



## Daniel Smith Industries 'Buys Back' NZ Crane Fleet

Rangiora-based Civil Engineering Contractors, Daniel Smith Industries Ltd, have bought back part of the business they sold 2 years ago for \$NZ41million. The partial buy-back cost \$NZ13 million,

In 2005 Daniel Smith Industries sold its crawler, mobile and tower crane rental business to Verticon Group Ltd (the Melbourne, Australia based public listed company).

In December 2007, Verticon sold its New Zealand tower crane and hoist division to Lewis Equipment of Dallas, Texas for \$NZ14.99 million. Daniel Smith Industries subsequently regained ownership of its former crawler and mobile crane rental operations from Verticon. Daniel Smith says business will be 'as usual' and all staff will be re-employed by Daniel Smith Industries.

The bought-back Verticon crawler and mobile fleet will be integrated with Daniel Smith Industries construction and rentals operation on projects throughout New Zealand, Australia and the Pacific Islands. Daniel Smith Industries currently supply equipment and construction services throughout Australasia.

Projects include:

- West Wind – Wellington,
- Kupe Gas – Hawera,
- Christchurch Ocean Outfall,
- Dairy factories at Dunsandel and Invercargill,
- Port works at Cape Lambert – Western Australia,

as well as many other commercial / construction projects throughout New Zealand.

Daniel says infrastructure, mining and energy construction projects are experiencing strong growth at present but he foresees some softening in the high-rise apartment and commercial building markets.

Daniel Smith Industries will continue to operate from its Rangiora premises and it will retain a smaller office in Auckland.

Daniel Smith will also retain his 5% ownership in Verticon Group and will continue to supply heavy lifting cranes and equipment to Verticon Group throughout Australia.



Daniel Smith Industries 250 ton crawler crane on jack-up barge, Goro Nickel Mine, New Caledonia.

### From the President

*I hope everyone has returned refreshed from Christmas and that those who worked through still get a chance to enjoy some leave. 2008 is going to be busy both for companies and the Association. Many issues are already being worked on. I have mentioned co-operation and assistance in the past and can only repeat that when either the council or Chief Executive asks for help or information remember that we are pursuing the membership's wishes in accordance with our business plan.*

*The programme for the 2008 conference has almost been finalised. I thank those who've already volunteered to deliver addresses and the like.*

*And, as will be seen when the conference is held, members have again responded in no small way by offering sponsorship – thanks to you all.*

*Malcolm McWhannell,  
President*

### Newsletter of the

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## Daniel Smith Industries - 'business as usual'

## In touch

The Chief Executive will begin visiting members in early February. This fulfils the business plan's requirement for him to try to visit every member every 2 years. It's a chance to air your views on the state of the industry.

Let us know if you if you do not wish to be included in the itinerary.

## Crane register for 2008/2009

We're updating the crane register and will be seeking your details in mid-February. Please respond promptly to keep both the publication and the web site versions current. In the past numerous "chase up" messages have been sent out seeking details from the stragglers but we're still operating with one staff member and we may not remind you as often as we have in the past. If this happens and your details are not updated, look in the mirror before complaining because you have been alerted.

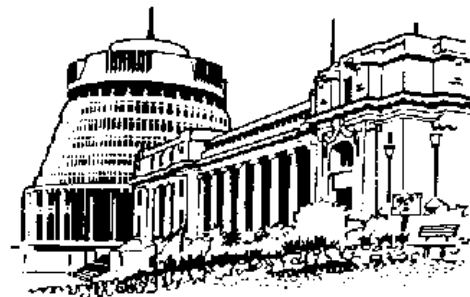
## Conference 2008

The programme for Conference 2008 is almost finalised and will be sent out at the end of February, presuming it receives approval at the council meeting. Our thanks to people who have offered sponsorship. There are still a couple of opportunities available and if you want them please contact the office. To those who have offered to lead sessions during the 2 days that it is on thank you very much. A reminder, if you haven't diaried it yet, that it happens on 17th & 18th July at the Duxton Hotel, Wellington.

## Meetings with Ministers

Your council has a rare chance soon to brief cabinet ministers on what the Association does on behalf of its members and what it stands for. It is many years since we have had this face-to-face opportunity to sit down with ministers. We'll canvas issues with ministers who cover labour, road safety and the like. Given the Association's size we feel we have the experience and industry

knowledge and influence to background them thoroughly and to contribute fresh perspectives. It's crucial for membership that ministers understand the industry and its issues.



## First Southern Hemisphere KATO NK550VR

ACE (Auckland Construction Equipment) has taken delivery of the first KATO NK550VR to be put to work in the Southern Hemisphere.

The purchase caps a year in which ACE experienced business growth of three hundred percent.

"It's been a big year for us," says ACE General Manager Wayne Slater.

Association member, ACE, started in 2002 as a transport, mobile crane and access equipment hire business.

It services Auckland construction companies involved in commercial properties. Founder and owner, Tim Watkins, says he was looking to buy a crane that would be good on local roads. However, despite an extensive search, the company found there was nothing available second hand so it seized on the KATO NK550VR, a fully hydraulic truck crane. It's designed with a new 43-metre 'superboom'. The Kato also has a fifteen-metre fly jib that offers stability and wider working ranges in narrow spaces.

There's big world-wide demand for the new mobile crane and an accompanying waiting list.

While he waited anxiously in the queue for the machine, Wayne visited the KATO Ibaraki factory in Japan to see his crane being assembled.

"It was quite an experience," he says.

Wayne says the KATO is smooth to operate through its joy stick control. He says the upper works cab is comfortable and user-friendly.

Knowing the mobile crane would be the first of this new model in the Southern Hemi-

sphere added a marketing edge for the company.

Wayne predicted that the NK550VR would be a draw-card for ACE clients – and he was right.

Within just a few days of delivery the crane was hired out to erect steel framing and pre-cast concrete for a new warehouse.

New Zealand agents (and fellow Association members), Titan Plant Services, worked with ACE to have the machine delivered safely into ACE's eager hands in Auckland.

Titan Plant Services is the New Zealand Agent for KATO.

## New members

We welcome the following new members:

Full members:

- Crane Industry Training Ltd
- Bay Crane Services



Auckland Construction Equipment's new NK550VR KATO crane. ACE took delivery of the first in the Southern Hemisphere. It was put to work within days of being taken off the boat.

**KATO**

