

SHERRIN Equipment

BILFINGER BERGER SERVICES FAST TRACKS 11M EWP RELEASE



Bilfinger Berger Services recently secured a major contract with a major national telecommunications provider to maintain their Cable Network across the country. In securing this contract, Bilfinger Berger Services committed to providing new EWP's throughout three states to ensure brand recognition, reliability and efficiency on the project.

Ryan Younane, Bilfinger Berger Services Account Manager - Telecommunications, was charged with sourcing product specifications, pricing and availability of EWP's in the market that would meet their strict project requirements.

Whilst discussing their needs it became evident that Bilfinger Berger Services required a small EWP, without stabilisers, that would provide efficiency during the set up and pack up of the EWP. Whilst at the time Sherrin Equipment had no EWP in our range that met their total requirements, an 11m EWP was on the drawing board and this prototype was presented to Bilfinger Berger Services as a viable and suitable option.

Availability and supply deadlines were critical to Bilfinger Berger Services due to commitments to their client, so with their encouragement our 11m Electrically Tested EWP was fast tracked for introduction into the Australian market. Within three months of receipt of the order Sherrin Equipment commenced supply to BBS, an amazing feat. "Our maintenance contract requires the use of EWPs that need to be versatile enough to handle any type of aerial works we may encounter on the contract. Sherrin took note of our requirements and were able to develop a solution for us which delivered the units we wanted inside some extremely tight timeframes" said Ryan Younane.

Sherrin Equipment's national branch network, coupled with the expanding rental fleet to support our customer base with any emergency requirements, proved to be the icing on the cake and helped secure the business. Sherrin Equipment was able to commit EWP's from their rental fleet so that Bilfinger Berger Services was able to commence the contract on the specified dates prior to delivery of their first purchased units.

With the final 11m units ordered due for delivery mid February Sherrin Equipment will actually deliver to Bilfinger Berger Services ahead of schedule; a fantastic achievement by Sherrin Equipment and a brilliant outcome for Bilfinger Berger Services.