



# RENTAL PIPELINE EQUIPMENT

PIPELAYING · BENDING · WELDING

**STRENGTH,  
PERFORMANCE  
& RELIABILITY  
UNDER ALL  
CIRCUMSTANCES.  
READY FOR  
FUTURE CHALLENGES**



# Benefits of renting pipeline equipment at Maats

**Maats Pipeline Professionals has one of the largest and most modern pipeline equipment fleets in the world, consisting of more than 500 high quality items. Renting machines offers several benefits for pipeline contractors and owners.**

## Modern fleet

With increasingly large pipeline construction projects and a fluctuating market, maintaining a fleet of specialized equipment for pipeline construction is becoming a challenge.

This makes the following advantage extra significant for the contractor: with the possibility to rent equipment, customers gain normally have access to well-maintained equipment that meets the latest emission requirements and safety standards. This leads to less maintenance and machine downtime, resulting in direct financial benefits for the project owner.

## Low investment, high flexibility

Renting equipment also offers companies flexibility and a complete package of specialized equipment for all common diameters without having to invest in a whole fleet. This is especially useful for companies with limited budgets or working on incidental pipeline construction projects. Additionally, Maats guarantees flexibility, through the availability of a large number of machines in different

classes (lift capacity) and applications (bending, welding, pipelaying), the ability to provide transport to and from job sites, as well as equipment insurance and technical assistance at the job site.

The rental process at Maats is efficient and automated. We can see exactly how many hours a machine is running by consulting the machine management system and automatically receive notifications when maintenance is required. This allows the technical assistance team to take swift and proactive action, in cooperation with the customer, to keep the machines up and running. Maats provides on-site service, meaning that the customer does not have to worry about regular interval maintenance.

## The complete package

At Maats, companies can find a complete package of equipment, making one-stop-shopping the easiest option. Maats' complete package holds specialized pipeline construction equipment for various applications. For example, bending machines (conventional horizontal pipe bending machines and Maats Internal Bending machines), pipelayers, welding tractors, line-up clamps, mandrels, roller cradles, etc. for all diameters. Renting these specialized machines allows companies to access the appropriate equipment at the right time and to focus on their core competences.

# Why frequent personal contact with customers and jobsites matters

**Digital communication and online purchases have become a new standard these days, making it easy to overlook the importance of personal contact. Nevertheless, personal communication remains an essential part of doing business for many companies, especially in the pipeline industry, where efficiency is very important. Many detail that are significant for the success of a project can be discussed in advance with our staff. Where necessary, Maats' Technical Staff is called in to prevent or solve problems. Together with the customer, we look for the best solution and deployment of the machines required on their project. In addition, we search for the most economical deployment of machines on their jobsite.**

As with companies that supply equipment to contractors, personal contact is essential to explain more about the service offered. For example, it can be helpful knowing the Liebherr dealer network, the local representation, so Maats' mechanics do not have to drive unnecessarily long distances to repair a machine. This will save on down time, important for both parties.

## Know your customer

When visiting customers at jobsites, often in remote locations, bringing in orders

is not our main goal. It is an appropriate time to provide the service of "being there when you need us", to getting to know each other better, and to catch up on the latest developments. To gauge how the client's business is doing and to evaluate any wishes for the future. These conversations can ultimately lead to the client granting Maats their next project and getting business done faster.



Moreover, personal contact can increase trust and strengthen ties between Maats and the customer. This can ultimately lead to more satisfied customers and a greater level of trust between both parties. It is therefore important to invest in moments of direct contact. Once the contact is established, the client comes to Maats with questions and expectations, e.g. about a tender they intend to participate. To determine his price to put down in the tender, an in-depth study of





the type of equipment for his work is needed. Together with the customer, we look for the best options, discuss the technical details and give advice on our equipment enabling the customer to take an educated decision on what equipment to rent.

If desired, we will meet with the customer in their facilities; however, we prefer to invite them to our Headquarters and vast equipment yard in Goor, the Netherlands. Customers get a glance of the available fleet, where they are able to test, check and experience the machines personally. Together we can look for alternative or customized options to suit their requirements best. At Maats, the customers are the most important party: their wishes determine the deployment of the equipment.

## Exchange expertise

By choosing Maats as your rental company specialized in pipeline equipment, a huge benefit will be the knowledge that becomes available to you. For example, we can send mechanics to job sites to share their expertise on how to handle the equipment safely and sustainably and provide tips for first trouble shooting and daily maintenance to keep the machines in top condition. This is significant for customer, the operator, the equipment, and the project, as well as for the owner



of the equipment, Maats. However, gathering new insights works both ways, because it allows operators the opportunity to provide feedback on the machines. Thus, improvements can be made. Sharing knowledge is therefore not only important for customers, but also for improving the machines and the pipeline industry in general. We have had several good discussions with operators, resulting in improvement of equipment, service and on-site maintenance.

# About Maats' modern fleet: availability, durability and custom engineered

## Modern fleet

It is a given fact that when machines get older, they require more maintenance and that repair costs will increase. This can ultimately be more expensive than buying a new machine. Pipelayers are the core machinery for laying pipelines. For this reason, Maats strives to renew her fleet by occasionally selling machines of a certain age. That way we can invest in new equipment with the same or improved performance and guarantee an up-to-date and sustainable fleet. Related equipment such as roller cradles, bending mandrels and internal clamps are also replaced regularly to keep the fleet as young and efficient as possible.

The Maats Internal Bending machines are the first pipe bending machines in the world that are able to cold bend steel pipes from the inside, a technique ideal for pipes that have an external insulation, like those used for district heating and cooling, for crude oil lines or for any other medium that has to remain within set temperature limits. At Maats we continue to strive to innovate our machines to work as efficiently as possible and to provide customers with an excellent service.

## Custom made

We aim to respond as flexibly as possible to meet customer requirements and offer a wide range of machines for rental. In

some cases, machines can also be tailor-made or adapted for special purposes. In collaboration with our engineers and in close cooperation with our customers, we can design and develop a machine according to the requirements of a project. Examples are our Winch Machines and Conveyor Belt Shifters, as well as smaller equipment such as customized lifting Slings.

## Transparent communication

If a customer needs a machine that is not available at the required start date, we will try to buy new, source it elsewhere, or find an alternative solution. Maats is transparent when it comes to offering machines and delivery times. Availability of any unit in our rental fleet is "subject to prior rental or sale". Machines that are out on rental, come with a tentative return date. Hence, planning the consecutive rental is a meticulous process. Operational readiness is critical in meeting tight schedules. At return after rental in our yard in the Netherlands, units are inspected, serviced and in an odd situation repairs are carried out.

With the next customer, we discuss best possible options and when required, transportation can be optimized and an extra visit of our Technical Staff to the jobsite for start-up assistance can be arranged. We are there to serve our customers, at all times.

# Maats and Liebherr: A Successful Collaboration

**An important factor in the success of Maats is our cooperation with Liebherr, manufacturer of high-quality machines and equipment for various sectors, including the construction and infrastructure industry.**

Maats worked with Liebherr in the last century to design and further develop the pipelayer as it is today. Liebherr has established itself as a pipeline specialist. Maats has opened up the pipeline region with Liebherr, which prior to the cooperation was not their specialty but is now part of their wide expertise. This has also led to Liebherr becoming a major supplier for this segment of equipment.

## Reliable machines

An important reason for Maats to choose Liebherr is its exquisite reputation: supplier of reliable long-life equipment. Apart from a few machines from other suppliers, the pipe layers and welding tractors in our rental fleet are mainly Liebherr units. Depending on the requirements, Liebherr equipment has operating modes available for maximum performance or particularly fuel efficient operation.

This has also led to Liebherr becoming a major supplier for this segment of equipment, makes the

equipment trustworthy and maintenance effortless. At jobsites, this can also easily be carried out by Liebherr dealers.



Although at first glance these machines may be a bit more expensive to purchase, the benefit in the long run is especially high. Liebherr equipment is sustainable and meets high quality standards that ensure a long service life. In addition, the world-wide Liebherr dealer network is friendly, fast, and convenient, with a proven track record in providing spare parts and mechanics when needed. Liebherr can deliver spare parts around the clock, regardless on the pipelayer's location, parts can be ordered online at any time.





### Know-how of the industry

A well known aspect of the pipeline construction industry is the ageing of the skilled workforce, as many experienced key personnel are currently retiring and being replaced by those yet to gain experience. This requires the ability to provide quick assistance more often than

in the past when problems arise on site.

Maats together with Liebherr can provide an engineer and parts quickly when needed; crucial to avoid project delays. In case of remote jobsites globally, Maats can rely on the vast network of the Liebherr dealer network, enabling quick service and repair of machines out in the field.

In short, the cooperation between Maats and Liebherr has proven to be very successful, through the innovative and flexible approach of both companies. Combined with Maats' and Liebherr's solid machinery and excellent service, they have acquired a strong position in the pipe laying and pipeline specialist industry.



# Climate neutral rental: how does it work, and what are the benefits?

**It is important to be progressive when it comes to sustainability, especially in an industry where fossil fuels play an important role. At Maats, we note that an increasing number of countries maintain a stricter policy in terms of emission standards. This development requires the latest and cleanest machines. It is therefore important to keep up with these developments and ensure that we can always offer the best solutions.**

Maats offers a climate-neutral rental formula, to compensate for the CO<sub>2</sub> emissions of our fleet as well as our Headquarter together with all staff related movements. At the moment, we provide certificates. We aspire to switch to physically planting trees. In this way, we want to truly contribute to a cleaner world and in fact reduce CO<sub>2</sub> emissions.



## Diesel-powered alternatives

Maats acknowledges that it is difficult to develop electrically operated equipment for heavy construction, especially since our machines are often used far outside urban areas, where electricity is not always available. We are looking into several alternative fuels and are keeping a close eye on developments in this niche.

For equipment with a shorter economic lifespan, such as excavators, alternatives are already available. Such as electrically driven engines or hydrogen technology. These solutions are yet to be perfected and still involve some teething problems, but we will invest in these new technologies to offer our customers the best solutions.

## Climate-neutral future perspective

Although sustainable solutions are still in their infancy, Maats believes it is important to be aware of the climate impact of our machines and to continue to invest in new technologies to reduce the impact on the environment. In that way, we give our customers access to appropriate modern equipment, so they can focus on their core competences.



**For over 40 years, Maats is one of the leading suppliers and manufactures of pipeline construction equipment and services to the pipeline industry. Maats supplies a wide variety of specialized construction machinery. For instance, pipelayers, welding tractors, bending machines and related equipment for pipeline construction, for new pipelines as well as for pipeline maintenance and repair.**

Maats produces high quality pipeline equipment under its own label. The Maats label consist of a program of heavy-duty bending machines & bending sets, pipelayers, welding tractors, roller cradles, c-cradles, and a variety of custom engineered equipment. Maats is the

authorized global representative for the sale of new Liebherr pipelayers. Maats and Liebherr developed a range of pipelayers with lift capacities ranging from 20 to over 90 tons.

## Branches

The Maats Head Office and equipment yard is located in the Netherlands. The central location enables the shipment of equipment to jobsites anywhere in the world quickly and easily. A second branch in Batam, Indonesia, supplies customers in that region. To meet worldwide customers' demands locally, Maats has established an extensive network of regional companies, agents, and partners. Combined with the vast Liebherr network, Maats' presence is truly global.

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