



# FIBRE INSTALLATION

**Vermeer**



**EQUIPPED TO  
DO MORE.™**



# TELECOMMUNICATIONS INDUSTRY INNOVATION

---

Pairing global telecommunications industry experience with a focus on each customer's unique needs, Vermeer offers a comprehensive range of industry-leading products and unmatched after sales support to the Australian fibre installation sector.

Growth and change in the Australian telecommunications sector provides a range of opportunities—and unique challenges—for fibre installation contractors.

While fibre installation projects are often demanding, they can provide a source of stable, ongoing work for contractors with the right skills and equipment to install cables as efficiently, effectively and safely as possible.

Particularly on Australia's largest infrastructure project, the rollout of the National Broadband Network (NBN).

By the NBN rollout's completion, it is estimated that around 25% of Australian premises will receive a fibre-to-the-premises (FTTP) connection, 29% a fibre-to-the-node (FTTN) connection and 11% a fibre-to-the-basement (FTTB) connection. The remaining premises will likely be covered by HFC connections, satellite or fixed wireless.

Although the final percentage of each technology may change depending on factors such as the state of the existing copper network, the FTTP, FTTN and FTTB rollouts all require, to various extents, the replacement of copper cables with fibre. This will be a major source of ongoing work for qualified and well-resourced contractors.

While NBN contracts typically involve tight margins and strict deadlines, the potential for relatively stable, ongoing work over a longer time period can make them attractive for contractors. Often they involve significant amounts of work in one area, allowing them to be completed more efficiently with less moving between work sites.

Efficiency is key to maximising profits and making the most out of these projects so the right equipment and support is vital. Vermeer understands the requirements of the industry and works with clients to ensure they are well equipped to meet these challenges.

## MAKING THE MOST OF FIBRE INSTALL PROJECTS

Whether you are working in greenfields or replacing ageing infrastructure, Vermeer offers a range of products and services to help make the most of fibre installation contracts, providing the efficiencies and support you need to keep your projects on track. Vermeer offers:

- Global experience in the telecommunications industry combined with local know-how.
- A focus on each client and project's unique requirements.
- Products developed for unrivalled performance, accuracy, efficiency and safety.
- After sales support, including mobile service technicians and parts specialists.
- Flexibility; if your requirements change we will ensure the equipment you order is the best for the job.

### A comprehensive product range to meet project challenges

Installing vital telecommunications infrastructure often involves undergrounding cables in areas with varying ground conditions. Working in brownfields, as required by much of the NBN rollout, can involve additional complications, requiring contractors to avoid other buried infrastructure and attempt to minimise disturbance to existing surface structures such as roads, footpaths and gardens.

### Unmatched after sales support

Vermeer's relationship with you does not end once you have made your purchase. Vermeer also provides comprehensive after sales support, including mobile service technicians and parts specialists ready to deal with your unique requirements.

With an Australian dealer network that spans the entire east coast, Vermeer is positioned to offer unmatched support to Australian fibre installers.



## HORIZONTAL DIRECTIONAL DRILLS

Vermeer's range of Navigator® horizontal directional drills are the culmination of decades of underground utility installation experience and have been a market leader and innovator in the industry for over 20 years.

With a range of size and power offerings across the range, Vermeer's Navigator® drills are designed to help you maximise productivity and efficiency while tackling jobs in the tightest spaces and most challenging ground conditions, as well as working to meet the demanding deadlines of Australian fibre installation projects.

The Navigator® range includes the D6x6, D9x13 S3, D20x22 Series II, D24x40 Series II, D36x50 Series II and D36x50DR Series II horizontal directional drills.

## VACUUM EXCAVATORS

Vermeer's vacuum excavators provide a productive solution for applications that require a safe and unobtrusive means of excavating in areas of congested underground infrastructure. They can prove instrumental in fibre installation projects involving last mile fibre installation, or for tricky sections of more extensive jobs.

The vacuum excavator optimises efficiency by fulfilling the role of several pieces of construction equipment. They can excavate, remove and safely store both solids and fluids in a variety of ground conditions, and, with the right filter, they can even be used on asbestos boxes. They can haul rope through existing conduits, completing rod-and-rope installation 70% faster than the traditional method—and clear blockages in the process. The air-only machines can also be used power Piercing Tools.

Excavated materials can be transported to a dump location and either off-loaded by pressurising the tank or using the hydraulic dump feature on the vacuum tank. Vermeer vacuum excavators are robust, standing the test of time on jobsites around the world and come in a variety of sizes to suit your specific application. Vacuum excavators suited to fibre installation applications include the trailer-mounted VX30—250 and a wide range of truck-mounted vacuum excavators ranging from 2,000 to over 11,000 litre spoil tank capacity.

## PIERCING TOOLS

Contractors can count on Vermeer's piercing tools as the optimum solution for short to medium cable installation jobs in the toughest conditions.

The Vermeer Hole Hammer Positive Turn Reverse piercing tool is designed for optimum performance and easy field servicing. It is available in a range of sizes to suit your unique application.







With one of the heaviest striker-to-body weight ratios in the industry and a replaceable head design of heat-treated alloy to protect the tool body, the Vermeer hole hammer offers the industry leading performance and longevity required for demanding fibre installation applications.

## TRENCHERS

The Vermeer line of pedestrian and ride-on trenchers is ideal for fast and effective installation of telecommunication lines in greenfields and expanding developments. These units have the ability to trench up to 183 cm (72 inches) in depth and 46 cm (18 inches) in width.

Vermeer ride-on trenchers can be complemented with additional attachments including plows, backhoes, rock wheels and cable layers to further increase versatility.

Trenchers optimal for fibre installation applications include the RTX150 and RTX250 pedestrian trenchers and the RTX550 and RTX1250 ride-on trenchers.

## DIGITAL LOCATORS

Electronic locating devices are an integral part of utilities installation, both to check for the presence of existing assets and to guide a drilling tool along a prescribed path.

Vermeer, along with partners McLaughlin Underground and Digital Control Incorporated (DCI), offer a variety of locating options designed to meet the needs of telecommunications installations.

The McLaughlin Verifier G2 is an easy-to-use and productive utility locator. It uses Smart Technology along with improved noise reduction to achieve extreme accuracy in direct connection, clamping, inductive and passive modes.

DCI receivers combine best-in-class functionality in a lightweight yet rugged package that can execute the HDD industry's toughest installations day after day.

The range of digital locators available from your local Vermeer dealer include the McLaughlin Verifier G2 and the DCI DigiTrak® F5.

## MUD SYSTEMS

The right drilling fluid systems can enable you to maximise the performance of your horizontal directional drill and the profitability of your operation.

Vermeer's range of drill fluid mixing and reclaiming systems are designed to work flawlessly with your drill and come in a variety of sizes to meet the scale and demands of your job and worksite.

Our comprehensive drilling fluid mixing units include a matched mixing system, tank(s) and cradle, a power unit, roll guns, hoses and centrifugal pump and plumbing. Drilling fluid reclaimers like the Thunderstorm 1 enable mixing and cleaning of drilling fluid at the rig, significantly reducing downtime, additive and liquid transport costs.

The range of Vermeer mud systems suited to fibre installation include the MX125 mixing system, MX125 mixing system, and the Thunderstorm 1 HDD mixing/cleaning system.

**Vermeer®**



**EQUIPPED TO  
DO MORE.™**

[WWW.VERMEER.COM.AU](http://WWW.VERMEER.COM.AU) | 1300 VERMEER

### Queensland

1 Fulcrum Street,  
RICHLANDS  
QLD 4077

Tel: (61-7) 3275 4888

Fax: (61-7) 3275 4800

### North Queensland

671 Ingham Rd,  
MT ST JOHN  
QLD 4818

Tel: (61-7) 4774 2427

Fax: (61-7) 4774 2435

### NSW & ACT

Unit A, 1 Tyrone Place,  
ERSKINE PARK  
NSW 2759

Tel: (61-2) 9834 6594

Fax: (61-2) 9670 4943

### Victoria & TAS

415 Fitzgerald Rd,  
DERRIMUT  
VIC 3030

Tel: (61-3) 9931 6900

Fax: (61-3) 9369 8834

### South Australia

9-11 Hakkinen Rd,  
WINGFIELD  
SA 5013

Tel: (61-8) 8268 1628

Fax: (61-8) 8445 8650