



The Cutter

Quarterly Newsletter

February 2017

csdaa.com.au





Presidents Message 2017



It would appear that the start of 2017 in many States and Territory's have major infrastructure projects and commercial developments, keeping many companies busy; which is a sign.

Suppliers & manufactures are also happy because of the flow on effect for supply and demand in consumables and equipment. It's good to be busy; however we all know the knock on effect.

Maintenance & the servicing of equipment is usually the first casualty. The ongoing delivery of services, equipment is rarely in the workshop. You will find as equipment & vehicles get older; the time line and interval between services gets shorter, due to wear and tear.

Basic pre start checks by operators on all equipment they are in charge of, can save you time & money in the long run. Reliability & punctuality are two important attributes in running a successful business. Clients have low tolerance for repeat incidences where equipment & vehicles break down.

Productivity is king and is becoming more important than ever before. The cost of doing business increases every year and is most prevalent in the sawing & drilling industry. Early last year Len Phillips from Ai Group gave a short presentation on the actual costs to put an employee in the field.

To summarise chargeable hours in a typical year: Once we have taken out the weekends; holidays; sick days; and public holiday's; we are left with 200 work days. Multiply this by an 8-hour day; we have 1600 chargeable man hours per operator each year. Now, of these 8 hours how for many of those are spent actually on the tools generating revenue?

If I was to approach everyone individually and ask what it costs to put an operator in the field, the variance in cost estimates would be substantial. In 2009 the CSDA contractor survey found the average revenue generated by one operator in a year was USD\$150,000.00. The average operator hourly rate paid at this time was USD\$ 20.29

So how important is productivity to you? Is your productivity increasing or decreasing each year? It doesn't matter if you have been in business for 30 years or 3 months. The best advice I can give - stay on top, monitor your productivity and costs.



Business in construction is getting slower, not harder. Conforming compliances to Tier 1-2-3 builders incurs costs to your business, which many of us never pass on. Site inductions are the number one cause of lost production. The sawing & drilling industry would conduct the most site inductions in the construction industry.

I am all for safety, but the induction process on most sites goes way beyond what the construction induction card was designed for. The construction induction card was implemented to streamline the induction process when going onto a new site. Again, if you add up the time spent in a year for each operator and the number of inductions completed, surely we should be the safest industry sector going around.

As an industry, we need to assess how productivity losses can be minimised and more importantly how these costs can be passed back to the client. Working smarter not harder is a great business model. Having the correct information on hand to defend your case when charging for lost productivity is even better business.

Sincerely
Jason Franken
President CSDAA

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Plan Ahead - Save the Date

Save the dates and plan ahead

CSDAA and Industry Events

March 27th – State meeting – Victoria

May 5th – CSDAA general meeting to be held in Sydney. 5pm meeting followed by dinner and drinks. Meeting held at AI group – North Sydney

August 18th – CSDAA general meeting and Network event - DARWIN. SAVE the date for the Top End experience. The 5 day networking event will be a great time to meet and network with industry colleagues and take a break from the southern winter and spend time up north. Further details will follow, but put these dates in your calander 16th-20th August 2017 – for the NT visit.



November 17th – CSDAA general meeting – BRISBANE – fun in the sun.

February 2018 – CSDAA AGM – Melbourne

For bookings email associations@aigroup.com.au



YOU CAN'T COMPETE WITH THE REAL THING

Many Australians made the journey to attend the 2017 WOC, with WOC2017 being one of the most successful years on record, attendees found new products, interesting training sessions, and sure they would have loved the Las Vegas atmosphere.

This is the World of Concrete—the only annual international gathering place for more than 60,000 concrete and masonry professionals who look to WOC—the first and most important industry event of the year—for the technology, supplies, equipment and connections that they need to meet demand. Exhibit here and make authentic connections, write orders with qualified decision makers and watch your bang/buck ratio go through the roof.

2018 WOC Exhibit Hall Hours

Tuesday, January -Thursday, January 23-25

9:30 am -5:00 pm

Friday, January 26 9:00 am - 12:00 pm

[Click Here for Exhibitor Info](#)

Whats On...

March 2017

9th Worksafe Golf Day
23rd-25th BEBOSA - Germany
27th Victoria State Meeting

April 2017

14th Good Friday
16th Easter Sunday

May 2017

5th CSDAA Meeting Sydney
10th-11th HRIA Convention Sydney
12th QLD State Meeting

Current Members

NSW

Basic	9
Distributor/Supplier	4
Premium	14

NT

Premium	1
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QLD

Basic	9
Premium	11

SA

Basic	1
Distributor/Supplier	3
Premium	3

TAS

Basic	1
Premium	4

VIC

Basic	5
Distributor/Supplier	7
Premium	17

WA

Basic	4
Premium	6



Welcome Back Ricky Driver

After a four year absence from the Professional Diamond Drilling and Sawing Market, we welcome the return of Ricky Driver back into our folds.

Ricky has over 25 years' experience in the Global Professional Drilling and Sawing Industry, starting back in 1989 with Hydrostress and Tyrolit in the UK. Transitioning from Field Service Engineer to Divisional Manager for Construction, and was involved with contacts such as Nuclear Plant Decommissioning, Dublin Harbour underwater wire sawing, Plymouth Dockyard upgrades, Canary Warf and Wembley Stadium to name a few.

He moved to Australia in 2003 when Tyrolit acquired Castle Tools; again involved in prestigious projects such as the Warragamba Dam deep water upgrade, Allied Paper Mills upgrades, wire sawing solid Zinc blocks, Various Dam projects and was a major instigator in introducing Polished Concrete into Australia with the HTC line.

In 2009 he Joined Saint Gobain, who were looking to break into the Industry in Australia, and after a testing of the market with the Clipper and Nimbus products for 3 years, with projects including cutting with wire and wall saws solid copper blocks weighing over 70 tonnes, setting up a service centre and warehousing facility, saint gobain moved away from the professional market and now concentrate on the trade and DIY stores, so after 6 years He left for a new venture.

This was with the Italian company Bonfiglioli, selling in to Gearboxes and drive systems, providing solutions into the mining, food processing ,environmental waste and concrete industry, but after 1 year decided where his heart lay,... Back in the Professional concrete drilling and sawing Industry.

Ricky Joined Cutting Edge Diamond tools from 1st February 2017
You can contact him at the Sydney Office of Cutting Edge Diamond tools.
2 Arkley Street, Bankstown NSW 2200
0449 608212
Ricky@cutting edgediamondtools.com





What makes a CSDAA member different?

CSDAA members are experts in their field. They have the knowledge and experience to do the job thoroughly, and safely.

CSDAA members are Operating Contractors and Suppliers/Manufacturers of equipment servicing the concrete sawing and drilling industry.

CSDAA members remain informed of the latest information in cutting technology, and have access to the most effective and technologically advanced equipment available.

CSDAA members are provided with services that support industry best practice, including industry and business mentoring, the CSDAA online manual, and links with professional industry training programs. We are working to help our members become sustainable.

When you engage a CSDAA member contractor you'll experience the security of knowing that you're in great hands.

Become a Member Today!

Welcome our Newst Member

GWS Pty Ltd T/as Network Insurance Group



Hobart Annual General Meeting

2017 CSDAA annual general meeting was well attended in beautiful Hobart. Suppliers and contractors from across Australia met at the Wrest Point Casino. The meeting involved the presidents update, financial report, executive update, RTO and RPL information, plus marketing information on the future of the CSDAA and events.

The meeting concluded with refreshments in the Onyx bar followed by dinner in the Pier One restaurant. All that attended had an informative and enjoyable time, some CSDAA members were rumoured to have continued on in the Jazz bar until the wee hours solving the worlds challenges. Many people stayed on for the week end, enjoying a visit to MONA (Museum of Old and New Art), the wooden boat festival, Salamanca markets and exploring the treasures of southern Tasmania.

Additional to the CSDAA AGM, Cutting Edge Diamond Tools, found this to be a valuable time to hold a national sales conference. The boys from Cutting Edge attended the AGM and continued on to hold their product and strategy meeting on the Saturday. Combining their meeting with the CSAADAA event in Hobart "killed two birds with one stone" and probably a few brain cells too. Feed back states the time spent in Hobart was valuable and productive.



Executive Board Strengthens with Industry Experience

2017/2018 executive board are pleased to introduce 2 new members.

These two members join the current board of Jason Franken, Mario Gomizelj, Will Viser, Ben Shelds, Phil Rowden, Ebony Knight. (all pictured below) also absent from the photo, Catherine Thompson, Kevin Smith, Scott Hanley.

These two new members Steve Wylde of Online Concrete Cutting, and Kerrie Auer of Power Concrete Cutting, have vast industry knowledge and will be a major asset to the CSDAA team.



Women Triumph



The CSDAA executive board has 3 female representatives, Catherine Thompson, Kerrie Auer and Ebony Knight.

Their industry knowledge and market awareness gives valuable input, along with keeping the gentlemen of the board in line.

For the first time the CSDAA has a female Vice President. Ebony Knight was elected by the board in February, replacing the long time serving Scott Hanley, who stays on as marketing executive.

We are all confident; Ebony will support Jason well and continue her efforts to be a strong board member.

We wish her well in her role.

Chaffer Dam Tamworth NSW

April 2016, Nova-cut NSW took on the task to remove the baffle and nose cone off the Chaffey dam for safety augmentation due the dam level being increased by 6metres.

Three major concerns on this job, encountered very high steel content, 40mm bars running both ways every 100mm to 150mm. Also due to the fact ALL the slurry had to be contained and removed as the cutting was working directly over Tamworth's main drinking water, hence once the wiresaw was set up in the prime location it could not be moved. The saw was set up in one position in a tub to catch all the slurry, hence some set ups had 12 wire saw pulleys to direct the wire.

Some set ups had 30metres of wire to cut the 7square metre pulls. The wire sawing took 7 weeks to complete due to the awkwardness of the job using the Cedima CS1000 wire saw.

Over all the job consisted of 2500 holes, 45mm diameter x 800mm deep, using 4 auto feed Shibuya motors with 2 operators.

The job was completed in the required time frame, leaving the client and Nova-cut with a positive outcome, and a few interesting nights at the Safari Club in Tamworth.



RMIT Redevelopment

The \$220 million RMIT Redevelopment Project commenced approximately 18 months ago, Lend Lease Building Pty Ltd and Contractor, Delta Demolition Pty Ltd were assigned with major structural cutting and coring works.

With the project nearing completion, in mid-December 2016 a crane base had to be removed over the Christmas holidays. Conventional demolition of the crane base was not possible due to the fact that internal walls had been placed around the base, making the use of large machinery impossible. The only access was via a double door just big enough to allow a fork lift through.

The base measured 4m by 4m by 710mm deep, was heavily reinforced with 38mm reo bars placed 100mm apart in a typical cage formation, with four RSJ erection mounts placed in each corner.

After considering the lifting capacity of the fork lift, it was decided the base would need to be wire sawn horizontally in half then flush cut with the existing concrete floor. A road saw would then be placed on top of the base to cut it into 1m x 1m waste blocks.

Works commenced on 5th January and were completed by 10th January. Each wire saw cut took approximately 14 hours to complete, with the cutting and removal process being done over the next three days. After many discussions, the Tyrolit Australia's SK-SD wire saw unit was chosen as the preferred machine, with a Husqvarna Australia's Diesel FS 4800 road saw used to cut the base into waste blocks.

Even with the extremely short notice for commencement of the works required, especially being just before the Christmas break, the contractor was able to organize operators for the works and mobilize the equipment required. Works were completed in a timely manner, leaving the clients fully aware of our versatility and commitment available in the concrete sawing and drilling industry.



Training Report

During the latter half of 2016 we have been very busy completing the compliance checks for the training course – Concrete, Sawing & Drilling. The Recognition of Prior Learning (RPL) component for the training package has been added to scope at Wodonga Tafe.

The next step is for Wodonga Tafe to finalise the interview process for trainers and assessors - who have completed the Certificate IV TAE course. The process for these assessors is exactly the same as it will be for every candidate who applies for RPL.

Having recently completed the RPL process I can tell you there are no short cuts and it is a thorough assessment based on an individual's knowledge and skills. We have included two video presentations on the website to provide an overview of the RPL application process; plus, the information and evidence candidates will require to attain competency. I wish to reiterate that evidence is the single most important part of the RPL process. You may be a great sawing & drilling operator, however you must support the statement with physical evidence.

Looking back at my own history and time in industry - I thought I had most things covered. It wasn't until I realised that 95% of the jobs I worked on - I was the operator taking the photos and not the operator being captured in the action shot of the task.

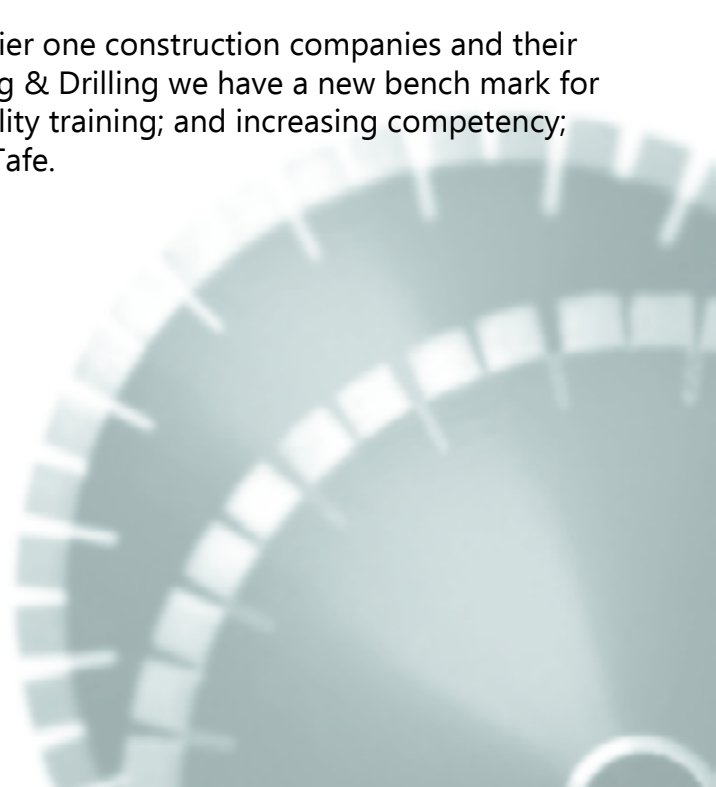
Evidence can be in the form of video; photos; go pro; supervisor reports; and/or witnessed by an assessor - one on one. Having all this information in place before you make an application for RPL will save you both time and money.

The initial interview process with your assessor will determine what information is required and whether you need to provide additional evidence to support your application. Again, the more information you can supply in advance will speed up your application process.

Wodonga Tafe are planning to commence taking applications for RPL early in 2017. The past 4 years has been a learning experience and one that we can be proud of as it will define our industry once and for all.

I am currently working on a national alliance with the Tier one construction companies and their OHS Managers. Through the Course in Concrete Sawing & Drilling we have a new bench mark for our industry; based on global standards; providing quality training; and increasing competency; through this fantastic CSDAA initiative with Wodonga Tafe.

Jason Franken
President CSDAA



CSDAA Golf Day 2017

The Eric Young Memorial Shield Golf Day is held each year, in honour and memory of Eric Young, a former Geelong Regional Manager of WorkSafe and Agriculture Program Manager who died in 2003 on the golf course

The day supports the Barwon Health Foundation and the Geelong University Hospital Appeal.

Last year, we raised over \$25,500 for the purchase of a Tobii Dynavox speech generating device for the McKellar Rehabilitation Centre. This year, Worksafe and Barwon Health Foundation will focus on the purchase of a Giraffe Incubator Care station to assist the Geelong University Hospital Special Care Nursery.

CSDAA have decided to sponsor a hole at this event, CSDAA Treasurer Mario Gomizelj along with 3 CSDAA members will play the RACV Torquay Golf Course on Wednesday 9th March.

CSDAA board feel this is a good opportunity to support Worksafe and our industry.



CSDAA Quarterly Newsletter

The Cutter Industry Newsletter is emailed out every quarter. It is your chance to connect with the industry, share job stories, relevant industry news, promote people and share the wins!

- Emailed every February, May, August & November.
- Sponsored Advertisements.
- New Equipment.
- Training updates.
- Job Stories & more.

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tionie88@gmail.com

New CONQUEST 100 Ground Penetrating Radar

Get rapid, reliable results and reduce the need for destructive testing

Conquest 100 is a light, portable device that provides a fast, non-invasive method to gain accurate insights of objects below the surface, even on a curved surface or column.

Conquest 100 reduces risk by detecting rebar, post-tension cables, metallic and non-metallic conduits as well as current-carrying wires embedded in concrete.

Once your scan is complete, Conquest 100 connects to your mobile device, allowing you to email information directly from the field. Back in the office view your data and make client-ready reports in minutes.

Applications

- Locate rebar, post-tension cables, metallic and non-metallic conduits embedded in concrete.
- Create detailed scans of concrete floors, decks, columns, walls and ceilings to detect embedded objects before cutting or coring. Detect voids beneath slab-on-grade.
- Locate and map current carrying wires using Power Cable Detector (PCD) technology.

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CALL TRAXX on 1300109108 to book a demonstration or request more information.



The New Brokk 110

Brokk, the world's leading manufacturer of remote controlled demolition robots, is proud to present the latest generation and third new robot this year. The new Brokk SmartPower™ electrical system & a reinforced design, it's built to face almost anything.

Stronger - The new Brokk 110 delivers 15% more power than the popular Brokk 100 and a 50% more power than the iconic Brokk 90. It retains the compact format of the Brokk 100, making it exceptionally versatile in restricted spaces. It folds up into a compact package, that easily can climb stairs or fit into an elevator. And with a weight below 1000 kg, it is the perfect machine on weak floor loads. Power & versatility in a small package – the hallmark of a true Brokk machine!

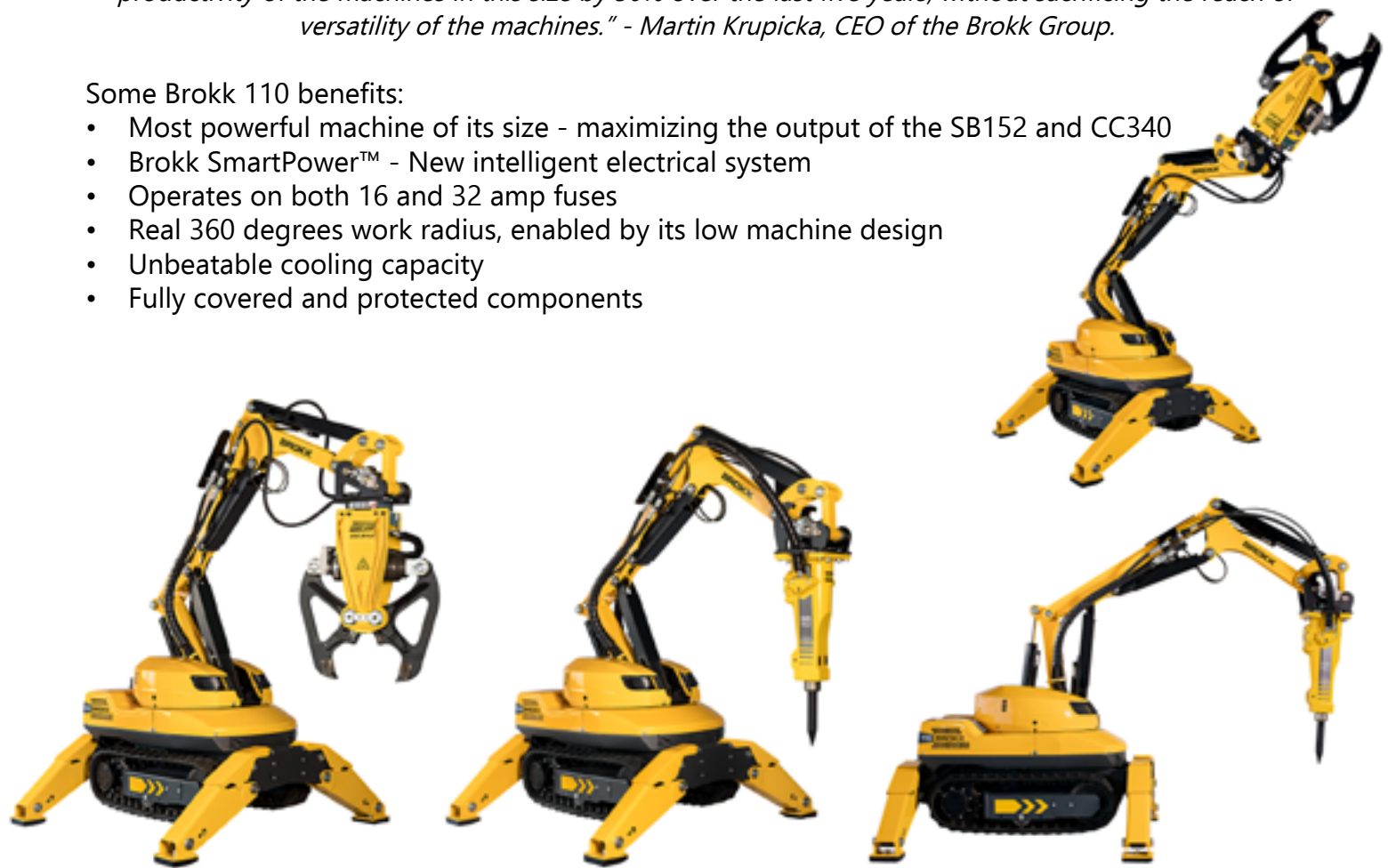
Smarter - The Brokk 110 is equipped with the unique Brokk SmartPower™ electrical system. The new intelligent system optimizes performance of the machine based on factors such as the quality of the power supply, the environment and more. The new system is designed from scratch for the extreme work environments of Brokk machines. This means unparalleled reliability & industry leading serviceability. For Brokk customers, Brokk SmartPower™ makes it possible to run the machine on lower quality power supply & provides increased availability of the machine over its entire lifetime.

Tougher - A Brokk machine is designed for tough environments & the new Brokk 110 is no exception. It takes toughness to another level with the new headlight protections with state of the art LED headlights. The new roughened gray color adds an additional level of resistance to scratches that makes it last longer. Every part, every detail and every function is designed to take a pounding so that the robot can keep on delivering on the work site day after day, year after year.

"The new Brokk 110 illustrates the speed of innovation & development of Brokk's remote controlled demolition machines. By leveraging our 40 years' of experience, we have increased the power & productivity of the machines in this size by 50% over the last five years, without sacrificing the reach or versatility of the machines." - Martin Krupicka, CEO of the Brokk Group.

Some Brokk 110 benefits:

- Most powerful machine of its size - maximizing the output of the SB152 and CC340
- Brokk SmartPower™ - New intelligent electrical system
- Operates on both 16 and 32 amp fuses
- Real 360 degrees work radius, enabled by its low machine design
- Unbeatable cooling capacity
- Fully covered and protected components



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DIAMONDS MAGAZINE

March 2017 Release

K970 III: NOW CUTTING 155MM* DEEP!

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The new Husqvarna K970 III and the new addition to the PRIME™ family - K6500 II are the latest improved power cutters with an increased cutting depth of 155mm (16" blade), meaning that you can cut deeper for longer. With improved serviceability and lightweight magnesium blade guard to control slurry, the Husqvarna K6500 II can help you work efficiently and saving time on the job site.

For more information, visit our website or contact your Husqvarna representative today!

* - 155mm depth rated using Husqvarna Diagrip blades

NEW

HUSQVARNA K6500 II

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Weight (kg)	9.8
Cutting depth (mm)	155
Electric motor	230/400



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Hilti Wall Saw: DST 10-CA



- Extremely compact
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Hilti Traction Control and Cut Assist for maximum sawing performance with a 20 amp electric supply.

Hilti Core Drill: DD 350-CA



Powerful 15 amp single phase high-frequency motor with electronic speed control for constant optimum power, easily coring 500mm penetrations.

Operation within the optimum power band, for peak performance and longer core bit life, is easy with the aid of the LED power indicators.

Iron Boost button for a quick performance boost with increased torque when drilling through rebar.

True automatic feed unit that makes drilling a highly efficient and fully automated process. Press the start button and let the machine do all the work.



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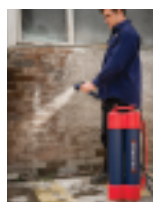
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