

# INGAL **EPS**

A **valmont**  COMPANY

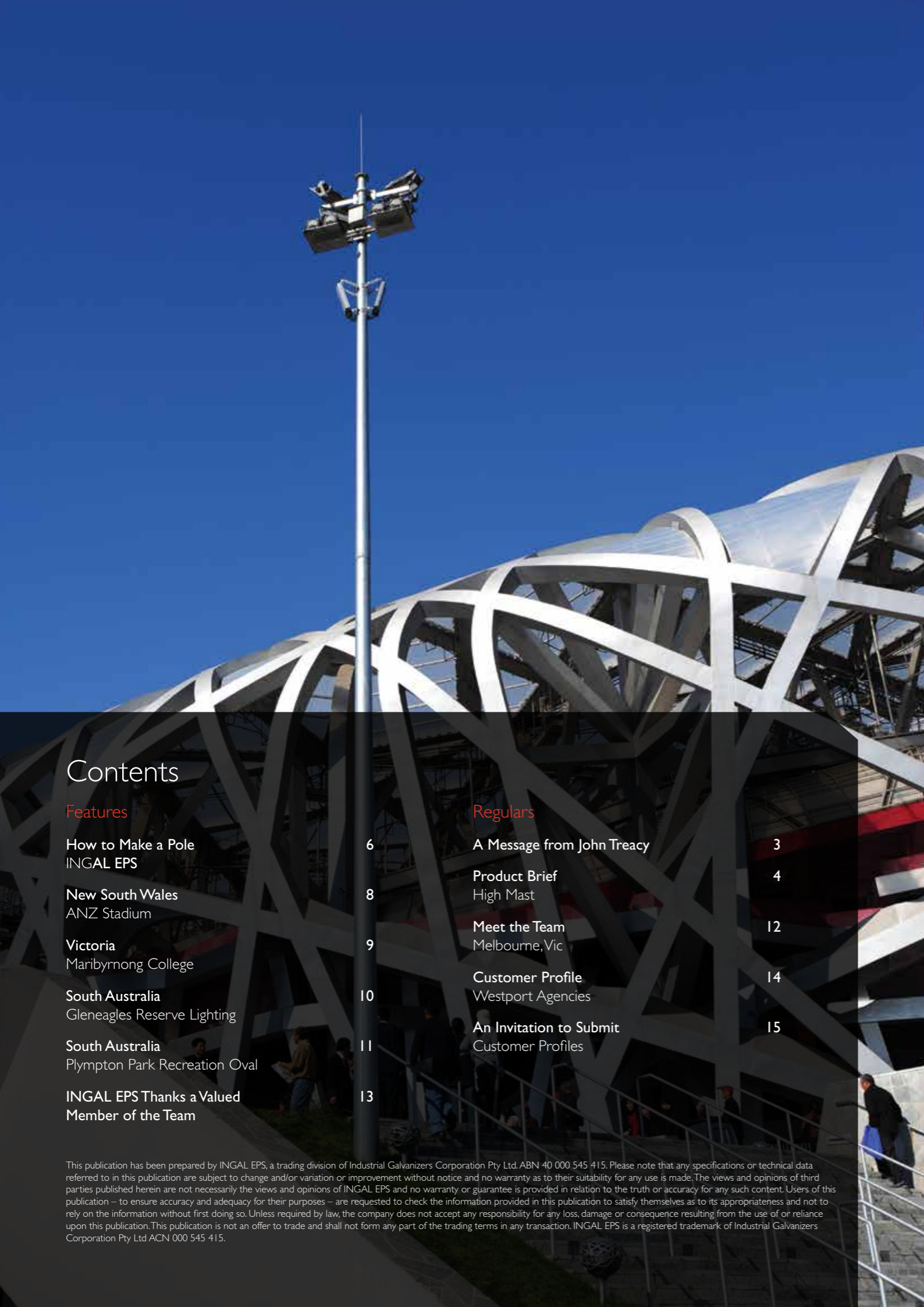


## Structures

INGAL **EPS** Lighting and  
Telecommunications'  
Newsletter

Quarter 3, 2013





## A Message from John Treacy

This edition of Structures sees us near the end of 2013. The INGAL EPS business went through a number of changes this year. All of these changes have been implemented to ensure that we have a sustainable platform that can better serve our customers. Hopefully you have seen very little evidence of this change as we were deliberate in ensuring these were internalised.

Like many businesses within Australia, **INGAL EPS** was impacted by the downtrend of the resources sector. Fortunately, the LNG plants under construction prior to 2013 did provide some certainty to those exposed to the resources and mining sector.

You will see that each month we highlight a number of large projects. While it is important that we highlight our supply to these projects, I can assure you that our commitment to smaller projects such as road intersections, sporting grounds, community facilities etc. is just as strong. Our stock range held in each capital city of Australia is an acknowledgment of this.

**INGAL EPS** aims to be the number one market supplier by being the best at the basics – on time and in full deliveries with minimal damage, and offering the most value to our customers to ensure their success.

This year saw further developments of our service offer, particularly with the introduction of our warehouse in NSW, which will enable a far better service offer to NSW and ACT customers. We were able to protect customers from the sometimes erratic fluctuations in exchange rates by supplying product manufactured from our local manufacturing facility in Qld.

We also introduced a new range of platform poles, which provide a safe alternative to luminaire maintenance on walkways and conveyor lines. We are also continuing to extend our reach into the Valmont Industries Group which will allow us to offer alternative products to the Australian and New Zealand Markets. We will keep you informed of the introduction of our new range of decorative poles manufactured from steel, aluminium, and timber in the coming months. We have also diversified our pipe pole range – sourcing these from our Valmont India plant – to the same exacting standards as the Acacia Ridge and Valmont China facilities.

To all our customers, staff, and suppliers I would like to thank you for your support this year. While the year has been challenging, we are stronger for it and will be even better positioned to offer excellence in products and services in 2014.

From all of **INGAL EPS**, have a very happy and safe Christmas and New Year. We hope that you enjoy the time with friends and family as we look forward to a prosperous 2014.

Regards,

**John Treacy**  
*Managing Director*

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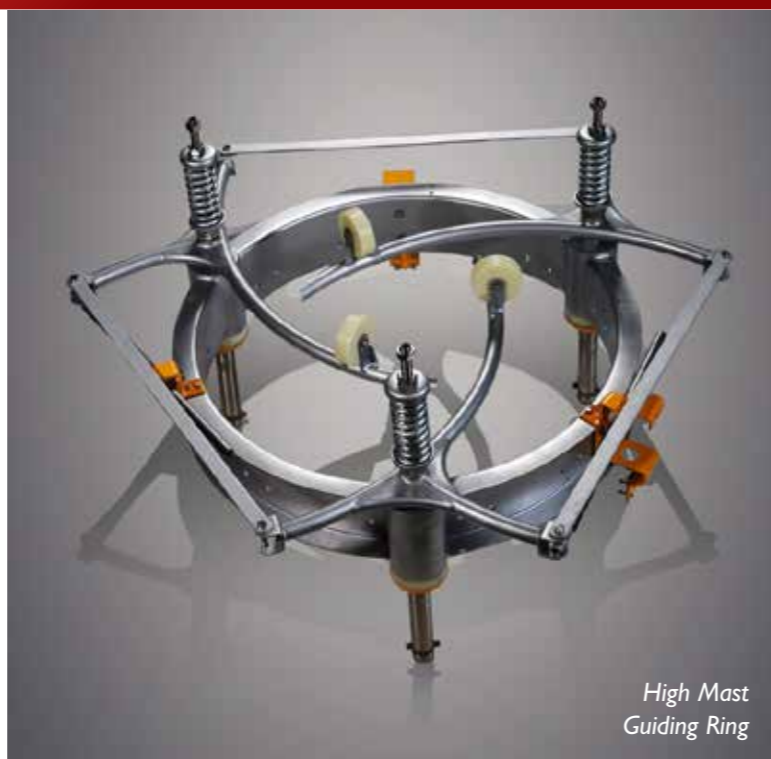
## Product Brief

High Mast Systems have similar advantages to INGAL EPS's Powerlift range in that they can light large areas with just a few poles.

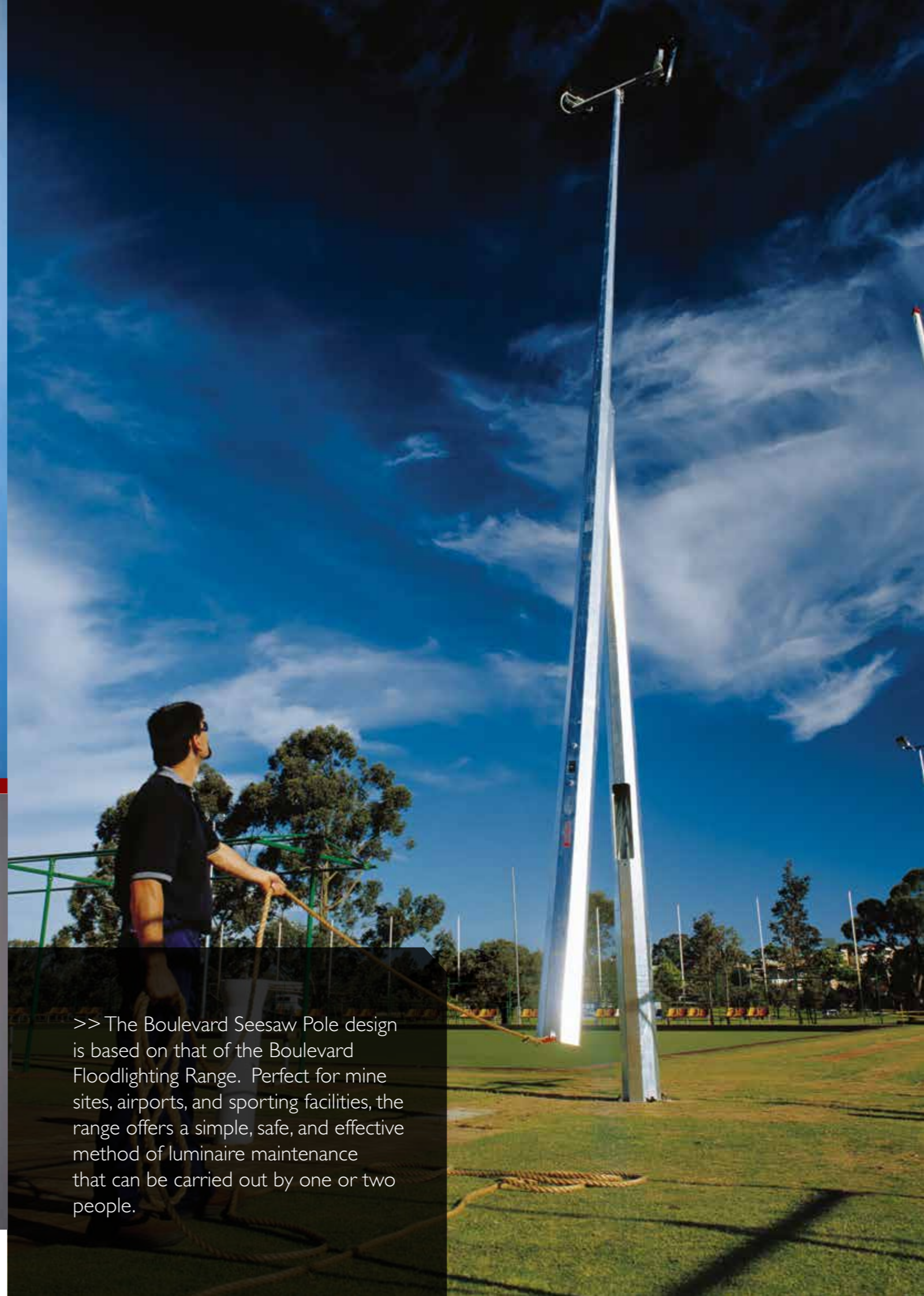
The High Mast System has the added advantage of lowering headframes to the ground, rather than the pole, making the High Mast system more suitable for applications where clear ground space is required or where there is simply not enough room to lower a pole, such as at airports, container terminals, roadway interchanges, and roundabouts.

The High Mast System can accommodate a top weight of up to 1,000kg and provides a high degree of lighting uniformity around the pole. The headframe is lowered to the ground via an electrically operated system that is permanently integrated into the base of the pole.

For more information on the High Mast System and other INGAL EPS lowering systems please visit our website or contact us on **1800 623 302**



High Mast Guiding Ring



>> The Boulevard Seesaw Pole design is based on that of the Boulevard Floodlighting Range. Perfect for mine sites, airports, and sporting facilities, the range offers a simple, safe, and effective method of luminaire maintenance that can be carried out by one or two people.



# How to make a Pole

In light of the overwhelming positive feedback that we received from last issue's article on Galvanizing (a big thank you to Alex Spillett from Industrial Galvanizers for that one), INGAL EPS is continuing on in the same vein with this issue's segment on How to Make a Pole.

## Step One



Comparatively, the process is quite simple. Once an order is received, sheet metal is purchased and delivered to site. Delivery can either be in the form of flat sheets or coils, which are then flattened and cut into sheets.

## Step Two



Pole designs are marked out onto the flat sheets using engineered templates. A single sheet may be able to make more than one pole, so the marked sheet is sent to the Guillotine (image above) to cut out each pole. The resulting cuts are known as trapezoids which will eventually be shaped into a pole.

## Step Three



Once sorted from the Guillotine, the trapezoids are stacked for the pressing process. It is this process that will determine whether the pole is round, octagonal, hexagonal etc. The amount of times the pole is pressed ultimately determines the shape of the pole; the more presses, the closer to round the pole becomes.

## Step Four



Immediately after pressing, the pole is sent for welding and then straightening. It is this step that joins the pole edges together with a seam weld. Once the seam weld is completed and the pole has been straightened, the base plate is welded to the bottom.

## Step Five



The newly formed pole is sent to door and spigot fabricators before sending to galvanizing. Access doors are fabricated using cut-outs from the pole structure and then reattached using securing screws.

## Step Six

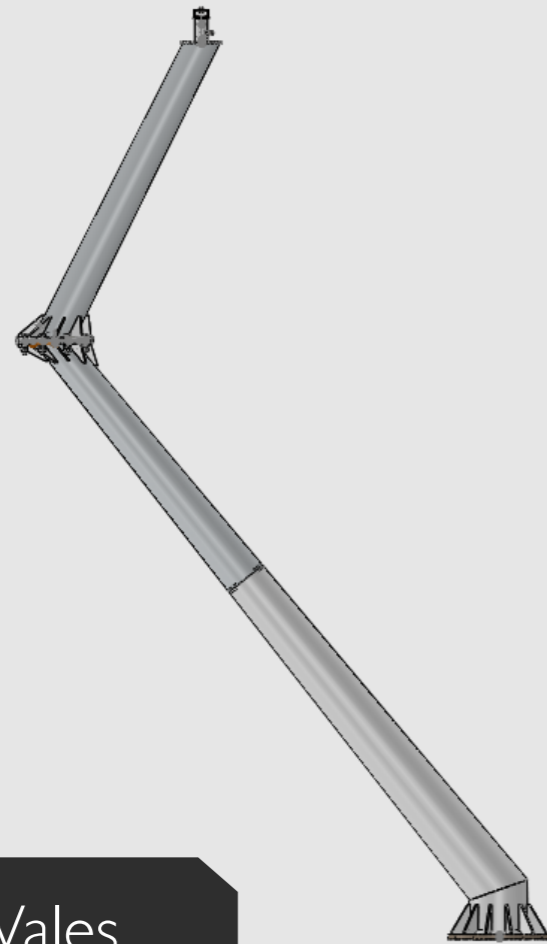


Once the door is fabricated, the pole, and its accessories, outraches etc. are ready to be galvanized. The pole is sent to **INGAL EPS's** sister company, Industrial Galvanizers, where it will be treated by over 450°C of molten zinc; preventing corrosion and oxidation.

## Step Seven



From Galvanizing, the poles are then sent to the Powder Coaters where they are painted in the colour of the customer's choice, assembled and despatched to the job site. If powder coating is not required, the poles are sent straight to assembly for fitting of doors and other items and then on to the customer. And that is how a pole is made.



## New South Wales



## Victoria

Image Courtesy of Tiger Turf

### ANZ Stadium

If you have had a chance to visit Sydney ANZ Stadium recently, you may have noticed the unusual lighting poles surrounding the practice cricket nets next to the main stadium.

**INGAL EPS** was able to work closely with the customer, Pulvin Composite, in developing a product that would meet the project needs.

Originally, the brief required 6 x 30m poles which resembled emu necks, however; the urgency of the project required **INGAL EPS** to alter the design in order to help Pulvin Composite meet the project critical path requirements. The finalised product was 4 x 6m poles which were flange mounted to 8m round pipes.

One of **INGAL EPS**'s key strengths is meeting our customer's critical path requirements. By combining the best price with lead time, **INGAL EPS** was able to meet the customer's deadline.



### Maribyrnong College

Maribyrnong College is Victoria's only state-funded Sports Specialism school with a sports enrollment comprising of nearly 40% of the school population.

The first stage of Maribyrnong's Sports Academy included 7000m<sup>2</sup> of sporting complex including an indoor running track, an elite training centre, and six international standard tennis courts.

**INGAL EPS** was awarded the tender for stage two of the project which involved supplying 10 x 30m, and 2 x 31m poles for a national standard artificial hockey pitch, and FIFA rated soccer field. Each pole was designed to accommodate up to 12 of Sylvania's high performance R2 Maxi luminaires per pole.

**INGAL EPS** has Floodlighting poles in some of Australia's most well-known sporting grounds. No Floodlighting project is too big or too small for **INGAL EPS**, and we hold common sizes of Floodlighting poles in stock at many of our sites.





South Australia



South Australia

### Woodville Rugby Union Football Club - Gleneagles Reserve Lighting

South Australia's Community Recreation and Sport Facilities Program (CRSFP) is aimed at supporting the South Australian Strategic Plan's sport and recreation target to increase the state's population participating in sport or physical activity (at least once a week) to 50% by 2020.

In 2012, the Woodville Rugby Union Football Club was a recipient of a CRSFP grant to help upgrade Gleneagles Reserve's Lighting facilities, for which **INGAL EPS** provided 4 x 20m floodlight poles.

Due to the size of the field, the poles were fitted Philips Optivisions supplied by Pierlite providing optimum glare control in a compact design.

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### Plympton Park Recreation Oval

Through its Strategic Plan 2009 to 2013, Plympton Sports and Recreation Club developed strategies for seeking cost effective ways to maximise the use of their facilities and encourage more people to be active in sports and recreation.

The oval is located on the corner of Milton Avenue and Park Terrace, Plympton and now features 4 x 25m **INGAL EPS** Floodlighting Poles with 5 x Philips Optivisions supplied by Pierlite.

The lighting upgrade has not only helped to improve player safety at night, but also in Turf Management. The installation of new lights has removed black spots which resulted in overuse of some areas on the oval. The new lighting system allows the club to implement training programs that rotate sessions around the whole field, spreading the wear and allowing greater recovery time to turf.





## Meet the Team

From Left: Matthew Pentreath, Nick Marston, Andrew Eames, Mike Brockhus.

# INGAL **EPS**

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## INGAL **EPS** thanks a valued member of the team

As part of Valmont Industries, **INGAL EPS** recognises that our employees are the corner stone of our accomplishments, we pride our selves on being people of passion and integrity who excel and deliver customer results. This year one of our own celebrates an important milestone.

Our Acacia Ridge Maintenance Officer, Andrew Spina celebrated his 20th anniversary with **INGAL EPS** in May of this year. Andrew started out as a Boiler Maker with **INGAL EPS** in the 1990's when we were known as Polo Poles. Andrew has had several roles within the company over the years including: Fabricating Leading Hand, Warehouse Supervisor, and Site Inspector to name a few.

Andrew has seen the company through many changes and we would like to thank him for his valuable contribution to **INGAL EPS**. Please join us in celebrating this significant achievement.

**Thank you and congratulations, Andrew!**



"It's Spina. Andrew Spina"

## Melbourne, Vic

Recognising that our employees are the cornerstone of our accomplishments, we pride ourselves on being people of passion and integrity who excel and deliver customer results, and there is none more passionate than the Victorian Sales team.

The Victorian Sales team is made up of two Account Managers (Matthew Pentreath and Andrew Eames), an Internal Sales Coordinator (Nick Marston), and a State Manager (Mike Brockhus).

Matthew Pentreath has been with **INGAL EPS** for 5 years as an Account Manager with a high focus on Customer Service. His background has been varied from banking, to cruise ships, and the sale of plastics in the canning and bottle industry. Outside of the office, Matthew is kept very busy with 2 young twin boys. He loves football and is currently in training for his first marathon.

Andrew Eames has been with **INGAL EPS** for over 7 1/2 years. Starting out in Internal Sales, Andrew is now an Account Manager and spends most of his work time visiting the many clients who he has been working with over the years, as well as making new contacts. When not toiling hard as his job in Sales, the father of 2 adult children is usually on the business end of one of his several bass guitars, playing in 3 piece blues bands, all the way up to 18 piece swing Bands.

Internal Sales Coordinator, Nick Marston is the newest members of Vic Sales Team. The father of two teenage daughters comes to **INGAL EPS** having spent over 13 years in the industrial hardware and steel industry; including senior account management positions in the "Nuts & Bolts" game and internal / external roles within the steel industry. "I am loving the new challenge and enjoying using some of my previous roles knowledge within my internal role here at **INGAL EPS**" Nick says.

Finally, there is Mike Brockhus, Victoria and Tasmania's State Manager. Mike has been with **INGAL EPS** since the 1980's when we were known as Riverton Engineering. As an engineering graduate, Mike started off as a draftsman with Riverton and has seen the company through many changes. Away from the office, Mike enjoys gardening, fishing, and being the family handyman.

Each member of the Victorian Sales Team is energetic and committed to providing the best in customer service and product. We encourage all of our Victorian and Tasmanian clients to get in touch with the staff on **1800 623 302** or by stopping by the office, now located at 35-37 Lakeside Drive, Broadmeadows.

# 20 YEARS



Tas Port  
Navigation Lights (before)



Tas Port  
Navigation Lights (after)

## Customer Profile

### Customer Profile: Westport Agencies

With such a dedicated and experienced team, **INGAL EPS** is proud to have Westport Agencies as our distributor of quality poles, columns, and structures in Tasmania.

At Westport Agencies we believe our fundamental challenge is to deliver building service solutions that benefit our customers; suppliers, owners and occupiers of buildings, contractors, and wholesalers who use electrical equipment.

As a specialist supplier of electrical equipment for all four major development sectors, - commercial and industrial, office and retail, interior and arts, and outdoor - the Westport Agencies' product portfolio is as comprehensive as it is competitive.

The principles that we represent, such as **INGAL EPS**, are at the leading edge of product design and development. Together with these clients, Westport Agencies has worldwide resources available, allowing us to provide the Tasmanian market with a wide scope of operations, product range, and design and application skills.

We are continually working to improve our customer service levels and are judged on our principles in the management of on-time-delivery of products, furthermore reducing customer's costs allowing us to build strong business partnerships.

Westport Agencies' commitment to quality remains steadfast. Recognising that quality comes from our staff and our investment in them, training and the continual review of operations is maintained throughout the company.

There are exciting opportunities on the way including technological advances in the application of electronics, new development in products and services, energy efficient standards, and many varied new construction initiatives. Westport Agencies welcome these changes as important challenges that will serve to charge us with the desire to continually adapt and seek alternative methods of operations.



## An Invitation to Submit

### Customer Profiles

The general focus of **INGAL EPS**'s newsletter, **Structures**, is to provide our customers with up-to-date information and developments within the company. The newsletter encourages diversity through mutually beneficial marketing opportunities.

We would like to invite contributions to the publication in the form of customer profiles. We also welcome contributions that highlight collaborations between **INGAL EPS** and customer projects.

We suggest that case study submissions to **Structures** be limited to finalised projects. By this we mean contributions that present completed projects.

To submit please email: [marketing@ingaleps.com.au](mailto:marketing@ingaleps.com.au)

In the Q3, 2013 edition of Structures, **INGAL EPS** published a Customer Profile on JEM Distributors. The article made reference to additional clients of JEM Distributors. It has however been drawn to the attention of **INGAL EPS** that Jewell Distributors represent L'Oreal, Arlec, and Mistral, not JEM Distributors. **INGAL EPS** formally apologises for this error and any inconvenience that it may have caused.

In the Q3, 2013 edition of Structures, **INGAL EPS** published an article titled "Queensland: Gold Coast Rapid Transit". It has been drawn to the attention of **INGAL EPS** that the project was known as Gold Coast Rapid Transit, but is now referred to as Gold Coast Light Rail. **INGAL EPS** formally apologises for this error and any inconvenience that it may have caused.





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