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WINTER 2012

news

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loader backhoes



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telehandlers



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DIRECTORS MESSAGE

This year marks Semco Equipment Sales' 18th anniversary. While perhaps this may not appear to be a significant milestone, it's worthy of note in today's volatile business environment.

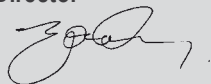
When you look around this industry, not many businesses are able to demonstrate similar growth, strength of brand portfolio and consistency of performance. Thanks to you, our loyal customers old and new, who keep coming back to us so we can help you grow your business.

Of course, our success would not be possible without our dedicated staff whose knowledge and genuine desire to help enriches the total customer experience. Whether you're looking for a productivity tool, finance, parts or service, our people are totally focused on satisfying your needs - quickly and efficiently.

We're proud of the way in which we have served our customers - always seeking the right solution at a competitive price. We know the equipment business inside out, and intend to be here for our customers for many years to come.



Satch Santilli
Director



Graham Murphy
Director



KNOW YOUR WORKCOVER CHANGES

What applicants need to know before being assessed for front-end loader, backhoe, skid steer and excavator.

New work health and safety laws came into effect in NSW on 1 January 2012. Under these new laws, certificates of competency will no longer be issued for operators of excavators, front-end loaders, backhoes and skid steers.

To transition to the new laws, from 30 September 2011 operators in NSW no longer need a certificate of competency to operate this plant.

Before 30 September 2011, you must hold a certificate of competency or work on a log book under supervision if you wish to operate a front-end loader (LL), front-end loader/backhoe (LB), front-end loader of the skid steer type (LS) or excavator (LE) in NSW.

If you would like to obtain a certificate of competency before 30 September 2011, you can be assessed by a WorkCover assessor and, if deemed competent, will be given a notice of satisfactory assessment (NSA). You must lodge your NSA and application form at Australia Post within 60 days or risk not receiving your certificate of competency from WorkCover.

If you choose not to be assessed, you must continue to work on a log book under supervision.

From 30 September 2011, you do not need a certificate of competency to operate this plant. There will be no new assessments or re-assessments done by a WorkCover assessor from this date.

However, you must demonstrate your competency and this could be assisted by:

- holding a previous certificate of competency issued by a regulator, such as WorkCover
- holding a statement of attainment or other nationally accredited qualification for the plant you operate
- holding an industry competency card or completing training at an industry training school
- having appropriate on-the-job training from an experienced and competent operator
- having previous experience and competency verified by a previous employer.

You must also demonstrate that your current level of competency is appropriate for the complexity of the work and the conditions of the worksite.

Employers (or controllers of the plant) must ensure that operators have received adequate information and training, and/or are supervised, so that any risks to health and safety are minimised. The amount of information, instruction, training and/or supervision required should take into account the complexity of the tasks, the operator's current skills and ability, and other workers on site. Ongoing training should be provided to maintain the operator's competency level and ensure new workers are able to work safely. All other general duties regarding health and safety apply.

and information regarding requirements for loadshifting plant under these laws will be published on workcover.nsw.gov.au as soon as it is available.

Further more information, call WorkCover on 13 10 50 or visit workcover.nsw.gov.au



Be sure you understand the current work health and safety laws Keith Tate

ASTEC

TRENCHERS

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TOUGH GROUND REQUIRES A TOUGH MACHINE - THIS IS IT



RT 600



RT 1200



RT 800



RT 1000



	POWER	CUMMINS	DEPTH MM	WIDTH MM
RT 600	48KW	B3.3	1830	406.4
RT800	56kw	B3.3	2130	457.2
RT1000	74.0	B3.3	2130	457.2
RT1200	90.23	B4.5	2130	457.2

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ASTEC ENHANCEMENTS FOR GREATER PRODUCTIVITY

Following the release of the Astec RT1200 trencher last year, two new models have been introduced to the Astec compact trencher range.

New RT 600 and RT 800 machines feature several performance enhancements for improved productivity.

The RT600 and RT 800 are upgraded replacements for the RT560 and RT660 II respectively. These are each more powerful and more productive than the former models.

Both feature modern new styling and the operator platform has been redesigned to an iso-mounted flat floor design. There is also an upgraded swivel seat with more rotation that reduces vibration.

Controls rotate with the seat for convenience... important when ploughing,

as the operator can turn to 90 degrees from dashboard....saves neck pain.

Both new models feature Cummins fuel efficient, low emission Tier III compliant (previously JD) engines; a new parking brake system provides more secure and lower maintenance and a 357 (3 years workmanship, 5 years on engine, 7 days a week warranty is standard)

All models incorporate a torsion shaft that absorbs shock loads from the driveline, while planetary gears multiply the hydrostatic motor torque to provide optimum digging power.

Under severe loads this shaft can provide up to one and a half full turns without breaking, thus maintaining the load upon the cutting teeth and insulating the hydrostatic

system from shock loads that can otherwise generate excessive heat in tough conditions.

The RT 600 trencher features a 42 kW, four cylinder 199CID Tier 4i diesel engine that delivers 48kW of horsepower. Maximum trencher depth is 1.83 metres and up to 406.3 mm wide, while steering ranges are 2w, 4w, crab drive and coordinated. Operator controls are ergonomically placed for fingertip access.

A dual hydrostatic ground drive and hydrostatic attachment drive provide optimum traction for trenching or ploughing. The backhoe reaches up to 2.26 metres in depth, controlled by 2-lever wobble stick controls.



ASTEC RT1200



GRINDING THE MOST STUBBORN STUMPS

The TORO STX-26 dedicated stump grinder has enabled tree removal contractors to tackle tight sites that previously presented difficult access for larger machines.

Powered by a Kawasaki 26hp V-Twin four stroke air cooled engine, the STX-26 stump grinder has all the grunt needed to effortlessly chew through the most stubborn stumps. Best of all, the Kawasaki engine ensures an easy start every time. Stray movement of the machine while operating is prevented, thanks to counterbalanced wheel motors.

The machine's hydraulically driven stump grinding head provides maximum power that's smooth and persistent, making work feel like a breeze.

Adding to operator comfort and control is TORO's TX patented control system - a single piece control handle and reference bar that's mechanically connected to the swash plate levers on the hydrostatic pumps.

Forward, backward and turning the machine is controlled by simply pushing or squeezing the handle. The STX-26 stump grinder will grind down from a height of 83.8cm above grade to 31.75 cm below grade.



**INTRODUCING THE NEW
DEDICATED STUMP GRINDER**

STX-26

Features:

- Powerful Kawasaki 26hp V-Twin engine
- Toro TX patented steering system
- Single 18lt fuel tank
- Counterbalanced wheel motors
- Reverse safety plate
- Hydraulically driven stump grinding head

\$18,000 + GST = \$19,800

Making short work of grinding stumps

The Toro Dedicated Stump Grinder STX-26 will give you strength and stability when grinding stumps. The V-Twin-cylinder Kawasaki engine will ensure an easy start every time, while counterbalanced wheel motors will prevent any movement to help you get the job done faster.

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TILTROTATORS FOR ENHANCED PRODUCTIVITY

Semco has been appointed by Engcon as an authorized sales and installation outlet for Engcon tiltrotators.

Tiltrotators have rapidly become a general use attachment throughout Europe, due to their high productivity in assisting works in difficult access or confined job sites. A tiltrotator can be described as a wrist connecting the excavator to a bucket. An integrated control system offers unlimited rotation and up to 40° tilt in two directions.

While initially supplied to railway contractors for manipulating items in restricted safety zones, Semco says tiltrotators are also routinely used for general excavation work.

Engcon tiltrotators can be matched with most of the existing excavators and backhoe loaders on the market with machine weights of 1.5 to 32 tons. The tiltrotator and other operations can be controlled quickly and simultaneously straight from the cab.

Tiltrotators are a powerful tool that facilitates and rationalises your work and raises your profitability. It also helps improve workplace safety.

These versatile attachments have become a standard concept in the Scandinavian construction and installation industry. Today, almost no excavators and backhoe loaders under 30 tonnes are sold in those countries without one.

A tiltrotator allows you to work faster and more easily, with greater precision. It improves your overall profitability and enables you expand your range of services. Other profit-enhancing aspects include reduced ground wear and simultaneous multitasking.

A great advantage is the ability to dig at any angle you choose. In a way it means you can use a conventional tailswing excavator, or even a larger model machine in an application where you might normally expect to require a smaller zero-turn unit.

Utilities contractors can carry out tight jobs with minimal traffic obstruction or lane closures. We're also offering the Engcon tiltrotator with an optional variable control handgrip kit and a double coupler system for rapid detachment and re-deployment on other machines.



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Maxxfarm tractors from Case IH deliver versatility and productivity to your farm. Ranging from 23 hp to 57 hp (17 kW to 42 kW) they are the ideal tractor for general farm work. Team them up with a MAXX-LIFT front end loader and you've found the perfect farm tractor.

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*Excellent stability due to the front swinging axle.
High tensile electro-welded steel frame
Mixing system tested and approved for
certified concrete batching
Mix control for water content and drum rotation
180 degree swivel seat for driving and placement*



DB460SL or CBV Types 4.0m³ CAP



DB260SL Types 2.5m³ CAP



DB560T Transit Mixer 5.5m³ CAP

NEW



DB180 Budget Model 1.8m³ CAP



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FIORI ADDS CERTIFIABLE QA TO CONCRETE BATCHING VEHICLE

A pre-loaded menu board has been added to the Fiori DB 460SL CBV (Concrete Batching Vehicle).

The addition of this facility enables manufacture of a variety of certifiable mixes to a customer's specification at any time, in any location. This design enhancement provides construction works with fresh mixes without waste or delay.

The Fiori mixer's dosing computer performs progressive and final checks of concrete quality. Reports are produced for monitoring by project managers, works management, contractors or any construction stakeholder. Reports are generated in either hard copy or may be sent to any recipient via mobile telephone.

Certification reports include a proportional indication of slump and if required, the humidity level can be input, allowing the batch mix to be automatically recalculated to ensure the water/cement ratio remains constant.

The CBV's system is simple to operate. It prompts the operator in simple steps to produce a specified mix in the volume required to the desired slump. There is also an onboard additives reservoir that can inject the required dose of admix as specified.

The technology has been proven on one of the world's toughest construction zones. There are more 90 of these mixers deployed on building a 1600 km railway line in Brazil.

At times, concrete from batching plants may not always be the best solution, particularly when remote or difficult access is involved - or batches are small and specialized. The Fiori 460 DB CBV is ideal for suppliers who need to store multiple concrete (and any other aggregate) recipes for making certifiable concrete using different components.

The mixer's ability to produce quality certification; its excellent off-road mobility and maneuverability that enables it to access its pouring position in all weather and elimination of the need for ancillary equipment such as cranes or pumps makes it an attractive proposition.

The Fiori DB 460 CBV (Compact Batching Vehicle) is the world's first and only four-wheel drive, self loading, self propelled concrete batching machine.



External mixing controls



ROPS CAB CERTIFICATION FOR TB153FR EXCAVATOR

Contractors with Takeuchi TB153FR excavators will welcome the news that the cabins of these popular machines can now be ROPS (ISO 3471) certified, subject to inspection.

"When the TB153FR was introduced there was no internationally recognised standard for ROPS certification, because at 5.6 tonnes capacity, the machine exceeded the maximum mass for this classification", said Graham Murphy.

"Since the release of this model, a new standard has been published for machines of this size and weight. When Takeuchi developed the TB153FR, its designers configured the cabin to meet what they anticipated would be the ROPS standard.

"ROPS certification in Australia is an important aspect of a machine's suitability for many applications and the absence of this certification has disadvantaged some owners in accessing contracts that specify this requirement.

"To remedy this situation, we asked the factory to re-test to the highest ROPS standard and have this certified. Therefore all new TB153FR's produced from now on will be fitted with a ROPS Certification decal. In fact, all these machines in the market, although not stated, meet ROPS Certification", he said.

Semco can issue a letter certifying that the cabin, when first built, actually complied with the new ROPS (ISO 12117) and also TOPS (ISO 12117) and FOPS (ISO 3449) level 1. Any certification is based on the proviso that the cabin has not been structurally damaged or welded.

On request, Semco can inspect cabins and confirm whether your machine is compliant.



SAFETY AND EFFICIENCY DRIVES RAIL EQUIPMENT UPGRADE

Semco has supplied new mini excavators for use on the Sydney urban rail network. The equipment includes three hi-rail and two conventional excavators; fitting of special equipment for safety functions and maintenance services.

Hydrostatic hi-rail a benefit

The hydrostatic system enables the Takeuchi TB 250 excavators to travel on rail at up to 15 kilometres per hour in either direction – a major advantage for faster completion of work.

Traveling at this speed means that large distances can be covered more efficiently. This is a real advantage on track sites in tunnels or other areas presenting limited access.

Need for fully rail safety compliance

For full safety compliance, the customer opted for the highest safety control available. These included work zone, working radius and height being selectively managed and limited.

Fail-safe controls

The worksite supervisor may elect to engage, for instance, the height limiting system. Once the supervisor engages the height limiter, he removes the dedicated key that controls that function.

The operator has no means to overrule the supervisor's judgment. With the safe work zone limiters, the operator is compelled to comply with the supervisor's instructions.

HyRail expertise is critical

The TB250 excavators are the first that Semco have supplied with the Swedish built Rosenqvist Hyrail system. Rosenqvist's close relationship with Takeuchi in Japan has resulted in many engineering innovations for rail maintenance.

Engineering data is shared to facilitate Rosenqvist's integration of their Hyrail systems by building them to attach easily to Takeuchi machines without major modification.

This integrated design approach minimises welding, speeds delivery and provides assurance for the customer that the hi-rail adaption is supported by a major manufacturer.

The Takeuchi TB 250 is functionally efficient in its working weight, making it ideally suited for dedicated rail applications.



As a bonus, the extra space provided in the machinery housing makes in-field repairs and maintenance significantly faster and convenient. In addition, cooling and air conditioning systems are not compromised in high ambient temperatures.

Easy attachment for dedicated railway tools

The machines, complete with the sleeper grabs, tampers, buckets, and other attachments, have been performance and safety verified as part of the testing and calibration process for reach and rotation for the machines.

Semco has equipped these machines with German-made ZFE Tilt-Rotators, which incorporate a hydraulic quick-hitch, tilting function, auxiliary circuit, safety pin and can rotate continuously in both directions.

Semco was able to set these machines up from the factory with a smart range of hydraulic options which means a black box controller was not needed in the tilt-rotator to manage its functions. This enabled direct hydraulic control of the tilt-rotator

The excavators are rated to work 24 hours, seven days a week if necessary. The Takeuchi machines are light, compact and portable and can be deployed quickly to repair failed sections of rail lines in difficult access terrain.

Rail-specific additional equipment

While the lighting is good on these machines, additional lights were needed, due to occasions where it is impractical to deploy floodlights on rail work sites.

The LED lights are configured in a way that enables additional lighting modules to be quickly clipped together to provide very high illumination.

Other machine modifications include hot keys for rapid machine starting, without the need to jump-start. For security a battery isolation switch has been fitted in a tamper-proof, lockable compartment with a removable key.

An extra, original Takeuchi windscreen washer bottle has been fitted to assist the added rear windscreen wipers and washers.

Height Limiter:

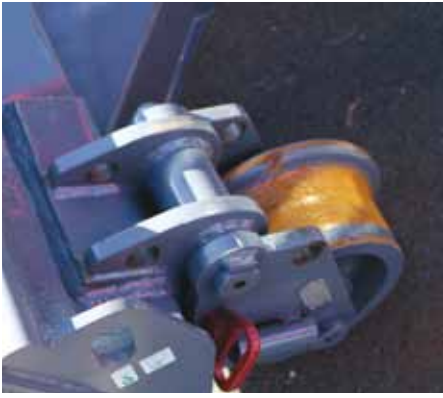
An Australian-developed height limiter system features an adjustable cam-mounted mercury switch with LED indicators. This is pre-set to the desired height, depending upon attachment selected. The system sounds an alarm and restricts further raising of the boom when the limit is reached.

Quiet Workspace

The machines did not need any additional noise suppression as the sound pressure level emitted by the standard machine as supplied from the Takeuchi factory was significantly below the specified noise limit.

In fact, the noise level inside the cab is so low that no personal noise protection is required.

An LED amber beacon is mounted on a magnetic base and connected directly to a factory installed integrated power socket. Fail-safe control systems are uniquely and individually keyed and electric, visual and audible warnings are given in the cabin for



the reach, height and slew limiters which controls the work safety zone. Once the supervisor engages the system and removes the key, that control cannot be disengaged.

Another visual and audible control shows the function of the hydraulic quick-hitch that indicates disengagement. A manual safety pin has also been provided.

Part of the authority's purchase includes rail tamper tools that enable the operator to re-pack subsided rail ballast in failed sections of line. These have four heavy duty forged tines that are driven down between the railway sleepers to lift the ballast, vibrate and repack it into position. The tracks on these machines have been set up with steel trackshoes - and with sacrificial rubber pads to enable the lines to be protected while the machine is crossing tracks.

Operator comfort for long work hours

The ROPS/FOPS II cabin on the new generation Takeuchi TB250 is a complete new redesign. This was particularly appealing to the customer, being around 20 percent larger than found on most other comparable sized machines and so even generously proportioned Aussie operators can spend a full shift in comfort and safety.

The cabin is mounted on suspension pads and is provided with gas-assist struts and hinged for simple forward tilting for major services. The machine virtually opens up completely, giving service technicians access to the entire mechanical layout for major services and repair... not required for routine services. In terms of accessibility the TB 250 is a 'mechanic's dream'.



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Some tractors just feel bigger than they really are. But when you're packed with heaps of powerful features, you can't blame them. New Holland's Boomer range boasts the very best of tractor technology in a compact frame. Take our Boomer 1000 – small, powerful and loaded with features, it's got enough grunt to tackle some pretty big jobs. Then there's our T1500 - built tough, easy to operate and available with a huge range of options. Add in our big rebates and you'll discover that whatever you choose, you can't lose with New Holland. Visit Semco Equipment Sales today to see the full Boomer range, or visit the team online at www.semcoequipment.com.au.

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AUSTRALIAN **DEBUT** FOR BACKHOE LOADER

Contractor, Michael Calliss of Murraylands Trenching didn't need much encouragement when introduced to the new Terex® TLB840 backhoe loader.

Specialising in trenching work for a local plumber, Michael said he was happy with the performance and reliability of his two earlier TLB 780 and TLB 880 models.

"The previous backhoes worked perfectly for my business, however a number of enhancements in the TLB 840 make this model even more attractive", Michael said. "For a start, you notice the improved weight distribution that comes from the new solid cast nose counterweight and the opening rear quarter windows that give you far better ventilation - and much better visibility, when trenching at right angles.

"The most obvious benefit is the new and extremely comfortable and well thought out ROPS/FOPS cab design. You really appreciate this workspace with its increased floor space, better visibility as well as its upgraded heating, ventilation and high performance air conditioning unit.

"Flip-up arm rests enable easy movement in and out of the cab and the tilt/telescopic

steering wheel adjustment make finding the most comfortable driving position quick and easy.

"Other design changes, such as a lower boom height makes the machine safer and more efficient by increasing the working height clearance on site. A redesigned curved boom is great for getting the machine closer to truck sides. Another noticeable feature is a new slew system that definitely delivers more torque so that backfilling is easier, particularly when you need to slew uphill.

"When trenching forms the major part of your job, you need the TLB 840's ability to dig deep, so being able to reach out to 6.7metres and dig down 5.4 metres is a real plus. There's also a new outerslide extending dipperstick that makes it a breeze for clamping objects between the bucket and the dipper.

"The 7 in 1 front bucket takes loading to a height of 3.5 metres - plenty for loading high-sided trucks. Overall, the TL840 is an impressive machine", Michael concluded.



Digging deep - the Terex TLB840



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Keith White
Parts Manager

Semco is where you can find all your the parts for earthmoving, construction and agricultural equipment. You benefit through our ability to deliver the right part as quickly as possible, so you can stay productive.

As well as parts for today's major brands, we can supply spares for your old equipment such as Massey Ferguson and Fercmec as well as brands such as David Brown, Case,

International, Fiat, Steiger, Stier and many more.

Over the years, brands have changed or have become amalgamated. Don't worry; we can help you. Even with the multitude of equipment brands still in the market SemcoSpares has the parts you need, even if your agricultural machine is 25 or more years old.

Whether your business uses construction or agricultural equipment, you can rely on Semco for every spare part you'll need, as well as filters, valves, lubricants and accessories.



Martina Witte
Parts

Just over four years ago, Martina Witte was at Case on a temporary assignment from an agency. Recognizing Martina's talents, she was offered full time employment, more recently moving to Semco.

"Sometimes people describe a part in a different way and we have to decipher what they are looking for. I really enjoy helping people," Martina said..

NEW FACES



Garry Wheeler
Area Sales Manager



Samantha Xerri
Accounts



Steven Wyllie
Area Sales Manager



Marci Potts
Assistant Accountant

TELEHANDLER

DISTRIBUTION TO SEMCO

Faresin industries S.p.A has appointed Semco Equipment Sales as distributor for its range of agricultural and construction telehandlers.

The Faresin Group was founded in 1973. It has distribution partners in more than 90 countries and produces handling equipment for the agricultural and construction markets.

The Faresin telehandler range provides us with an expanded equipment offering to accommodate the growing needs of our customer base", said Semco's Graham Murphy.

Our policy is to sell and support only reputable equipment brands where we can be assured of providing our customers with reliable service, warranty and parts support over the long term. Faresin's proven quality engineering and performance sits comfortably with our other brands.

Semco will initially stock the FH625 and FH730 Compact telehandlers.

The FH 625 Agri is powered by a four cylinder Yanmar 68 hp engine and features four wheel drive and four wheel steering. This compact and highly manoeuvrable machine is ideal for our customers.

The Faresin FH 730 has a 102hp four cylinder Deutz engine and has hydrostatic transmission, Carraro axles and a FOPS/ROPS approved king size cabin.

Both models provide air conditioned cabins, bucket, forks, six way diverter valves and regulatory load/moment safety overload system.

Faresin telehandler working on a major infrastructure project



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You can compact rockfill in almost two metre thick layers, with rocks up to one metre in diameter, and get first-rate results with best possible economy. Dynapac's unique Automatic Bouncing Control eliminates over-compaction, prolonging machine life.

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 Assist Account **MARCI POTTS**
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NEWCASTLE
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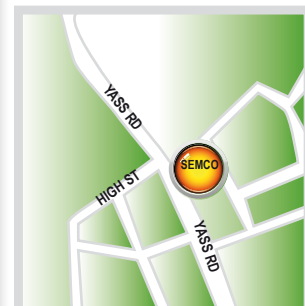
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