitch.
- Integrated rubber production buffers to prevent damage to pipe sections.
- Removable in-built stand so it can sit upright in position for the quick hitch to connect.
- Excavator Mechanical Pipe Lifter 4000 can be supplied with 65 or 80mm pins to suit 13-22T excavators.
- Large lifting capacity of 4000kg.



# SNAPSHOT SPECIALS

Promo Code: **CQESS23**

Valid until the 31st of July 2023 or while stocks last.

## Crane Forks Cage



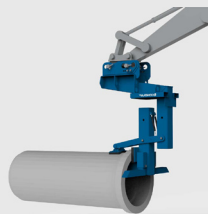
**PRICE: \$4,650.00**

List Price: ~~\$9,300.00~~

WLL\*: 2,000 kg

**PRODUCT CODE: 400107**

## Excavator Mechanical Pipe Lifter



**PRICE: \$19,500.00**

List Price: ~~\$26,060.00~~

WLL\*: 4,000 kg

**PRODUCT CODE: 410011**

Compatibility: 13 - 22 tonne excavator

## Autolock Tipping Skip - with Castors



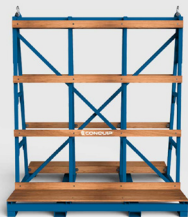
**PRICE: \$1,872.88**

List Price: ~~\$4,180.00~~

CAPACITY: 1,200 L

**PRODUCT CODE: 400061**

## Glass Lifting Frame (2,300mmL x 1,200mmW)



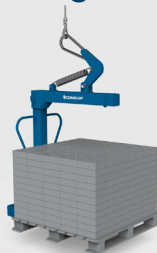
**PRICE: \$4,060.00**

List Price: ~~\$8,120.00~~

WLL\*: 2,000 kg

**PRODUCT CODE: 400120**

## Self-Levelling Crane Forks



**PRICE: \$2,537.50**

List Price: ~~\$4,620.00~~

WLL\*: 2,000 kg

**PRODUCT CODE: 400111**

## Excavator Compaction Wheel



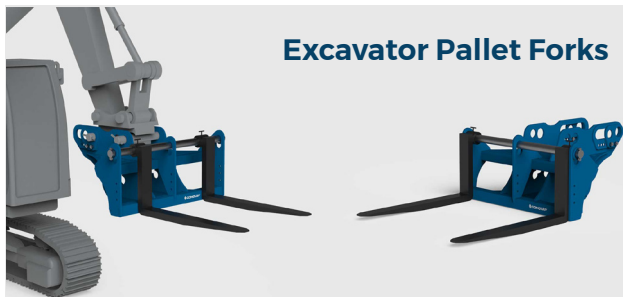
**PRICE: \$6,302.23**

List Price: ~~\$11,060.00~~

**PRODUCT CODE: 410060**

Compatibility: 13 - 22 tonne excavator

## Excavator Pallet Forks



**PRICE: \$2,927.36      PRICE: \$8,629.65**

List Price: ~~\$4,780.00~~

WLL\*: 1,000 kg

**PRODUCT CODE: 410001**

Compatibility:  
5 - 9 tonne excavator

List Price: ~~\$10,910.00~~

WLL\*: 4,000 kg

**PRODUCT CODE: 410004**

Compatibility:  
30 - 50 tonne excavator

## Excavator Pouring Bucket



Capacity	380L	700L	1,200L	1,300L
List Price	<del>\$5,200.00</del>	<del>\$6,640.00</del>	<del>\$9,140.00</del>	<del>\$12,530.00</del>
<b>PRICE</b>	<b>\$4,251.34</b>	<b>\$4,843.84</b>	<b>\$5,739.14</b>	<b>\$6,500.00</b>
<b>PRODUCT CODE:</b>	<b>410005</b>	<b>410006</b>	<b>410007</b>	<b>410008</b>
Compatibility (excavator)	5 - 9 tonne	13 - 22 tonne	13 - 22 tonne	30 - 50 tonne

\*Working Load Limit

# A BULK EXCAVATION SHOWDOWN

When excavating a station box, BulkX cuts project time by up to 50% when compared against a traditional clamshell excavator.

## THE SINKING ISSUE

In the past 20 years, we have seen major projects have their budgets or programs derailed as a result of poor management of those early stages, including bulk excavation. This could be due to not having the right solution on-site, not estimating the volume of muck correctly/time it is going to take, or not thinking about the solution early enough in the preconstruction phase and specifying other equipment that they might need on-site to ensure it is run on time.



## BULKX VERSUS TRADITIONAL EXCAVATION METHODS

We're seeing excavation methodology becoming less of a priority during the project planning phase, resulting in fewer options and unforeseen expenditure.

Clamshell excavators are a good example of a traditional methodology. The machine can be expedited through a hiring company, but this may not be the most effective method.

**BulkX** is still a relatively new concept, and while it has been used on major projects, including the Sydney and Melbourne Metro, there are still a great deal of contractors who have yet to experience the benefits firsthand.



## BULKX BENEFITS

**Fail-safe** - No spoil can fall during lifting. The BulkX Bin is loaded when the doors are closed. The doors remain closed and only open when discharging on a gantry.

**No breakdowns** - It is operated by a simple mechanism and gravity, there is no complexity with hydraulics that could break down and cause downtime.

**Fills truck in one discharge** - It fills the truck to full capacity in one-hit (depending on size), meaning no trucks leave half empty, maximising efficiencies on cost and time, and reducing the number of trucks on the road.

**No breakdowns** - It is operated by a simple mechanism and gravity, there is no complexity with hydraulics that could break down and cause downtime.

**No need to stockpile** - BulkX was designed to discharge directly into a truck, reducing double-handling.

**Flexible discharge location** - The discharge location is relocatable, both with Gantry and Direct-to-Truck models. This gives further flexibility, allowing barge discharge and other applications. The only limitation is crane reach.

**Can operate in low headroom** - If operated using a gantry crane, it doesn't matter about reduced 'head height' or operating within an acoustic shed, as seen at Sydney Metro.



Talking to us is easy

**We're here to help**

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#### **SAFESMART ACCESS & CONQUIP TERMS & CONDITIONS**

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