



All Round  
Supplies®



Issue 22

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# ARS Link

Quarterly news  
to keep you informed

## Save Time, Effort and Money with the Tappat Link Range of Open and Switching Point Link Pillars for URD Connections!

All Round Supplies (ARS) is pleased to bring you the full range of Tappat Engineering products following the successful integration of Tappat Engineering into the Tyco Electronics Energy Pty Ltd (TE) business group.

All Round Supplies Pty Ltd has been chosen by TE to represent, support and distribute the Tappat Link range to the contestable market. A key factor in this decision was TE's recognition of ARS experience and history with the supply of utility based products. This, combined with ARS's ability and commitment to provide a full range of utility approved underground and overhead materials to Accredited Service Providers (ASP's) working on the distribution networks of Essential, Ausgrid and Endeavour Energy, ensures ASP's easy access to all

the materials that are needed to install and commission Tappat products.

All Round Supplies has three branches located in NSW; Prestons (Sydney), Beresfield (Newcastle) and Nowra, all stocking the Tappat Link range of products along with TE's other recognised brands of Raychem Heatshrink, Terminations and Utilux Lugs and Links. In addition to the full range of TE products, All Round Supplies stocks and distributes an extensive range of complementary utility approved products, being your "One-Stop-Shop" for Electrical Infrastructure Materials.

For more information or to speak to one of our representatives, please contact your nearest branch on 1 300 087 579 or email:

### Sydney Branch

[sydney@all-round-supplies.com.au](mailto:sydney@all-round-supplies.com.au)

### Newcastle Branch

[newcastle@all-round-supplies.com.au](mailto:newcastle@all-round-supplies.com.au)

### Nowra Branch

[nowra@all-round-supplies.com.au](mailto:nowra@all-round-supplies.com.au)



Stock Code 00086:  
TERM. OPEN POINT  
LINK 2-WAY STR-URD  
Endeavour Energy



Stock Code 04351:  
TERM. DOUBLE LINK  
3-WAY 1C OR 4C Ausgrid

# SALE

## PRICE SLASHED Solar Bollards NOW ONLY \$350\*

\*Excludes GST



### NEW See-Through Hard Hats now available!

Did you know we can place your company logo on the Hard Hat.... Ask in-store today!

Minimum order of 20 Hard Hats is required to insert company logo. Different colours available.



Electrical  
Infrastructure  
Products

Green Energy  
Products

Power  
Products

More Inside... Safety Update, New Direction, ARS Contributing to a Wheelchair, NECA News and more...

# Did you know...

## TECHNICAL BULLETIN: New and Revised Underground Cable Kits

As the needs of the Endeavour Energy Network have evolved over a number of years, an ongoing review of approved cable jointing and termination kits and the related installation practices is continually required. New kits are created or existing kits are combined and modified to widen the usage range to align joints and terminations with the majority of cables, switch gear and safe work procedures used throughout the Network. Redundant kits, superseded or no longer required are deleted.

### Revised kits

1. The Tyco P-97 3 x single core 95/240mm 11kV Indoor XLPE termination kit has been incorporated into the Tyco IXSU-FP103 11kV multi-core (3 x single cores) termination kit.

To bring the kit into line with the majority of 11kV XLPE cables installed on the Network, the range of the kit is now 185/400 and contains the termination kit and the addition of:

- 3 x BLMT-120/300mm bi-metal, mechanical lugs,
- 3 x RCAB-4120 insulation boots.

Limited stock of the new kit is now available. The old P-97 kit is now obsolete, though existing kits can still be used on 95/240mm cables until exhausted.

2. The 11kV/22kV XLPE trifurcation kits currently supplied by Tyco, Cabac or ABB now contain 3.2m lengths of Heavy/Thick walled re-jacketing heatshrink. The longer tails are designed to assist in setting the cores into position below the switch gear without compromising their minimum bending radius.

Stock of the new kit is now available. Any existing stock of the trifurcation kits with the shorter 2.5m lengths of re-jacketing heat shrink is to be exhausted. If using rolls of the Heavy/Thick walled re-jacketing heatshrink the tails must now be cut to a minimum of 3.2m. The typical installation was recently illustrated in Technical Bulletin TB-0146.

3. The Australmold K430TB18-300-EE01-1 22kV Screened elbow termination kit (stock code: 1544188 – product approval 530108/A) now contains Alloy lugs instead of Bi-metal lugs. The kit number (now ends in “-1”) and the product approval (now ends in “/A”) have been amended to reflect the change.

Both lugs are the same size and are installed using the same method, have the same cable application range (Al or Cu 120/300mm) but look different i.e. Bi-metal lug has a copper (bronze colour palm) and an aluminium (grey colour) barrel. The Alloy lug is completely tin plated (silver coloured palm and barrel).

For more information, refer to Endeavour Energy Technical Bulletin TB - 0155.  
Issued: 30 October 2013

***All Round Supplies would like to reassure our customers that we have been supplying the correct kit since Endeavour Energy has made these changes.***

## SAFETY UPDATE

brought to you by Endeavour Energy

### GROUND SUBSIDENCE UNDER EWP OUTRIGGER

#### Causal Factors

Ground subsiding under EWP outriggers, causing the outrigger to slip off the plastic ground pads resulting in EWP leaning and boom hitting pole.

An investigation has commenced and the EWP has undergone a structural inspection. Fleet has been asked to review the use of hardwood packing and plastic ground pads for stabilising vehicles.

#### Actions to be taken:

- Ensure that the ground under the outrigger is firm and solid. Careful assessment of how close to the edge of the roadway / track or compacted ground needs to be included.
- Plastic ground pads are to be used in all situations.
- If these conditions cannot be achieved, then the EWP must be repositioned to a location where the ground is firm and level.

**Procedures, WPIs or SWMS to adhere to:**  
GNV 1005 - CONDITIONS COVERING THE USE OF ELEVATING WORK PLATFORMS FOR WORK ON OR NEAR THE COMPANY'S NETWORK

SWMS – 1.032 - Operating, Locating, Stabilising and Relocating Plant or Equipment

For more information, refer to Endeavour Energy Hazard Alert No. 27-13. Issued: 1 July 2013



Image of Stabiliser leg and ground subsidence

## REGISTER TODAY!

Send an email to [marketing@all-round-supplies.com.au](mailto:marketing@all-round-supplies.com.au) with the subject line 'Cable Shorts' to receive the monthly cable short cuts promotion or call your local branch for a list.

# CABLE SHORT LENGTHS LIST

SAVE SAVE SAVE!

List Updated Monthly

# A New Direction for the Newcastle Branch

By Barrie Worth - Northern NSW Territory Manager

All Round Supplies (ARS) Newcastle Branch has been working hard in developing better ways to do business with our customers. Whilst customer satisfaction and support has always been the number one priority, we have been working with our Essential Energy customers to gain a better understanding of their businesses, their people and better ways to adjust our supply network to fit with their individual needs.

ARS has taken the time to listen to our customers and what works best for them. To that end, we are working on services like automatic consumables restocking. ARS Newcastle have customers who have recently started

using this new service. It's simple- your Territory Manager from ARS will visit you, set min and max quantities for your consumables and the rest is up to ARS. Your ARS Territory Manager will visit you once a month and conduct a stock take, resupplying stock to agreed levels. This service adds value to our customers' business. How? With your consumables on the shelf you eliminate down time, save money and increase productivity, as too many times we have seen jobs at a standstill with staff standing around waiting for a simple every day item. This is one of the new initiatives ARS is offering customers.

Another new initiative ARS is offering customers is project planning. The

objective of project planning is again to offer peace of mind to customers. Once a project is won, ARS as the successful Electrical Infrastructure Distributor, will meet with you and programme the delivery of goods to suit the project timeline - again saving you time and money! Once the programme has been established, our ARS Operations Team will ensure on-time delivery, when and where you require them. A NO stress, NO fuss option!

For more information about these new initiatives contact our All Round Supplies Newcastle Branch on 1300 087 579 or visit our branch: Unit 2, 6 Babilla Close, Beresfield NSW 2322.

## Notice board:

**NOW AVAILABLE...** All Round Supplies has recently launched three NEW Product Catalogues:

- Bare Conductor Accessories Product Brochure
- Transmission Product Brochure for Endeavour Energy
- Joints, Terminations and Elbows Product Brochure for Power and Water Corporation
- ESI Overhead Conductor Product Brochure for Various Utilities

Ask  
in-store  
today for  
your copy!

## ARS Contributing to Laura's New Wheelchair....

Laura Boyd is the daughter of Peter Boyd who is an integral member of the All Round Supplies' Nowra Branch team and has been with us for over four years. A trivia night to raise proceeds to purchase a new wheelchair for Laura was held which ARS donated five Solar Bollards. The event was a complete success raising in excess of \$13 500. As such Peter placed an order for the new chair.

*'My family and I would like to take this opportunity in thanking both yourself (Earl Palfrey) and All Round Supplies for the most generous donation that you gave.'*

### Laura's Story.... by Peter Boyd

Laura was a normal happy and healthy young 17 year old girl who three days after completing her HSC had a massive stroke requiring her to be admitted to Wollongong Hospital and placed into an induced coma for two weeks. She stayed in Wollongong for approximately 18 weeks before being transferred to Shoalhaven hospital rehabilitation unit for a further 12 months.

During this time Laura was advised that her application for early entry to Wollongong University to study E-Business had been successful. After spending 12 months in Nowra it was deemed necessary for her to be removed from the

hospital system, and as Laura required to be cared for in a high care environment it was deemed that she be placed in an aged care facility.

Laura has now been in care for approximately four years and her health has stabilised to a point where she enjoys outings with her family on the weekends in a wheelchair modified vehicle, purchased by Cathy and myself. She also enjoys doing the usual things that a young lady of her age does eg. shopping, movies and drives. As you can imagine this event has caused a lot of strain on the family, especially Laura's two younger sibling brothers, Christopher and Thomas.





# The importance of understanding your contract (save time and money)

**Why as a subcontractor do builders require you to sign a contract?**

**The simple answer is: "to minimise the builder's exposure to claims by passing on the risk to you as the subcontractor."**

In the construction industry CLAIMS are measured by MONEY and the builder will attempt to limit your ability to make claims against the builder by using technical barriers set out in the contract to reject your claims made and pass the builder's risk onto you, the subcontractor. When the project is running badly the builder will also attempt to recoup its losses and costs from you, the subcontractor. Usually with the larger contracts you will be provided with an Australian Standards Subcontract, however it is not unusual for the builder to change and modify the standard clauses within the Australian Standards Subcontract and thereby passing all their risk onto you.

## Key Contractual Terms to identify and understand

### Commencement Date

It is important to establish the date of commencement because this determines the date for practical completion, the defects liability period, the provision of security and the payment terms in relation to the contract. Often the contract is presented with a commencement date that has been filled in by the builder which is an earlier date than the date on which the subcontract actually commences work. This means the subcontractor has less time to complete the work (than tendered for) and is behind program from day one. Ensure the correct date is set out in the contract.

### Extensions of Time and Practical Completion

Delay is one of the biggest risks for all the

parties to the project. The principal will shift the risk for delay on the builder and the builder will in turn attempt to shift this risk on to you as the subcontractor.

It is very important to determine from the contract what events entitled you to an extension of time for delays and to ensure you have some remedy for delays where delays are not caused by you otherwise at the end of the project you may be liable for liquidated damages which generally result in you not receiving payment for your final payment claim submitted. Ensure you understand the procedure and steps necessary to obtain an extension of time and your team complies strictly with the requirements as set out in the contract.

### Liquidated Damages

Liquidated damages are payable by the subcontractor to the builder for delay to the date of practical completion. We have seen many contracts whereby the builder simply shifts their risk of delay damages onto the subcontractor.

Further the amount of the daily or weekly liquidated damages must be reasonable, if not negotiate this down. Further liquidated damages should be CAPPED to 5 or 10% of the contract value. If not Capped then the builder has an open cheque book.

### Variations

Make sure the scope of works is properly identified in the contract. Most contracts are lump sum contracts which are contracts for an agreed scope of work for an agreed amount. The builders attempt to reduce their risk by claiming any additional work to be undertaken is part of the lump sum work and a not variation thereby having you the subcontractor do this additional work for free. Further contracts are drafted in such a way

as to limit the subcontractor's entitlement to claim variations by requiring strict compliance with notices under the contract. Care must be taken to comply with the timeframes set out in the contract and if the timeframes are unreasonable, these should be negotiated.

### Contract documents

Ensure the contract properly reflects the contract documents which form part of the contract to ensure there is no dispute at a later stage as to the specifications and scope of works.

### Warranties and Indemnities

Check the warranties as set out in the subcontract because you do not wish to be liable for actions of the builder if the builder causes damages or delays in regard to the project. Warranties and Indemnities may be drafted in such a manner as to shift liability to you as the subcontractor even in situations where you have not caused the damage or delay.

### Conclusion

To ensure the builder does not pass the builder's losses on to you, you need to ensure you have a fair contract and understand all the steps and procedures set out in the contract in order to claim extensions of time and variations. Before you sign any contract, contact NECA LEGAL to review the contract for you and if necessary to negotiate more favourable terms and advise on the steps necessary when claiming extensions of time and variations. This will save you time, money and major stress during the project.

### CONTACT

NECA members are entitled to expert legal advice and representation by NECA's highly skilled and experienced legal team, at highly competitive prices. For more information contact NECA Legal on: 02 9744 1099 or email: [necansw@neca.asn.au](mailto:necansw@neca.asn.au)



**All Round  
Supplies®**

**1300 087 579**

Sydney  
13 Progress Cct  
PRESTONS  
NSW 2170

Newcastle  
Unit 2, 6 Babilla Cl  
BERESFIELD  
NSW 2322

Nowra  
23 Cumberland Ave  
STH NOWRA  
NSW 2541

Darwin  
3/8 Albatross St  
WINNELLIE  
NT 0820

**all-round-supplies.com.au**