

MANCO

WINTER 1996

MATTERS



A Barrier transfer vehicle in operation, transferring the barrier across one lane during normal traffic flow.

NEW ZEALAND'S GREATEST LIFTERS

16,632,000 TONNES IN 63 MONTHS

The Harbour Bridge Barrier Machines, manufactured under license by Manco Engineering, have certainly set what must be a qualifier for the Guinness Book of Records.

Since their introduction in December 1990, the total of 2200 concrete barrier median separation blocks, weighing 1000 kg have been lifted four times a day during the crossings (hence the 16,632,000 tonnes)!

Serco's Manager of Harbour Bridge operations, Mr Graham Osbaldiston, who is responsible for the daily activities of the vehicles, has found the vehicles

reliability and Manco's service response times to be "to the highest standards".

Prior to the vehicle's implementation, the Bridge had claimed 10 lives over a five year period. Twenty-one incidents were reported of vehicles crossing the median centre line, into oncoming opposing directional traffic.

Since the vehicle's commissioning, there have been no fatalities, but on average there are 15 incidents per year, which result in property damage only. Traffic volumes are increasing rapidly. Statistics show, that in 1994, the daily traffic flow was

90,000, and at the time of this magazine going to print the daily traffic flow is 140,000 vehicles.

Manco Engineering staff have enjoyed their association with, Serco, Transit New Zealand and Works Consultancy, in the ongoing support of this high profile project. Particularly when it achieves such a high degree of public safety!

DAEWOO FORKLIFTS FRANCHISE RELEASE

Manco Engineering's associate company, Trackweld has achieved such dynamic results introducing the Daewoo Construction Equipment products since September 1995 that Manco has been awarded the direct importation of Daewoo Forklifts.

This exciting range of high technology forklifts, spanning some 73 models, from 1.5 to 12 tonnes, will be an exciting addition to the New Zealand materials handling scene, and will compliment Manco's current association with Palfinger Truck Cranes, and Manco's patented Side Loading Refuse Arms.



TAKING AN INNOVATIVE BITE INTO THE RECYCLING BUSINESS

Resource Recovery specialises in recycling "almost any product that is able to be recycled" says its founder Kerry Reilly, "we aim to save whatever resources we can, rather than bury waste in landfills - we can recycle products to be used again and again - hence conserving our natural resources".

Resource Recovery process approximately 100 tonnes of organic waste per day and approximately 350 tonne of scrap steel a month. They have two plants, one located at the bailing station at the Concourse in Henderson, the other in Albany, employing a combined total of 18 staff.

With Resource recovery being one of the first of its kind, Kerry Reilly has often had to take an innovative approach to business. Purchased from Manco 4 months ago, the modifications made to his new Daewoo 220LC-III were in order to handle the wide range of applications.

"After researching a number of hydraulic handling tools, I settled on the SS Multibite Bucket, built under license by Northland Steel Products. This is a 4 in 1 bucket. I also decided to remove the standard belly plates and replace them with 8mm plates and a 25mm central rotator protector plate, to protect against severe working conditions" says Kerry.



Resource recovery, one of New Zealand's leading recyclers utilizing the Daewoo 220 LC III with special purpose 4-in-1 bucket.

Kerry has found the Daewoo to be "considerably more economical than expected, and having full air-conditioning in the cab, is proving a major advantage in keeping the operator in the optimum environment whilst working. It also supplies a positive air pressure within the cab, which minimizes dust entering the electronic equipment".

Kerry Reilly at Resource Recovery takes organic waste disposal seriously, and is readily available to discuss the options and find better solutions to environmental waste problems.

**PHONE KERRY AT
RESOURCE RECOVERY LTD
PH: 09-415 9247**

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PO Box 58-609, Greenmount, Auckland, New Zealand

139 Cryers Road, East Tamaki, Phone 64-9-274 9862, Fax: 64-9-274 7393

MANCO ENGINEERING AND EQUIPMENT COMPANY LIMITED



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means of installing gas, water, electric, phone, and CATV lines. Directional control means placing the utility exactly where intended... without damaging property, restoration costs, destruction of existing underground

installations, or traffic disruption. A full product investment, incorporating extensive parts supply, product support teams, and customer training is in place, to support sales concluded to date and machines in transit.

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WASTECARE ARE HOOKED

John Miller, Waste Care's National Equipment Manager, is hooked on the Manco Huka Rear Loader. Having purchased three units in the last eight months, John is planning to purchase further units to join the fleet.

All three units have been the Model RL200, which is the most popular of the Huka Rear Loader range. Two of the Hukas have

been fitted to 8 x 4 trucks and one to a 6 x 4 truck.

Waste Care have been in business since 1968, originating as Industrial Waste Collections. Recently, they have become part of Browning Ferris Industries Limited, an international organization specialising in waste removal. Waste Care specialises in hard waste removal from commercial, residential and



Huka RL 200 discharging recyclables at the recycling centre in Hamilton

industrial sites. Over 200 Waste Care trucks are now in operation nationwide, with head office, Auckland and branches in Whangarei, Hamilton, Palmerston North, Hawkes Bay, Wellington and Christchurch.

Waste Care, who have operated Dempster Dinosaur Rear Loaders for many years, have decided to purchase the Huka Rear Loaders because of their excellent cycle time and loading flexibility.

PALFINGER IN ACTION

Andy Gough of Tom Ryan Cartage Ltd needed the biggest truck crane in their fleet to lift this 21 tonne load of concrete blocks for W Stevenson & Sons Ltd. Pictured here with a pallet load of 900 kilos at McMillen & Wing Boat Builders Wharf in Mt Wellington, the PK20000 fitted with 4 extensions, a rotator and pallet forks, proved ideal for the job.

"The real advantage of the Palfinger PK20000 is the crane is able to reach the last load at the

end of this 8 wheeler truck trailer and lift it off no sweat" says Andy. With a maximum lifting capacity at full 12.1 meter extension being 2 tonne, this truck crane is used extensively by the building industry.

Based in Onehunga, Tom Ryan Cartage has been in business for 17 years. They purchased this Palfinger PK20000 from Manco 17 months ago to expand their fleet to 11 truck cranes.

Tom Ryan Cartage PK20000 in action at McMillen & Wing Boat Builders Wharf in Mt Wellington



SCRANTON IN THE MIDDLE OF THE WHEATBELT

Scranton Manufacturing Company Inc are located in the midst of the vast corn fields of Iowa, USA. This year they celebrate 25 years of business, and are renown in the solid waste industry for their products marketed under the New Way name.

They saw the Manco Side Loading Arms exhibited at Waste Expo '95 in Chicago, and were immediately impressed with the smooth operating cycle and ergonomically designed joystick controller.

They have fitted a Manco SL60 Side Loading Arm to their

Auto Mate HB 1000 Side Loading Body. The Auto Mate HB 1000 is a 10 cubic yard Satellite unit, designed for transferring its payload to a rear packer, when the side loading body is full.

The first unit has been sold to Stutesman Refuse who operate in Kansas.

Scranton Manufacturing are excited about the market opportunities this new automated sideloader offers and also see a large market potential for retrofitting the Manco sideloading arms to existing sideloading vehicles.



MANCO TAKES HAMISH TO NZ's No.1

"For the past four years, Manco Sports have

been behind me with their generous sponsorship,

as I have pursued reaching the top in the

Triathlon world" says Hamish

Carter, New Zealand's most

successful triathlete. The

24 year old athlete

has been New

Zealand's No 1

triathlete for the past 3 years and

has a gruelling training regime

to maintain his form in this

endurance sport. Each race

requires a 1.5 km swim, 40

km bike and 10 km run,

which Hamish completes in

less than 1 hour 50 minutes.

Craig Paterson, Director

of Manco Sports, an

ironman triathlete himself,

says sponsoring Hamish

has certainly put Manco

on the map. During the

competitive season, Hamish

travels internationally to

compete, "the amount of

traveling done is almost as

hard as the racing" he says.

We wish Hamish best of luck as he

starts his new season in 1996.

MANCO SPORTS

Manco sports are importers and wholesalers of Home Gym Equipment,

heart rate monitors and cycling and swimming accessories.

28 Davis Crescent, Newmarket, Ph: (09) 523-1708.

WASTE MANAGEMENT ON THE BETTER SIDE

Waste Management are ardent supporters of the Manco SL60 Automated Sideloader. Having operated automated sideloaders in New Zealand for over eight years, they know how demanding this type of work is on equipment.

Company executives closely watched the development of the Manco Sideloader and were confident when they purchased their first unit in 1994, that they were buying a proven design.

Today, Waste Management operate the Manco Automated Sideloader in Auckland, Christchurch, Wellington, Temuka, Hamilton, Rotorua, Tauranga and Whakatane. In Australia, they operate in Brisbane, Sydney and Melbourne.

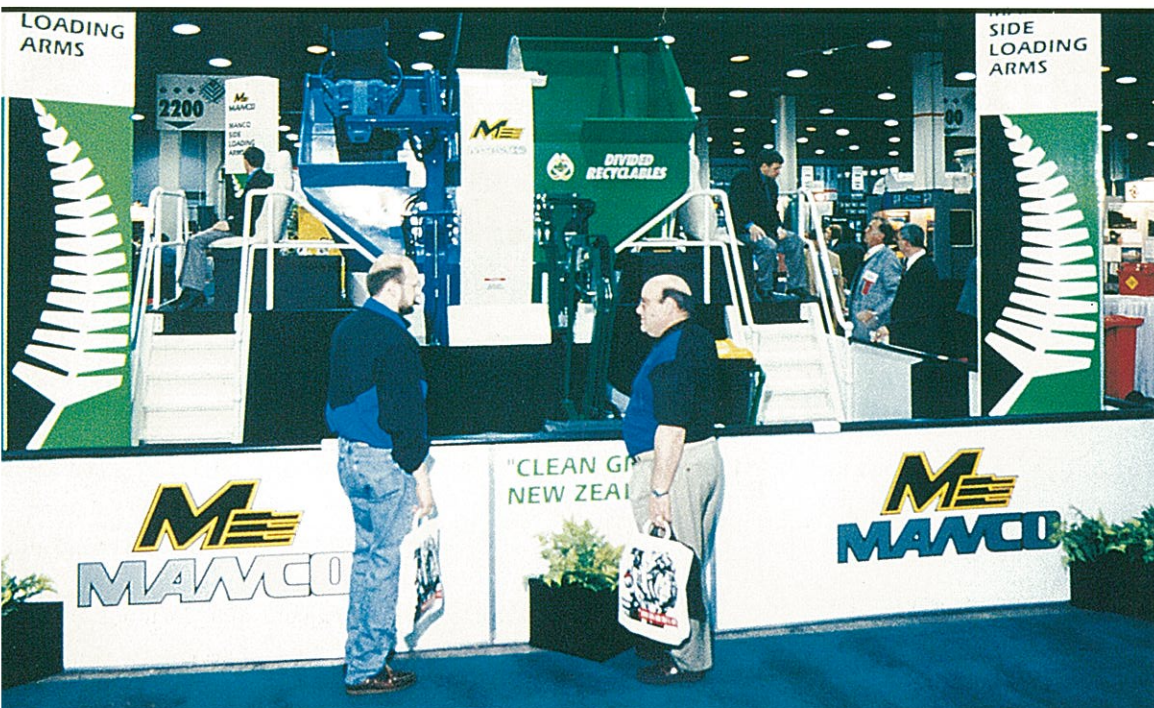
"The great thing about the SL60 design" says Paul Morgan, Waste Management's Maintenance Manager, "is the simplicity of the design. The use of cylinders, rather than sophisticated rotary actuators, makes maintenance so much easier".

Manco not only supply complete Side Loading units, consisting of the Lifter, Packer and Body, but also retrofitted the SL60 Lifter to existing Side Loader units in the Waste Management fleet.

The 19 cubic metre body sideloader is suitable for 4 x 2 trucks, with a legal payload of 6500 Kg. For longer haul distances, the 23 cubic metre body fitted to a 6 x 4 truck is available, achieving a legal payload of 10,000 Kg.

Manco SL60 Side Loading Arm and Manco 19 cubic metre compactor body in operation, Howick, Auckland.





SHOW TIME IN CHICAGO

In an aggressive move to expand sales volume of the well proven SL60 and SL70 Side Loading Arms, the arm was released into the North American market at the

Chicago Waste Conference. Considerable interest was shown by North American and European manufacturers and contractors, resulting in orders

being placed for supply to North America and Europe, particularly Germany. The Company's Technical Director and Chief Engineer, Mr

Ross Williams, followed up the initial release, with visits to European and North American manufacturers, as demonstration arms completed their evaluations. As a result, quantity orders are now being received, and the opportunities offer a significant export activity.

KEEPING BUSINESS A FAMILY AFFAIR

Gerry Stockman, formerly of Green & McCahill, started business as Stockman General Contractors Ltd approximately 15 years ago. Two years later, his sons Stephan and Peter joined the business now based in Penrose, Auckland.



Stockman General contractor's getting down to earth with the Daewoo 130 Will. on a major Auckland reticulation project. Their Daewoo 170W III. 17tonne wheeled machine will arrive shortly.

Stockman General Contractors Ltd are specialist utility contractors, specialising in water reticulation and

communication. Business includes contracting to local bodies and major contractors in the Auckland region. They own a Daewoo 130W-III

and have a 170W-III due for delivery shortly. The Daewoo purchased has proven effective by its excellent performance and its close match to their requirements.

The service contract offered by Trackweld has also proven its worth, with prompt response to call outs and product support and warranty.

PRIVATE TRANSFER STATION MAKING ITS MOVE!



Huka RL200 ready to load a 25 cubic metre compaction bin, after being disconnected from the TS600 compactor, Palmerston North.

In 1992, Gary Temperton, well known landfill operator, decided to establish his own Refuse Transfer Station in

Palmerston North. With council approval and having evaluated the performance of the Manco TS600 Transfer Compactors, Gary

commissioned a firm of local consultants to design a Transfer Station utilising Manco equipment.

In May 1993, the Transfer Station commenced operation. It utilises the Manco TS600 Compactor, 25m³ Compaction Bins and Huka RL200 Rear Loaders.

Residents unload their refuse into a 12 metre wide x 30 metre long concrete pit, and the refuse is then pushed into the hopper of the transfer compactor by a front end loader.

The compactor compacts the refuse into the enclosed compaction bins. The compacted refuse, averaging 8500 Kg a load, is then hauled to the landfill 12km away. The station is handling 20,000 tonnes of refuse per year.

EXTENDING SERVICES TO AUCKLAND'S BUILDING INDUSTRY

"We use the PK13000 because it is ideal for lifting frames and trusses into position on building sites" says Terry Whittle of Terry Whittle Transport.

Terry Whittle Transport has two PK13000 truck cranes in his fleet of 6 at East Tamaki. The first of their kind in New Zealand, they have been adapted with an extra 2 metre of ram to extend their maximum reach to 14.3 metres, with a lift capacity of 4 tonne.

Only in operation for the last 7 months, Terry has found this to be a step up from the Hiab. "The Palfinger is stronger and faster in the air - plus Manco's efficient servicing really is a cost-effective time saver".

Ross Martin, driver/operator for Terry Whittle Transport lifting frames onto the top floor of a townhouse under construction in St Heliers, Auckland.



ONE COOL LIFTER!



Manco SL70 side loading arm fitted to a Labrie Export 2000 23 cubic metre compaction body operating in Quebec, Canada.

Labrie Equipment of St Nicolas, of Quebec Province, Canada, are Canada's largest manufacturers of refuse and recycling vehicles, and are major suppliers in the total North American market. Although they manufacture side loading refuse vehicles, they have not previously been able to offer full automated side loaders.

However, this changed when Labrie Equipment President, Claude Boivin, inspected the Manco SL60 Lifting Arm exhibited

at Waste Expo '95 in Chicago. Totally impressed, but with a lift capacity drawback, Mr Boivin requested a new "design, capable of lifting 200Kg".

Now, in February 1996, Labrie Equipment are trialling their first SL70 lifting arm. Operating in temperatures down as low as minus 40°C, the lifter handles the large 360 litre bins with ease, at a rate of 180 bins per hour. Manco looks forward to a long association with this top line Canadian company.

GERMANS GIVE STAMP OF APPROVAL

When the Managing Director of Schorling Fahrzeugbau, Hans Jurgen Behling saw the SL60 Lifter exhibited at Waste Expo '95 in Chicago, he was immediately impressed with the quality of workmanship and the technology of the Lifter. He knew

it was up to the stringent quality standards which the Germans demand and expect.

Schorling, one of Germany's largest manufacturers of Rear Packers, have identified a shrinking Rear Packer market in Europe, as the automated side

loader comes to the fore. Recognising the need to move with the times, they have developed their own side loading compaction body, and incorporated the Manco SL60 lifting arm - an excellent partnership.

Manco have now appointed Schorling Fahrzeugbau as exclusive distributors for Germany, France and Spain.

Ross Williams, Manco's Chief Engineer, was in Germany in November 1995, to commission the first SL60.



Schorling side-loading vehicle with Manco SL60 arm, working in Hauslingen, Germany.

ISO9001 TARGETED FOR SEPTEMBER

Manco's Technical Director, Mr Ross Williams, certainly has been up against it over the last six months, working with John Thomson of Management Consulting Services, in progressing Manco's quality assurance programme, into the rigid demands of the future equipment supply business.

When Manco identified the export potential for its side loading refuse arms, it became apparent that an externally monitored quality assurance programme needed to run in parallel with its marketing endeavours.

Ross Williams, who has assumed both the challenge and

responsibility for implementation, has found working with John Thomson, of great assistance in this difficult task. With Manco's own Design Office, it was natural to seek ISO9001 accreditation, rather than ISO9002.

Over 50,000 words have now been compiled in the Quality

Manual, which has taken approximately 500 manhours to produce.

Mr Thomson stated "that Manco had 80% of its systems operating

at ISO9001 level, prior to writing the manual, and with internal audit training now completed, it should have ISO9001 accreditation by the middle of 1996".



MANCO

GROUP DIRECTORY

*Product support is the life-line of a dedicated equipment supplier.
We are proud to offer our complete support team listing for personal contact*



MANCO ENGINEERING GROUP LIMITED

MANCO ENGINEERING Manco Engineering Group Limited.

HEAD OFFICE

139 Cryers Road, East Tamaki,
PO Box 58609, Greenmount, Auckland
Ph: 64-9-274 9862, Fax: 64-9-274 7393 or 64-9-273 9148

Bryan Black - Managing Director EXT(8322)
A/H: 64-9-575 2821, Mobile: (025) 960 069

Ross Williams - Technical Director EXT(8315)
A/H: 64-9-534 2944

General Enquiries - **Lynne Barrett** EXT(8320)

MANCO ENGINEERING & Equipment Company Limited.

General Manager - **Shayne Gough** EXT(8328)
A/H: 64-9-483-4466, Mobile: (025) 880 854

Product Support Manager
Kerry Bowman EXT(8305)
A/H: 64-9-536 6833, Mobile: (025) 951 777

StraightLine Product Support Manager
Wayne Bryan

Sales Enquiries - **Alan Marychurch** EXT(8332)
A/H: 64-9-833 8691, Mobile: (025) 955 511

Design & Drawing Office Enquiries
Edwin Yumul EXT(8317)

MANCO SPORTS Health Care Limited.

28 Davis Crescent, Newmarket, Auckland
Ph: 64-9-523 1708, Fax: 64-9-523 1963

Director - **Craig Paterson**
Mobile: (025) 730 567

TRACKWELD GROUP LIMITED

HEAD OFFICE

54 Fairy Springs road, Rotorua,
Ph: 64-7-348 3047, Fax: 64-7-346 2564
PO Box 1678 Rotorua

General Manager and Forestry Equipment Sales
Frank Rodgers
A/H: 64-7-345 5463, Mobile: (025) 960 067

Forestry Construction Equipment
Mike Couchman
A/H: 64-7-345 7471, Mobile: (025) 993 661

Sales Undercarriage Components
Ernie Skudder
A/H: 64-7-332 3488, Mobile: (025) 960 068

HAMILTON BRANCH

Bryant Road, Te Rapa, Hamilton
Ph: 64-7-849 3811, Fax: 64-7-849 5621
PO Box 10319 Te Rapa

Jim Keaney - Branch Manager
A/H: 64-7-856 5949, Mobile: (025) 727 741

NORTHERN SALES

Manco Engineering & Equipment Co Ltd
139 Cryers Road, East Tamaki, Auckland
Ph: 64-9-274 9862, Fax: 64-9-274 7393

Alan Marychurch
A/H: 64-9-833 8691, Mobile: (025) 955 511

SOUTH ISLAND

Glen McAdam
Ph/Fax: 64-3-323 7552, Mobile: (025) 865 844

Sales & Services
King Tractor Repairs, Canterbury
Ph: 64-3-313 5629

Dave Gibson Auto Repairs
Nelson. Ph: 64-3-542 4050

C E & T Sales
Otago/Southland, Ph: 64-3-479 0550

Smiths Speed & Spares
West Coast, Ph: 64-3-768 5711

FREEPHONE 0800 830 003