



## DARWIN BRANCH OFFICIALLY OPEN



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Darwin branch Manager, Phil Baily assists Dr Chris Burns MLA, Minister for Finance NT, as Dr Burns cuts the ribbon to declare our newest branch open. Dr Burns and his staff then joined us for a BBQ and some “refreshment” NT style. We were able to unveil our first Orca Solar Light display as the installation of this unit was finished the previous day. Our thanks to Olex, Tyco, Bonnell’s Supply and Orca for participating in our opening. At right: Plenty of “refreshment” went down at the opening BBQ.

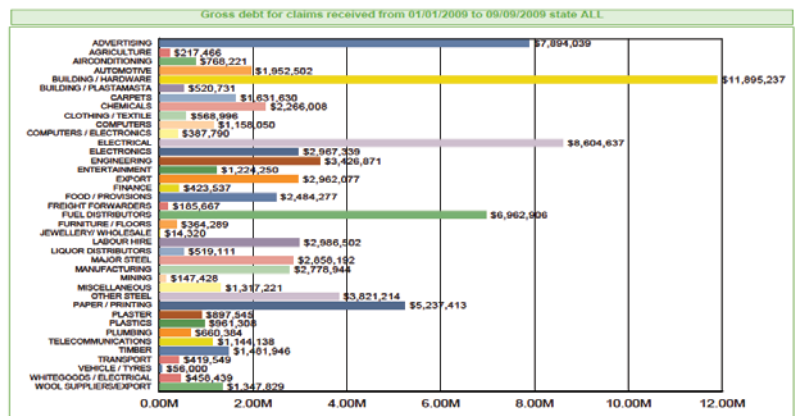
## CUT TO LENGTH SAVES MONEY

Recently we had a chance to show a new customer how we can save him money with our Cut To Length cable service. This is what happened. Our customer had a 560 mtr run of 11Kv cable to do. Standard pack length is 500 mtr. He was quoted \$43.40 per mtr from a competitor for a full drum plus they would allow him to take another 500 mtr drum and cut the additional 60 mtr at the same price. ARS quoted him \$43.70 per mtr for a cut of 560 mtr. On the surface it looked as if we were more expensive (\$168.00) for the cable, but when we sat down and calculated the cost of JOINING the cable (joint, excavation, extra transport, jointers) we demonstrated that we could save him over \$1500.00 with a single run, the right length. Not only that but it also saved 2 extra days on the job so our customer believes that he saved even more. This is just 1 example of how ARS Cut To Length cable can save you money on the job. So next time you have a “non standard length” run, give us a call and see how we can help you.

## FROM THE GM’s DESK

Our industry, in the last nine months, has faced some difficult times like many others. In particular the number of companies that have gone into receivership, and the value of these receiverships have never been higher. The below graphs reveal the extent of these receiverships and in particular the number of electricians and builders. What these figures do not highlight is the reduced margins facing all companies and the time taken by customers to pay their accounts. It is for these reasons that All Round Supplies adopts and enforces Security of Payment Legalisation, and undertakes Credit Risk Insurance to help reduce their exposure. If any of our readers would like some more information, or explanation of these business tools I would be only too happy for them to contact me to discuss.

Earl Palfrey General Manager All Round Supplies.  
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## All Round Supplies Utility Link



To celebrate the opening of our Darwin branch, All Round Supplies had a marquee at the Darwin Cup. We were joined by a number of local contractors, developers and government representatives as well as our suppliers. The whole thing was organised by Eclipse and our thanks to Sari & Angela (centre photo) for a great day. Also special thanks to Olex and Tyco Electronics for their support for the day.



Above: Overall winner, Gerry Peterson from South Australia

Above: Roger Buratto from Team Nomads with his 73cm Barra.

Right: Jamie Bonnell with his "catch"?? Interesting fish a "Bundy Fish"



### FISH TAILS from Phil Baily (Darwin)

Welcome to the first edition of "FISH TAILS" the brainchild of GM & Associates. I was the one that lost the toss and will coordinate all stories and pictures for future editions of Fish Tails

As a Northern Territorian I guess we might just have the edge on our Southern cousins when it comes to fishing but I would be pleased to be proved wrong. All submissions from anywhere and everywhere are welcome as we hope our readers will enjoy some amateur writing but more importantly some really entertaining shots of people's catches.

All Round Supplies are one of the sponsors of the HARDIES HARDMAN FISHING TOURNAMENT held every year at the picturesque Hardies Billabong. It is an invite only catch & release tournament limited to 60 anglers with all excess proceeds donated charity.

Prizes are awarded for the biggest Barramundi / Saratoga / Catfish and the best total catch based on a points system. The Hardies Hardman Tournament is a real working man's tournament and has some distinctly unique requirements like before starting the days fishing every competitor is required to eat a cold pie and drink a warm can of beer!!! That's why it's called the Hardman !!!

Bonnell Supply Company, a supplier to All Round Supplies, also sponsored the event, and while Jamie Bonnell was not so lucky with the rod, he did manage to get amongst the prizes with a lucky door prize. One thing I am still trying to work out is where's the bloody door !!!!

**If anyone has some "fishy" stories you would like to share with us, please send to Phil at [p.baily@all-round-supplies.com.au](mailto:p.baily@all-round-supplies.com.au) or call him on 0408 786 580**

## Brisbane Supplies HV Cable for Emergency Department



There were smiles ALL ROUND when the boys at N&P Contracting took delivery of 21 drums of Olex 11kv 240mm xlp/scr/pvc cable this month. The cable is going into Stage 1 of the PA Hospital Emergency Ward Upgrade and was delivered 6 days ahead of schedule. Partner in N&P, Neil McBrearty was thankful that ARS and Olex cables offered a hedged price on the copper 10 weeks prior when the order was placed, the rise in copper in that time would have added 15% to the cost of the job. Project Manager, Dan Colverson was particularly happy with the quality of the "Aussie Made" cable.

David and his crew at ARS Brisbane are the new boys on the block in SE Queensland but are quickly earning a reputation as the team to turn to for "second to none" service.



### REMOTE AREA LIGHTING

All Round Supplies has been appointed as distributor for MV Technologies new “Pelican” LED Remote Area Lighting Systems (RALS). This is a totally portable battery powered lighting system, that can deliver up to 56 hours of burn time. With light intensity levels of up to 2000 lumens, per head, these systems deliver light where you need it, when you need it. Starting with a single head “personal” unit they range up to a 4 head “broad area” unit. Areas that require a “noise sensitive” light supply (residential, medical etc) these systems again deliver as no generator is required.

Emergency response, breakdown, storm response, anywhere you need a reliable, portable light source.  
Contact your nearest All Round Supplies branch for more information.



### DAVE'S FIRST JUMP



Our intrepid Brisbane manager, Dave McCormack shown here on his first tandem jump. Dave says he felt “No fear at all” Right. Just look at his grip on the harness!!!! I rest my case.

#### The Irish wrestler

A Russian and an Irish wrestler were set to square off for the Olympic gold medal. Before the final match, the Irish wrestler's trainer came to him and said 'Now, don't forget all the research we've done on this Russian. He's never lost a match because of this 'pretzel' hold he has. Whatever you do, do not let him get you in that hold! If he does, you're finished.'

The Irishman nodded in acknowledgment.

As the match started, the Irishman and the Russian circled each other several times, looking for an opening. All of a sudden, the Russian lunged forward, grabbing the Irishman and wrapping him up in the dreaded pretzel hold. A sigh of disappointment arose from the crowd and the trainer buried his face in his hands, for he knew all was lost. He couldn't watch the inevitable happen.

Suddenly, there was a Long, High Pitched Scream, then a cheer from the crowd and the trainer raised his eyes just in time to watch the Russian go flying up in the air. His back hit the mat with a thud and the Irishman collapsed on top of him, making the pin and winning the match.

The trainer was astounded. When he finally got his wrestler alone, he asked 'How did you ever get out of that hold? No one has ever done it before!'

The wrestler answered 'Well, I was ready to give up when he got me in that hold but at the last moment, I opened my eyes and saw this pair of testicles right in front of my face. I had nothing to lose so with my last ounce of strength, I stretched out my neck and bit those babies just as hard as I could.'

The trainer exclaimed 'That's what finished him off?'

'Not really. You'd be amazed how strong you get when you bite your own nuts'.

## Utility Updates

### **Integral Energy Technical Bulletins:**

26/06/2009	TB0064	Paper cable outdoor termination failure points.
17/09/2009	TB0065	Pole identification numbering - change to stick on letters & numbers.

### **Integral Energy Amendments:**

PD14004	Protection of distribution mains
SD1511	Auxiliary AC supplies & switchgear
EMS0003	Environmental impact assessment

### **Energy Australia Network Standards Advice:**

13/07/2009	NSA1531	Amendments to NS114, Electrical Design and Construction Standards for Chamber Type Substations, March 2007.
14/07/2009	NSA1530	Amendments to, NS210 Documentation and Reference Design Guide for Major Substations, Feb 2009.
16/07/2009	NSA1532	Amendments to NS185 Major Substation Building Design Standard, April 2008. NS186 Major Substation Civil Works Design Standard, April 2008.
20/07/2009	NSA1533	Announcing the publication of an external Appendix to NS130, Specification for Laying of Underground Cables up to 22kV, Nov 2008
22/07/2009	NSA1450	New Network Standard Issued, NS203 Planning and Design for Electrical Network Communications Assets, Aug 2007.
23/07/2009	NSA1452	New Network Standard Issued NS208, Design & Installation of Energy Australia Communications Cabinets, Aug 2007.
04/08/2009	NSA1535	Amendments to External Appendix J, Installation of Network Ductlines Through Buildings, of NS130, Specification for Laying of Underground Cables up to 22kV, Nov 2008
22/09/2009	NSA1536	Announcing the publication of external Appendix K to NS 130.
24/09/2009	NSA1343	Supplement to Energy Australia's Network Universal Standard, NSU181 , Approval of Materials & Equipment and Network Standard Variations.
28/09/2009	NSA1537	Amendments to Energy Australia's Network Universal Standard NSU100, Field Recording of Network Assets, May 2000.

### **Energy Australia Customer Installations Advice:**

13/07/2009	CIA1342	New edition of ES3
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As this will be our last Utility Link, for 2009, the Management and staff of ARS would like to thank all our customers and suppliers for their support in the past year and wish all a very merry Christmas and a happy and safe New Year. See you all again in 2010.



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1/9 Enterprise Crt  
PRESTONS  
NSW 2170

NEWCASTLE  
7 Gamma Cl  
BERESFIELD  
NSW 2322

NOWRA  
3/1 Jellicoe St  
STH NOWRA  
NSW 2541

BRISBANE  
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COOPERS PLAINS  
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