

# **SHERRIN** **Equipment**

## **PROMPT DELIVERY SCHEDULE SECURES RIO TINTO ORDER**



Rio Tinto approached Sherrin Equipment in June 2008 requesting availability and pricing on our Series 2 18 metre Glove and Barrier EWP's for their operations in Western Australia.

John Beswick, Project Leader - Fleet Planning and Delivery at Rio Tinto in Western Australia, was pleasantly surprised with the guaranteed delivery dates provided by Sherrin Equipment. The prompt delivery date, matched with our competitive pricing, secured Sherrin Equipment their first opportunity with the mining giant.

"The guaranteed prompt delivery dates indicated by Sherrin Equipment were certainly a pleasant surprise and not the norm in the industry. When you also consider that most features required in the specifications were in fact standard features of the Sherrin Equipment EWP the package was most attractive" said John.

Through Rio Tinto's association with Major Motors in Western Australia, the state's largest Isuzu dealer, an order was placed on Rio Tinto's behalf by Major Motors for our 18m Glove and Barrier EWP, mounted to an Isuzu FTR900.

Production went to schedule and Major Motors received the EWP in December 2008, just less than six months from the time of Sherrin Equipment quoting for the order. Sherrin Equipment National Sales Manager, Steven Goulding and Western Australian Operations Manager, Brian Stone were on site at Major Motors premises to hand over the unit to both John Beswick and Brent Howard who both congratulated Sherrin Equipment for meeting agreed delivery dates and for the ease in dealing with our company.

Dates are currently being arranged for Brian Stone to travel to site for Rio Tinto so that inductions can take place with both operators and maintenance staff.

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