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CASE STUDY

CGT helps SEVIS build reservoir

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INTERVIEW: RIWAL | LIGHTING TOWERS | FLEET MANAGEMENT SOFTWARE

Editorial Team**Editor**

Thomas Allen
e-mail: thomas.allen@khl.com
Tel: +44 (0)1892 786209

Managing Editor

Murray Pollok
e-mail: murray.pollok@khl.com
Tel: +44 (0)1505 850043

Staff Writers

Lindsey Anderson, Andy Brown, Alex Dahm, Steve Ducker, Mike Hayes, Fausto Oliveira, Cristián Peters, D. Ann Shiffler, Euan Youdale

Editorial Director

Paul Marsden

Sales Team**Sales Manager**

Graeme Lea
e-mail: graeme.lea@khl.com
Tel: +44 (0)1892 786253

Digital Media Director

Peter Watkinson
e-mail: peter.watkinson@khl.com
Tel: +44 (0)1892 786240

Campaign & Traffic**Analyst**

Izzy Crouch
e-mail: izzy.crouch@khl.com
Tel: 44 (0)1892 786277

Production Team**Production and Circulation Director**

Saara Rootes

Senior Production Executive

Anita Bhakta
e-mail: anita.bhakta@khl.com
Tel: +44 (0)1892 786246

Production Assistant

Charlotte Kemp
e-mail: charlotte.kemp@khl.com
Tel: +44 (0)1892 786262

Design Manager

Jeff Gilbert

Events Design Manager

Gary Brinklow

Print & Digital Designer

Mitchell Logue

Designer

Jade Hudson

Finance Team**Commercial Director**

Paul Baker

Financial Manager

Alison Filtness
e-mail: alison.filtness@khl.com
Tel: +44 (0)1892 786212

Credit Control

Carole Couzens
e-mail: carole.couzens@khl.com
Tel: +44 (0)1892 786250

Circulation Team**Circulation & Data****Manager**

Helen Knight

Office Manager

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Publisher**Publisher**

James King

comment

A joint effort

It is widely recognised that the construction industry is lagging behind others in terms of productivity. This begs the question of whether the rental industry is helping to improve the situation or whether it is in fact part of the problem – something that Kevin Appleton examines in his column on page 13.

For an example in which rental is helping to improve construction productivity, turn to the case study on page 14. By giving Italian contractor Sevis the flexibility to grow and shrink its fleet according to its needs, Italian Caterpillar dealer CGT has enabled it to tackle a reservoir construction project in an impressively short period of time.

An important aspect of this is CGT's provision of digital tools, including telematics systems and 3D digital models.

Indeed, digitalisation is also helping rental companies to make their own internal processes more efficient. In our Fleet Management Software feature on page 31, we look at how rental firms are increasingly doing away with cumbersome paper-based processes and replacing them with scanners, e-signatures and mobile Apps. This helps to improve the customer experience as much as the rental company's own operations.

With its Eliminate Downtime movement, Trackunit is making a concerted effort to boost productivity in the construction industry. On page 44, the company's CCO, Soeren Jensen, talks about how the issue of 'hidden downtime' – where companies over-hire equipment – needs to be addressed. He says rental businesses are helping to bring about change by being early adopters of technologies that enable the sharing of data and thereby give a better overview of mixed fleets.

The issue also includes a preview (on page 27) of the International Rental Conference (IRC), which will be taking place in Shanghai, China, on 22 October – the day before APEX Asia (preview on page 29). To accompany this, we have a regional report on South East Asia, in which spokespeople from Doosan, Caterpillar and XCMG offer interesting insights into the challenges and opportunities of what is a promising region for rental.

The future is also promising for Rival UK, which has opened a new, high-specification depot in Hemel Hempstead, north of London. Country Manager Mick Ledden tells *IRN* how this fits in with the company's ambitious expansion plans on page 36.

I hope you enjoy reading. And don't forget, you can follow us on social media for instant updates on the latest developments in the rental industry.

Thomas Allen

Editor

Rental information from around the world across all media channels



Correspondence or comments should be sent to:

The Editor, IRN, Southfields, Southview Road, Wadhurst, East Sussex, TN5 6TP, UK.

Tel: +44 (0)1892 286209

Fax: +44 (0)1892 786257

e-mail: thomas.allen@khl.com

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Digital technology from Italian Cat dealer and rental company CGT is helping Alpine contractor SEVIS srl build a reservoir in just four months. Thomas Allen spoke to Giuseppe Cacopardo, CGT's Rental and Used Equipment Manager, and Giovanni Delladio, CEO of SEVIS

Need for

The new reservoir is being created 2,000m high in the Italian Alps

As far as construction projects go, there are few conditions more challenging than working at high altitude in mountains. Add to that a tight work schedule and you have the challenge that Italian contractor SEVIS is currently facing.

The company has been commissioned to build a 120,000m³ reservoir in Pinzolo, 2,000m high in the Italian Alps – in just four months.

Funivie, the company that owns the ski area in Pinzolo, is spending €5 million on the reservoir to supply water to more than 50 artificial snow machines used in the area. The demand for artificial snow is increasing both because of growing demand for skiing and as a result of climate change.

The delivery of the construction machines to the jobsite was a challenge in itself, says Giovanni Delladio, CEO of SEVIS and a member of the family that founded the business in 1952; "Since they were being driven 16km up the mountain along a tourist hiking trail, it had to be done at a specific time and under supervision."

SEVIS is at least used to the mountains: it specialises in earthworks and engineering related to ski-slopes

Project in numbers

COST: €5 million

ALTITUDE: 2,000m

RESERVOIR VOLUME: 120,000m³

TIME TO COMPLETE: four months

EXPLOSIVES USED: 10,000kg used every day

and resorts, and is based high up in Moena, 45km east of Bolzano in Northern Italy.

Playing a key role in the project is the rental division of CGT, Caterpillar's Italian dealer. SEVIS has its own mixed fleet of 30 machines – comprising excavators up to 40 tonnes, wheeled and tracked loaders, dozers and dumpers, as well as some specialist Kaiser 'Spider' excavators – but uses rental when it has a special need, as in this case.

Greater flexibility

SEVIS has worked with CGT for 30 years, and frequently supplements its fleet with rented equipment. This flexibility enables it to undertake contracts such as the Pinzolo reservoir, but also helps because work is seasonal and so it prevents SEVIS having a large fleet sitting idle in winter.

In this instance, SEVIS is renting from CGT two Cat 352F excavators, 336F and 323F excavators, five 730C articulated trucks, a 963 tracked loader and a CS66B vibratory soil compactor. The contractor is also using its own Cat 336 Next Generation excavator on site.

A key feature of the project, beyond the challenges of accessibility and Alpine weather, has been the extent to which CGT has provided digital tools for its customer. In that sense the project is an exemplar of future rental contracts, where telematics and other digital technologies can help contractors work quickly and effectively.

At Pinzolo, this has meant using the inbuilt telematics systems as well as digital tools to help machine operators do their work.

The excavators are constructing the reservoir using Caterpillar's AccuGrade 3D grade control system. A 3D digital model of the jobsite is uploaded to the machines and then shown to operators on their in-cab displays, helping them achieve the correct depths and grades. The system can be operated manually or used in an automatic mode where the machine's hydraulic system automatically positions the blade.

This has been used not only for groundwork and excavations on the reservoir but also to build above-ground structures such as retaining walls.

"The technology used has halved the time this project would have taken," says Delladio. "Thanks to the digital technology, surveyors don't have to be on site every day; they come just once a week to make sure the project is aligned with the plans."

SEVIS also produces a progress report once a week using Caterpillar's Product Link telematics system.

Giuseppe Cacopardo, CGT's Rental and Used Equipment Manager, a 23-year veteran of the company, says CGT was an early adopter of these digital technologies, which means it has an experienced in-house team that can support its customers in the process of translating projects into 3D models." He added, "It's important not just to promote new technology but to also have the expertise to show how to use it."

SEVIS has used AccuGrade on other projects, including work to prepare the slopes and infrastructure for the 2026 Winter Olympic Games in Cortina, and is able to create the 3D models itself, without backup from CGT. "SEVIS is one of CGT's

speed

The equipment being rented from Sevis includes five 730C articulated trucks and two 352F excavators



CGT's Rental and Used Manager Giuseppe Cacopardo (left) and Sevis' CEO Giovanni Delladio (right)

most skilled customers in this respect," says Cacopardo.

Operators were initially reluctant to use the new technology, says Delladio, but they now prefer to work with it rather than without; "On some smaller projects, the technology isn't necessary, yet operators ask for it," says Delladio.



Caterpillar's AccuGrade guidance system is making it possible to complete the project in just four months

of hours of historical data from thousands of Caterpillar machines.

Cacopardo sees the adoption of digital technology as a major trend in the industry. At present, he suggests, the sector is midway to full acceptance; "As the younger generation comes in, they will be more receptive to new technology, so we can expect the acceptance of

technology to boom."

He adds that 3D technology is also becoming a more standard expectation; "Tenders are increasingly requiring 3D technology – for both public and private projects – due to the gains in productivity, safety, fuel economy and guaranteeing a better-quality finish."

Indeed, the quality of finish on the Pinzolo reservoir is paramount since it is located in an area that is recognised by UNESCO as a World Heritage Site, so the finished product must be well integrated into the landscape. It also means that SEVIS is using machines

that comply with Stage V emissions regulations.

The new digital technology is also helping to attract new talent. Recruiting operators is a challenge, according to Delladio, and as part of its recruitment efforts SEVIS has connected with some professional training schools to run apprenticeship schemes. Digital technology helps to make the job more appealing to young people.

There are 27 operators working on this project, with an average age of about 35 years, and among them there are two apprentices on excavators and one learning how to be a surveyor.

CGT has also been offering more traditional services to its customer. "We have a fleet of 1,000 machines that includes 150 different models," says Cacopardo, "And if CGT doesn't have a particular machine it can source it from elsewhere."

He says their response time is just four hours. Of its 25 branches, six are located in the Alps, within striking distance of SEVIS's project.

That is important, because SEVIS does not have a moment to spare. The project – which was 75% complete in mid-August – must be finished while the weather is good and before the next ski season begins.

"There was a lot of snow when work started at the end of May," says Delladio, "So hammers had to be used to break up the frozen ground, and it can sometimes start snowing again in September." **IRN**

Predictive maintenance

Preventive and predictive maintenance capabilities are also included in CGT's services to SEVIS. The rental company has an 'SOS lab' for fluid analysis to assess if the equipment is at risk of failure. Remote monitoring of machine performance is made possible by the fact that the units have a condition monitoring system onboard. Analysis of the telematics data from those systems is augmented by a pool of thousands

Looking to grow rental

Speaking with IRN, Giuseppe Cacopardo, CGT's Rental and Used Manager, said the company is divided into two entities: CGT, which supplies machines above 10 tonnes, and CGT Edilizia, which provides equipment below 10 tonnes.

Cacopardo said, "For the rental of heavier machinery, CGT's estimation is that the Italian market is experiencing a small growth of 1-2%." He did not comment on smaller machines.

CGT Edilizia is more focused on rental and has ambitions to grow its rental operations. One key area of opportunity for growth is in event rental, according to Cacopardo.