CAPABILITY STATEMENT

MAJOR PROJECTS



FOCUS MACHINERY

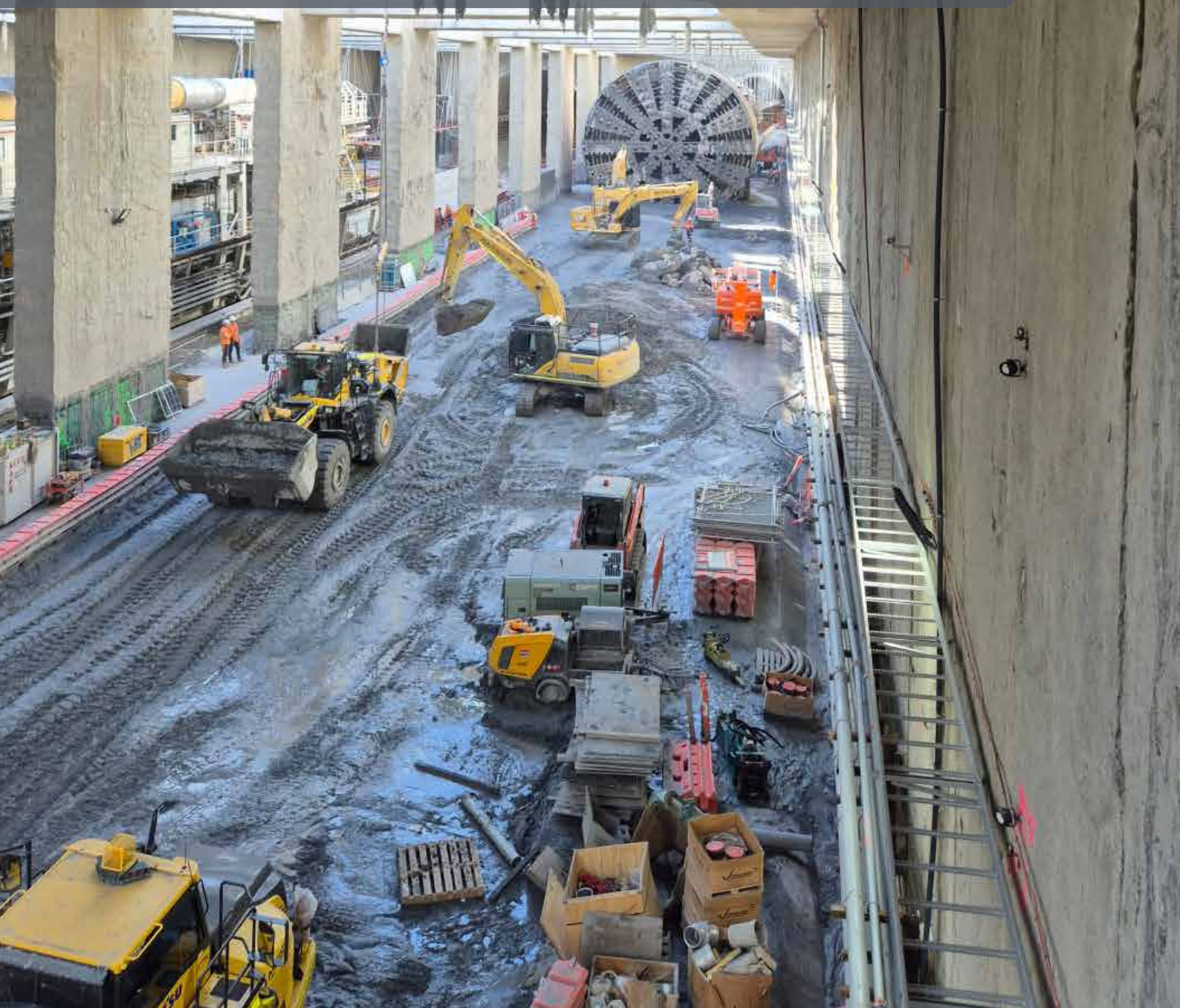
Since starting Focus Machinery in 2010, we've grown into a trusted, family-owned business with a team of over 60 Victoria and New South Wales based staff. From day one, our goal has been to make equipment dry hire easy, reliable, and hassle-free.

Our customers are building roads, rail, renewables, developments, and open spaces - and they rely on us for gear that works and service that doesn't miss a beat. With our dedicated account managers and 24/7 response, we keep their projects moving and downtime to a minimum.

At Focus, we deliver more than machines - we deliver confidence on every job.

- Jerry Nipper

Managing Director



OUR PROMISE

Go Ahead and Dig® – this is more than our tagline; it's our commitment to you.

We promise that when you partner with Focus Machinery, you get expertly maintained, site-ready equipment that allows you to start work with confidence.

Our specialisation in earthmoving means we have an unmatched understanding of what your project demands. Every machine and attachment is selected to enhance your productivity and safety, ensuring it's ready for project success from the moment it arrives.

We believe in transparent and honest communication as the foundation of a strong partnership. You will receive clear, straightforward information – no jargon, no unrealistic promises – so you can make the best decisions for your project.

This transparency extends to our service, where there are no hidden surprises – just reliable support.

Our promise is upheld by a team driven by a "get stuff done" mentality. From our workshop to your site, we prioritise organisational effectiveness and swift decision-making.

If you face an unforeseen breakdown or a last-minute need, our team responds with the urgency and expertise required to keep your project on track.

CORE VALUES



BOLDNESS

We embrace a **proactive**, **courageous** approach to challenges. Always ready to **go the extra mile** to empower customers in demanding environments.



PROSPERITY

We are dedicated to **helping** customers **achieve** long term **success**, building **strong** partnerships that contribute to **growth** and **stability**.



COMPASSION

We prioritise **understanding** our customers **needs**, offering **personalised support** that makes customers feel **valued** and **understood**.

HOW WE DELIVER

At Focus Machinery, our internal operating system (referred to as Book-Work-Return) delivers a streamlined, end-to-end hire process designed for efficiency, reliability, and total customer satisfaction.

From assessing your needs and confirming availability, to booking, preparing, and delivering your hire, we keep every step coordinated with clear, timely communication.

By gathering all relevant information before dispatch, our team ensures every piece of equipment and/or attachment arrives on site ready for immediate use – maximising uptime and boosting productivity.

Our commitment to first-call resolution means issues are addressed quickly, minimising disruption and keeping your project on track. For added assurance, we offer on-site assessments by qualified technicians to ensure compatibility, particularly for larger fleets or complex setups.

Our delivery and commissioning service further reduces downtime by ensuring each attachment is correctly installed and operational upon arrival.

At the end of the hire, we coordinate timely off-hire, prompt collection, inspection, and servicing – returning equipment to hire-ready condition without delay.

With a strong focus on compliance, rapid response, and customer support, we provide a seamless experience that builds confidence and keeps our valued partners returning, project after project.



KEY CONTACTS



Brett Fitzpatrick
Business Development Manager
0437 480 459
brett@focusmachinery.com.au



Ben Wakefield
Account Manager
0413 514 664
ben@focusmachinery.com.au



Kenneth Crick
Account Manager
0427 499 324
kenneth@focusmachinery.com.au



Charles Nipper
Hire Coordinator
0409 538 648
charles@focusmachinery.com.au



Jarryd Lockhart
Fleet Manager
03 9123 1110
jarryd@focusmachinery.com.au



Scott Nipper
Operations Manager
03 9123 1104
scott@focusmachinery.com.au



Paul Sharp
Field Service Coordinator
03 9123 1113
paul@focusmachinery.com.au



Craig Flintoff
Transport Coordinator
03 9123 1120
craig@focusmachinery.com.au

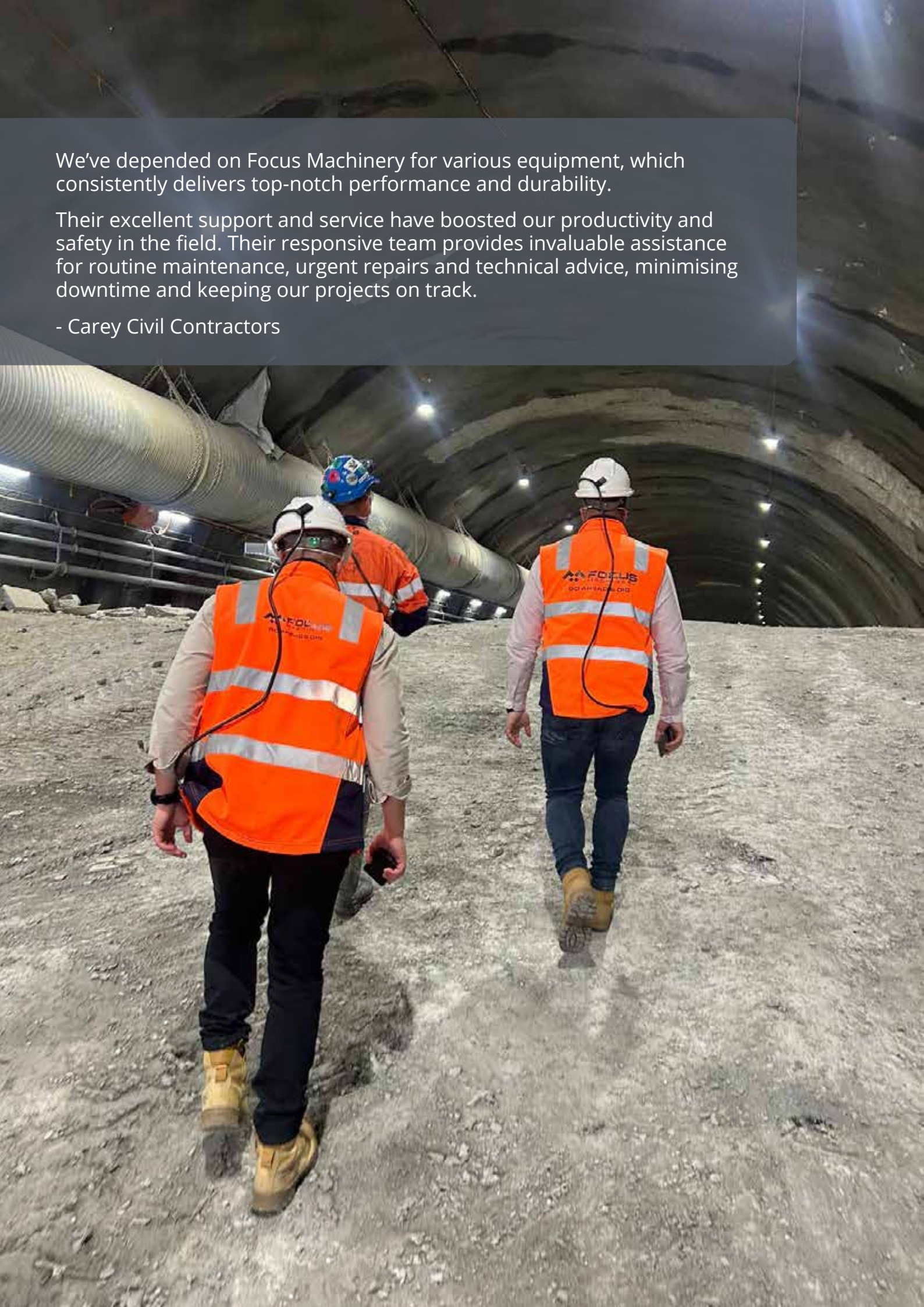


Jeremy Arnot
NSW Manager
1300 010 444
sales@focusmachinery.com.au

We've depended on Focus Machinery for various equipment, which consistently delivers top-notch performance and durability.

Their excellent support and service have boosted our productivity and safety in the field. Their responsive team provides invaluable assistance for routine maintenance, urgent repairs and technical advice, minimising downtime and keeping our projects on track.

- Carey Civil Contractors



MEETING MAJOR PROJECT REQUIREMENTS

Equipment compliance: We ensure that all equipment meets, and is maintained to project standards.

Pre-delivery inductions: Our team rapidly facilitates equipment inductions prior to arrival at your site.

Rapid downtime response: We respond swiftly to downtime events, minimising disruptions.

Urgent requests: Our team is ready to address urgent requests promptly, ensuring project continuity.

Collaborative environment: We communicate and coordinate equipment handovers between contractors on site.

Safety focus: Safety is paramount, and our support services prioritise compliance with regulations and safety standards.

Chekrite Inducted Equipment

3D Safety Inducted Equipment

Datascope Inducted Equipment



Detailed Usage Reports

Damstra Inducted Staff

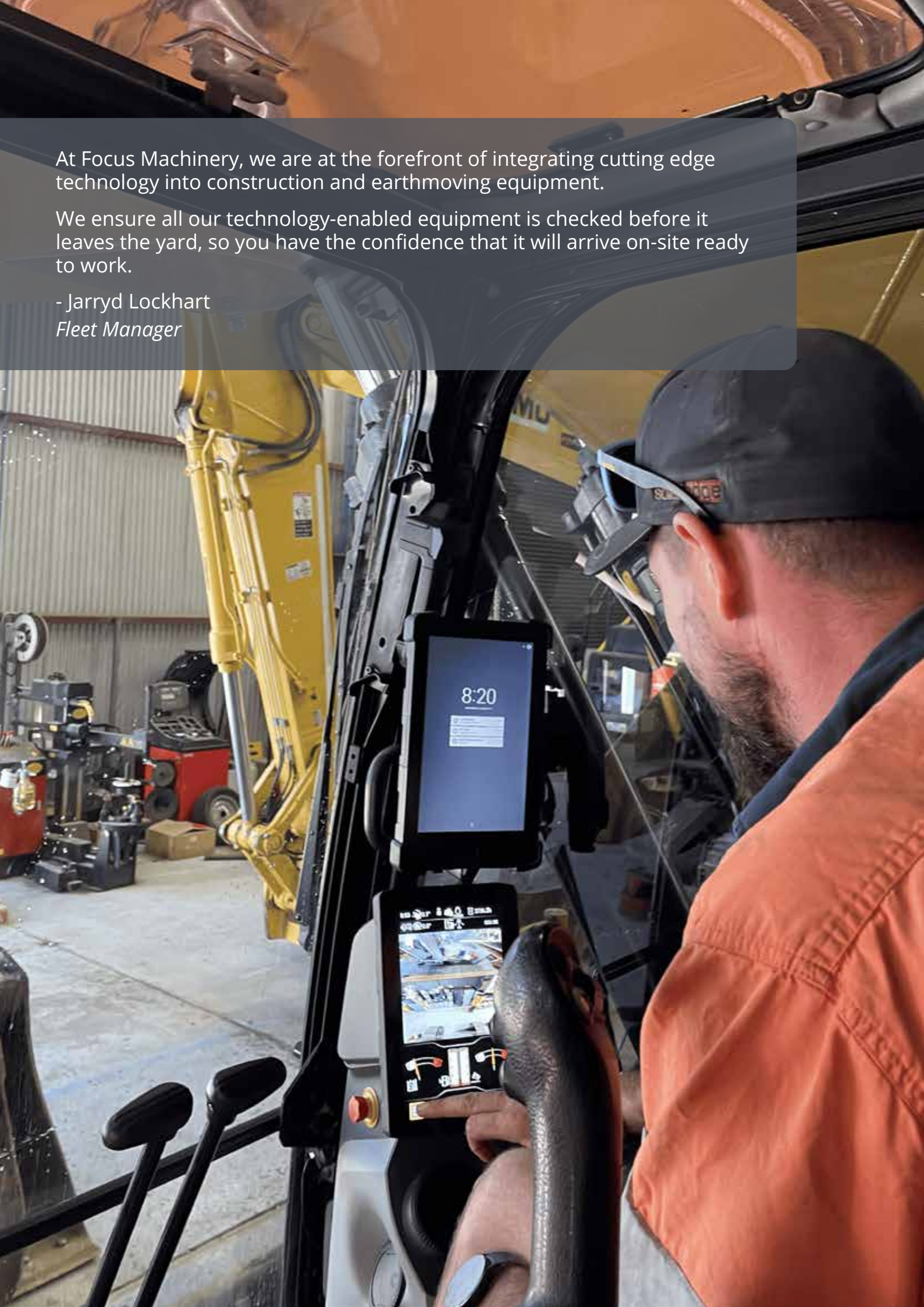
Compatibility with Virtual Superintendent

Focus Machinery, helping shape a better tomorrow on the following projects.

At Focus Machinery, we are at the forefront of integrating cutting edge technology into construction and earthmoving equipment.

We ensure all our technology-enabled equipment is checked before it leaves the yard, so you have the confidence that it will arrive on-site ready to work.

- Jarryd Lockhart
Fleet Manager



SPECIALIST EQUIPMENT OPTIONS

Machine Control Systems

Achieve unparalleled accuracy with our machine control systems that utilise GPS and UTS technology for precision. Brands include Cat, Topcon, and Trimble.



Height and Slew Restriction Systems

Ensure safety on your worksite with our height and slew restriction systems that prevent equipment from entering restricted zones.



Payload and Lift Management Systems

Optimise loading and lifting operations with our systems that provide real-time information on payload weight and lifting capacity, helping you avoid overloading and ensure safe lifting practices.



Fire Suppression System

AS 5062-certified fire suppression systems protect all high-risk machines in our fleet. When triggered by heat or manually activated, foam discharges, the engine shuts down, and alarms sound - minimising risk and maximising operator safety.

Regular servicing and certification upholds our Tier-1 compliance promise.



SAFETY SOLUTIONS

Pedestrian Detection

Pedestrian detection systems use advanced sensors and AI to identify people near the machine, helping operators avoid collisions and significantly improving site safety.



HEPA Cabin Filtration

Removes up to 99.97% of harmful airborne particles, ensuring cleaner air and a safer, healthier cabin environment for operators.



HALO Exclusion Lighting

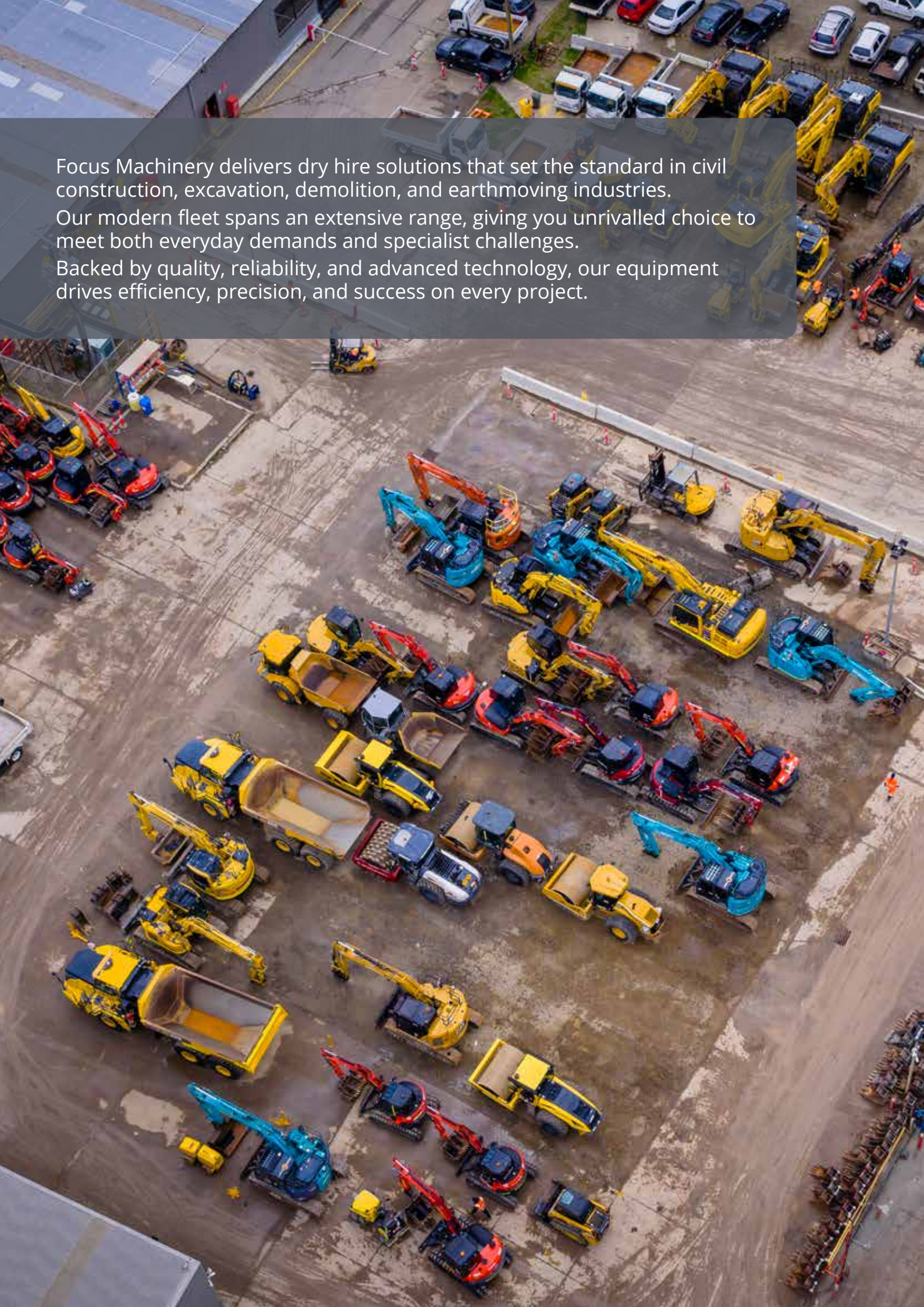
Creates a clear, 360° visual exclusion zone around equipment, helping keep personnel at a safe distance and improving jobsite awareness.



Prolec PME500 Lift Management System

Delivers real-time load, height, and slew control with auto motion cutouts, ensuring safe operation and compliance with lift regulations.





Focus Machinery delivers dry hire solutions that set the standard in civil construction, excavation, demolition, and earthmoving industries.

Our modern fleet spans an extensive range, giving you unrivalled choice to meet both everyday demands and specialist challenges.

Backed by quality, reliability, and advanced technology, our equipment drives efficiency, precision, and success on every project.

DEPTH OF RANGE

Mini Excavators (1T - 10T)

- Tilt hitch
- Manual grab
- Front Window guard
- Dual Piping (for rotating attachments)
- Case Drain (for specialist attachments)
- Topcon 3D GPS
- X-Watch height & slew restriction



Large Excavators (13T - 40T)

- Zero swing & blade (up to 35T)
- Tilt hitch (up to 35T)
- Manual grab
- Front Window guard
- Offset Boom
- Rubber Pads (up to 35T)
- Dual Piping (for rotating attachments)
- Case Drain (for specialist attachments)
- Topcon & Trimble 3D GPS
- X-Watch height & slew restriction
- Prolec Lift Management System
- Semi-Autonomous (Cat Next Gen Technology)



Posi-Track Loaders (60HP - 100HP)

Range includes equipment suited to run specialist attachments and work in extreme conditions such as tunnels or fire break clearing.



Rollers (1.5T - 20T)

Range includes Twin Drum, Smooth Drum and Pad Foots.



Tipper Trucks (4.5T - 11T GVM)

Our range is NHVR compliant and includes dual cabs, autos and car license options.



Dumpers (1T - 30T)

Range includes Open Canopy, Dual View, Hydrema and Tunnel Spec options.





Enhance the capabilities of your equipment with our specialist attachments - delivering unmatched versatility, precision, and uptime, backed by rapid delivery and expert commissioning support.

EXCAVATOR ATTACHMENT RANGE

Hydraulic Rock Breakers



Augers 100mm - 1500mm



Specialist Rock Augers & Core Barrels



Screw Pile & High Torque Drives PD50 - SD80



Drum Cutters (Pineapples)



Sieve & Tilt Buckets



Compaction Plates & Wheels



Shears



Concrete Pulverisers



Hydraulic Grabs



Cutter Crushers



Vibrating Rippers



SKIDSTEER ATTACHMENT RANGE

Pallet Forks



Smudge Bars



Bucket Brooms



Dual Grade Box Graders (GPS & Laser Guided)



Road Profilers



Slashers



Forestry Mulchers



Stick Rakes





CASE STUDY | Precision trenching in Basalt

Client: Commercial Concrete Contractor
Industry: Construction and Civil Engineering
Location: Deanside, Victoria
Project Scope: Excavating precise trenches through hard basalt rock for a commercial build

THE PROBLEM

A commercial contractor needed to excavate precise service trenches for a new building. The site was challenging, with dense basalt rock.

Using a rock breaker and bucket would have been slow, inefficient, and likely caused “blow out” – fracturing rock beyond the trench lines.

This results in oversized trenches, wasting concrete and driving up costs and timelines.

THE SOLUTION

Focus Machinery supplied the ideal solution with a high-performance Rock Saw, equipped with a 1400mm diamond blade on the client’s Sumitomo 13 tonne excavator.

This setup delivered precision and control, cutting cleanly through basalt without fracturing. Purpose built for accuracy in hard rock excavation, the Rock Saw produced sharp trench edges to specification and worked far faster than hammering and clearing.

An integrated dust suppression system also reduced airborne particles, supporting a safer, cleaner worksite.

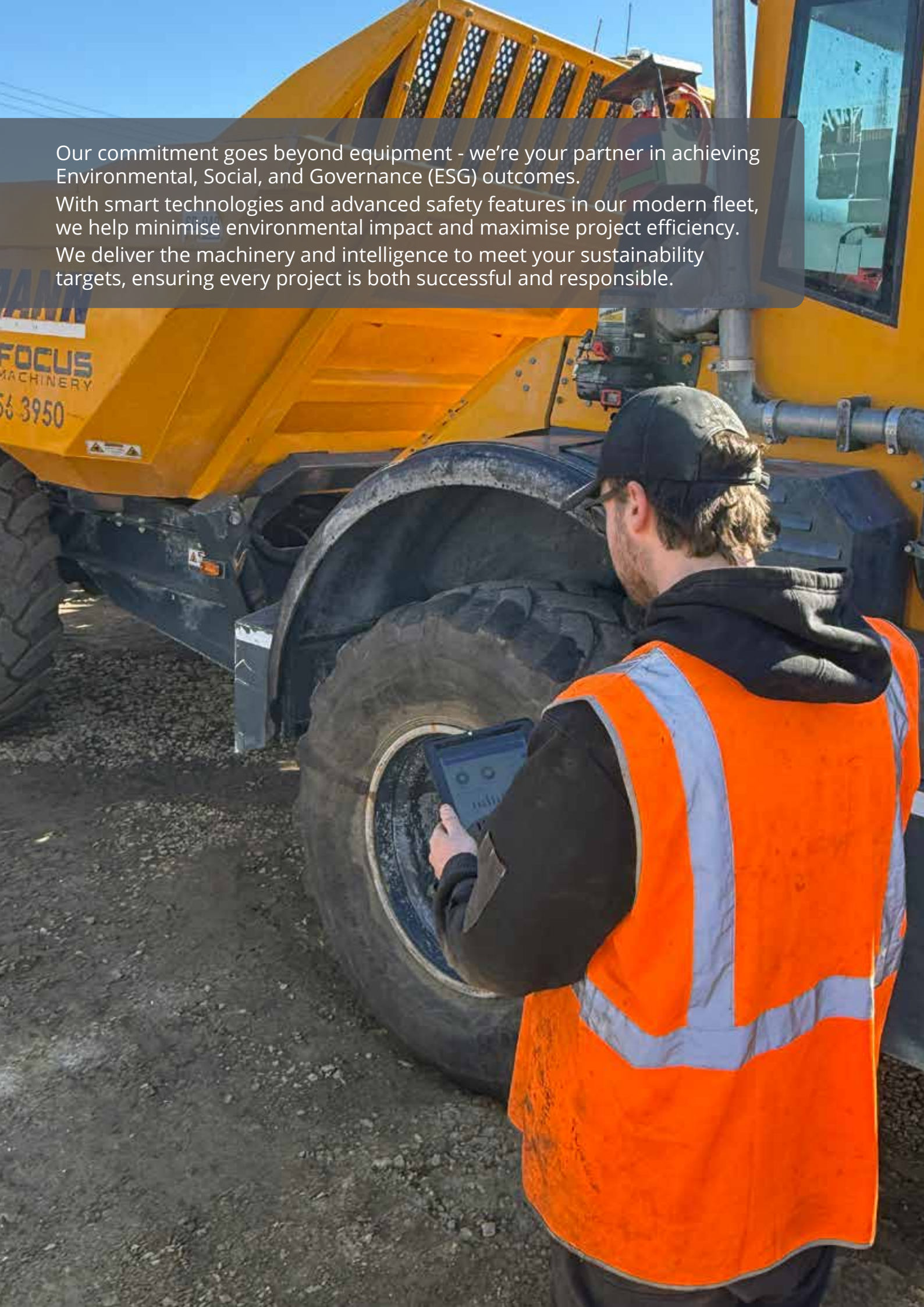
THE RESULTS

The Focus Machinery Rock Saw delivered precise, efficient trenching through hard basalt, eliminating overbreak and reducing costs.

Its speed accelerated the project timeline while ensuring clean, high-quality results.

With integrated dust suppression improving safety, the attachment impressed the contractor by boosting both profitability and delivery.

Precision | Efficiency | Safety | Savings



Our commitment goes beyond equipment - we're your partner in achieving Environmental, Social, and Governance (ESG) outcomes.

With smart technologies and advanced safety features in our modern fleet, we help minimise environmental impact and maximise project efficiency.

We deliver the machinery and intelligence to meet your sustainability targets, ensuring every project is both successful and responsible.

SAFE

Our unwavering commitment to safety is foundational to everything we do. On major projects where the benchmark for safety is absolute, simply complying is not enough. Our team stays at the forefront of new safety technologies to proactively elevate site standards through our equipment, guided by our internal “Focus Standard.” This mandate ensures every machine is site compliant and features the latest proven safety advancements. Given that Safe Work Australia data shows plant and machinery are involved in thousands of serious injury claims annually, our investment in a modern, meticulously maintained fleet is a direct investment in your team’s wellbeing.

SMART

Efficiency and precision are at the heart of the “Smart” principle we uphold. To achieve these goals, we embrace advanced machine control technology and specialised attachments. These innovations enable our equipment to execute tasks with superior accuracy and effectiveness. By adopting intelligent solutions, we optimise project timelines, minimise errors, and maximise operational efficiency, consistently delivering results that meet and exceed expectations.

SUSTAINABLE

Our commitment to responsible operations is demonstrated through our modern fleet. We meticulously select high-performance equipment from leading manufacturers, [†]prioritising fuel efficiency and reliability to minimise environmental impact and project downtime. This dual focus ensures we deliver not only on our environmental stewardship but also on the economic viability of your project, driving safety, efficiency, and profitability.

[†]with the latest in emissions standards technology.



Focus Machinery
ABN 27 624 650 406

Victoria
908 - 920 Mountain Hwy
Bayswater VIC 3153
03 9756 3950

New South Wales
35 Great Western Highway
Kelso NSW 2795
1300 010 444

sales@focusmachinery.com.au
focusmachinery.com.au