

# MASSIVE TIMES

Volume 1, Issue 3

November 2001

***Did you know that Massive offers the following services:***

- ⇒ Party Equipment Rental
- ⇒ Tool Rental
- ⇒ Tents
- ⇒ Construction Equipment Sales
- ⇒ Pressure Washer Sales
- ⇒ Temporary Fencing Rental
- ⇒ Portable Toilet Rental
- ⇒ Parking Lot Line Striping
- ⇒ Parking Lot Sealcoating
- ⇒ Woodlawn Swing Set Sales

***Just ask us, we can do it for you.***

**Inside this issue:**

<i>Floor Sanding Equipment</i>	2
<i>Gov't Portable Toilet Contract</i>	2
<i>New Inventory Items</i>	2
<i>Product Ideas - Party</i>	3
<i>Meet Our Staff - Paul Robinson</i>	3
<i>Special Delivery - Taylor</i>	3

## Renting in a Sluggish Economy

The pace of construction has slowed in Cayman, and quite dramatically so over the past three months. What can you do to maximize your profitability on current or future jobs?

The answer is to rent your equipment instead of buying. There are many very good reasons why this approach is the best one during lean times.

**1 Maintenance.** Rental equipment includes full maintenance. The user does not need a repair shop, spare parts, or a mechanic. Maintenance costs should be considered in the cost of ownership.

**2 Breakdown.** When rented equipment breaks down we replace it with another unit and you get back to work. When you own the equipment you end up paying for labour to sit around waiting for repairs.

**3 Warehousing.** Renting makes it possible for contractors to operate with little overhead and minimum of storage space.

**4 Cost Control.** You have better cost control with rented equipment. You know the exact cost of the rental and this can be budgeted into your bid price.

**5 Inventory Control.** You buy equipment at the start of a job and never see it again after the job is complete. With rented equipment responsibility is assigned for equipment leading to less theft.

**6 Obsolescence.** Renting eliminates obsolescence. Massive rents only late model equipment in top condition.

**7 Correct Equipment for the Job.** You can't own everything so you end up using the wrong equipment for the job. When you rent you get exactly what you need to do

the job right.

**8 Conservation of Capital.** Renting frees up your capital for other more profitable uses.

Rent your equipment from Massive today!



## Floor Sanding Equipment

You have asked for it and now it's here. Massive now stocks a complete selection of floor sanding equipment by Essex Silver Line. Silver Line is one of the oldest and most respected names in the floor care industry and their heavy duty equipment is built to last.

We stock both the drum sander and the edger for corner work. Both are needed for most room jobs. Both units work on standard 110V power. They are supplied with replacement paper sanding products and a video to assist the user in the correct way to sand and finish a floor.



The best way to start your project is to stop in and borrow our tape on the operation of the sanding equipment. This will give you a good insight into the appropriate floor for

sanding, floor preparation that is necessary, and the correct operation of the equipment to prevent accidental damage to the sander or your floor.



After watching the video, rent the equipment and set up a small test area on a piece of scrap plywood to get a feel for the safe handling of the equipment. This is important as the abrasive nature of the product can quickly damage flooring if not handled properly.

Refinishing a floor is a project that is well within the reach of the do-it-yourselfer. Doing it yourself will save you money and give you the exact finish that you are looking for. Call Massive today to reserve the equipment.

## Massive Wins Govt Portable Toilet Contract

Massive Equipment recently won an annual contract to service all the portable toilets for the Department of Environmental Health (DOEH). This contract covers nine portable toilets placed by the DOEH around the island, including the West Bay cemetery beach and Spotts beach.

In addition to the contract servicing of portable toilets owned by our customers Massive also offers various grades of portable toilets for rental.

1. Construction Grade. These units are basic drop tank units rented typically on a monthly basis (or fraction of

a month) for placement on long term job sites. They offer basic sanitation facilities.

2. Special Event Grade. These units are drop tank units with upgraded features such as a mirror, handbag hanger, corner shelves, and instant hand sanitizer dispenser. They also feature a female friendly 'no touch' tank and seat design.

3. VIP Grade. These units feature a fresh water flush mechanism preferred by many, especially for weddings or private lawn parties.

## New Items in Inventory

Several new items have been added to our inventory since our last newsletter. The most important and frequently asked for item is a semi automatic level.

The unit we now have in inventory is a CST/Berger SAL 24X. This unit is a great general purpose level suitable for builders, general contractors, and landscapers.

The main specs on this package are : Magnification = 24 x, Leveling Accuracy = 1/16" @ 150', Working Range = 300', Angular Accuracy = 1 degree, Rod = 8' in 8ths.

Contact Massive to reserve this and other construction equipment.



# Book Holiday Party Equipment NOW!

The holiday season is almost upon us. If you are planning a party of any size this year Massive Party Rentals can help with your needs. capacity, but we still have inventory available and open dates.

What sort of items are available and what sort of pricing can you expect? Massive rents tents ranging from 10 x 10 (\$150) to 40 x 40 (\$1,000) , white wooden chairs (\$3) , tables of all sizes (starting at \$6), and linens (starting at \$6).

Other items available include china, portable bars, industrial fans, tent lights, and so much more to complement or enhance your event.

However, the time to book is now as availability is limited. Many dates are already booked to near



The best way to proceed is to determine the size of your function in terms of the number of persons attending.

Next, decide if it will be a 'sit down' function. This will allow you to quickly calculate your seating, linens, and table needs.

Once this is decided contact Massive for a complete price list and to make your reservation.

Remember, if there is something special that you want we can get it for you with enough notice. Call us now on 949-7990 to book your date.

## Meet Our Staff- Paul Robinson



Paul Robinson operates our Terex 1048 telescopic handler, and if character traits are anything to go by this is the perfect machine for him as his nickname is 'One Way'. Paul applies his nickname to the operation of the forklift operating it only 'one way', that is a safe, steady manner. In addition to the operation of the forklift, Paul is also the primary driver of our portable toilet tank truck, or the "S-Truck" as it is more often called.

Paul is from Mandeville, Jamaica, and has been in Cayman since 1999. He is married to Melisha and has two beautiful daughters, Sashana (7) and Kimona (3).

We do our best to keep Paul busy, but in his free time he enjoys football, dominos and line fishing.

## Special Delivery - Taylor Kirkaldy

The newest addition to the Massive family is Taylor Sophia Kirkaldy. Taylor was born at the George Town Hospital on August 15, and weighed in at 7 lb 7.5 oz. She joins her big brother Ryan (3) who is a self professed heavy equipment expert.

Taylor took her mom home the very next day and is now busy learning all about construction and party equipment. We should have her answering the phones in a couple of years. Congratulations David and Christina!



**MASSIVE EQUIPMENT RENTAL & SALES LTD**

P. O. Box 11730 APO  
#134 Industrial Way  
Airport Industrial Park  
Grand Cayman

Phone: (345) 949-7990  
Fax: (345) 949-7074  
Email: massive@candw.ky

# MASSIVE EQUIPMENT

**WE  
HAVE IT  
ALL...**



**...AND  
A  
WHOLE  
LOT  
MORE!**

Contact Massive today for all your construction and party rental needs.  
Remember to book your party equipment early for the Christmas season.

**CALL : 949-7990**