

SAFESMART SNAPSHOTS

CONSTRUCTION - AVIATION - MINING - DEFENCE - TRANSPORT

SWIFTSTAGE

THE ULTIMATE SOLUTION FOR RAPID &
VERSATILE EVENT STAGING

Are you tendering on upcoming events?

PAGE 4

BOOSTING COTTON SOFT'S Manufacturing efficiency with StepOver's

Streamlining Manufacturing with SafeSmart's StepOvers

PAGE 8

SheetPile Edge Protection

NON-INTRUSIVE INSTALLATION METHOD!

An innovative proprietary system that only requires 2x compression bolts to be tightened against any sheet pile for a secure connection.

PAGE 12

PRODUCT:

I-KLAMP

PAGE 13

ADJUSTASTAIRS:

12 MODELS

PAGE 14

EDITION 2

www.safesmartaccess.co.nz
sales@safesmartaccess.co.nz

 **SAFESMART
ACCESS**
Reaching new heights



Wilbert Person
Sales Manager

FROM THE
SALES MANAGER

The SafeSmart team here in NZ are motivated by helping people who just get on with it and build great things.

We've seen some really interesting projects across the country from installations of bespoke work platforms for workers on our rail network, vertical safety nets systems in Wellington and truck access systems for freight companies loading and unloading steel beams, concrete or reinforcing on building sites.

Take a moment to run through our new Adaptapanel offering. A proprietary mesh panel system with a range of connections that can attach to nearly any surface from slab edge, parapet, or I-beam. The market is moving to higher levels of safety around debris and worker fall protection. Have a chat to our team to get ahead of the curve!

The rolling SmartRoof system is another system we've introduced over the last 3 years. The value this system provides was highlighted with the latest project from one of our customers.

If you have a weight sensitive roof, want to reduce the plastic waste onsite or just want to reduce the working at height risk - the rolling SmartRoof is an excellent solution.

Get in contact for a consultation on how this will benefit the builder and scaffold contractor.

With the winter months setting in, and things getting a little chillier in the morning - we're excited to launch our quarterly gift, the Sitemaster hoodie. This will take the edge of the morning as people get out and grow their businesses.

We wish you all the best and look forward to working with you over the coming months.

RECEIVE A
FREE
SITEMASTER
HOODIE

When you spend over **\$5000** exl GST & Freight on any SafeSmart products.



QUOTE **"SITEMASTER"** UPON ORDER PLACEMENT TO REDEEM.

See pg. 18 for more info.

5 STEPS TO SUCCESS THE SAFESMART JOURNEY

SCOPING

We thoroughly scope your business, and engage with key stakeholders to understand pain points, and challenges that have led you to seek a solution.



SOLUTION

We form the proposed solution based on the details acquired from the scoping phase. A general consensus is established with technical stakeholders on the functionality, price, and schedule to ensure the solution is suited to these requirements.



PROPOSAL

We present our commercial proposal, which provides product specification details, key features and deliverables, along with a commercial quote for final review and approval.



DELIVERY

Delivery phase captures everything subsequent to placing the purchase order. We complete the final design, obtain design approval, proceed with manufacture, quality assurance procedures, commissioning, and on-site delivery of the solution.



SUPPORT

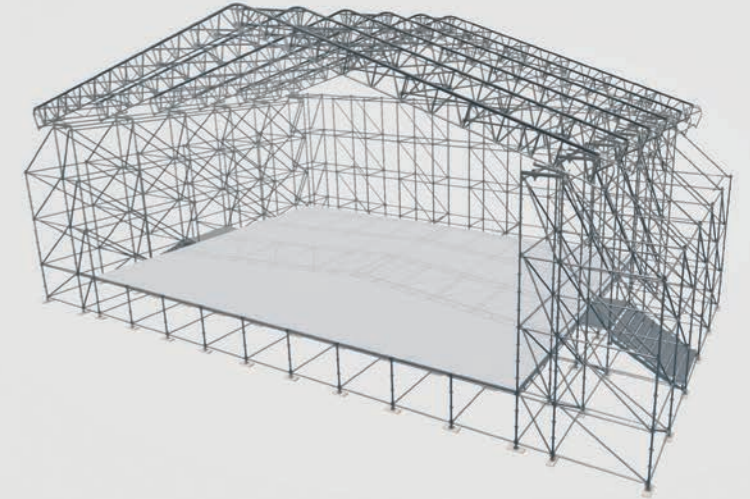
We continue to support you through the life of the supplied solution. This includes the provision of supporting documentation, delivery of spare parts, product inspections and re-certification (if applicable), and ongoing product training (as required).



SWIFTSTAGE

**THE ULTIMATE
SOLUTION FOR RAPID &
VERSATILE EVENT STAGING**

ARE YOU TENDERING ON UPCOMING EVENTS?



- *Purchase and Rental Options*
- *Designed for Staging*
- *Compatible with Proscaf*
- *Engineered Scaffold Design Service Available*

**WATCH
VIDEO**



Talk to us about upcoming projects for consultation & a quote.

**ARE YOU
COMING?
JOIN US AT
STAND 1068**

**THE NATIONAL
SAFETY SHOW**

25-26 June 2024
Auckland Showgrounds



WEBINAR OVERVIEW



Wilbert Person



Daniel Wearmouth

On April 11th, two representatives from SafeSmart Access, Wilbert Person and Daniel Wearmouth, collaborated with SARNZ (Scaffolding, Access & Rigging New Zealand Inc.) to host a webinar directed towards scaffolding companies. We discussed some creative ways to get through what could be a challenging time in the market.

The session began with an analysis of a survey conducted by Pacificon, which gathered insights from 380 professionals across the residential, commercial, and civil construction sectors regarding their outlook for the year. As many respondents reported having the same or slightly less work compared to last year, our focus has been on identifying market niches with growth potential.

The entry of large trans-Tasman corporations such as Icon and CPB into New Zealand's construction industry has fostered a culture of risk mitigation across job sites, benefiting the country's industries overall.

One significant market opportunity we have identified for scaffolding companies is in edge protection. There is a growing trend among major civil construction companies to move beyond traditional handrails, mid rails, and toe boards to adopt comprehensive mesh panel systems, particularly in projects like the City Rail Link where pedestrian safety near construction zones is critical. We reviewed several solutions we offer to meet this demand, including our AdaptaPanel, Non-Drill, and Vertical Netting systems. Read more about this on page 11.

Daniel highlighted the importance of addressing potential hazards on construction sites by sharing a recent incident where a sheet of gib board fell and landed approximately 300mm from a worker below. He emphasized, "These are the types of issues we need to address proactively."

INNOVATE, ADAPT, PIVOT

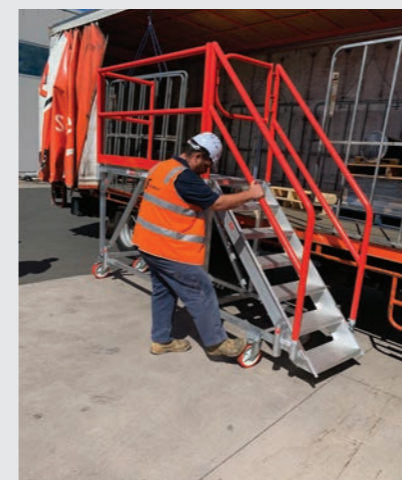


SAFELoader

THE NO. 1 TRUCK LOADING PLATFORM



"Trusted by hundreds of leading companies worldwide"



PLACE IN POSITION & LOCK CASTORS



ENTER THROUGH THE GATE AND ONTO THE DECK



SAFELY LOAD AND UNLOAD

BOOSTING COTTON SOFT'S MANUFACTURING EFFICIENCY WITH STEPOVER'S

STREAMLINING MANUFACTURING WITH SAFESMART'S STEPOVERS

Cottonsoft is a New Zealand operated and managed provider of tissue and hygiene products, renowned for quality and sustainability. With a focus on customer satisfaction, Cottonsoft is a trusted name and has grown significantly since it began in 1986. In 2021, they opened a new facility on Cavendish Drive, Auckland. More recently Cottonsoft added a new production line to this facility. This is when SafeSmart got involved.

The Challenge:

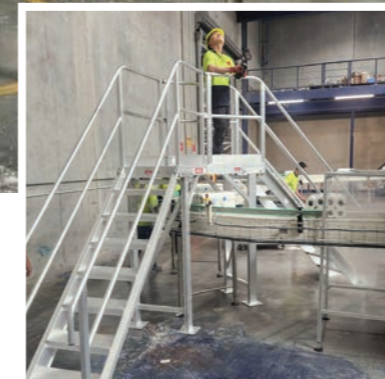
With a new production line added to keep up with increasing demand, Cottonsoft found that access way around the plant used a very circuitous route which was slowing down their production. The inefficiencies stemming from staff movement throughout the plant not only incurred significant time costs but also led to frustration among employees who

had to navigate between different areas of the facility.

The Solution:

Realising they had to do something to streamline their production, Cottonsoft reached out to access experts, SafeSmart Access, who visited the site to understand exactly what Cottonsoft required. The SafeSmart team thoroughly scoped the facility to better understand the business, pain points, and production access challenges that led Cottonsoft to seek a solution. Once this was completed, the SafeSmart and Cottonsoft teams put their heads together and thought through some solution options.

SafeSmart's engineers and consultants then worked with the information brought back from the site visit and designed a custom built stepover structure. The proposed



solution was presented to key stakeholders at Cottonsoft and it was agreed these custom built, state of the art Stepovers would enhance production speed and address the access challenges they encountered.

As part of the proposal we also provided a short-term solution using our Proscaf Scaffolding system and AdjustaStairs while the Stepovers were being manufactured.

The Result:

Due to the demand for an immediate solution, SafeSmart Access were able to provide a temporary set up using Aluminium Proscaf and AdjustaStair's whilst the custom units were being manufactured. This alleviated the pain point in the interim while SafeSmart designed and manufactured the Stepover in our Northland based factory!

Once manufacturing was completed, the custom Stepovers gave easy, safe and efficient access over conveyor belts. They were assembled out of the way of the main production line and then craned into place using the gantry crane which minimised downtime during the install.

Robustly built to stand the test of time, Cottonsoft will be using these platforms for years to come whilst SafeSmart will continue to provide ongoing support for any future issues they may face!

Got a similar challenge?
Contact us for a worldclass
product and a worldclass,
stress-free experience.

RETHINKING EDGE PROTECTION

AN INTRODUCTION TO SAFESMART'S ADAPTAPANEL

The SafeSmart Access AdaptaPanel is a heavy-duty mesh edge protection system that has been designed, engineered, and tested to be used on both civil and construction projects.

A core tenant of SafeSmart's approach, is that our products need to assist in the elimination, isolation, or minimisation of risk. To be added to our product range – they must be 'Smart', that is – be easy to use, solve existing challenges and last the distance.



Are two Guardrails enough Protection?

With safety standards and risk elimination programs steadily increasing it is noticeable that fall protection on most sites is insufficient as the number of drops is staggeringly high on most projects. A tier 1 construction company recently reported 150 drops on a major project in Auckland – anything from a hand tool to a scrap of timber. Every drop from height can be deadly, so the liability that sits with the PCBU is high.

Traditional tube & clip edge protection with a toeboard is no longer the best option on high profile projects. Based on the amount of drops still occurring, switching to AdaptaPanel reduces the chances of material being blown off the site. The risk of a drop can then be further eliminated by increasing the height – the system is rated up to 3m high.

Getting Ahead of the Curve

There is opportunity to get ahead of the curve and be one of the early adopters of a full mesh panel system in New Zealand. The AdaptaPanel system is already a popular solution in Australia and is well known in the industry. We are seeing this trend coming to NZ. Safeguarding a project with AdaptaPanel means exclusion zones on the ground can be eliminated which increases productivity on site, particularly where there isn't much space.

Protecting a site with a mesh solution also portrays a more professional image of your company adopting safer edge protection for your workers and the public.

Adaptability

The AdaptaPanel system has been designed to work on any 'edge' thrown at it. Whether its slab edge, parapet, vertical or horizontal bolt down, I-beam, or shear stud. We even have a connection system for the crane lifting points.

For the main Contractor

The benefit of AdaptaPanel and the majority of SafeSmart's edge protection products is the pre-engineered designs and compliance with NZ standards. This reduces the need for regular sign off from ticketed scaffolders and can even be installed/self-performed by your own workers instead of getting a scaffolding company in. SafeSmart's edge protection systems are also very versatile and can often be integrated with each other to suit the site requirements.

For the Scaffolder

While some building contractors may invest in their own edge protection, a lot of these companies prefer to outsource edge protection to the scaffolder. As a scaffolding company looking to grow, having a full mesh system like AdaptaPanel is a massive competitive advantage in an industry that is looking for improvements in edge protection.

As tube and clip edge protection is still popular in NZ, offering a full mesh system like AdaptaPanel gives you a competitive advantage. This is particularly relevant for high-profile projects where the PCBU are looking to reduce risk.

Hire or Purchase

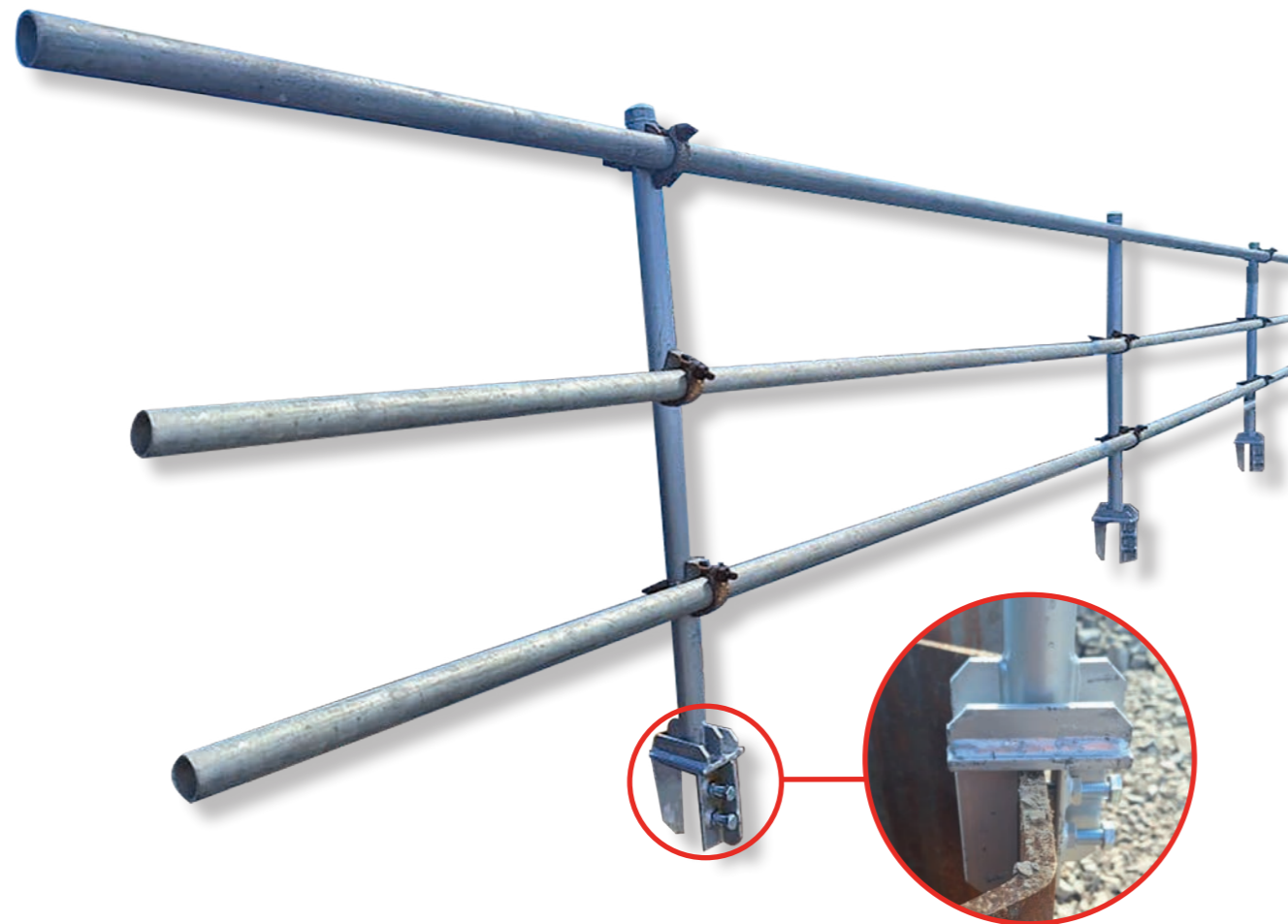
We offer the option to buy or hire our AdaptaPanel system. If you have a project coming up where this could be used, ask for our hire rates or buy price and you can price the job without having to secure the stock first. We can also help with recommendation on which fittings and attachments to use for each application.

The Alternative?

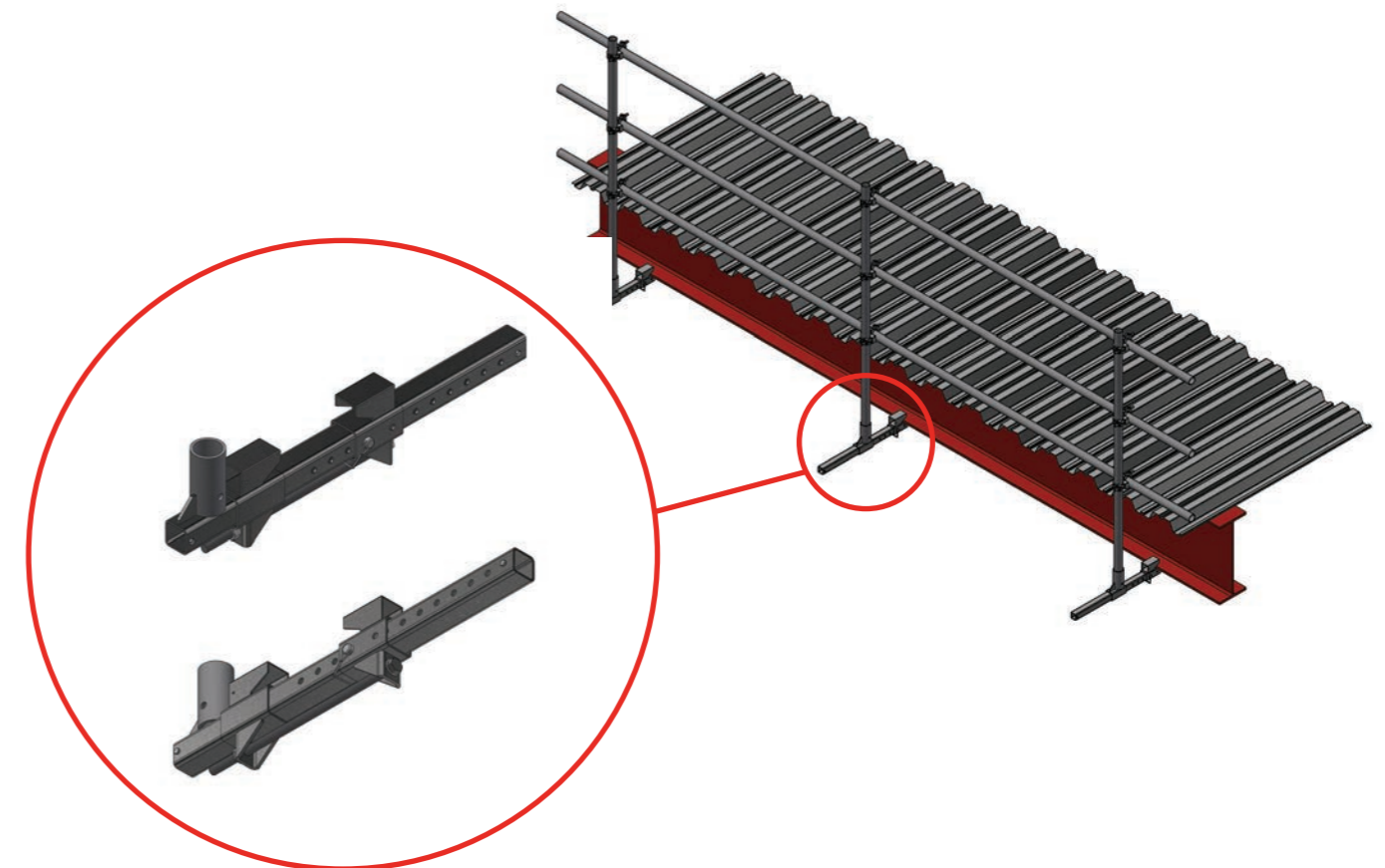
Another alternative to standard 2 handrails is using vertical safety nets. We have recently noticed a huge demand spike for these by many building contractors to provide full floor-to-floor containment for weather and fall protection. We have a range of safety nets including triple layered netting that can be retracted from the edge to load goods in or work on the face before sliding the nets back into place. Start a conversation with us to find out more and discuss how you can improve safety and efficiency and add to your competitive edge in the market.



INTRODUCING THE
SHEETPILE
 EDGE PROTECTION SYSTEM



I-KLAMP
 EDGE PROTECTION INNOVATION



PRODUCT FEATURES

Non-intrusive Installation

Post is tightened with 2x compression bolts against any sheet piles up to 19mm thickness.

Eliminates Unnecessary Costs

Eliminates the costs of drilling and labour required with traditional installation methods.

Robust Handrail Solution

Tubular rails are connected with couplers to create a robust and sturdy handrail system.

NOW AVAILABLE
 SCAN CODE TO
 LEARN MORE



PRODUCT FEATURES

Edge Protection Innovation

Steel I-beams often require a complex tube and fitting handrail system when implementing edge protection. I-Klump is a unique edge protection clamp that attaches to steel I-beams and is paired with tube and coupler handrails for a safe and secure connection.

Eliminates Unnecessary Costs

The adjustable edge protection bracket can attach to various steel I-beams section sizes, eliminating the costs associated with traditional drilling.

Contact SafeSmart Access today and discover how the I-Klump suits your requirements.



ADJUSTASTAIRS

FEATURES OF ADJUSTASTAIRS:

- Lightweight aluminium construction
- 600mm/1200mm wide aluminium portable stairs
- Huge range of heights available
- Portable stairs will self-level to suit the angle required
- Top and mid landings available
- Adjustability of the portable aluminium stairs makes them ideal for excavation access, where levels are constantly changing
- Much quicker to set up and move than a scaffold tower
- Don't require weekly checks unlike scaffold stairs

VS WOODEN STAIRS

AdjustaStair's are used globally on construction sites for a huge range of applications. Having AdjustaStair's on site ready to go reduces the time and cost of building a wooden or scaffold stair.

WANT PROOF?

Upon doing some research with a construction company in NZ, we determined that the cost of labour and material in building a wooden stair is more than double the cost of an AdjustaStair in almost every scenario over the course of a project.

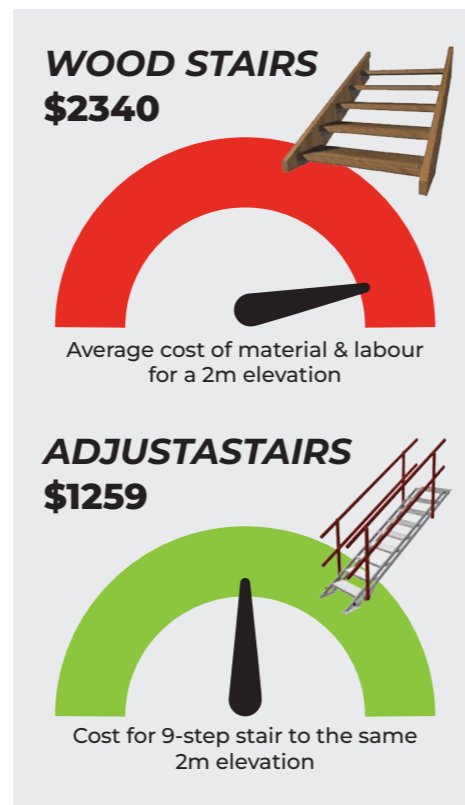
That's a **saving of \$1081** for a 2m stair.*

So over the course of a project, if 20 stairs were required the savings could be upward of **20K!**

*These numbers are approximate and based off the costings worked out for a 2m stair access.

TAKEAWAY:

Having AdjustaStairs onsite can minimize downtime, enhance productivity and safety and ensure a smooth workflow.



Over 12 ADJUSTASTAIRS models available

Stair access up to 4m without a landing. All sizes available with new pricing! **Contact us for a price.**

**0.97 - 1.33M
ADJUSTASTAIRS**

NOW

\$998



6 STEP

**1.43 - 2M
ADJUSTASTAIRS**

NOW

\$1259



9 STEP



ULTRARAISE

WITH BRIDGING ATTACHMENT

LIMITLESS HAUL TRUCK ACCESS WITH ONE MAINTENANCE PLATFORM!



HAUL TRUCK ACCESS

Reduce your machinery downtime with the height-adjustable UltraRaise platform. Gain efficient access to various areas on a variety of haul trucks such as:

- Tray Access
- Lower Radiator Access
- Cab Access
- Tray Pin Removal
- Chassis Access
- Rear Strut and Line Boring

EXPEDITE YOUR MINING OPERATIONS

42% of unplanned downtimes occur due to machinery failure. This has exponential financial consequences and hinders production timelines.

Undoubtedly, workshop operations can benefit immensely from safe and efficient equipment to curb downtime and ensure operations run smoothly and profitably.



For more information, please scan the QR code and contact one of our industry experts today!

SAFETY NETS

ARE YOU LOOKING TO INVEST IN SAFETY NETS?

MATERIAL HANDLING EQUIPMENT



STANDARD SAFETY NETS

Economical Safety Netting, made in Spain to EN1263-1 standards. Perfect for residential use, it boosts worker safety and confidence. Test annually and inspect after a fall for maximum reliability.



WALK-ON NETTING

Walk-on nets, also known as platform nets or positioning nets are made of high tenacity nylon or polypropylene with anti-UV treatment. Walk-on nets are new to our offering and only available to order by indent.



TRIPLE LAYER NETS

Can be used in either vertical, horizontal and fan net applications to provide fall protection, weather protection, dust suppression & privacy. Ideal for floor to ceiling coverage and for protecting voids.



For more information on our safety netting, please scan the QR code



BOAT SKIPS – SELF DISCHARGING

PRODUCT CODE	DESCRIPTION	PRICE
CA108-00500	500L BOAT SKIP	\$2447
CA108-01000	1000L BOAT SKIP	\$3209
CA108-02000	2000L BOAT SKIP	\$6489
CA122-03000	3000L BOAT SKIP	\$17899
CA122-04000	4000L BOAT SKIP	\$22690



GOODS CAGES

PRODUCT CODE	DESCRIPTION	PRICE
CA124AK-03277	RAMPED GOODS CAGE, 1300 X 2645MM - 3000KG WLL	\$8520
CA118AL-03277	SWING DOOR GOODS CAGE, 1280 X 2560MM - 3000KG WLL	\$4756



CONCRETE COLUMN SKIPS

PRODUCT CODE	DESCRIPTION	PRICE
CS210-00500	CONCRETE COLUMN SKIP 500L	\$6307.68
CS210-02000	CONCRETE COLUMN SKIP 2000L	\$11166.13



CHAIN STORAGE RACK

PRODUCT CODE	DESCRIPTION	PRICE
ST111AH-01000	CHAIN STORAGE RACK WITH TOOLBOX	\$3989.32

*(PRICING EXCLUDES GST & FREIGHT) STRICTLY WHILE STOCKS LAST.



RECEIVE A
FREE
SITEMASTER HOODIE

WHEN YOU SPEND OVER
\$5000

EXCLUDING GST & FREIGHT ON ANY **SAFESMART** PRODUCTS

Only one Hoodie per Order or per Customer. Strictly while stock lasts. Offer ends 1 Sep 2024.

QUOTE **“SITEMASTER”** UPON ORDER PLACEMENT TO REDEEM



NZ 0800 000 448

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SAFESMART ACCESS TERMS & CONDITIONS

Valid pricing excludes GST and freight. Offers are valid until 1st September 2024.
All promotions must be quoted at the time of purchase to receive a promotional offer.
Not applicable to retrospective or future orders.