

FOR IMMEDIATE RELEASE

Image Caption: Conplant Melbourne's Branch Manager, Scott Daly.

CONPLANT TAKES CARE OF ITS CUSTOMERS

(February 25, 2008) – As the sole Australian distributor of Ammann compaction and asphalt equipment, Conplant commends the renewal of the CityWide asphalt plant in North Melbourne, Victoria noting it's status as one of the 'greenest' asphalt plants in the world. Ammann's leading edge asphalt mixing technology emits around half as much CO2 as the industry average.

Conplant Melbourne Branch Manager, Scott Daly, commented he was pleased to have played a role in the establishment of the industry-leading, CityWide plant. "We were pleased to lend our expertise to the plant," Scott says, "and we have the skills and technology to provide ongoing local support for CityWide and other Ammann owners.

"The key to our customer relationships is always communication," Scott says. "We take a proactive approach, by calling customers to see how their business is going and by helping them choose the right equipment. If we say we'll call someone back in 10 minutes, it means we'll call them back in 10 minutes, not in two days. We make it a point to exceed our customers' expectations."

This includes not only providing a quality fleet of compaction hire equipment, for which Conplant is widely known, but also offering equipment for sale and maintaining a strong parts division.

"We have compaction equipment hire and sales stock ready to go and keep a sizeable parts inventory to ensure that parts can be supplied within a timeframe that works for our customers' projects. We've always offered efficient service but I am pleased to say that our turnaround time has become even shorter this year and I am confident that we're keeping our customers happy.

"Our staff are experts on the machinery we have available and can advise customers on the best options for their needs. And because we can assist with hiring or purchasing, we really do cater for all options. A lot of customers like the opportunity to hire the equipment and try it out before committing to a purchase."

In addition to hiring and new equipment sales, Conplant also stocks used compaction equipment and can provide additional services including reconditioning, and custom modifications and painting.

The Melbourne Conplant branch opened three years ago with 10 new compaction machines available for hire. It now has 70 compaction machines in its hire fleet, with rollers from one tonne up to 40 tonnes. The sales and service arms of the business were developed over the past two years.

The Melbourne branch is one of eight Conplant branches throughout Australia. The four NSW branches were recently awarded the Case Construction Equipment franchise, as well as offering a full range of asphalt and compaction equipment.

Conplant is a 100 per cent Australian owned company and has been in operation for over 40 years. As the largest privately owned compaction specialist in Australia, Conplant offers a comprehensive range of compaction solutions. It is also the sole national distributor for Ammann equipment. Ammann is a leading supplier of machines, systems and services related to compaction equipment and asphalt plants worldwide.

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