

INGAL **EPS**

A **valmont**  COMPANY



Structures

INGAL **EPS** Lighting and
Telecommunications'
Newsletter

Quarter 1, 2014



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A Message from John Treacy



Welcome to our first edition of Structures for 2014. I trust that you have all come back from the holiday period, having had a safe and enjoyable time with family and friends. With the new year we are all hoping for an increase in consumer confidence and industry sentiment to stimulate demand. We are hopeful that there are a number of large infrastructure projects commercialised in light of recent media from our political leaders.

INGAL EPS has been sourcing product from several of our wholly owned Valmont manufacturing facilities across the globe. I recently had the pleasure of visiting one of Valmont's manufacturing facilities in India. Not only did this trip emphasise just how large Valmont's network is, but also how it is committed to the same level of customer satisfaction no matter the location. It goes to show just how committed Valmont is to thinking globally and acting locally. It is this same level of commitment to excellence that has us looking into sourcing pipe poles from Valmont India that will soon be available from our local distribution centres.

To this end we also had visitors in Australia from Valmont France who are France's market leaders in the supply of decorative poles and outreaches. In France, each region and city has its own signature street lighting poles, complementing the local landscape and architecture. The range available to **INGAL EPS** that can be sourced via Valmont France is significant. In coming weeks we will be talking to you about the potential for these decorative poles and outreaches to be supplied for you and our customers.

With the immense success from our exposés on galvanizing and the manufacturing of poles, we thought we would complete the series with an article on Powder Coating, written by one of our suppliers; Spectra Coatings.

INGAL EPS is proud to be part of this large network of trained specialists and state of the art manufacturing facilities, so we also have a feature in this edition of Structures profiling one of our global Valmont counterparts; Tehomet — renowned throughout the Netherlands as the Nordic countries' largest manufacturer of metal and wooden special lighting poles.

We have also been receiving a lot of enquiries for our patented SWINGSAFE™ poles lately; a lowering system that was designed as an enhancement of the standard seesaw range. Its unique shape and added safety make it instantly recognisable. As such, we have chosen the SWINGSAFE™ for this edition's product brief.

In wishing you all the best for a safe and prosperous 2014, I hope that you enjoy reading this edition of Structures, and encourage you to get in contact with us via our local sales office should you have any queries regarding anything in this edition, furthermore should you wish to submit your company's profile for the next issue.

Regards,

John Treacy
Managing Director



Product Brief

The SWINGSAFE™ is designed to further aid those who use the mid-hinge range of seesaw poles. SWINGSAFE™ poles are an ideal lighting solution to provide a safer operating system.

Features and Benefits

- The pole is able to be lowered and raised using a custom designed mechanical winch, attached to the base of the pole, almost entirely eliminating the need for manual handling
- The tipping point is significantly less than the standard seesaw range due to the unique kinked shape, giving the operator more control when lowering and raising the pole
- Less chance of damage to luminaires when lowering due to the physical kink in the design

Options and Accessories

- SWINGSAFE™ poles are baseplate mounted as standard
- The poles are hot dip galvanized and can be powder coated or painted in the colour of your choice
- Standard mounting heights are 12m to 30m
- Winch operation adaptation available in all heights
- Single remote winch unit to suit all poles
- Additional resistant bolts
- Vandal resistant lock



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



Powder Coating

For more information, please contact Liam Kelly from Spectra Coatings™ on **07) 3865 4633** or go to www.spectracoatings.com.au

Spectra Coatings™

Spectra Coatings has been the preferred supplier for **INGAL EPS** for the Metal Finishing of Poles for the past 5 years. Our relationship commenced in 2008 and since then we have Powder Coated and/or Painted in excess 3000 poles per annum.

Spectra Coatings follows a 12 step quality control and work-flow procedure which was developed in conjunction with **INGAL EPS** to ensure the end product meets the Australian Standards and Market Conditions.

Spectra Coatings™'s part in the process is usually the last step before distribution, so we receive product after it has been galvanized and we commence our process from this step. The application of Powder onto Galvanized Steel product has developed over the years and with the introduction of Prime Coatings (Base Coatings) has assisted in the adhesion and durability of Powder Coat onto Galvanized Steel.

How is it Applied?

Spectra Coatings specializes in Metal Finishing and the Powder Coating of poles is a detailed process with the most important part of the process being the preparation of the product before application. In our custom built facilities we have the capacity to coat poles that range from 4m through to 11.5m in length. Our process includes the following steps:

- Pretreatment and Preparation — Once a pole arrives on site we fully inspect the product to ensure that it does not have any damage. We then begin the process of pretreatment which involves an Acid-Etch Degrease. We then de-gas the pole of any volatiles through a cooking out process. Once the pole is fully treated and prepared, the product is then ready for coating.
- Coating Processes — All poles are hung and we then apply a Prime coat on the product which is subsequently cured through a baking process. After the initial coating is applied and cured we undertake extensive QA on the product and once signed off apply a top coat in the nominated colour.
- Quality Control and Testing — Once the product has cooled, we undertake various inspections and testings to ensure that the pole meets the Australian Standards. These tests include a Visual Inspection, Cure Test to ensure that the powder is cured, Adhesion Test to ensure that the powder

is adhering to the pole, and finally a micron reading which measures the thickness of the coating to ensure that it meets Australian Standards.

- Packaging & Despatch — Once all of the testing is signed off, we package the poles for transport and distribution.

Advantages of Powder Coating:

Powder Coating is a globally recognised metal finishing application; it provides a durable finish and also offers versatility with the choices of colours that are available. Below we have outlined some of the advantages in why you would use Powder Coating.

- Quality of Finish — Powder coating provides a better finish to metals overall. Powder coating is supplied ready for immediate use without any additional pre-mixing, stirring, or solvent additions or viscosity adjustments. In relation to film thickness you are able to achieve optimum thickness in a specified number of passes without the risk of runs, drips, or sags.
- Corrosion Resistance in Average Saline Environments — The combination of proper metal pretreatment and powder coatings can provide outstanding corrosion resistance. The principle reason for this is that powder has the ability to provide high film builds and good edge coverage, and, in addition, provides high cross-link density, good resistance to hydrolysis, low moisture and oxygen transmission rates, and films free from traces of any residual solvents.
- Production Efficiency — Powder is a more efficient product to apply than any other form of metal finishing.
- Transportation — Powder is a far easier product to pack and transport. It is a harder finish than wet paint.
- Cost of Powder — The costs of powder coating in both materials and production costs are significantly cheaper than alternatives in the market.
- Environmental Advantages — Powder is polyester and is therefore compliant with environmental regulations; it is an environmentally friendly product. Powder Coating is a dry finish and is a non-hazardous, safe, and environmentally compliant product.
- Odourless — Powder Coating is an odourless product.



*Powder Coated Estate Pole
by INGAL EPS*



South Australia

Pines Hockey Stadium

Adelaide's Pine Hockey Stadium is home to Hockey SA, the peak body for hockey in South Australia, and to both Adelaide-based Australian Hockey League Teams; the men's Southern Hotshots and the women's Southern Suns.

A recent state government funded upgrade of Pine Hockey Stadium saw the installation of a second synthetic hockey pitch as well as a \$809,000 upgrade to the 24 year old lighting system. **INGAL EPS** supplied 8 x 18 Valmont Seesaw poles which were all designed to accommodate 6-7 Pierlite Disano fittings.

The upgrade has already enhanced the viability of the venue, with the Pines Hockey Stadium having hosted the National Women's Master's Championship in October last year. The upgrade has also cemented the Stadium as a premier venue for Hockey in South Australia, ensuring that the site adheres to international playing standards.

INGAL EPS has floodlighting poles in some of Australia's most well-known sporting grounds. From international pitches to local sporting ovals, 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.





Victoria

M80 Ring Road Upgrade — Tullamarine Freeway to Sydney Road

The M80 Ring Road is a freeway corridor in Melbourne that connects the northern and western suburbs to other urban and rural freeways. The road relieves freight traffic from Sydney Road, Pascoe Vale Road, and Geelong Road and funnels them to the freeway. While this has encouraged both industrial and residential growth in Melbourne's western suburbs, there have been 13 fatal accidents and 715 casualty crashes along the M80 Ring Road between 2006–2010.

The M80 Ring Road upgrade will improve safety for drivers and local communities by adding lanes between some interchanges and reducing merging movements by traffic entering and exiting the freeway.

INGAL EPS provided various poles to 16.5m and outreaches to 5m including: seesaw, slip base, rigid, and traffic signal poles to the Calder Freeway to Sydney Road stage of the upgrade.

INGAL EPS was chosen for its ability to supply product within the agreed delivery period as well as a product that was recognised as value for money.

One of **INGAL EPS's** key strength 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.





Queensland

Port of Brisbane

As part of the national communications expansion, **INGAL EPS** has been engaged across several projects and clients regarding the supply of Telecommunication Monopoles. One such example is the new 2100MHz site at the Port of Brisbane at Fisherman Islands.

Fisherman Island is a flat area and as such there were no suitable places to install a monopole with antennae. The only option was to put antennae on top of a 30m **INGAL EPS** floodlighting tower at Patricks Autostrad terminal.

As the antennae had to be above the 35m height to receive the required coverage, **INGAL EPS** was in an excellent position to assist on this job, having designed the original floodlight tower. A 6m long section was designed to simply slip over the top of the existing pole and supported by a turret flange as well as mounts for the huge 6m crossarm which supports six floodlights.

This goes to show why **INGAL EPS** is recognised throughout Australia as an industry leader in engineered products and services for poles, columns, and structures. Essential to our success is a company-wide commitment to customer service, innovation, and our ability to be the best cost producer for all products and services that we provide. We pride ourselves on being people of passion and integrity who excel and deliver customer results.





South Australia

St Clair Oval

The suburbs of Woodville and Cheltenham, west of Adelaide's city centre, has undergone a transformation recently and continues to change as the St Clair Development progresses.

The development currently offers more than 1200 new houses over 22 hectares of lagoons and evergreen parklands, with a village square with shops and cafes in the centre. But what makes this development truly spectacular is the land swap that was required to move St Clair Oval to the development site.

INGAL EPS was engaged by Sportslighting Plus for the relocation of the sporting oval and was able to supply 4 x 25m Valmont Floodlighting Poles each featuring 4 x Pierlite Optivision fittings for the new grounds. This result has enabled the installation for first class cricket pitches and soccer grounds.

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Valmont Industries

*Vuosaari, Finland
Photo: Tehomet Oy*

Tehomet: Light all the Way

Valmont Industries is the world's leading designer and manufacturer of metal poles. The company is listed in the United States on the New York Stock Exchange. In addition to poles, Valmont manufactures products for the needs of wireless communications and public utilities. Its product range includes special lighting poles and masts, irrigation equipment for agricultural use, and miscellaneous support structures. Valmont manufactures and finishes itself the tubing it needs for poles.

Tehomet is the Nordic countries' largest manufacturer of metal and wooden special lighting poles and mast structures as well as composite poles. Established in 1979, the company has been based in Kangasniemi, Finland throughout its history. In 2005 Tehomet Baltic was founded in Kiiu, Estonia to serve customers in the Baltic countries in particular.

Tehomet's special expertise can be summed up in its mission statement: To design and manufacture individual and high quality products according to customers' wishes to an agreed schedule, and to invest in product development.

Tehomet's market area encompasses not only the Nordic countries, but also the Baltic countries, Russia, and indirectly the whole world. Tehomet's strong domestic expertise has been put to good use in challenging projects and demand for the company's products within the European Union is constantly growing.

Tehomet and Valmont Industries joined forces in spring 2007. Through this development, Tehomet is now part of the market leader in lighting poles worldwide. The product range also grew: aluminium poles as well as IT and power line masts were added to the range.



Stockholm, Sweden
Photo: Tehomet Oy



Meet the Team

From Left: Paul Cottam, Maleah Smith, David Sosnowski, George Georgopoulos

Wingfield, SA

We started our “Meet the Team” segment over 1 year ago, so you’d think that you would have met the entire INGAL EPS team already; hardly. In this issue we meet one of INGAL EPS’s most down-to-earth sales teams: South Australia.

By now, you should all know George Georgopoulos, the Western Australia, Northern Territory, and South Australian State Sales Manager. The Adelaide Crows supporter has been with **INGAL EPS** for nearly 2 years and enjoys spending time with his wife, daughter, and two sons, even if it is driving them to one of their numerous sporting events.

Maleah Smith is South Australia’s Internal Sales Coordinator and has been with **INGAL EPS** 1 ½ years, having previously worked in administration and sales for the past 10 years with Stratco and Sandvik. When not at work, Maleah and her husband, Ian, spend time with their two dogs renovating their house. She is also into Xtend Barre, a combination of pilates, dance, and yoga — definitely not for the feint of heart.

Paul Cottam is South Australia’s Logistics Coordinator and has been with **INGAL EPS** for 5 years, having previously worked at Genpower as Sheetmetal Manager. When away from the office, Paul enjoys spending time with his wife, Val, 2 kids, Andy and Bridget, cat, and three birds. The Port Power supporter also enjoys surf and boat fishing and wants to do an extreme sport like bungy jumping, parachuting, or walking on hot coals — ouch!

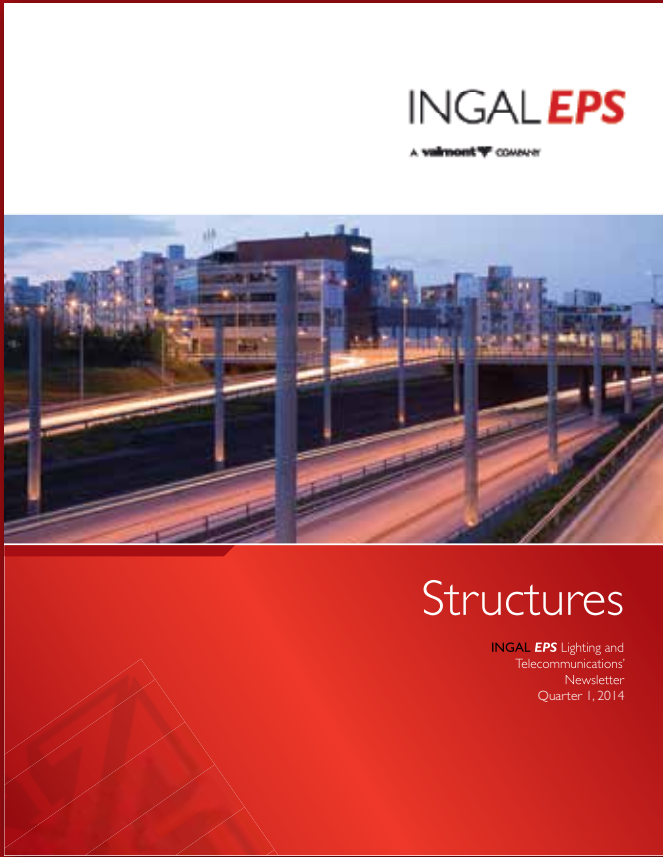
Territory Sales Representative, David Sosnowski has been with **INGAL EPS** 7 ½ years having previously worked with Paul at Genpower. The qualified electronic engineer enjoys spending time with his wife, Amanda, his 2 daughters, Nicole and Elena, and dog, Milo. He is also a passionate Adelaide Crows and San Francisco 49ers (NFL) supporter, and has a golf handicap of 14.

Each member of the South Australian Sales team is energetic and committed to providing our customers with the best in customer service and product. We encourage all of our South Australian clients to get in touch with the staff either by phoning **1800 623 302** or by stopping by the office at 7 Senna Road, Wingfield.

Regards,

Joanna Forsyth

Marketing Coordinator



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.

For more information regarding formal instructions for authors, or to submit your profile, please email: marketing@ingaleps.com.au





Vantaa, Finland
Photo: Tehomet Oy

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