

**VANGUARD®**

VANGUARD MAKES REPOWERING RENTAL EQUIPMENT EASY

Niemann ACE Hardware, a leading hardware chain with nearly 40 locations in the Midwest, saw an opportunity to expand its rental offering for Ground Hog T4 trenchers — machines commonly rented to run power lines to an outbuilding where an 18-inch trench depth is sufficient. To provide rental customers with more options, they explored alternative engine solutions, which led them to

the Vanguard® 160 horizontal shaft single-cylinder commercial engine. Vanguard engines proved to be a valuable solution, delivering benefits to both Niemann and their rental customers. With Vanguard, repowering the equipment was quick and easy — plus they now had another reliable trencher option with engine features customers were looking for.

THE OPPORTUNITY

Niemann — in its commitment to providing reliable rental equipment — recognized the need to address some power and maintenance challenges related to their Ground Hog trenchers. By addressing them, Niemann saw an opportunity to improve their operational efficiency and customer satisfaction:

- **Increased Maintenance Demands:** The existing trencher engines required more frequent maintenance, placing a burden on Niemann's service operations and preventing quick-turn, back-to-back rentals.
- **Oil/Fuel Dilution:** Some inexperienced renters would inadvertently leave the fuel on during transport, causing fuel to enter the engine and mix with the oil.
- **Starting Difficulties:** Some customers experienced challenges starting their trenchers due to multiple touch points, which led to frustration and delays in project completions.
- **Impact on Productivity and Satisfaction:** These issues collectively resulted in reduced productivity and overall customer satisfaction for Niemann's rental customers.

To address these challenges, Vanguard worked with Niemann to provide a reliable engine option that was quick to install and easy to use.



THIS REPOWER WAS A 10/10 WHEN IT CAME TO EASE OF INSTALLATION. NOTHING REQUIRED SERIOUS REWORK. WE DIDN'T HAVE TO ENLARGE ANY HOLES OR DRILL NEW ONES. IT WAS SIMPLY REMOVING THE OLD ENGINE AND REUSING THE BOLTS. EVERYTHING LINED UP PERFECTLY.

Adam Lawson
Rental and Outdoor Power Equipment Manager
Niemann ACE Hardware



THE SOLUTION

The Vanguard 160 engine was chosen to add value to their existing Ground Hog trencher lineup. Several factors influenced their decision:

- **Ease of Installation:** The Vanguard 160 engine offered a “drop-in” replacement, simplifying the repower process and allowing them to offer the new option sooner.
- **Key Vanguard 160 Features:**



TransportGuard® Technology:

This feature simplifies the start/stop functionality to prevent oil and fuel dilution during transport, meaning fewer unscheduled oil changes and minimized downtime.



Easy Maintenance: The Vanguard 160 engine features easier oil fill and dipstick access, streamlining routine maintenance.



Durability: The Vanguard 160 engine provides the ruggedness needed for rental equipment, even in high-vibration, dirty environments.

But Vanguard didn't merely supply engines — they provided a comprehensive solution, including a team with repowering expertise, to ensure a smooth transition.

IMPLEMENTATION

Repowering the Ground Hog trenchers with Vanguard 160 engines proved to be an efficient process:

- **Easy Drop-in Power:** Swapping out the existing engines was straightforward, allowing Niemann to provide the new trencher option faster and with little interruption to their operations.
- **Minimal Modifications:** Only minor adjustments, such as adjusting the muffler deflector, were needed during the repower.

Simple implementation with Vanguard engines allowed Niemann to quickly get their trenchers back into service and ready for rental with the new engine option.

THE RESULT?

Introducing the Vanguard 160 engines yielded significant benefits for both Niemann and their rental customers:

- **Increased Customer Satisfaction:** Renters benefited from the Vanguard 160 engine's user-friendly features, including simplified starting procedures and reduced maintenance needs thanks to features like TransportGuard.
- **Improved Efficiency and Productivity for Customers:** Reliable engine performance gives renters confidence that they'll complete their projects effectively.
- **Streamlined Fleet Management for Niemann:** The reliability of the Vanguard engines contributes to more efficient rental operations. As Lawson said, "I don't have to put these trenchers into a maintenance status after every rental now. I can confidently book back-to-back rentals, which gives us better fleet utilization without having to buy additional units."

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A VANGUARD FEATURE CUSTOMERS LOVE IS THE FUEL AND ENGINE ON/OFF COMBINED FUNCTIONALITY OF TRANSPORTGUARD. IT'S ONE SWITCH — OTHER ENGINES REQUIRE MULTIPLE MOVEMENTS TO MANAGE THE ENGINE AND FUEL. CUSTOMERS TYPICALLY STRUGGLE WHEN IT'S NOT ONE SIMPLE MOVE.

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Adam Lawson
Rental and Outdoor Power Equipment Manager
Niemann ACE Hardware



THE BOTTOM LINE

Installing Vanguard engines into existing rental equipment was simple, and the replacement engines have proven to be a valuable asset for Niemann. Now, the company is looking to expand its use of Vanguard engines down the road. "I'm looking forward to replacing more engines with these Vanguard engines as we need them," Lawson says.

Looking for reliable, easy-to-install engines to expand your current rental equipment lineup? Choose Vanguard.

If you're ready to talk, we're ready, too:

vanguardpower.com/rental-repower

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