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Michael Grace, Sales Director RAM Equipment - Equipment Hire

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Hire&Rental Magazine

FEB2020
VOL21

HRIA

OFFICIAL PUBLICATION OF THE HIRE ANI RENTAL INDUSTRY ASSOCIATION LTD www.hireandrental.com.au

Baseplan Dashboards

Making data work for your business



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Women in Hire program builds connectedness – p20

Is selling shares in a small business a good idea? HLB Mann Judd advises – p22

New HATS training scheme for industry – p24 Kennards Hire Museum – we take the tour

Three features inside: Portables & Lighting p49; Earthmoving & Mini Equipment p50; Landscaping p58







27-28 MAY 2020



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6.384 (Audit period March 2019) CAB Member since March 2010

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On the cover

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HIRE AND RENTAL NEWS NOVEMBER 2019

President's message



Welcome to 2020. I would like to take a moment and reflect on the year that was.

∎he past 12 months have again disappeared quickly. I hope you all managed to take some time off with families and friends over Christmas and New Year and you're all recharged and ready for a fantastic 2020.

Our Association achieved a lot in 2019. I would like to thank the Board and all of our members for the support and words of encouragement I received over the past year. Financially, our Association ended 2019 in a strong position and our membership numbers continue to grow. We have been able to roll out some more great new member benefit programs and we are planning on investing in more benefits for the year ahead.

The HRIA's Chain of Responsibility (CoR) online awareness course has been running for over a year and the face-to-face training is up and running, with courses taking place around the country. I encourage everyone to have a look into the HRIA's CoR programs, because this is an important issue and the legislation can affect all of us in

We have continued our partnerships with some innovative organisations. Strategic Alignment Training has been assisting with funded training for new staff and training programs for existing staff, as well as facilitating our Women in Hire and Young Professionals programs. I encourage all of our Women in Hire and Young Professionals to get in contact with the Association and take advantage of this year's workshops, meetings and networking events.

HLB Mann Judd will continue to provide the HRIA's accounting and business advisory service. They can be contacted via a helpline and email service which members can call upon and be assured of a response within one business day.

HRIA Insurance, a partnership between our Association and PSC Insurance, is gaining momentum and growing. I recommend we all, at some stage, have a look at what they have to offer and get a quote; you might be pleasantly surprised. This insurance is designed just for

hire companies and available only to members. I am sure Karl and his team would be more than happy to have a discussion regarding your insurance needs.

HRNet, operated by MST Lawyers, is also continuing with its support of the Association and our members. I can personally recommend these guys because they have helped me with staff issues at least a couple of times over the past 12 months. They also have a proven track record of dealing with all member enquiries and have excellent customer

The HRIA has continued its hard work representing the hire industry, canvassing local and federal government on subjects such as removing the hire industry from the PPSA. Gary Kerr, Tim Nuttall, our CEO James and Oliver Shtein, have all been working hard over the past 12 months. I am confident we will get a positive PPSA outcome in 2020. At a state level they are working with NSW government and have submitted a proposal to amend the Tow Truck Industry Act regulations which affect NSW hire companies.

The HRIA launched its Hire & Rental News website. This is a great resource for all members to check what is happening in the world of hire and rental and is complemented by the new format of our newsletters, which now come to you twice a month with links to the new news website.

The new HRIA logo was announced in May just prior to HIRE19 and has since seen rolled out across all communications and at state and national meetings and events. The logo has been designed to give the Association a modern, fresh look we can all be proud of and ties in with the new EWPA and TSHA logos. I personally am thrilled with the new look that has been developed by the national office as we move into 2020 and I look forward to more projects on the Association's Strategic Plan.

The next stage is the update and re-launch of our main website, making it easier for members to connect with all the benefits of HRIA membership.

Once again, our Board, and national office staff have been working hard in 2020. With your continued support, we will be rolling out more Women in Hire and Young Professional workshops; building on our Events Sector benefits; and continuing to seek quality HRIA

partnerships to increase member benefits and other resources so we can continue to support our members and grow the hire industry.

I would like to introduce our HRIA Board for 2020 - Christie McCormack Queensland President; Erin Johnston Events President; Tony Symons Vice President; Ken Maher Victorian President; Brad Booth Western Australian President; Nathan Venables NSW President; Ben Quirk South Australian President.

A huge thank you to Braden Murrin who has been part of the HRIA industry for as long as I can remember and has sat on the HRIA Board as NSW President and then as Vice President since 2010. Braden stepped down at the end of November 2019. I would like to wish him all the best for his future endeavours. I am sure whatever path he takes, he will be successful. Thank you for all the support you have given me and the industry. All the best.

As we move into 2020 with a stable economy, our government now bringing forward major capital works and interest rates at their lowest on record, our industry should remain extremely buoyant. This is a good time to invest in future assets for your business and I cannot think of a better opportunity than at the hire convention, HIRE20 in Adelaide. This year is looking like being one of the best, with a revised format, some incredible motivational speakers and a massive range of new and exciting equipment being showcased.

Adelaide is not just a venue for the Convention it's also a great destination to explore some of the nearby attractions South Australia has to offer. Close to the Convention Centre, you will find the Riverbank Precinct, the Oval and Adelaide SkyCity Casino, all just a couple of blocks from the CBD. Why not stay a few extra days and enjoy areas, such as the wine regions of McLaren Vale, Adelaide Hills and the Barossa Valley, or destinations like the Murray River or Victor Harbour, to name a few.

Please save the date for the next HRIA Convention, HIRE20 - 27 and 28 May 2020 – in my hometown, Adelaide. I promise you, unlike old mate in the controversial TV advert, you will not go home crying. See you in 2020!

Mark Burton

HRIA National President

HIRE20 set to be a smash in Adelaide

With a huge offering of keynote speakers, thought leadership, motivation and strategic content, HIRE20 will run for two full days from 27–28 May, 2020 at the Adelaide Convention Centre.



eynote speakers at the conference program will include 2019 Australian of the Year Dr Richard Harris, Glenn McGrath, Dr Gemma Munro, Jordana Borensztajn and Warren Randall.

And the exhibition floor will feature over 4,500m² of the latest construction equipment and technology.

Workshops, seminars and specially curated programs for Young Professionals and Women in Hire, will also run throughout the two day event to encourage careers in the hire and rental industry.

Celebrating 42 years in the Australian Wine Industry and representing the Randall Wine Group that includes the iconic Seppeltsfield Wines – the largest private,

premium vineyard group in Australia – Warren Randall will deliver a keynote presentation on leadership.

"My aim is to challenge you to open your minds and believe in yourself, your strategy and your people, and have No Fear – 'Who Dares Wins'! We will discuss why you should continually review and question how you conduct your business, and search for clarity on what needs to change to stay on top both personally and in business," Warren said.

Mark Burton, HRIA National President said: "HIRE20 is an opportunity for everyone in the industry to benefit from the knowledge and words of wisdom shared via the formal presentations or over a drink. Whether you're representing a hire company, a supplier to the industry or are a local contractor, we're really looking forward to welcoming the industry to the Adelaide Convention Centre to learn, network and grow."

The complete HIRE20 Program is now available online as well as information on all the presenters and speakers.

Registration is now open at: www.hire20.com.au

Two new Hire Industry Excellence Awards

HRIA Young Professional of the Year Award

The HRIA is proud to launch the HRIA Young Professional of the Year Award which seeks to recognise Young Professionals who have made a contribution to the hire industry and thrived within the Young Professionals Network Leadership Development Program.

Nominees must have participated in the Young Professionals Network Pilot Development Program and nominations can only be made by an HRIA Member.

The HRIA Young
Professionals Network was
developed to support the career
development of the future leaders
in the hire industry. It provides
a voice for the next generation
of hire leaders and seeks to
develop informed, educated and
connected professionals while
fostering camaraderie unique to
the hire industry.

HRIA Woman of Influence Award

Building on the success of the HRIA Women in Hire Mentoring Program the HRIA has this year launched the HRIA Woman of Influence Award.

The HRIA Woman of Influence recognises women who have made a significant contribution to the Hire Industry that is extraordinary and worthy of this special recognition. Nominations can only be made by an existing HRIA Member. The guiding principles of the Women in Hire Mentoring Program are to align, connect and grow. The program is aligned to the hire industry, our opportunities and our challenges. A major part of the program is to connect with others and form meaningful industry relationships and the program is designed to remove roadblocks and assist participants to grow both personally and professionally through this process.

Nominations close 20 March. ■

Congratulations to all the unsung hire industry helpers

ith the shocking end to 2019 and start to 2020 as bushfires continue to wreak havoc and devastation across the east coast of Australia, the HRIA wants to acknowledge the hard work and support the hire industry provides – quietly and without fanfare.

We know you are all out there doing your utmost to provide support to the victims and heroes of this disaster and we know you are just a small part of the effort which has seen local businesses and communities band together to support each other. We hear the stories of hire businesses donating equipment, percentages of profit and other financial assistance to support the relief effort and that's what makes our industry so great.

It is just who this industry is: compassionate, considerate and caring and willing to step up to help when needed without need for fanfare or acknowledgement.

I'm sure we're not alone in sending out a big thank you to everyone showing their support – well done.

We've also had messages of support from our international comrades, including the American Rental Association who reached out to see if they can offer any assistance.

It's times like these we can all be proud to be part of such a caring and giving industry.

Sharon & Luke Kauppila from Kangaroo Island Hire are looking for help from the industry – they need hire equipment and on the ground helpers to help assist the clean-up on Kangaroo Island.

KI Hire are committed to helping Islanders and businesses through the long recovery process and are looking for HRIA members who may be able to help at short notice. They also obviously have a firm understanding of the island logistics, refuelling, the ferry etc.

This is not a request for donations, rather they are seeking hire business able to help

Email Sharon at kihire@kauppila.com.au or call 0439 687 155.



Photo by Aleksejs Bergmanis from Pexels

ALERT: Transporting hire equipment in NSW

members to be aware of an issue when transporting equipment to

The HRIA advised Fair Trading NSW, who administers the NSW Tow Truck Industry Act, has penalised some hire companies using drivers (employees and

subcontractors) who do not hold a tow truck licence when transporting hire equipment. They were focusing on vehicles carrying registerable pieces of equipment such as lighting towers, compressors, message boards, utes and small trucks.

HRIA CEO, James Oxenham said the HRIA met with the NSW Minister for Better Regulation in May 2019 who relayed the hire industry's concerns to Fair Trading NSW. The HRIA had a separate meeting with the NSW Department of Customer Service.

"We put forward our proposal the Act and Regulations should not capture hire companies because they are not in the business of recovering broken down vehicles.

Further to this, the HRIA has made two written submissions to the NSW government who are in the process of reviewing the Regulations," James said.

The HRIA is following up with the NSW government and is hopeful its recommendations will be included in amendments being made to the Regulations later this year.

Visit: www.hireandrental.com.au

Count on Kennards Hire in Kalgoorlie

Kennards Hire has expanded operations into the Goldfields-Esperance region of Western Australia with the new 4,300m² branch focused on mining and resource projects in the region.

eaturing specialised and niche industry equipment to meet the growing demands in the area, the branch range also includes a suite of tools and equipment to support local trades, commercial and residential construction, tourist and recreational industries and DIY. This includes cordless hand tools, a range of lawn care and landscaping gear plus concrete grinding equipment.

Branch equipment fitted with cloudbased and Bluetooth equipment tracking technology will allow access to real-time data, which can help with preventative equipment maintenance and monitoring equipment efficiencies.

The Kalgoorlie team has over 25 years of hire industry experience and can provide expert advice and a solution-specific service with a well-equipped workshop, spare parts, PPE and consumables.

The new Kalgoorlie branch is off the Great Eastern Highway at 10 Cunningham Drive, West Kalgoorlie and is open six days a week.

Contact: 08 9068 6200 or visit: www.kennards.com.au



The Kennards Hire Kalgoorlie team has over 25 years of

Correction: Aussie Pumps contact details

ast issue, we inadvertently ran the incorrect contact details for Australian Pump Industries on a story which ran on p56.

We apologise to Aussie Pumps for any inconvenience this may have caused.

The story discussed how Australian

Pump Industries challenges big box stores like Bunnings with low cost pressure cleaner DIY style units and how the company constantly surveys hire outlets to find out more about the changing pattern of how pressure cleaners are used.

The caption on the image was also

applied incorrectly. It should have read: The company is always seeking input from the market – "It's what drives progress". ■

Contact Aussie Pumps on: 02 8865 3500 or visit: www.aussiepumps.com.au

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Let's Change Things Together

HRIA Chain of Responsibility Online Course for entire industry

In a move to ensure the safety of the entire industry, the HRIA is encouraging all its members as well as all non-members to take its online Chain of Responsibility (CoR) Online Awareness course to develop greater industry compliance with the new CoR law.

he HRIAdeveloped online course focuses on the transportation of plant and equipment to ensure operational and administrative staff are aware of Chain of Responsibility laws and their responsibilities.

Developed by Kognet for the HRIA, the course has been refined and updated in the past 12 months. It is now available on a new and improved online platform.

There are 13 role-specific modules in the Chain of Responsibility Online Awareness course. This includes the Introduction and Fundamentals modules and specific modules designed for each of the different roles within the Chain of Responsibility.



Changes to the Chain of Responsibility (CoR) laws were introduced on 1 October 2018. These changes aligned CoR laws more closely with workplace health and safety laws according to the National Heavy Vehicle Regulator (NHVR).

"The aim of CoR is to make sure everyone in the supply chain shares responsibility for ensuring breaches of the Heavy Vehicle National Law (HVNL) do not occur. Under CoR laws if you are named as a party in the chain of responsibility and you exercise (or have the capability of exercising) control or influence over any transport task, you have a responsibility to ensure the HVNL is complied with," the NHVR said.

The law recognises multiple parties may be responsible for offences committed by the drivers and operators of heavy vehicles. A person may be a party in the supply chain in more than one way. For example they may have duties as the employer, the operator and the consigner of goods.

Legal liability applies to all parties for their actions or inactions.

James Oxenham, CEO of the Hire and Rental Industry Association (HRIA) said: "It is critical our members and their sub-contractors understand how the new laws hold everyone accountable, from the boardroom to the loading dock. The HRIA has developed a highly accessible course

that helps everyone meet their legislative commitment under the Chain of Responsibility law and we urge all members to sign up and share the course with their employees and sub-contractors."

All members and non-members can enrol and access the HRIA Chain of Responsibility Online Awareness Course via the HRIA website at hria. learnupon.com/store

Please share the link with any subcontractors involved

in transporting, loading and scheduling vehicles to and from your premises.

Visit: hria.learnupon.com/store

CoR who is responsible?

Man crushed to death in workplace accident

n an incident highlighting the need for safety during transport, a man was crushed to death in a workplace accident in Sydney's south-west last November.

The worker, aged in his 50s, became trapped underneath a steel ramp at a tow truck company in Ingleburn.

Police and paramedics arrived on the scene within minutes and the street was closed as they worked to try and save the man's life.

The man suffered critical head injuries and was unable to be revived by emergency workers.

A WorkSafe investigation is under way in conjunction with NSW Police.

CoR Awareness Course for all industries

It is important operational and administrative staff are aware of Chain of Responsibility laws and their responsibilities around the transportation of hired plant and equipment.

The HRIA's updated Chain of Responsibility Online Awareness Course designed for each of the different roles within the Chain of Responsibility will help teams understand and meet NHVR CoR legislative requirements.

To enrol and access the HRIA Chain of Responsibility Online Awareness Course visit: hria.learnupon.com/store

Aussie Pumps wins Coates Hire contract

Coates Hire recently ordered Australian Pump Industries Scud pressure cleaners for its national fleet.

he initial acquisition included 3000 psi Honda-powered machines, the ABSS30, popularly known as Aussie Pumps 'Pocket Rocket'.

The machine comes in a compact frame with four steel wheels and 10" flat-free tyres. Its design fits into a ute or a reasonably sized sedan boot.

Diesel machines for infrastructure and mining are also part of the package including the Aussie ABSS 'Super Scud' Series which features a 'Big Berty' Bertolini heavyduty slow-speed triplex pump in 4000psi. The pump is driven through a two to one reduction gearbox that provides a total enclosed drive train, not affected by dust or other negative site conditions.

The Super Scud is powered by a Yanmar

10hp electric start air cooled diesel engine which features back up recoil start with integrated automatic decompression.

"When we designed this machine, we had nothing but efficiency and operator safety and convenience in mind," Aussie Pumps Chief Engineer John Hales said.

An integrated safety kit comes on all models. Called ASP (Aussie Safety Protection), the kit has a safety valve that will blow off if the machines experience a pressure spike. That safety valve protects both the operator from injury and the machine from damage. A thermal dump valve is also supplied that activates if the machine is left on continuous bypass for extended periods.

"We know after the first five hours of using a high-pressure water blaster the



Aussie 4000psi diesel blasters roll off the line before final test

operator can find it tedious," John said.

"If we can cut that five hour job down to a two hour job with a 4000psi machine and an optional turbo, also available from Coates Hire, then everybody wins," he said.

Contact: 02 8865 3500 or visit: www.aussiepumps.com.au

CEA named Global Dealer of the Year

n recognition of its outstanding commitment to the industry and the broader customer base, CEA was awarded Global Dealer of the Year at the annual JCB Top 50 Dealer Conference in



From left: JCB Managing Director George Bamford with CEA CEO Hylton Taylor and JCB Chairman Lord Bamford

Germany late last year.

CEA CEO Hylton Taylor accepted the award and said: "It's a great honour to be recognised for all the hard work our team and dealer network have been able to do in challenging market conditions. We pride ourselves on our focus to deliver value to our widespread customer base providing an extensive product range suitable to the Australian market conditions and focusing on aftersales service and support."

Criteria for judging the awards includes retail performance, parts and service training and support, as well as investment and development of the dealer network.

"The Global Dealer of the Year Award is an opportunity for JCB to recognise dealers who represent all of the elements that make up a successful business," Richard Myles, General Manager JCB Sales – Pacific Region said.

"JCB would not be able to successfully grow without the continued hard work of CEA and our global dealer network and this is a great way for us to recognise their achievements."

CEA credits its success to a focus on delivering customer value throughout the ownership experience.

Visit: www.cea.net.au

New guidance on vehicles as a workplace

orkSafe Queensland has published new guides for organisations and individuals using vehicles for work purposes on the road in Australia and New Zealand.

WorkSafe Queensland said when vehicles are used for work purposes (either onsite or in road traffic), they become a workplace and the risks associated with them must be managed. The new guidance materials includes:

- Industry specific factsheets short and practical guidance for tradespeople, residential care workers, rural workers, government fleet and greyfleet;
- Greyfleet checklist aimed at any vehicle used for work-related purposes not directly provided by the organisation employing the driver;
- Risks, hazards and management checklist – common hazards and controls for small and medium enterprises;
- Case study Big Firm Electronics to illustrate the risk management process in a large organisation;
- Case study Small Pizza Company to illustrate the risk management process in a small business.

Visit: www.worksafe.qld.gov.au

Victoria's new workplace manslaughter offences

Victorian employers and officers of organisations may face up to 20 years imprisonment and fines up to \$16.5 million now the Workplace Safety Legislation Amendment (Workplace Manslaughter and other matters) Bill 2019 has passed Parliament.

he legislation comes into effect by 1 July 2020 enacting workplace manslaughter as a new criminal offence.

Under the new laws, employers who negligently cause a workplace death will be held accountable and workplace manslaughter will apply when all elements of the offence are proven.

Workplace manslaughter may apply

if the death of the person occurs after the incident, for example if an employee develops an asbestos-related disease after an employer exposed them to asbestos without the use of adequate personal protective equipment.

A person, body corporate, unincorporated body or association or a partnership, including government entities and their officers, who has a duty of care to ensure the health and safety of others in the workplace, can be charged with Workplace Manslaughter.

It must be established it was the accused's negligently criminal breach of the duty of care that caused the death and his or her acts or omissions contributed significantly to the death.

Queensland introduced industrial manslaughter laws into its workplace health and safety laws in 2017, with the Northern Territory, Western Australia and Victoria already committing to introducing the laws.

The ACT introduced industrial manslaughter into its criminal code in 2004, but will shift the laws to workplace health and safety.

However, the NSW government does not have any plans to introduce industrial manslaughter laws and has rejected calls for their introduction.

This follows an independent review of national workplace safety laws earlier in the year which recommended a uniform offence of industrial manslaughter to make employers liable for gross negligence of their workers.

For more information visit: www.worksafe. vic.gov.au/victorias-new-workplace-manslaughter-offences

EPIC Award winners focus on community

oint of Rental showcased users' contributions to their communities and the industry throughout 2018-19 at the company's International Conference in November last year.

According to Point of Rental, the award winners epitomise the company's epic values and included:

EPIC Event of the Year – Beachview Event Rentals recreated a New York restaurant, and relied on Point of Rental to pull the event together, scheduling equipment shipments from Brunswick, on the coast of Georgia, to Atlanta for the build out, as well as for contracting and invoicing;

EPIC Project of the Year – When another rental company

needed help creating a 38,000ft2 tent for a corporate event, Tents for Rent used Point of Rental's inventory management and kitting to help manage the pieces used to construct the 100 foot by 380 foot tent. During the installation, a rainstorm poured water over the site, adding another level of difficulty to the project, but the team pulled off the installation successfully;

EPIC Innovation of the Year – When

Choice Party Linens wanted to track its warehouse productivity more efficiently, it installed Fulfillment, and went paperless. They used Point of Rental and Microsoft BI to develop dashboards that show the data they need. The ability to track results and send reports to department heads highlights who is accomplishing the most, stokes friendly competition, and has resulted in increased warehouse productivity. With monitors throughout the building, people are able to track their progress throughout the day;

EPIC Community Service Award – The Alleen Company produces Holiday in Lights, an affordable annual outdoor light display near Cincinnati, Ohio, sending proceeds to A Child's Hope International to feed starving children around the world;

EPIC Employee Empowerment Award – Brandon Rental Centers created a low-risk position and the company works with a nearby school for the blind to create jobs for students. With their experience working with people with disabilities, they added a full-time deaf shop technician, who has impressed with great mechanical skills. The program benefits their other employees, who realise daily things they take for granted, which has helped create a more considerate, caring workplace.

Point of Rental provides rental and inventory management software solutions to streamline operations and help companies grow strategically.

Visit: www.pointofrental.com



Point of Rental EPIC award winner Christopher Cox and Wayne Harris

P10

Angus Kennard wins Sustained Excellence Award

Kennards Hire CEO, Angus Kennard last year took out the Sustained Excellence Award in the 2019 EY Entrepreneur of the Year Awards.

ngus led the company's digital transformation partnering with Fleet Space Technologies to bring Internet of Things (IoT) technology to the business. Kennards Hire was one of the first customers to connect to the constellation of Centauri Satellites.

Using IoT has enabled Kennards Hire to improve asset tracking across Australia and New Zealand. It enables the business to monitor its equipment and undertake preventative maintenance on customer sites.

Kennards Hire has also installed its proprietary telemetry platform, EasyTRAK, bringing real time tracking and fleet utilisation to its equipment range. This opens opportunities to provide safer, more efficient ways to manage customer hire equipment and large-scale projects.

Angus has been a key member of the Kennards Hire board and leadership team since 2005, was appointed CEO in 2016, and has been directly involved with the business for over 20 years.

According to Angus, keeping the values of the business intact and getting ahead of the game through new technologies to deliver an exceptional customer experience is key in keeping the business sustainable and future fit in the long-term.

Angus said he was delighted to have received the award and congratulates the other nominees and winners.

"It validates what our business stands for,



Angus Kennard won the Sustained Excellence Award at the EY Entrepreneur of the Year awards

the values our people hold true to, and their commitment to our future direction."

The Sustained Excellence Award celebrates the contribution of entrepreneurs to the Australian economy over a considerable period, and recognises entrepreneurs who can demonstrate a clear track record of success over many years.

Visit: www.kennards.com.au

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HIRE AND RENTAL NEWS FEBRUARY 2020

P11

RDO Equipment acquires Vermeer and Vanderfield

With the 100% acquisition of Queensland-based machinery dealer Vanderfield and Vermeer Equipment Holdings, a new umbrella business called RDO Australia Group has been created to manage the consolidated business interests.

Group previously owned 50% of each of the two businesses. RDO is a family-owned company established in the US in 1968 by Ron Offutt and is one of the world's largest John Deere dealers. RDO Equipment recently took over as the John Deere Forestry and Construction equipment dealer in all Australian states

he newly formed RDO Australia

The new RDO Australia Group includes 18 dealership locations and 520 staff across several businesses

Julie Whitcombe transitioned from her role as COO of RDO Equipment and Vermeer Australia to become CEO of the RDO Australia Group. She said the creation of the group, and the investment in the two acquisitions, reflects a long term commitment to the Australian market.

'By increasing our holdings in Vanderfield and Vermeer Australia to 100%

(from 50%), we are continuing to build a powerful brand in Australia. This deal is big news for the industry and is a sign of our confidence in the Australian sector."

RDO's relationship with Vanderfield in Australia stretches back to 2012 when it made its first investment in the business.

The RDO team and the Offutt family have a genuine commitment to the Australian market, running their business for the benefit of all stakeholders, and they remain committed to the values that have made them successful the past 50 years,' Iulie said.

Julie said RDO Australia Group will benefit from the experience of Bruce Vandersee, Peter Pullan and Ian Jensen of Vermeer Australia, who will be shareholders and Directors of the RDO Australia Group.

The new RDO Australia Group will be built on the strong legacies of the Vanderfield and Vermeer Australia businesses, focused on



L-R Tim Curoe (CEO of RD Offutt Co), Bruce Vandersee (CEO Vanderfield). Julie Whitcombe (incoming CEO for RDO Australia Group), Ryan Offutt (Executive Vice President of RD Offutt Co) and Ron Offutt (Founder of RD Offutt Co)

their customers' long-term success. Peter, Ian and Bruce have committed decades of hard work to serving customers across Queensland and eastern Australia, and I know their continuing contribution to RDO Australia Group will be incredibly valuable," Julie said.

We're planning the transition carefully and working closely with our teams across all our businesses."

Visit: www.rdoequipment.com.au

US equipment and event rental revenue forecast to outpace economic growth

recent forecast from the American Rental Association (ARA) shows the equipment and event rental industry in North America is expected to finish the year with total revenue up 5.35% to

It is the first time combined rental revenue for Canada and the United States has surpassed \$60 billion.

The figures, released in November last year, show rental revenue in the US forecasted to be \$56.02 billion in 2019 with Canada generating \$5.54 billion in revenue from rentals of construction and industrial, general tool, and party and event equipment.

The five-year forecast calls for continued growth for US rental revenue through at least 2023, reaching \$64.1 billion that year, and for Canada to reach \$6.35 billion.

Although the outlook shows slower growth rates than the previous quarterly forecast in August, the industry continues to outpace the general economy in the US.

According to IHS Markit, the forecasting firm that compiles data for ARA and its ARA Rentalytics subscription service, new tariffs on US-China trade flows and diminishing fiscal stimulus could contribute to a slowdown in annual real GDP growth from 2.3% in 2019 to 2.0% in 2020 and 2021, and 1.7% in 2022.

"Despite signs of a slowing economy, the equipment and event rental industry continues to perform well. The most

important thing for rental companies to do is continue to execute their business plans and aggressively manage their operations," John McClelland, PhD, ARA Vice President for Government Affairs and Chief Economist

"With chances of a recession in the next 12 months relatively low at 35%, rental businesses should be able to continue to grow revenues and maintain strong balance

Scott Hazelton, Managing Director, IHS Markit, said the next 12 to 18 months will feature significant uncertainty around trade and fiscal policy, compounded by the US

'Rental firms are well positioned for uncertain times. The reluctance of construction and industrial companies to invest in new equipment under these circumstances, combined with a still expanding economy, suggests the opportunities for equipment rental will continue to grow, albeit at a slower pace than the past few years," Scott said.

Visit: www.ARArental.org

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Silica dust and what it means for the hire industry

By Cameron Murrin, Category Manager Concrete Care, Kennards Hire

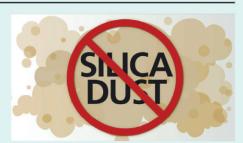
ou might be hearing a lot of noise about silica dust. This may also be referred to as concrete dust, respirable crystalline silica, RCS, quartz, silicosis or by some other name.

(We should start by saying if there is any concern the exposure standard is being exceeded in your workplace or to find out if there is a risk to a worker's health you should be monitoring the dust levels by engaging a certified occupational hygienist.)

Silica is a natural occurring mineral found in many forms of rocks and soils at differing levels. Much of the stone, masonry and concrete related products contain some level of silica; stone bench tops >93%, brick 50%-60% fibre cement sheeting 20%-60%, natural stone 20%-70% and concrete 5-40% just to name a few our customers interact with

Silica dust is not the new asbestos; it's the original asbestos. We have known about the effects of silica in Australia since the early 1900s. In fact the national government set up the Industrial Hygiene division in 1921 to help the states tackle the problem of silicosis from hard rock mining in Western Australia, Bendigo and Broken Hill and sewer mining in Sydney. With great success silica dust was almost eradicated from the construction industry. However with a deterioration of safe work behaviours, we have seen a resurgence in Australia.

Occupational Health and Safety departments in each state of Australia and NZ have written up further control methods for working with material containing silica.



Silica dust is generated through mechanical processes such as cutting, drilling, grinding, breaking and crushing. Some of these dust particles are so small they are not visible. This is referred to as respirable particles, and they can penetrate deep into the lungs causing irreversible lung damage.

So far so good

Where it starts to get confusing is the straight forward recommendations for managing silica dust when working with the high concentration levels in the stone bench top industry. However for the construction industry, each state Work Health and Safety body has slightly different wording and is at different levels of recommending control methods.

Worker exposures to respirable silica dust should be kept as low as reasonably practicable. Air monitoring will need to be conducted if there is any doubt the exposure standard is being exceeded, or to find out if there is a risk to a worker's health.

(The workplace exposure standard for respirable crystalline silica in Australia is 0.5mg/m3 (eight hour time weighted average).

What does this mean? In a volume measuring 1 x 1 x 1m only a match head of RCS in the air is allowable – over an eight hour shift. These are under review in Australia.)

So what do you need to know for your customer's safety and to keep in line with the industry best practice recommendations?

Below is the summary of best practice for the control of concrete silica dust from all industry work health and safety departments

Following the Hierarchy of Controls, elimination is the best practice. Where possible, avoid cutting, drilling, grinding, breaking and crushing. But let's face it most of the time people are hiring equipment because they need to do one of these things. There are some great tools in the market such as explosive nail guns that allow for securing fixtures directly into concrete without the need for drilling. Other methods of elimination is to use complete lengths of material, or order material to size where it can be cut or polished in a controlled environment off site.

Substitution. I don't think we will see a mass exodus away from concrete, stone and masonry products. But steel, plastics, timber and other composites are alternatives that should see an increase in use.

Administrative controls could be to complete the work when no one is around either after hours or schedule a time when only that work is completed onsite.

Isolation and engineering controls include:

- Use water as a dust control method when cutting, drilling or breaking. Water is certainly one of the most simple and effective ways of controlling the dust but it can get messy and involves clean up. There are some great recovery systems that filter and recirculate water. Or water misting systems for large scale operations can provide protection. Wet dust suppression has been shown to reduce dust by up to 99%;
- Use ventilation such as an exhaust fan.
 Just make sure the dust movement doesn't

Erin Brockovich takes on silicosis epidemic

The silicosis epidemic had a boost last year when American legal activist Erin Brockovich began working with Shine Lawyers to raise awareness of the chronic lung disease.

Shine Lawyers National Special Counsel in Dust Disease Roger Singh said the legal firm has established a national register (https://www.shine.com.au/service/dust-disease-compensation/silicosis-compensation) to enable workers exposed to silica to tell their stories.

While a class action is being considered, Shine Lawyers said individual compensation claims are proving to be a better option because they take into account the patient's pain, suffering and prognosis.

Queensland has banned dry cutting, meaning the material must be cut while wet, reducing the risk of inhaling dust.

But not all companies enforce the regulation and the rest of the country has not followed Queensland's lead.

"You have other states doing little to nothing," Roger said.

"There's an inconsistent approach across the country to address this problem. This is a national crisis that merits a national response."

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become someone else's problem. One solution is to use an air cleaner that will filter and recirculate the air.

In combination with ventilation and filtration use enclosures to isolate the work such as barrier walls, containment tents or air conditioned cabins

Use on tool dust capture and suitable vacuum. This may also be recommended as Local Exhaust Ventilation or LEV. LEV dust suppression has been shown to reduce dust by up to 99% in line with water suppression.

Vacuums can be classified as L (Light Hazard) M (Medium Hazard) and H (High hazard). M class vacuums have been identified as method of best practice when

working with silica dust. They have a filtration efficiency of 99.9% and an alert system that tells you if the vacuum is not operating efficiently.

H Class vacuums have a 99.995% filtration efficiency and have the same alert system to identify the performance of the vacuum.

Use a sweeper, scrubber or vacuum to clean up the site. Avoid using a broom or blower becasue it will agitate the dust and create air-borne particles.

Monitor dust levels to ensure compliance with Workplace Exposure Limits

(WEL) and revisit control methods if they are exceeded.

And always the last on the Hierarchy of Controls; PPE. Wear a respirator (face mask) certified to local standards. Ensure facial fit testing and a maintenance program is in place.

NB: Workplace exposure limits have become even stricter recently and have now been reduced from 1mm to 0.5mm. (visit: www.safeworkaustralia.gov.au/exposure-standards for more information).

Authority & link

 Safework AU www.safeworkaustralia. gov.au/silica#choosing-the-best-control-

- measure
- NSW https://www.safework.nsw.gov.au/ resource-library/hazardous-chemicals/ crystalline-silica-technical-fact-sheet
- VIC https://www.worksafe.vic.gov. au/dust-containing-crystalline-silicaconstruction-work
- QLD https://www.worksafe.qld.gov.au/ construction/workplace-hazards/silicaexposure-a-serious-risk-for-constructionworkers#managing-exposure
- ACT https://www.accesscanberra.act.gov. au/ci/fattach/get/284629/1552608708/ redirect/1/filename/Silica+Dust+-+Guidance+Note.pdf
- https://www.accesscanberra.act.gov. au/app/answers/detail/a_id/4646/kw/ silica#!tabs-4
- SA https://www.safework.sa.gov.au/healthsafety/hazards-risks/air-quality/managingrespirable-crystalline-silica-exposures
- NT https://worksafe.nt.gov.au/safety-andprevention/crystalline-silica-and-silicosis
- WA https://www.commerce.wa.gov.au/ worksafe/silica-0
- TAS https://worksafe.tas.gov.au/silicasafe
- NZ https://worksafe.govt.nz/topic-andindustry/dust-and-fumes/dust/silica-dustin-the-workplace/

Contact: Cameron Murrin on 02 9906 7188 or email: CameronMurrin@kennards.com.au

New measures to prevent exposure to silica dust

The NSW Government announced new measures to prevent silica dust exposure providing better protection for workers who cut manufactured stone, sandstone and building products such as bricks and concrete.

he new measures support Safe Work
Australia's recommendation to halve
the Australian Workplace Exposure
Standard from 0.1 to 0.05 mg/m³, and
support Safe Work Australia to undertake more
research on whether a reduction to 0.02 mg/m³
is achievable.

SafeWork NSW also announced it will increase rebates from \$500 to \$1000 for the manufactured stone fabrication industry until June 2020 as part of its five-year 2017-2022 chemicals strategy.

The rebate can go towards the purchase of safety equipment to prevent silica dust exposure. Other industries can continue to

access to the \$500 small business rebate, according to information published in the SafeWork e-newsletter.

The new measures follow a SafeWork NSW blitz where it visited every manufactured stone fabrication site in the state to prevent further cases of the dust disease silicosis.

SafeWork NSW said it conducted almost 500 visits in other businesses where workers work with silica. It aimed to achieve 9,000 interactions by the end of 2022.

When products or materials containing crystalline silica are cut, sanded or drilled into, silica dust is created. This dust is harmful when inhaled and can lead to silicosis.



Silicosis can be fatal within five to 10 years – sometimes for people as young as 20 or 30.

But exposure to silica dust and the silicosis disease is entirely preventable if the correct safety measures are put in place.

These include good ventilation and dust extraction systems, wet cutting and wearing the correct personal protective equipment such as masks and respirators.

For more information, visit the SafeWork NSW silica web page or call 13 10 50 or access more information at the SafeWork newsletter: www.safeworknsw.e-newsletter.com.au/

HIRE AND RENTAL NEWS FEBRUARY 2020

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Opportunity knocks – All Equipment Hire up for sale

General hire business, All Equipment Hire in Woodville West South Australia, is up for sale so owner and hire industry stalwart of 40 years, Gordon Elley can plan his retirement.



he family owned and operated business will be sold with a 5 + 5 lease in place at settlement and the sale includes all its modern equipment which was recently valued by an independent valuer in excess of \$900,000.

Established since the 1980s, the business was originally called 'Highway Hire' although Gordon changed the name to All Equipment Hire not long after he bought the business in early 2006.

With three full time and two part time employees, All Equipment Hire supplies to local tradies, DIYers and some construction sites and other local businesses. It delivers equipment to all suburbs of Adelaide and beyond Gordon said.

"Over the years we have built up a very loyal custom base with good old fashion customer service. Since 2006 we have been running our front of house with 'Syrinx' dedicated hire software which has been bullet proof and talks to our back office MYOB software.

"We have been in this current location (Woodville West) coming up to 10 years having moved to this purpose-built building in early 2010."

"Our equipment includes small hand tools through to 2.6ton double drum rollers, mini skid steer loaders, Bobcats, 3.5ton excavator and EWP scissors and Cherry Pickers.

"I feel the business would suit a younger (than me) person with drive and ambition. It would be a great opportunity for anyone passionate about hire that was looking to build and grow a business from a steady foundation.

"Having said that it would also suit a

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partnership, with like-minded people: eg: such as a father and son team or as an add-on to an existing business; or it could just be an investment and run under management.

Gordon's hire career stretches back to the 70s

Gordon got his start in the hire industry in the late 1970s at a small company called Acme Hire operating in the southern suburbs of Sydney.

"It was at a time when Kennards had only two branches," Gordon said.

"Acme Hire was owned at the time by Garry Butler, an ex-Coates employee. I was working full-time elsewhere as an apprentice and was asked by a mate if I wanted to earn a bit of pocket money working all day Saturdays.

"I jumped at the chance and remember having a beer with my Dad, saying: "This hire thing is amazing; you sell someone some time with a machine, they bring it back and you sell it again and again.

"A few years later, in 1982, I found myself living in Auckland and got a job working for Hirepool at their New Lynn Branch. I was soon promoted to Trainee Assistant Branch Manager.

"In 1984, a move again saw me back in Adelaide where I had grown up. After applying for jobs at the likes of Coates, Richard Stevens and Wreckair, I was lucky to be given a job by John Quirk, to manage his very new and very small hire company called Blackwood Hire (now run by his son Ben, who is currently the SA HRIA State President).

A committed HRIA member

"It was then I joined the HRIA and have spent many years on the executive committee, up until just recently.

"I had always thought my best career path was to one day own my own business and thought an equipment hire company would be perfect.

"In 1988 this happened, when I started an event and party hire company called Event Rentals from scratch with a business partner, Kevan Pearce.

"We resigned from our jobs, put our limited finance together, ordered some custom made marquees, leased a warehouse, purchased some tables, chairs, crockery and cutlery, bought a second hand truck and ute and we were in business.

"After a lot of blood, sweat and tears, we built that up to being one of the two main event and party hire companies in Adelaide at the time.

"I must say it did not help things with our first child arriving the same year as starting Event Rental's and going from two incomes to no income in the beginning. On top of that interest rates were 16 to 18 %!

"Event Rentals did many of Adelaide's larger events and society weddings at the time, as well as doing 50% of the first Adelaide 500 V8 Supercar Event in a joint venture with Renniks Hire as one of our many, many highlights.

"In 2000 I sold my 50% share in Event Rentals and was out of the hire industry for about five and a half years.

Hire in his blood

"However the hire industry was in my blood and I finally got my long thought of equipment hire business, all these years later after purchasing All Equipment Rentals in 2006.

"I have to say it was much easier buying an existing business as a base to grow and expand, than it was starting from scratch with Event Rentals.

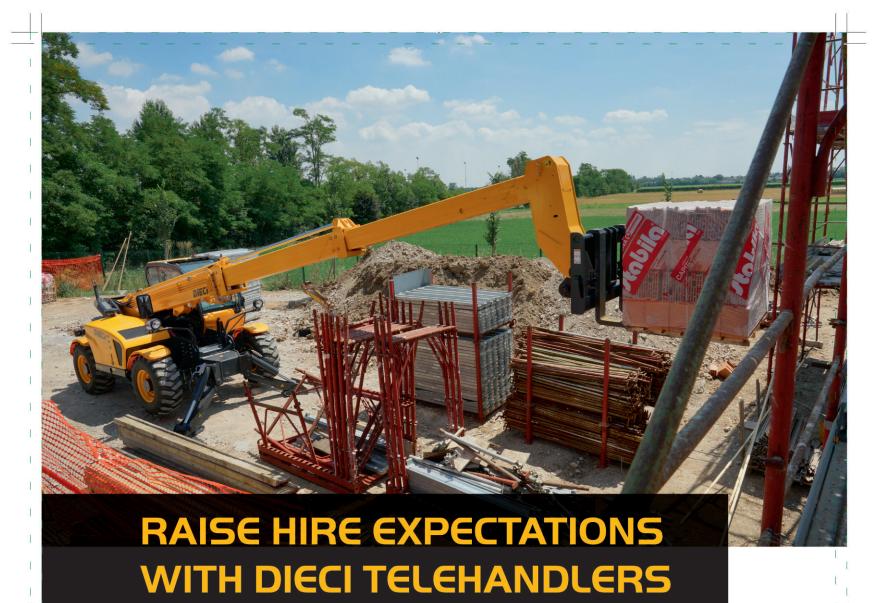
"After owning three businesses for a combined 30 years and being part of the hire industry for as many years, I am thinking it is time to retire and enjoy the fruits of over 40 years of hard work.

"I think my favourite part of being in the hire industry has been how the industry genuinely helps each other out.

"It's not every industry where you can walk into a hire yard and talk to and get answers from local, interstate and even international people in the industry.

"I have never been refused a look around a hire yard and to ask questions whether in Australia or overseas. I have also made many friends over the years through being involved in the industry."

For more information about the sale contact Brian Sander on 0418 823 248 at Benchmark Business Sales or visit: www.allequipmenthire.com.au



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ICARUS4.0 tonne
16.70 m



SAMSON 7.0 tonne 9.50 m



Building cash flow

How to encourage on-time payment from construction clients By David Creais, Partner and Mark Glynn, Senior Associate at Bartier Perry

rompt payment to contractors and suppliers is vital to the stability of the construction industry – an industry that contributes significantly to the strength of the Australian economy.

Suppliers of plant and equipment, whether by sale or hire, are important in the delivery of construction projects.

While levels of construction activity remain high, the Australian Financial Review on 4 November 2019 reported on a survey by McGrathNicol Advisory, which revealed engineering and construction companies are taking an average of three months to pay suppliers.

What's more, while Australian companies overall are paying creditors 2.9 days faster in 2018-19 than they did a year earlier (for an average of 63.5 days), engineering and construction companies are taking 12.4 days longer to pay (up to 87.6 days).

Why? McGrathNicol suggests two possible reasons: debts in this sector are becoming increasingly scrutinised and they maintain highly complex billing processes.

'Days sales outstanding', which measures the average time it takes to collect payment after a sale, rose from 71.7 to 77.7 days for engineering and construction companies over the past financial year.

That may explain why it is taking them 87.6 days to pay their contractors and suppliers.

So what can contractors and suppliers do about that?

The answer lies in a powerful piece of well-known but little used legislation.

Security of Payment legislation

The Building and Construction Industry Security of Payment Act 1999 (NSW) (SOP Act) is designed to ensure prompt payment to any person, including a supplier of hire equipment to construction contractors, who is entitled to receive progress payments in relation to construction work.

In the event of a dispute, the Act provides a quick and efficient resolution mechanism.



When does the SOP Act apply?

The Act applies, with limited exceptions, to contracts or agreements, in writing or not, under which a party agrees to:

(a) carry out 'construction work'; or

(b) supply 'related goods or services'

The Act defines 'related goods' to include plant or materials (whether supplied by sale, hire or otherwise) for use in connection with the carrying out of construction work.

The supply of plant or equipment under a hire or rental agreement to a contractor for use in construction work clearly falls within the scope of the SOP Act.

When does the SOP Act not apply?

One exception to the Act is a contract with a home owner for carrying out 'residential building work' (as defined by the Home Building Act 1989 (NSW)) on a home in which the owner resides or proposes to reside

This exception is aimed at true consumers and does not extend to developers of apartment buildings or town houses.

How can the SOP Act help?

By serving a valid payment claim under the Act, suppliers of plant and equipment to the construction industry can get paid quicker.

Valid Payment Claims

Recent amendments to the SOP Act, which apply to contracts entered into after 21 October 2019, reduce the time for payment of a payment claim from 30 to 20 business days after the claim is served.

But for the Act to apply, the payment claim must be valid; that is, it must strictly comply with the requirements of the SOP Act.

Neither an adjudicator nor a court has any discretion in this regard.

What is a valid payment claim under the SOP Act?

A valid payment claim:

- identifies the construction work or related goods and services to which it relates:
- b) indicates the amount claimed to be due (Claimed Amount);
- c) specifically states it is made under the Building and Construction Industry Security of Payment Act 1999 (unless the construction contract was entered into between 21 April 2014 and 21 October 2019 when such a notation was not required under the Act).

If your usual invoice contains all this information, it may well be a valid payment claim.

When can a payment claim be issued

If your hire contract makes provision for a date earlier than the last day of each month for serving a payment claim, the claim can be served from that date instead of from the last day of that month.

For contracts or agreements entered into after 21 October 2019, payment claims can be made on the last day of each month.

One important restriction on issuing payment claims is, unless your contract or agreement provides otherwise, you cannot serve more than one payment claim in any named month.

How does the SOP Act ensure prompt progress payment?

Within 10 business days of being served with a valid payment claim (or earlier if stipulated in the construction contract), the construction contractor (respondent) may reply by providing a payment schedule.

A payment schedule indicates:

- a) the amount of the payment (if any) the respondent proposes to make (Scheduled Amount); and
- b) if the Scheduled Amount is less than the Claimed Amount, why.

The Act requires a progress payment to be made within 20 business days after the claim is made, unless the contract provides for a shorter period.

This is so even if the contract's trading terms are greater than 20 business days.

What if there's no payment by the due date?

No payment schedule issued and no payment by due date

If the respondent fails to provide a payment schedule within the required time, and the due date for payment passes without the Claimed Amount being paid, the claimant may recover the Claimed Amount as a debt due to it in the appropriate court.

In those court proceedings, the respondent is not entitled to:

- a. bring any cross claim against the claimant hire company; or
- b. raise any defence based on the construction contract, even if there is a genuine dispute over the Claimed Amount.

Payment schedule issued but Scheduled Amount not paid by due date

If the respondent provides a payment schedule within the time allowed indicating the Scheduled Amount it proposes (which will invariably be less than claimed), and the due date passes without payment being made, the claimant can recover the Scheduled Amount as a debt due to it in the appropriate

In those proceedings, the respondent is not entitled to:

- a. bring any cross claim against the claimant hire company; or
- b. raise any defence based on the construction contract.

Prohibiting the respondent from raising a defence or counter claim allows the claimant to fairly easily secure judgment from the court against the respondent.

Your likelihood of being paid is then significantly improved.

Our experience is just advising the respondent in either of the two scenarios above, court proceedings will commence and the respondent is prohibited from raising any substantive defence, will often result in payment.

Conclusion

The SOP Act can improve the likelihood and timeliness of payment to a hire company supplying plant or equipment in connection with construction work.

All you need to do is to serve a valid payment claim on or after the date your contract or agreement allows you to make a progress claim or, if no date is provided in your contract, then on or after the last day of the month.

Contact Bartier Perry on 02 8281 7940 or visit: www.bartier.com.au

Kennards Hire extend partnership to Sydney FC

Kennards Hire has become a Premium Partner to Sydney FC Westfield W-League, becoming the Sky Blue women's back of shirt

Sydney FC's Westfield W-League squad will have the Kennards Hire logo on their home, away and alternate Under Armour kits for the remainder of the 2019/20 Season.

Kennards Hire has been long standing partners of the Sky Blues, and its support of the club's Westfield W-League Champions highlights its commitment to the club.

Sydney FC Chief Executive Officer Danny Townsend said he was pleased to have Kennards Hire extend its deal with the Sky Blues.

'Kennards Hire has been fantastic partners of Sydney FC and we're thrilled to be extending our partnership into the Westfield W-League," Danny said.

Kennards Hire Chief Commercial Officer Theo Triantafillides said supporting the women's team was a natural extension of the iconic hire equipment company's partnership with Sydney FC.

Visit: www.kennards.com.au

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GANTRY

HIRE AND RENTAL NEWS FEBRUARY 2020

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Women in Hire brings greater connectedness to industry

For Women in Hire participant, Janette Burfoot Kasap, the General Manager at Vermont Hire, the program has been a great way to get connected with the industry and to develop and build relationships with other women working in hire.

anette has a BA in Commerce, is a chartered accountant and spent 10-15 years working in the finance industry.

Then about a year ago, Janette joined her family's business, Vermont Hire.

"I wanted to join the family business to help keep it in the family so I can pass it on to my children. That will make it four generations in the family hire business," Janette said.

The idea of moving out of the finance market was highly appealing for Janette and was a prime motivator in her decision to join the family business.

"It is a great opportunity and was really appealing.

"The thing about the hire industry is it is

very blokey, and that is a demographic I am not really comfortable with.

"I work with my brother and that works really well because he brings that blokey connectedness I have yet to develop."

Working with family brings its own rewards too, Janette said.

"It's great to work with my brother – we're on the same wavelength in terms of where we want to see the business grow and develop.

"I was accepted into the business really quickly because of the value I bring with me and I can see there are some options to help us move into a more professional future. I can see there are some hire businesses that are adapting to the new way of doing business and there are those that are not, and

those businesses are falling behind."

After a year at Vermont Hire, Janette saw some information about the HRIA Women in Hire program.

"I was one year working in hire and I had a good grasp on the business side of things, like accounting and finance, management and marketing but one thing I didn't know about was how to get connected with the industry.

"The Women in Hire program has been amazing for me.

"I met Elise (Kelsey) from Aim Hire; she was my mentor. We have very similar backgrounds. We both went to uni and got degrees and worked outside hire for some years before coming back to the family business.

"Elise was great as a mentor. We swapped ideas at our monthly meetings and she has been a wonderful support for me. Sometimes I even had ideas to give Elise.

"It was a great way for me to get a better understanding of the industry overall.

"It's going to be a long road for women to get parity in the hire industry.

"But I do think there are a lot of amazing women in the hire industry these days, like Elise at Aim Hire.

"What I've learned in my journey and through working at Vermont Hire, is people value good people.

"Women aren't naturally drawn to working in hire at the moment. But these days the journey into hire for women is much easier than it ever was.

"And the men we are going on this journey with respect us and see the value we bring with us. And that's a positive."

Visit: www.hireandrental.com.au for more information about the Women in Hire program.

Women in Hire at HIRE20

Speaking at the HIRE20 Women in Hire Afternoon Tea on Wednesday 27 May will be Dr Gemma Munro.

r Munro is an award-wining business leader and founder and CEO of Inkling Women, Australia's leading training and development organisation for women leaders. She is recognised as one of Australia's leading speakers on gender diversity in leadership.

You can book your attendance when completing your registration for HIRE20.

Register and pay by 20 March 2020 to receive the EARLY BIRD DISCOUNT! ■

www.hire20.com.au/registration



For Janette Burfoot Kasap, Women in Hire has helped her get connected with the hire industry

AVAILABLE STATES AVAILA

Niftylift is excited to present our new HeightRider 12 metre low-weight boom





The nuances of selling shares in a small business

By Peter Bembrick, Tax Partner, HLB Mann Judd Sydney

he small business CGT concessions offer valuable tax savings for business sales, but there are major changes to the rules for selling shares which have added extra tests that will be difficult to satisfy.

What was the problem with the old rules?

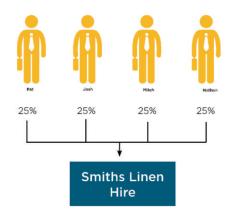
In an effort to overcome perceived abuse of the old rules dealing with selling shares and units in business entities, the Government has implemented an expanded series of tests for sales on or after 8 February 2018 as part of the basic conditions for applying the CGT concessions.

The problems identified with the previous rules were they potentially allowed:

A shareholder / unitholder to own between 20% and 40% of one or more large business entities and apply the CGT concessions to a sale of their shares.

Example 1 – multiple stakeholders in a large business entity

Pat, Josh, Mitch and Nathan each owned 25% of Smiths Linen Hire (SLH). They were able to sell their shares in SLH to Linen Hire Australia for \$20m in total, but because none of them were treated as controlling Smiths Linen Hire they would each have to count only the value of their 25% stake (\$5m) when applying the \$6m net asset value (NAV) test, giving them a reasonable chance of applying the concessions.



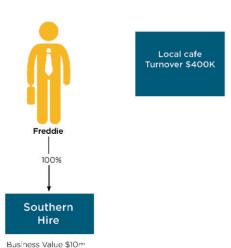
As will be seen below, the situation under the new rules will be vastly different.

2. An individual to start up or acquire a small business to satisfy in their own

right the \$2m 'small business entity' turnover test, where it is clear they will fail the \$6m NAV test.

Example 2 – buying a small business when selling out of a larger business

Freddie owned 100% of Southern Hire which carried on a business of corporate wellness coaching, and sold all of his shares to Todd for \$10m. In the year of the sale Freddie acquired a local cafe, and had an annual turnover of \$400,000. That makes Freddie a 'small business entity', and he could claim the CGT concessions for the Southern Hire share sale.



What has changed?

There are now three additional basic conditions to be met for a share sale.

Condition 1 – Modified active asset test

This test applies only to multi-layer structures and changes the way in which the active asset test applies to selling interests in an entity that in turn holds an interest in another entity carrying on a business, ie: selling at the 'top' of the structure.

The active asset test requires the market value of active assets held by entities in which interests are sold to be at least equal to 80% of the total market value of assets for a period equal to the lesser of 7.5 years or one-half of the period during which the share or units were held.

The modified test looks through interposed entities to their proportionate interests in the market values of assets held by the underlying operating entities.

"

Three conditions to meet for a share sale include the modified active test, carrying on a business prior to the CGT event and satisfying the \$2m turnover test or \$6m net asset value test...

"

The operating entities must meet either the \$2m turnover test or the \$6m NAV test using a modified control test where 20% or more is enough to establish control.

The taxpayer must also be a 'CGT concession stakeholder' in the operating entity, ie: they or their spouse hold an interest of at least 20%.

There is quite a lot to this test and it can only be readily understood using an example.

Example 3 – selling shares under a multilayer structure

Roland owns 60% of Tet Corporation, which owns 50% of Tower Enterprises Pty Limited (a travel agency valued at \$4m with turnover of \$1.5m) and 30% of Mejis Pty Limited (a horse stud valued at \$3m with turnover of \$1m).

The steps to be followed in applying this condition are:

- 1. Identify which entities are aggregated under the modified control test, in this case all three companies, since Tet Corporation has an interest of >20% in both later entities.
- 2. Calculate Roland's indirect interests 30% for Tower Enterprises (60% x 50%) and 18% for Mejis (60% x 30%).
- Calculate the market values of assets of the operating entities for the modified active asset test - \$1.2m for Tower Enterprises (\$4m x 30%) and \$540,000 for Mejis (\$3m x 18%).
- Calculate the active asset percentage, based on the fact the indirect interests in assets of Mejis are not treated as active since Roland's indirect ownership is less

- than 20% and he is therefore not a CGT concession stakeholder of Mejis. Since the only active asset to be counted is the indirect interest of \$1.2m in Tower Enterprises, and the total aggregated asset value is \$1.74m, the active asset percentage is 69%.
- 5. Assuming this is representative of the percentages that applied during the time the structure was in place, Roland's shares in Tet Corporation would not satisfy the modified active asset test, and the CGT concessions in Division 152 would not be available to him.
- 6. Even if the 80% requirement was satisfied, the \$6m net asset value threshold would have been breached, because both Tower Enterprises and Mejis are 'controlled' by Tet Corporation, and the aggregated net asset value would be \$7m. Similarly, neither company is a CGT small business entity because, while individually they have turnover of less than \$2m, aggregated turnover is \$2.5m.

Condition 2 – Carrying on a business prior to the CGT event

This takes a very prescriptive approach to applying the \$2m turnover test when shares or units are sold, and becomes relevant if the \$6m NAV test cannot be satisfied.

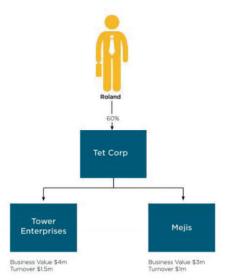
There are two parts that, when combined, make it more difficult to use the \$2m turnover test.

1. The taxpayer must have carried on a

- business just prior to the CGT event, so they cannot buy or start a small business after selling the shares in the existing business.
- The company must itself have satisfied the \$2m turnover test for the year.
 Returning to Example 2 above, if

Returning to Example 2 above, if Southern Hire's turnover exceeded \$2m he would fail the test.

If, however, Southern Hire's turnover was \$1.5m, and the cafe business (turnover \$400,000) was acquired before the share sale, Freddie may scrape in just under the \$2m threshold.



Condition 3 – Company must satisfy \$2m turnover test or \$6m net asset value test

The company must satisfy either the \$2m turnover test or the \$6m NAV test. In each case if there is a multi-layer structure applying the modified control percentage of 20%. This is all aimed at preventing taxpayers from using the concessions when selling shares in a large business.

Returning to Example 1, SLH clearly fails the \$6m NAV test, so it would need to look at the \$2m turnover test, and each individual shareholder would need to satisfy Condition 2, ie: to carry on a business in their own right and have aggregated turnover no more than \$2m.

Since SLH's turnover was \$4m and none of the individual shareholders were carrying on a business, under the new rules they could not apply the CGT concessions.

The changes to the small business CGT concessions are significant for share sales and are intended to close off perceived loopholes. This will need more planning to maximise access to the CGT concessions, or if they cannot be used then to review other approaches that will provide the most taxeffective outcomes for the business owners.

For advice on buying or selling a business or how the changes to small business CGT might affect you, contact Kim Kelloway HLB Mann Judd kkelloway@hlbnsw.com.au or 02 9020 4285.



First cohort in HRIA Apprenticeship & **Traineeship Scheme** (HATS)

The HRIA has launched a pilot training scheme designed to further education opportunities for staff working in the hire industry - the HRIA Apprenticeship & Traineeship Scheme (HATS).



Operations and process;

specifically for the hire industry. The development of HATS follows recent announcements of both state and federal government funding and tax incentives

ased on the Certificate III in

developed by the HRIA in

Organisation and VERTO and is tailored

Business, the scheme has been

conjunction with National Training

for NSW businesses as well as payroll tax exemptions for qualifying employees. The HATS pilot program is running

initially in NSW and will be made available to members of the HRIA, EWPA (Elevating Work Platform Association) and TSHA (Telescopic Handler Association of

Kath Densham from National Training Organisation, who develops the HATS program said the Certificate III in Business has been contextualised for the hire industry which has made the course an induction program for those new to the hire industry.

The program provides a solid understanding of the industry while creating close networks for the participants in each cohort," Kath said.

"The HRIA is opening up hire industry access to available government funding and providing quality training to our industry."

Course content

Participants will complete class-based training sessions and will be able to convert

Personal work priorities and development.

Participants attend a four hour session once a month and enjoy guest speakers from industry presenting on industry relevant topics such as networks and devices.

the knowledge

gained in those classes into skills

suitable for the

Safety and

Sales and Customer Service;

Teamwork

and workplace

WHS;

hire industry. The program covers the following topics:

Participant benefits

The program offers multiple benefits for participants. First and foremost, all participants learn and develop skills within their industry with the result a nationally recognised qualification," Kath said.

The true value is in the networking the program creates between industry peers undertaking the course together. In our first cohort we have participants from at least seven organisations. These are relationships this cohort will have throughout their careers in the hire industry.

The hire industry is a collaborative industry; not facts and figures so much but in terms of sharing experiences and knowledge. This program helps new entrants to our industry build and develop their own valuable network of friends and colleagues.

Financial incentive for employers to enrol staff

There are also multiple benefits for employers to enrol new employees in the program.

"Under NSW government incentives, there is no enrolment fee for employees in the HATS program who have been employed for less than three months. This is applicable no matter the level of their previous qualifications.

While staff are in the program they are also exempt from payroll tax. For business owners, they only need to commit to training their new recruits and have their staff members show up for the training.'

A secondary federal government subsidy is also applicable for employees who don't have a qualification over a Certificate III.

"For these employees the federal government will subsidise an additional \$4000 payable to the employer to help cover enrolment fees.

Program available to all

The HATS program is also open to any staff who have been employed by any organisation longer than the requisite three month period.

However, for these employees there is a \$1500 fee applicable.

'The course is highly valuable as a great induction to the industry," Ashlee Green from

"We reserve four places every course for people who do not meet the government subsidy criteria but who will still benefit from

Once the Pilot program is complete and its success evaluated, it is anticipated the HATS program will flow on to be released in other states in the future.

"By February we expect to know how we can begin rolling out the program in other states. We are also watching this first pilot group closely to see how we can further develop the training opportunities and content," Penny Huynh from National Training Organisation said.

The first cohort of 12 participants began the pilot program on 19 November and is expected to complete the scheme in May

"This will be in time to celebrate their achievement at the Convention and we plan to have an official graduation during HIRE20," Penny said.

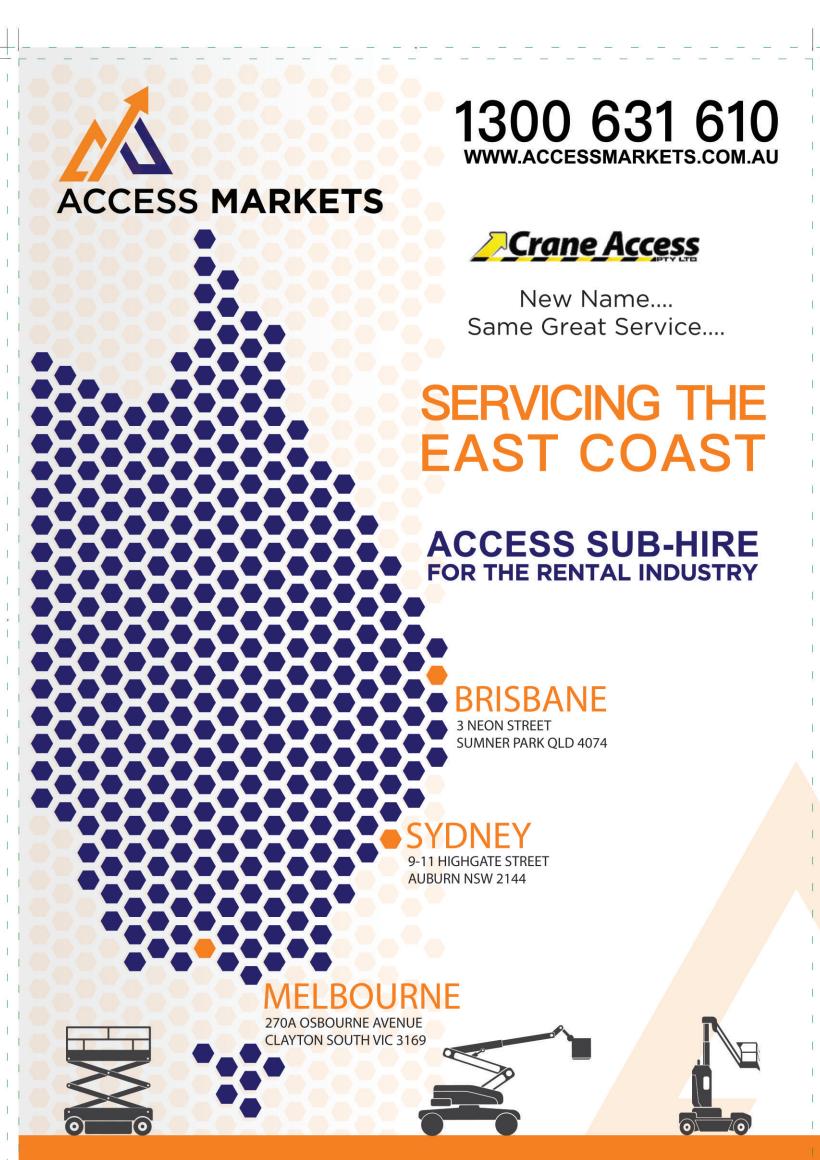
Penny said intakes to the program will be clustered and she expects there to be potential for a monthly intake of new participants.

More details on the HRIA Apprenticeship & Traineeship Scheme including costs, eligibility, course duration and content can be found in the:

- HRIA Apprenticeship and Traineeship Scheme (HATS) Flyer
- HRIA Apprenticeship and Traineeship Scheme (HATS) FAQs. ■

For more information on the program or for details on how to enrol staff please contact **National Training Organisation**

- Steph Hiskins 0488 777 278 or email steph@nto.com.au VERTO - Ashlee Green 0477 346 758 or email agreen@verto.org.au





Clockwise from left: Kennards developed its own hose winder and washer because, as Andy said, "they can be a bugger of a thing to wind up and clean." The winder winds the hose and cleans it at the same time. "It saved us 90% of the time we'd previously been spending winding and cleaning without the winder." Andy's dad, Walter Kennard, started his hire business back in the 1940s with concrete mixers. Some of the original old floor sanders weighed up to 200kgs which made them very difficult to get loaded into utes and trucks.

Curating a passion for equipment in Australia's Hire Industry Museum

A huge collection of equipment all once stocked and rented out as hire equipment has been carefully curated by Kennards Hire's Andy Kennard over many years and is now displayed in the Artarmon branch of Kennards Hire.

his walk through hire industry history in Australia, stretching back to the 1940s, showcases the highlights of equipment use and hire. It is quite possibly the first such museum of its kind anywhere in the world, covering a huge range of equipment hired throughout the decades.

While other equipment museums exist around the world, such as the JCB museum in England, collated by one of Britain's most successful family-owned businesses, these other equipment museums tend to be specific to individual manufacturers.

The Kennards Hire museum sits apart, containing a wide range of equipment from a multitude of manufacturers, utilised inside

and outside of Kennards Hire branches since its origins.

Andy has turned his lifelong passion for equipment into the museum display, covering the full gamut of equipment used in Kennards Hire branches since the 1940s.

The oldest piece of equipment in the museum is a concrete mixer similar to the ones Andy's father hired out back in 1948.

While the mixers in the museum aren't the exact models his dad had for hire, they are the same model his dad stocked in his first Kennards Hire yard.

Walking through the hire museum door is like stepping back in time to a 1980s Kennards Hire branch; with carefully reconstructed branch front hire counter, computers, signage, register and the equipment lined up meticulously on the showroom floor.

The museum is made of a series of rooms featuring different sets of specialist equipment, such as the concrete room, the access equipment room and the pump room. The main showroom features general equipment, everything from walk behind aerators to hand tools and jack hammers.

A lifetime's passion for equipment

The museum has been a work in progress now for many years with Andy originally collecting older pieces of equipment from the Kennards Hire line-up as they were phased out and replaced by newer models and newer technology.

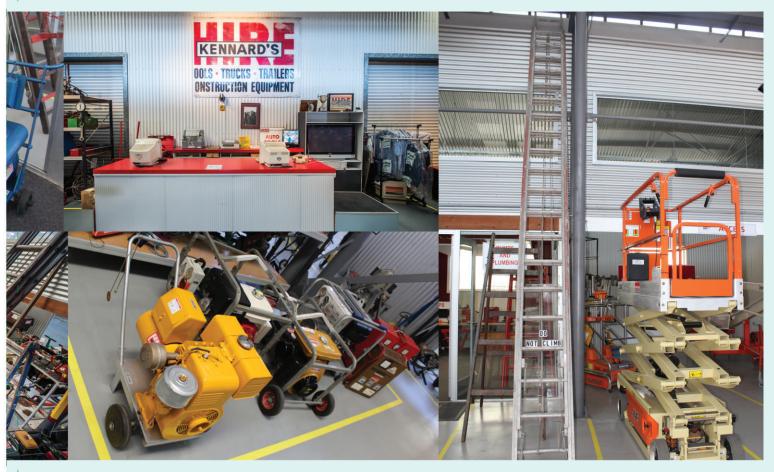
"When I saw the branches starting to buy different equipment brands, I wanted to secure one of those older items," Andy said.

Some of the pieces of equipment have been donated like the Snorkel EWP donated by Genie.

"A Snorkel was one of our first pieces of access equipment and Genie had one, did it up and donated it to the museum.

"Once Angus (the current Kennards Hire CEO and Andy's son) was visiting in the US and saw an old Edco machine on a scrap heap and thought it would be a nice addition to the museum. Edco came on board, took the equipment, stripped it down and rebuilt it, repainted it and then shipped it to Australia as a donation to the museum.

"That is the type of industry support the museum has received and it is just great," Andy



Clockwise from left: The museum features an 1980s style front counter, complete with signage. Kennards Hire was the first to introduce scissor lifts in Australia. Before the advent of scissors, a 54ft ladder was how people got up to work effectively at height.

said

"We get great support from the market," he said.

But sometimes trying to locate pieces of equipment previously stocked in the hire yard is difficult.

"It can be like trying to find a needle in a haystack sometimes," Andy said.

"People have old equipment stored in old sheds or left in fields with the grass grown over it. We have to find it and restore it, ready for display."

A story in every piece of equipment

Andy has a myriad of stories about the equipment. For example while pointing out the old Powerlite generators on the showroom floor he reminisced about some of the old generator models Kennards Hire had stocked.

"Some of those early generator engines were incredibly thirsty. When we filled up the fuel tank we also had to fill up the oil tank. They took a great deal of work to keep running."

Or like the old wooden road barriers.

"Our early road barriers were ones we copied after seeing them in the US. We liked them and saw great use opportunities for them here so we came home and made our own to suit our own needs here in Australia," Andy said.

And then there is the story of Kennards' early foray into compressors equipment technology.

"We bought a couple of Austrian compressors which were just great. They were really reliable and worked so well and we brought them in tested them for a year before we thought about adding to our fleet.

"We got a couple of competitors to go in with us on a deal to ship some new compressors to Australia (to lessen the importation and shipping costs) and brought in another 50 of the units.

"We took 25 of the new compressor units and our competitors divided up the other 25 amongst themselves.

"However, unbeknownst to us at the time, the manufacturer had changed the machine specs slightly and the new units were an absolute disaster. We all ended up with these problematic machines and had to spend hours working on them to keep them running and operational.

"It was a disaster."

However Old Faithful, one of the original reliable compressors was kept and now sits pride of place in the compressor room, and is Andy's favourite piece of equipment. It's a good reminder that we all make mistakes sometimes, he said.

One of the big features of the hire museum is the timeline printed out on huge panels and featured on the museum walls.

It's a depiction of the Kennards Hire story – from inception in the 1940s through to the current day, with updates regularly being made.

It shows corporate history from 1972 when the company took on its first Business Development Manager to broaden the scope of what was then a pretty new concept of hire to contractors and tradies who weren't all up to

speed with the benefits of hiring; to bringing in the first scissor lifts to the Australian market.

"Nobody knew anything about scissor lifts back then, including the government who couldn't put any rules in place. They tried to relate it to scaffolding which of course, it wasn't, so we had a lot of discussions and as time progressed, more rules were introduced.

"But even the government could see scissors offered a far safer method of working at height and it didn't take long for other hire companies to introduce scissors to their fleets too."

Andy said the museum is not open to the general public but he is happy to open its doors for interested parties and on occasion the museum is also host to industry events.

"We've even had school groups come through to look at the equipment and learn a little more about how the hire industry in Australia has grown and developed over the years."

Recently Kennards Hire has begun capturing all the unique snapshots of equipment history in short online videos showcasing individual pieces of equipment. They are truly an interesting look back at how hire was done back in the day and can be viewed at: www.youtube.com/user/kennardshire/videos.

Visit: www.kennards.com.au or contact elizabetheassie@kennards.com.au to organise a tour.

HIRE AND RENTAL NEWS FEBRUARY 2020

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Watch your Covenants!

By Richard van der Merwe & David Hinchey Fordham Business Advisors

n the wake of the Royal Commission into misconduct in the banking, superannuation and financial services industry, many of our banking contacts have expressed the importance of private business owners ensuring they are bringing their banks along with them as they go on their wealth journey.

Misunderstandings around the way private businesses are reporting to their bank can lead to unnecessary enquiries from the bank, including reviews of facilities and bank exposure that could have been avoided if proactive communication and reporting was in place.

What is a Debt Covenant?

Debt covenants are promises a business owner makes to their bank about various aspects of how they will conduct their business. These covenants can vary greatly depending on the size of the business, recent and historical profitability, assets available for security, the businesses history with the bank and so on. Some common debt covenants we see include:

Interest Coverage Ratio

- Calculated as EBIT / Interest expense;
- Typically need to be 2 + times (can be as low as 1.5 times);

Current/Working Capital/Liquidity Ratio

- Calculated as current assets divided by current liabilities;
- Typically need to be 1.5 2 times;

Capital Adequacy Ratio

- Calculated as net tangible assets divided by total tangible assets;
- Typically needs to be greater than 30%;

Stock Turnover Ratio

- Calculated as cost of good sold divided by average stock balances;
- Typically needs to be greater than 2.5 times per annum;

Reporting Timeline

- Typically need to provide entity profit and loss, balance sheet and cash flow statements annually, quarterly or monthly:
- Often also required to provide tax office reports showing all lodgements and payments are up to date;

Drawings

- Calculated as drawings / NPAT;
- Typically need to be < 70%;

Tangible net worth

- Calculated as: Total Tangible Assets Total Liabilities;
- Generally want to see this improve each year through retained earnings.

Common Problems in Reporting

Some of the more commonly seen issues in covenant reporting are:

- Late provision of information if your covenants say you need to report 28 days from the end of the quarter, then you need to get it done by then or it is a breach:
- Missing one of your covenant ratios or benchmarks;
- Overdrawing on banking facilities like overdrafts, trade/debtor finance facilities;
- Missing fixed loan payments;
- Abnormal adjustments in your accounts at year end (eg: management or other inter-entity charges booked only at the end of the year.

Any of these can all result in a breach of covenant being issued by the bank, which is something the banks are required to do. Sometimes, the breach of covenant will result in no action being taken at that time however it will add to your account conduct history and may have a negative impact on your future banking arrangements.

What happens if you get it wrong?

Making sure you both meet your covenants and get your reporting right, is incredibly important in current economic conditions because getting them wrong can be very costly. Some of the common consequences we see imposed on private businesses when they get their covenants wrong include:

- Banks not passing on interest rate cuts, or independently increasing your interest rate to a higher one due to an increased risk profile of your business;
- Requirements to reduce the size of the debt over a period of time to reduce the overall risk of your business to the bank;
- Being placed into the Credit Watch area
 of the bank this usually involves you
 losing your regular business relationship
 manager that knows you and your
 business and being transferred to the
 specialist credit teams you don't want
 to be here:
 - Once on credit watch the bank may request you refinance to another bank, which if you are breaching your covenants anyway may prove to be difficult/costly/not possible for you to do.

- While not an ideal position, the banks may also try and work with you to implement a plan to try and retain your business.
- Total withdrawal of support from the bank requiring you to refinance to another institution (if you can) on a deadline:
- The bank appointing an administrator or liquidator to take control of your business so they can secure their debts.

What should I be doing?

Despite what some people may try and tell you, banks aren't in the business of making the lives of private business owners any harder than they have to be. So the best bet is to make sure you are working with your bank in the spirit of the true partnership you have with them.

- Have an owner plan banks like to see businesses with a plan that steps out where they are now, and where they want to be in the future. This lets them know;
- Report accurately and on time –
 make sure you meet your reporting
 timeframes, and make sure what you say
 is accurate. The bank remembers what
 you told them last quarter, so you should
 not go changing things to suit this
 quarter;
- Meet your statutory obligations we are increasingly seeing banks asking for evidence of statutory obligations being declared and paid on time. This can include income tax, GST, pay as you go withholding, Fringe Benefits Tax, and Superannuation;
- Get the right people on the bus –
 business owners spend most of their time
 working in the business, and the last
 thing they want to do is put together
 monthly/quarterly covenant reporting
 for the bank. Get the right people in
 your finance team to help you do this
 and to get it right;
- Have a budget/forecast and track it –
 How can a business owner or a bank
 know where a business is going without
 a budget? Many private businesses don't
 have a realistic or thought out budget
 they track against on a regular basis.
 Ideally, a forecast should consist of a
 profit and loss, balance sheet and cash
 flow forecast;
- Communicate early if there is going to be a problem in meeting your covenants, then communicate with your bank early. Don't stick your head in the sand and hope it will go away. Banks will generally try and work with you, but they can only do that if they understand the problem.

This article contains general information only and is not intended to provide advice or take into account personal objectives, financial situation or needs.

Contact Fordham Business Advisors on 03 9611 6611 or info@fordhamgroup.com.au

Access in Action

EWPA

OFFICIAL PUBLICATION OF THE ELEVATING WORK PLATFORM ASSOCIATION OF AUSTRALIA INC



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EWPA

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AH2T

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EWPA Guidance on Major Inspections

The EWPA recently released a Guidance on Major Inspections – for owners and service providers – which provides information for those considering undertaking a major inspection.

he Guidance follows requirements as laid out in the Australian Standard – AS 2550.10 – which is considered a Code of Practice under relevant WHS laws.

The Standard requires a Major Inspection to be conducted after 10 years of use and every five years after that; or when MEWPs are to be recommissioned if imported and do not have previous work records.

MEWPs are designed for a minimum life of typically 10 years of operation under normal use. As with any mechanical plant, components and systems will gradually deteriorate as the machine is used.

Major Inspections verify the MEWP is in a safe and serviceable condition and regarding corrosion, fatigue and wear is be able to continue operating until the next scheduled Major Inspection.

The Guidance Note is in three parts.

 Part 1 outlines the general requirements specified in AS2550.10 Safe Use of Mobile

- Elevating Work Platforms (MEWPs).
- Part 2 for owners considering a Major Inspection of their MEWP.
- Part 3 for service providers outlining the necessary requirements when conducting a Major Inspection.

The Guidance identifies important considerations when conducting a Major Inspection and details expectations and requirements for compliance with AS2550.10 for owners and the service providers.

It also contains tables of mandatory items to be reviewed in a Major Inspection, including the initial assessment, the pre-inspection and during the Major Inspection; as well as discretionary items and critical items.

Visit the EWPA website www.ewpa.com.au and select Information Sheets.

On the cover

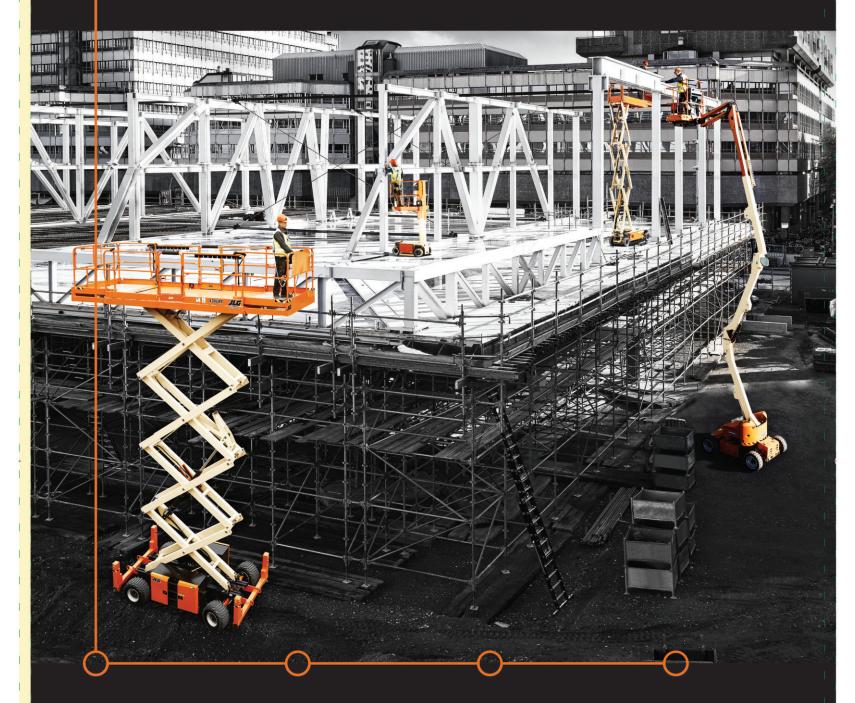
Skyjack proudly provides companies with qualityengineered, simple and reliable access and material handling equipment globally so they can maximise utilisation and their return on investment. As an industry-leader with roots in scissor lifts, Skyjack has evolved over the years and now manufactures all core classes of vertical mast lifts, scissor lifts, telescopic booms, articulating booms and, in the North American market, telehandlers.

Our team understands the importance of maximised uptime, so they're designed to provide just that. All major service points are easily accessible on Skyjack products, making for straightforward troubleshooting and repairs. The off-highway rental industry is a demanding space and our products are designed to withstand even the harshest conditions.

Visit: www.skyjack.com

P30

POR ALL YOUR WORK AT HEIGHT NEEDS



Electric Scissor Lifts

- 5 x ES models available (6 m to 12 m work height)

 Electric Drive
- 4 x R models available (6 m to 14 m work height)
- · Rugged design
- · Large number of accessories available
- Long run times between recharging

Electric Knuckle Booms

- · 4 x models available (9 m to 18 m)
- **Electric Drive**
- · Long run times between recharging
- · Jib Plus on most models

LRT Scissor Lifts

- · 3 x models available (10 m to 17 m work heights)
- · Dual Extension Decks
- Large Rated CapacitiesTier 4 Final Engine

1230ES Mast Lift

- Now outdoor rated
- Electric Drive
- · Long run time between recharging

131 JLG www.jlg.com.au Find our BIM Files for helping select your equipment during the Building design phase at www.jlg.com.au/bimlibrary.



President's message

This is my first report in 2020, and I look forward to the year ahead, for myself, my family and the EWPA.

I hope all our members had a safe and enjoyable Christmas and New Year.

In November 2019 the EWPA held its Annual General Meeting in Fremantle Western Australia.

During that meeting the election of office bearers was announced and I am pleased to mention I was nominated and will again be the EWPA President during 2020.

The list of office bearers is below: Doug Rawlings - President; Tim Nuttall - Vice President; Rick Mustillo - Past President; Board Members - Dean Halliwell, James Nightingale; Technical Director (Engineering) - Peter Wenn; Technical Director (Operations) - Peter Davis; TSHA President - Stuart Walker; State Representatives - John Glover - NSW, Richard Gannon - Qld, Jason Gaskin - SA, Keith Clarke - Vic, Will Reilly - WA. We had almost 100 people attend the AGM which was followed by the combined HRIA and EWPA Christmas function to wind up 2019.

Included in those attendees were some very credentialed members and Life Members of the EWPA and HRIA - Barry Martin, Bevan Daws, Gary Kerr and Tim Nuttall, plus a great turn out from past and present committee members and rental companies and suppliers from Perth and the surrounding

It was fantastic to see so much experience within the hire and rental and access industries all together in one location.

During the AGM, our CEO James Oxenham tabled the EWPA Financial Report, which sees the EWPA in a solid financial position, allowing us to progress training, guidance documents and services for all our members and the wider access industry.

This strong financial position is required since we will need to be involved in meeting with the various state and federal regulators throughout the country, to guide and influence discussions and decisions that shape the industry and could affect the way we do

For example, in 2019 in South Australia, SafeWork SA completed a safety audit of EWPs which they concluded on 30 June 2019.

SafeWork SA has now planned a follow up audit of the industry in South Australia which will involve many EWPA Members.

With the resources the EWPA has at hand, we intend to assist SafeWork SA with our experience, knowledge and logic so together we make sure we have an efficient and safe industry; and our regulators are making well-informed decisions on the future of the EWP industry.

Working with our members and our network of industry stakeholders is a large part of Association business. We are also mindful reaching out to end users who we currently have little contact with is an important role

of the EWPA. In March 2020, we will be exhibiting at Sydney Build and while there we will provide attendees with an overview of training, good practice, safety resources, technological developments and our work on Australian and international standards.

The EWPA's Good Practice Guide is an excellent example of our industry expertise, consolidated in a very professional online document for the whole access industry to use. As we progress with cloud and website-hosted resources, the need for easy to access reference material is critical, so end users can quickly find the answers they are looking for. Like our industry Yellow Card training program, the Good Practice Guide can be updated instantly by the EWPA, ensuring a live document that is under constant review and continuous improvement.

I encourage members and non-members alike to take a few minutes to read the EWPA's newsletters with links to the new Hire & Rental News website and see what online resources are available to help you meet your health and safety requirements, such as the new Good Practice Guide and the EWPA's extensive range of stationery.

I look forward to meeting many of you at meetings and events throughout 2020 and wish you all the best at the start of this new

Doug Rawlings President EWPA

Interference effects using radio transmitters

he EWPA recently released a Guidance Note on Interference Effects Using Radio Transmitters in MEWPs. This information sheet provides information for operators and supervisors on the risks associated with using UHF radio transmitters in Mobile Elevating Work Platforms, and provides guidance on the use of such devices.

The EWPA has advised when using a UHF radio transmitter in a MEWP an unintended motion occurred causing the MEWP to move even though the motion control was not actuated.

Subsequent investigation revealed the transmitter was placed on top of the control panel or in close proximity to the joystick controls resulting in interference between the transmitter and a hall-effect type joystick.

(Hall-effect type joysticks and sensors

are commonly used on cranes and telescopic handlers as well as MEWPs.)

Interference also affected the operation of some sensors on the MEWP causing spurious signals.

Only some UHF radios and some channels resulted in interference.

Significant factors contributing to this incident are:

- 1. The function enable (foot switch) was engaged;
- The transmitter was placed on the control panel close to the joystick with the aerial pointed towards the joystick;
- The UHF radio was transmitting at the

To prevent incidents of this type, the EWPA advises operators should follow best practice recommendations, including:

- 1. When performing any task other than manoeuvring the MEWP, the machine must be brought to a full stop and all motion controls must be disabled by disengaging the function enable switch (eg: foot switch). Simultaneous operation of the MEWP and other devices such as mobile phones or radios will divert attention from safe operation.
- Tools and equipment must never be placed on the control panel. Any object on the control panel may interfere with the controls either mechanically (eg: preventing control returning to neutral and causing a control to move with another), or electrically (eg: electromagnetic interference).
- Users of UHF radio transmitters should establish the radios conform to the appropriate directives and do not cause interference with equipment generally.

All information sheets, guidance notes and industry relevant information is available to all EWPA members. ■

Visit: www.ewpa.com.au

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THE PERFECT FIT FOR ANY JOB

Snorkel S2255RT and S2755RT narrow rough terrain scissor lifts deliver a durable yet portable solution to working at height in confined spaces on challenging terrain. Weighing less than 2,600kg, both models have a narrow 1.45m chassis width that means they can be easily towed on a trailer with a light commercial vehicle between jobs. The lifts feature powerful 4 wheel drive and a Kubota engine as standard, with a bi-energy option available that can be operated on diesel power outdoors or indoors on battery power with zero emissions.

For more information, call 1300 900 700 or visit ahernaustralia.com.au.



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Skyjack meets Euro Stage V Compliance

Skyjack released a white paper outlining the key changes in its equipment for Stage V compliance.

he European Stage V Emission Standards were implemented in early 2019, leaving many manufacturers to find appropriate engines for their equipment, both large and small, Malcolm Early, Vice President of Marketing at Skyjack

"The option for large booms was fairly straight forward, but many companies found it nearly impossible to meet Stage V requirements on <16m booms and maintain a reasonable price point," Malcolm said.

"By leveraging our Axldrive capabilities, and taking a similar approach to how we achieved T4F on our telehandlers in North America, Skyjack found a way.'

Skjack's solution for its <16m booms requires no Diesel Particulate Filter (DPF), and no active regeneration cycle. This means no idling on-site waiting for the cycle to complete and no costly consequences of ignoring those regeneration cycles altogether, Malcolm said.

Rather than trying to extend the production life cycle of its current machines, Skyjack decided instead to speed up its compliance timeline since it has already started delivering Stage V booms to rental companies looking for a compliant option in

Malcolm said Skyjack's SJ46 AJ, SJ51 AJ, and SJ45 T CE booms now feature a Deutz



Skyjack released a white paper on its Stage V compliance

D2.2 diesel engine with the only significant trade-off to drive speed.

"Function speeds have been maintained and performance while rough terrain driving utilising Skyjack's Axldrive four-wheel drive system has stayed optimal. In addition to these improvements on the smaller booms, noise on all Stage V compliant models will also see a noise reduction of up to 8%." ■

To see the white paper visit: www.skyjack. com/en-eu/ whitepapers

Bringing true telematics value to the off-highway industry

Since its launch in February 2018, Skyjack's telematics solution has won six awards on three different continents and is shipped on 50% of machines leaving its facilities.

When we started this project we analysed existing telematics products and knew they weren't enough for our customers, many of which operate mixed fleets with various

sizes of machines. The low adoption rates of those previous products prove that," David Swan, Product Manager of Technology and Innovation at Skyjack said.

Skyjack's telematics solution has won six awards on three different continents

"Elevate provides a fully connected fleet and delivers value to rental fleets from every size of machine, from scissor lifts to telehandlers. The only way we could see us providing our customers with true telematics value was to provide them with a solution we, the OEM had a hand in designing.

Elevate and products within its digital suite, have won an ALH Award for Access Rental Innovation, an IAPA Award for Innovative Technology, a LLEAP Award for OEM Essential Services, an Editor's Choice Award from Rental Magazine, and two Best New Product Awards one from HIRE19 and the other from HIANZ, David said.

We worked really hard and worked a lot with our customers, to ensure Elevate and the products within its digital suite hit the mark of being 'More than Telematics'," David said.

"These awards are proof what we saw in previous telematics products wasn't enough, and we developed a solution that is helping our customers improve their day-to-day business practices.'

The original launch of Elevate included three products within its digital product suite: Elevate Manager, designed as a high-level dashboard for fleet managers; Elevate On, designed to help operators on-site log machine usage and complete pre-use inspections; and Elevate Go, designed to provide service technicians with remote visibility to the

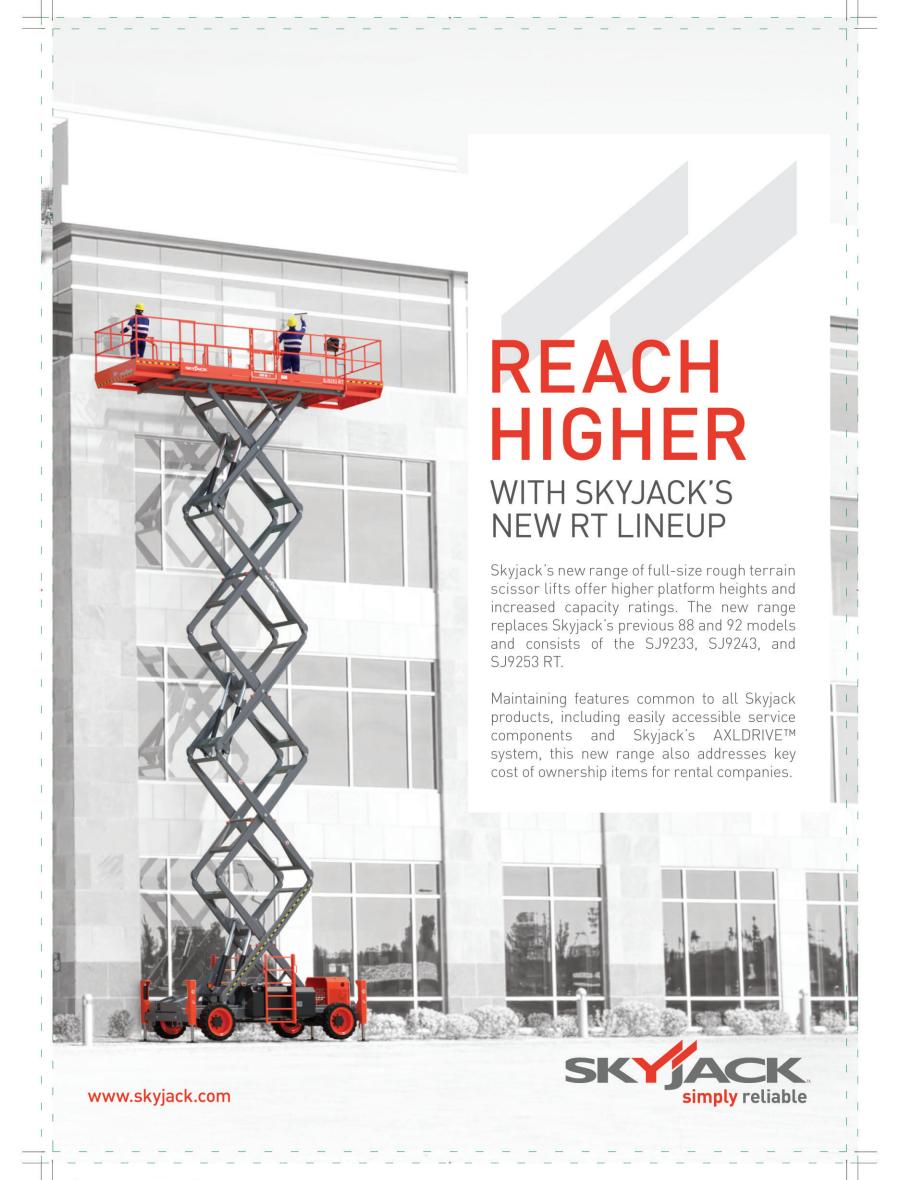
Working with its customers, Skyjack finetuned its existing digital products to further pinpoint specific data sets rental companies are looking for.

"The next digital products we're actively working on are enhanced versions of Elevate Manager and Elevate Go, along with new products like Elevate Live and Elevate's battery management system," David said.

These enhancements and new products are designed to better service our customer and operator user experience." ■

Visit: www.skyjack.com/elevate

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Snorkel commences lithium-powered speed level production

Snorkel has commenced full production of two new lithiumpowered Speed Level models at its UK assembly facility, in Washington, Tyne & Wear.

he two new models, the Snorkel SL26RTE and SL30RTE, are zero emissions featuring lithium-ion battery packs with built-in battery management system (BMS). The new models also feature an integrated electric powertrain developed with Hyperdrive Innovation, a Sunderland-based developer

and manufacturer of lithium-ion battery technology for electric vehicles and energy storage systems

The electric Speed Level models can be ordered with a choice of lithium-ion battery pack configurations to suit a range of applications, including a high capacity option for long distance driving and tunnel work.

John Gill, Chief Manufacturing Officer at Snorkel said: "We are pleased to have signed an official supply agreement with Hyperdrive Innovation, with whom Snorkel has worked closely to develop a stable electric powertrain that can deliver the reliability and performance our customers require. The design has undergone thorough testing, in concept and in field evaluations and we

customers' expectations." The use of maintenance-free lithium-ion battery packs reduces running costs by up

are confident these models will exceed our

to 95% when compared to an engine and are shown to last up to 20 times longer than lead acid batteries. The low voltage system is easily serviced, without the need for specialist high voltage training, and has been tested in climatic chambers between -25°C and +60°C.

The zero emission, lithium-ion batteries also deliver significantly less jobsite noise. For example, the new SL26RTE is 60% quieter than the existing Snorkel SL26SL, at less than 68dB, John said.

Fitted with a 2.5kWh 50A battery charger, the battery packs can be fully charged in less than six hours, at a significantly lower cost than the diesel equivalent.

The Snorkel SL26RTE delivers a maximum platform height of 8.0m (25ft 6in), a lift capacity of 680kg (1,500lbs) and a 1.72m (5ft 8in) x 4.6m (15ft) platform with the 0.91m (3ft) roll-out deck extension deployed, the SL26RTE weighs 3,500kg (7,826lbs) and, available with non-marking tires, is ideal for indoor and outdoor applications.

The larger Snorkel SL30RTE can reach a maximum platform height of 9.0m (29ft 4in), lifting a maximum platform capacity of 590kg (1,300lbs). Drivable at full height, the SL30RTE has a fixed platform of 1.72m x 4.23m (5ft 8in x 13ft 11in) and weighs 3,450kg (7,605lbs).

Both models share the same 4-wheel drive performance, 50% gradeability and self-levelling capabilities without stabilisers up to 9° front to rear, and 13° side to side, as the original diesel-powered Snorkel SL26SL and SL30SL which are also still available to order. As of 1 January 2020, the SL26SL and SL30SL models will be rebranded as the SL26RT and SL30RT.

Visit: www.snorkellifts.com



Snorkel has commenced production of its lithium-ion electric Speed Level and has signed an official supply agreement with Hyperdrive Innovation for its electric powertrain and

First six lithium powered Snorkel speed levels delivered to Germany

hern Deutschland has delivered the first six Snorkel SL-RTE models in Germany to SystemLift member, Alexander Gräber at Gräber

The order for the six units consists of three Snorkel SL26RTE and three SL30RTE models, and was received during Bauma 2019 where Snorkel previewed the lithium-ion prototype. The two electric Speed Level models entered full production in Snorkel's UK manufacturing facility in early November, and the six lifts have been delivered to Gräber Konstanz in mid-November.

Gräber Konstanz has four rental locations

and operates a fleet that includes aerial work platforms, cranes and forklifts. They are a member of SystemLift AG, an association of independent rentals companies, who together create a nationwide network of more than 70 member companies, with access to more than 7,000 pieces of lifting equipment.

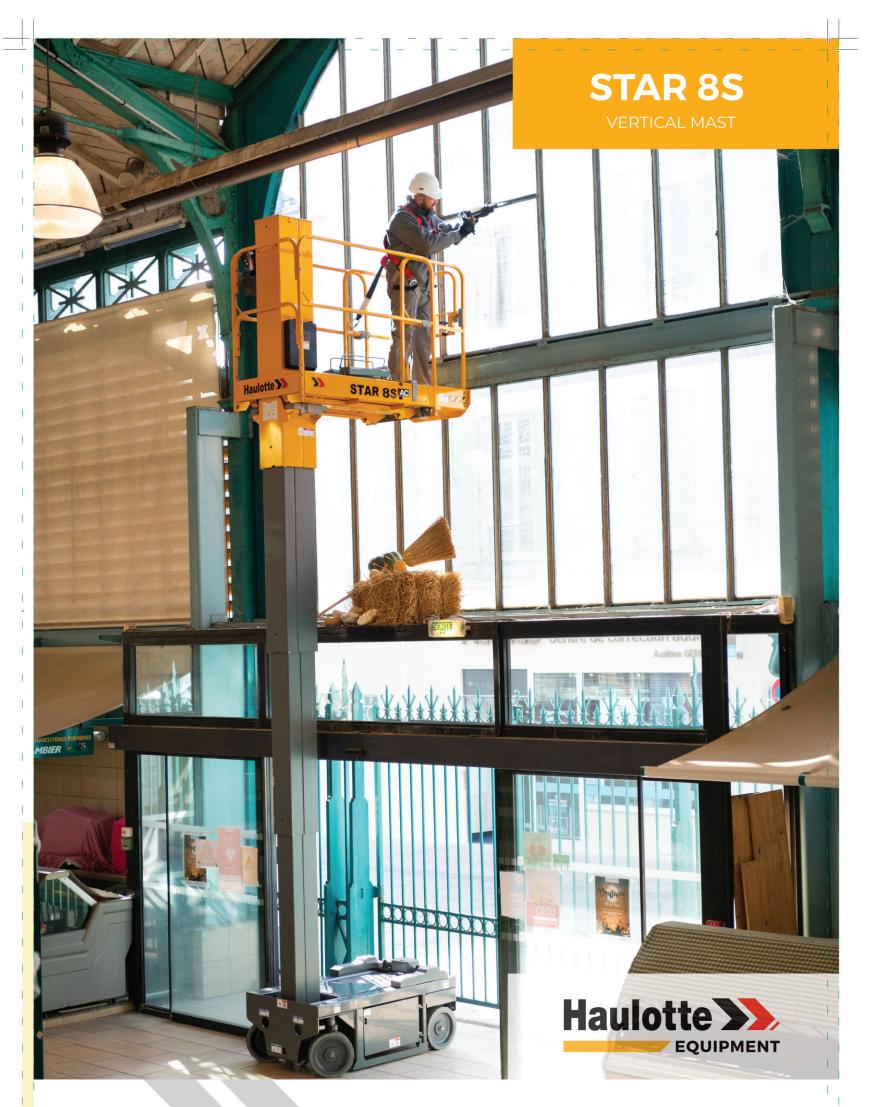
The two new Speed Level models, branded as the Snorkel SL26RTE and SL30RTE, are zero emission and feature lithium-ion battery packs with built-in battery management system (BMS). The machines also have an integrated electric powertrain developed with Hyperdrive Innovation, a UK-based developer and manufacturer of lithium-ion battery

technology for electric vehicles and energy storage systems.

Mr Graber said: "We are pleased to have made the decision to add the new electric Snorkel Speed Levels to our fleet, which are proving to be very reliable and are built to a high standard. It helps us to have confidence in our chosen path to provide greater zero emission lifting solutions with lithium-ion, as we try to fulfil the demand for costeffectiveness, fuel consumption and to meet the increasing regulations on exhaust and noise emissions."

Visit: www.snorkellifts.com

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New Genie Director of Technical Services in Australia, APAC & China

Craig Kittle is the new Genie Director of Technical Service for Asia-Pacific (APAC) region and China, Terex AWP and plans to proactively support aerial equipment customers following his start with the company in July last year.

e will be responsible for coordinating and managing the Genie brand's technical service, used equipment and product support operations for Australia, APAC and China.

"Craig has jumped right into the role and is adding tremendous value in the region for Genie," Matt Treadwell, Genie Vice President of Parts and Services for Terex AWP said.

"Initially, his focus has been to develop

and build customer-focused strategies, as well as to implement processes, systems and tools that enable Genie to deliver excellent service to our customers. Craig's ongoing efforts will continue to endorse Terex AWP as a strong technical services leader in the region."

Craig will also lead and be accountable for a seamless collaboration between the Genie brand's technical service, used equipment and product support teams, as well as other



Craig Kittle is the new Genie Director of Technica Service for Asia-Pacific (APAC) region and China, Terex AWP

business functions, including engineering, sales and marketing, and operations to better serve Genie customers throughout the region.

Prior to taking on this new role, Craig served as the Director of Operations at the Terex manufacturing facility in Oklahoma City, Oklahoma, USA.

Visit: www.genielift.com

New permit scheme benefits Queensland crane industry

A new permit scheme for crane operations began across Queensland in late November as part of the on-going transition of Class 1 permits.

HVR Program Director Annette Finch said the new Queensland Class 1 Crane Permit Scheme was the result of work undertaken by the National Heavy Vehicle Register (NHVR), Local Government Association Queensland and the Crane Industry Council Australia. "This scheme will increase productivity and reduce the burden for the crane industry operating across Queensland," Annette said.

"Previously crane operators in Queensland had to apply for individual radius permits, however under the new scheme operators can apply for the pre-approved network and be

Haulotte has moved premises

Haulotte Australia has expanded its operations and moved to a new location in Dandenong South.

During the move the company had one day of downtime where it suspended its parts deliveries on Thursday 19 December in order to relocate spare parts stock. Deliveries recommenced Friday 20 December.

Haulotte Australia Managing Director, Keith Clarke thanked all customers for their support during the move and offered an invite to welcome customers to the new location.

You can now find Haulotte at: 51 Port Link Drive, Dandenong South Victoria.

Contact numbers remain the same: 1300 207 683 for any new machine, service, spare parts or technical support needs.

Visit: www.haulotte.com

issued a singular permit for participating local council roads."

The NHVR has developed a pre-approved network map to assist with operations. This map will advise operators of the pre-approved roads, any restricted structures and will specify any imposed conditions of access.

The new scheme will be published alongside the return of Special Purpose Vehicle delegations in Queensland, including the 3, 4 and 5 axle all terrain mobile cranes as well as crane and dolly configurations.

LGAQ Transport and Logistics Lead Robert Chow said the scheme was a big win for local government and for industry because it provides crane operators with greater access assurance while protecting vulnerable infrastructure on the local government network.

"The scheme will remove administrative burden for local government through a reduction in the need for multiple permits," he

The permit scheme and additional information is available on the NHVR website at www.nhvr.gov.au/road-access/access-management/delegations-project

For more information on the Queensland Class 1 Crane Permit Scheme see the NHVR's Industry Training Video at https://youtu.be/ OuvnmUW1b0o

The Crane Permit Scheme follows the earlier transition of Class 1 delegations for Agricultural permits from TMR to the NHVR in August.

The NHVR transitioned the delegations for Class 1 Oversize Overmass permits in Queensland on 16 December 2019. ■

Visit: www.nhvr.gov.au

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Why use a spiderlift?

By Tim Joyce, Managing Director of Monitor Lifts Australia

the first spider lift to Australia in 1998, very few people knew what one was. People told me they would be very difficult to sell because they were more expensive than the good old trailer mounted 'cherry-pickers'.

Now, 20 years on, there are a number of brands on our market, a huge range of models to choose from, and most people in the industry recognise the type, (if not actually own one).

A spider-lift is a self-propelled boom-type MEWP (mobile elevating work platform) designed to be light in weight, as compact as possible, and uses four stabiliser legs to achieve stability and levelling.

The two big benefits of the spider-lift over trailer mounted lifts was their compact size for accessing difficult locations and their 4WD self-propulsion to increase productivity in moving quickly from location to location and traversing terrain that would stop other heavier or more cumbersome machines.

These benefits became quickly recognised, particularly in the property maintenance and rental sectors. However, the limitation for some applications was the Leguans were only available with a working height of 11m at the time.

As the need for taller spider-lifts became apparent, we travelled to Europe and Scandinavia researching different brands before settling on the Omme Lift product from Denmark.

Monitor initially brought in the 19m and 22m Omme models which quickly grew in popularity.

The beauty about these spiders is, all of a sudden, here was a machine that could be towed on a trailer, fit through small gates, drive over rough terrain, set up on slopes, and reach up to 22m in the air.

Spiders of up to 18m working height can be set up on trailer packages weighing in at under 3.5 tonnes, which means they can be towed by the beefier tradies utes.

Once you jump up into the 22m spiders, the weight of the spider increases to around 3 tonnes, and so a package will typically weigh around 4 tonnes (depending on the model).

This combination is generally towed behind a small truck.

The light design of spiders also means they lend themselves to being craned into difficult locations. A spider-lift weighs approximately one third as much as an equivalent height conventional boom-lift.

Most spiders these days have easily removable baskets to allow them to access really tight locations.



Monitor Lifts' 2714 spider lift offers unbeatable access

Most baskets are alloy and are easy for two persons to unclip. Some come equipped with small wheels so one person can wheel the basket into position.

The spider's ability to set up in difficult locations is one of the type's most impressive features. With experience and training, it is incredible where a spider can be utilised.

Some models possess greater leg travel than others, and larger spiders (over 20m) have longer legs than their smaller cousins.

These larger models will also generally have variable stabiliser positioning options. This gives the operator further flexibility in setting the machine up in tight spots.

There are a wide range of shapes, sizes, and brands available on the market. How does one choose? Here's a few points.

Size

Think about what the right size is for you. Obviously cost comes into this, since the taller you go, the more you will need to spend. (These days spiders are available way up to 50m tall).

Remember, weight is a big factor in your decision here too. As a rule of thumb, 18m and under can be towed behind a decent ute; over that you will require a minimum of 4.5 ton tow capacity.

Boom Type

Stick or knuckle? This does come down to personal choice. A knuckle type boom gives better up-and-over reach, however some like the straight stick booms for simplicity.

The good news is both types are available.

Power Source

Spider lifts are mostly supplied as a hybrid machine (with a combustion engine and an electric motor) since they are suitable for both indoor and outdoor applications.

Originally this was mainly a Honda

petrol engine and a 240 volt electric motor. Now there are also diesel engine options as well as battery systems instead of the 240v motor.

Some owners such as arborists rarely use the electric motors, because most of their work is outdoors, and the speed of operation is generally faster operating from the combustion engine (larger hydraulic pumps are used on combustion engines V/S electric motors).

So both weight and cost savings can be had by leaving out this option.

If an electric motor is desirable, the 240v option is the lightest and most economical.

However, if you plan to do a lot of indoor work, the battery option is worth the extra cost, because this removes the need to be plugged into a 240v lead to operate the machine.

Some models now have the choice of conventional lead-acid batteries or the newer lithium battery systems.

Again, the amount of indoor work you plan to have will govern this decision.

The main advantages of lithium systems is, they are lighter, do more work on a charge, they recharge faster and are maintenance free. They just cost more.

Tyres or Tracks

The only true spider-lift available on wheels is the original 'Leguan'. These machines come with a choice of either wheels or tracks.

All other spiders are designed around a tracked chassis only.

Tracked drives offer the advantage of being able to offer an option of an expanding undercarriage. This is a good feature for getting into tighter locations.

A tracked drive can also be of benefit in soft or rough terrain, providing a lower ground pressure and increased traction.

Where the wheeled Leguan does shine is it has a higher drive speed than tracks, making it a great choice for outdoors where it will save time driving from A to B.

It is also still quite capable in rough off road conditions with its traction tyres and Four Wheel Drive system.

Conclusion

Do your homework on the brands, check out the supplier. Make sure you can be guaranteed good back-up service wherever you may be, with good spare parts and technical support.

The best thing you can do always is to chat to someone who has one.

Also, especially make sure the machine is properly certified in Australia. It is a requirement here that every machine is design registered with SafeWork to the Australian & NZ design standard AS/NZ 1418.10.

And, if buying second hand, remember all access machinery in Australia requires a recertification at 10 years of age, so look at this closely before parting with your coin. ■

Contact: 1800 025 024 or visit: www.monitor.net.au

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Let's Change Things Together



The 3315 Spider Lift from Monitor Lifts is a dual telescopic knuckle boom which allows 17m of up-and-over reach

Spider goes up, over and out

he 3315 Spider Lift from Monitor Lifts is a dual telescopic knuckle boom which allows 17m of up-and-over reach, 15m of horizontal reach and maximum work height of 33m.

Featuring Scanreco radio control operation for all functions, plus 'auto-stow / go-home' and 'auto-level', the 3315 Spider Lift has a Kubota diesel engine standard but is also available as a hybrid.

The hybrid option provides an on-board Lithium battery system allowing the entire machine to be operated almost silently which is brilliant for operating in and around quiet zones or after-hours, or even just to improve communication between ground and platform, Monitor Lifts' Ben Joyce said.

The 'quick stick' feature allows the

machine to set up with the bottom boom in the vertical position, yet the basket still at ground level, which then allows the operator to elevate from ground level to working height in a greatly reduced time frame, Ben said.

"Also the huge amount of telescope in the bottom boom provides a vertical lift path if required. This clever design also provides zero tail-swing, meaning the 3315 is amazingly capable of operating in confined areas," he said.

The heavy-duty crawler track system is hydraulically expandable, and expands 'out and down' to increase departure angle and ground clearance, for rough off-road operation. Non-marking rubber tracks are available if required for operating on fragile surfaces.

"This 3315 Spider Lift is amazingly compact. With the basket removed, the length

is only 6.5m. Height is 1.99m and width 1.39m (with tracks retracted) for narrow gateway or commercial doorway access," Ben said.

The 3315 Spider Lift is available with three basket sizes, ranging from 1.4m - 2.2m wide. 230kg SWL is the same across all sizes.

"Dual position outrigger legs allow versatile setup options, especially when operating in and around obstacles or tight areas. Full rotation and full working height can still be achieved, even when the 3315 Spider Lift is setup in its narrowest setting of 3.38m. The clever angled and extra-long travel stabiliser legs mean you can set the 3315 up on very uneven ground, and it can also self-load onto some trucks and trailers.

"With a low tare weight, transporting is much simpler and more economical than with much heavier conventional EWPs. This low weight design also means the 3315 Spider Lift is ideally suited for craning onto sites and operating on load sensitive floors."

Contact: 1800 025 024 or visit: www.monitor.net.au

How spiders are helping to save koalas from bushfires



The introduction of Monitor Spider Lifts has been a game changer for helping to save koalas after bushfire

s bushfires raged up and down the east coast, one intrepid hire industry customer has been using a Monitor Lift Spider Lift to actively help save koalas in danger from the bushfires.

Port Tree Fella, based in Port Macquarie has been on the fire grounds nearly every day since 2 November, working to help save as many koalas as possible as part of their assistance to the local Koala Hospital.

"We have been on call with the Port Macquarie Koala Hospital to rescue koalas for over 10 years now," Peter Berecry, an AQF 5 Arborist with the company said.

"We used to climb the trees and attempt to get close enough to bag capture them. This was a usually not successful, especially on larger species.

"The introduction of Monitor Spider Lifts has been a real game changer. There are not too many koalas we cannot rescue now.

"We can safely access the canopy with two operators and retrieve koalas that may be hard to handle such as mothers with small joeys on their backs or that are severely injured.

"Recent bushfire casualties with severe burnt claws and wounds can be carefully retrieved with care and bagged without causing too much stress," Peter said.

"A large number of the koalas people may have seen receiving treatment at the Port Macquarie Koala Hospital were captured using the Monitor 1890 Spider Lift.

"Big thanks to Monitor Lifts for making this happen." ■

Contact: 02 6755 6000 or visit: www.monitor.net.au

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Events

OFFICIAL BULLETIN OF THE EVENTS DIVISION OF THE HIRE AND RENTAL INDUSTRY ASSOCIATION LTD





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Cooling down the summer with launch of two new cooling systems - p46

President's message

Onwards and upwards for the **Events Division**

are many new opportunities for the Events Division. The HRIA's newly launched HRIA Apprenticeship & Traineeship Scheme (HATS) is opening up new opportunities for careers in hire and our industry's access to available government funding for quality training in our industry.

ith the start of the New Year there

Based on the Certificate III in Business, the training has been contextualised for the hire industry and has made the course an induction program for those new to the hire industry

The program offers both state and federal government funding as well as tax incentives for NSW businesses, plus payroll tax exemptions for qualifying employees. HATS provides a solid understanding of the industry while creating close networks for the participants in each cohort. The first program is rolling out now in NSW and will be made available to all members of the HRIA in coming months. More information is available on the HRIA website (www.hireandrental.com.au).

To ensure all Events Division members get the most out of their visit to HIRE20 in Adelaide in May, we have been working hard to create an informative and events focus filled day on the Tuesday before the Convention begins

Already we have locked in an Events site tour, lunch and workshop with the highlight a keynote speaker specific to the events market. More details will be updated as they become available, but this is a day not to be missed if you are part of the events industry.

Plus there will be an 'Events in Focus' area at HIRE20 where our division can gather to meet and greet old and new industry friends.

In other news, the Events Enterprise Agreement, drafted in conjunction with MST Lawyers, is well on track and we expect this to be finalised very soon. We have worked through several refinements of the agreements, finessed some of the items that are 'above and beyond' the needs of the industry and cross modelled the current retail award with the proposal in the Enterprise Agreement. We are all excited to see the final outcome – a tailored award or agreement more suitable for our industry's requirements.

While we're talking about how we can provide better resources, training and advantages for new members, it is appropriate to welcome more new members - we are strongest when united as an industry. The National Office of the HRIA has been extending information to industry members around the country, helping us to extoll the many benefits of membership in the Events Division.

Recent new member applications include: Altegra Australia, Knoxfield VIC;

- Country Racing Victoria, Flemington VIC;
- Total Event Services, Winnellie NT;
- Coulson Party Hire, Carrum Downs VIC;
- JD Events, Kelso NSW.



Welcome to our newest members and we hope to see you very soon at one of our local meetings

As HRIA Events Division members we all have access to a raft of resources available in the Member Services section of the HRIA website.

To access these very helpful resources, simply login online (www.hireandrental.com. au) to retrieve:

- Information sheets and guidance documents including - guides to ABCB Temporary Structures Standard (and a link to the Standard);
- HRNet our industry's human resources support and advice line;
- HRIA Insurance Brokers tailored insurance focused entirely on the hire industry;
- HRIA Accounting & Advisory tailored advice for the hire and events market.

Finally, for those wanting to really kick start their year with a rewarding and enterprising program, the HRIA's Women in Hire program and Young Professionals Network are available to access for all members. Both programs offer insightful learning opportunities and will connect you to a whole new world of creativity and industry friendships.

What are you waiting for? Let's get this year started – there are many, many options for you. All you have to do is choose.

Erin Johnston Events Division President

Utility vehicle hire company celebrates 20 year milestone

vents utility vehicle supplier, 1800Buggies has celebrated 20 years in business, recalling its first major event n 1999 at the Australian Motorcycle

Grand Prix at Phillip Island in Melbourne where it supplied 15 utility vehicles.

In another new milestone, 1800Buggies recently took delivery of two unique ARGO

Amphibious ATVs for a unique project in Western Australia.

The ARGO amphibious ATVs are a very specialised niche market, designed for extreme terrain and where low impact on surfaces is crucial," Pip Jewson, Director 1800Buggies said.

1800Buggies recently also developed an ambulance style 4x4 Medical Buggy which has a FERNO folding stretcher bed, allowing the buggy to access to patients in hard to reach places where traditional golf carts can't perform.

"Models are available in two, four and six person, mostly diesel powered since this is a common source of fuel on most sites. All buggies are 4x4.

With expansion and business plans underway and the establishment of its free call national phone number (1800 284 443), the company changed its name from its former Paton's Event Hire to 1800Buggies.

With operations in all states of Australia and a growing fleet of over 150 ATV Buggies, the company only focuses on buggies.

"We also developed our own app for vehicle conditions reports which saves thousands of sheets of paper and streamlines our processes, plus gives us digital signing on mobile devices and capability to work anywhere." ■

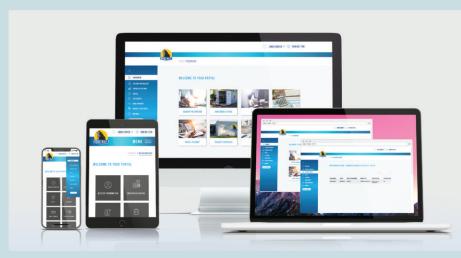
Contact: 1800 Buggies (2844437) or visit: www.1800buggies.com.au



Events utility vehicle supplier, 1800Buggies has celebrated 20 years in business

HIRE AND RENTAL NEWS NOVEMBER 2019

New customer portal enhances customer relations



Royal Wolf's new customer portal allows customers to manage their accounts

Shipping container supplier, Royal Wolf's new customer portal for account holders offers a seamless, efficient and accessible online program to allow customers to manage their accounts. eil Littlewood, Royal Wolf's Chief Executive Officer, said the new portal is a game-changer and differentiates Royal Wolf from its competitors.

"This new portal will really change the way account holders work with us. Innovation is at the heart of our business, and this new platform is another example of Royal Wolf listening to our customers and providing solutions that improve their experience," Neil said.

In-demand features for the customer include the ability to update account information, change payment methods, make secure credit card payments, add new users and access statements and invoices. The portal also offers visibility of containers currently on hire and the ability to request quotes for new container hires.

Viv Kennelly, Executive General Manager – National Accounts at Royal Wolf said: "The new customer portal allows greater visibility with ease of access to information, online payment options and ability to order equipment, all of which are essential needs for our customers."

The development builds on the success of Royal Wolf's achievements in August 2019, when it was recognised as an ABA100 winner for New Product Innovation and an ABA100 winner for Technology Innovation. ■

Visit: www.royalwolf.com.au



HIRE AND RENTAL NEWS FEBRUARY 2020

Cooling down the summer with two new products

Expanding its evaporative cooler range, Climate Rental Solutions released two new cooling systems in December including the Airbitat Evaporative Cooler and the Power Breezer Misting Fan.

he Airbitat is a revolutionary new product which is designed to be 50% more effective in delivering deeper cooling than conventional evaporative coolers by using three-step Reevac Deep Cooling technology, according to Climate Rental Solutions Director Troy Donegan.

"The Airbitat operates from a standard power supply, attaches to a continuous water supply, is fully mobile on wheels and covers an area of approximately $50m^2 - 75m^2$," Troy said.

"The Power Breezer Misting Fan is a new product that combines patented jet stream and atomisation technology to deliver the most powerful, focused and quiet air stream available. It features a massive 322 litre tank which provides up to 40 hours of running time before needing to be refilled," Troy said.

Developed and manufactured in Singapore, the Airbitat units will be distributed exclusively by Climate Rental Solutions on the east coast of Australia (including SA). The Power Breezer Misting Fans were designed and manufactured in USA and Climate Rental Solutions is an Australian distributor.

The Airbitat units will be supported and available from Climate Rental Solutions and WA distributor, Safety Cool. The Power Breezer units will be supported and available from Climate Rental Solutions.

"The Airbitat's unique three-step cooling process incorporates the ultra-efficient heat exchanger unlike conventional evaporative coolers which have one step cooling via a cooling pad. The Airbitat is self-cleaning and has a web-based smart control system meaning it can be operated and monitored remotely allowing you to see real time performance data and adjust the settings," Troy said.

"The Power Breezer design combines jet engine technology and atomising technology with fluid dynamics to deliver the most powerful, focused, and quiet air





stream available. Its unique head folds into the base which is perfect for storage. The Power Breezer Misting Fans are incredibly efficient, robust and extremely quiet using innovative technology. It is an extremely popular product in the US and was designed for military use," Troy said.

Applications for both products include outdoor events, outdoor dining, marquee cooling, work shop cooling or anywhere evaporative cooling is required, Troy said.

Operating since 2013, Climate Rental Solutions is located in Hallam, Victoria and is a family owned business with Directors, brothers Troy and Matt Donegan. Climate Rental Solutions specialises in the hire and sale of portable air conditioning, heating and restoration equipment for commercial requirements.

Contact: 1300 447 247 or visit: www.climaterentals.com.au

Name change and tent expobig success for HTS tentiQ

öder HTS Höcker has become HTS tentiQ with the brand name change announced during the company's Annual Tent Expo in Wachtersbach, Germany in November last year.



Röder HTS Höcker has become HTS tentiQ

HTS' Peter Thorpe and Jeff Stevens, National Sales Manager Australia and New Zealand, hosted six Aussie event hire customers at this year's expo.

"The Tent-Expo displays one of the largest and most diverse ranges of clear span structure tent systems from a single manufacturing source," Jeff said.

"The show focuses on the very best HTS tentiQ has to offer from the smallest to the most sophisticated temporary structures.

"While viewing the products and enjoying the complimentary hospitality, customers can further enhance their attendance by visiting the HTS 'partner' exhibitor area," Jeff said.

"This area is set aside for the display of numerous leading events industry related products and services including event furniture, decorative linings, heating and air conditioning, event planning software, cover cleaning machines and more," he said.

The Aussie attendees included Steve Palmer from Territory Events Hire in Darwin; Tom Carroll from Range Event Hire in Towoomba QLD; Clint Hill from Exponet; Sam Whyte from Australian Temporary Structures and Your Event Solution; and Colin and Trish Benson from Walkers Party Hire in Sydney.

The attendees from Australia are looked after very well by the German company and airport transfers, accommodation, factory tour and a visit to a large rental company in Germany are all provided free of charge.

The show runs for four days and hospitality is provided at the show. This year a huge 40m wide Polygon structure was the main feature and within that was a fantastic Manhattan 10m x 10m double storey structure. A large combination of structures were used as the base for registrations, entertainment and meals.

Contact HTS tentiQ on: 02 4388 3076 or visit: www.hts-tentiq.com

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Above: No Fuss Event Hire commenced the build of their grandstands two months prior to the event. Below: The Presidents Cup featured 220,000ft2 of flooring and carpet

No Fuss for Presidents Cup

Supplying over 5,000m² of flooring, temporary roadways and wheelchair accessible pathways, No Fuss Event Hire worked for a massive three months onsite at The Royal Melbourne Golf Club to set up and pull down for the 2019 President's Cup.

hile the 2019
President's Cup, one of the biggest and exciting tournaments in international golf, was held 9-15 December, No Fuss Event Hire commenced the build of their grandstands on 11 October, two months prior to the event.

The Cup, which is held annually, was last hosted by Australia back in 2011 and attracted approximately 180,000 spectators.

The grandstands No Fuss installed included 6,900 seats over 18 stands; the biggest stand holding a massive 1,196 seats.

No Fuss also supplied I-Trac for temporary roadways, Supa-Trac wheelchair accessible pathways and Plastorip flooring to protect the greens, totalling over 5,000m² for the tournament. The No Fuss team commenced bump-out immediately afterwards and finished up in early January, 2020.

The Presidents Cup: By the numbers

To set up and efficiently run The Presidents Cup takes a lot of time, effort and resources. Here are a few facts:

- 220,000ft² of flooring and carpet
- 154,808ft² of tents
- 70,000 linear feet of rope
- 50,000 linear feet of fencing
- 9,500 temporary grandstand seats
- 3,000 linear feet of picket fencing
- 2,600 linear feet of bar railing
- 2,500 stakes
- 2,312 bar stool
- 2,016 chairs
- 1,500 trash receptacles
- 345 TVs utilised throughout the venue
- 313 golf carts in use by staff, teams and volunteers
- 250 Port-O-Let restrooms
- 215 scoring laptops120 picnic tables
- 40 generators
- 30 restroom trailers
- 30 temporary office trailers
- 15 on-site video boards
- 11 electronic scoreboards

Visit: www.nofusseventhire.com.au





Equipment Hiring Business Adelaide, SA

- The business has been established since the 1980s with the current Owner since 2006
- New 5 + 5 Lease from settlement to buyer at commercial rental
- Sale includes all modern Equipment recently valued by Independent Valuers at in exess of \$900,000
- Low staff level needed, exisiting staff with lengthy experience
- Figures show consistant profitability and growth
- For genuine sale by Registration of Interest.

Offers expected in the low to mid \$800,000 range.

Contact Brian Sander

0418 823 248 | 1300 366 521 brian@benchmarkbusiness.com.au benchmarkbusiness.com.au



HIRE AND RENTAL NEWS FEBRUARY 2020

Specialised winch hire tailored to customer needs

From humble beginnings is the way Brett Williamson, owner of Winch Hire Australia likes to describe his hire business supplying heavyweight equipment for lifting, shifting and pulling for commercial, industrial, construction, telecommunications, civil, mining and marine industry applications.

ith the best in winches, hoists, air compressors, cable handling equipment, air compressors, cable jack, trailers, accessories, repairs and services, plus machines that can lift and pull from 250kg to 60 tonnes, Winch Hire Australia also has the experience, servicing skills and commitment to safety.

The hire company, based in Sumner, Queensland, started in 1996, when Brett saw a need for industry to hire highly specialised, up-to-the-minute equipment on a project-byproject basis.

Originally Brett was buying and selling second hand equipment, rebuilding and reselling to a niche market.

He was approached by a client who needed a winch, but who didn't have the

dollars to buy it, and who only needed the winch for two weeks.

So Brett helped him out and founded Winch Hire Australia. Originally the business operated under the umbrella of his father's business, Impact Supplies but separated and became Winch Hire Australia after his father passed.

National Sales Manager at Winch Hire Australia, Troy Moulder said the hire business can supply equipment to pull underground cables and will work to meet all client requirements.

"We are very specialised in our market," Troy said.

"If a client has a particular application, we can fabricate a winch to suit the client needs. We are unique in our market."

Troy said

Troy said the business is 4801 accredited and has all its safety processes in place.

"We take our customers on the safety journey with us," he said.

"Our business is to go above and beyond and provide our customers with the best advice on the best way to approach a job.

"Brett's focus is to make sure the customer is happy and has a good experience so they come back again and again," Troy said.

"It is this 'fair and honest' and family oriented approach to business that has seen the business prosper for over 20 years.

"We have some of the original employees from Impact Supplies who have been with the company since the 1970s, working with Brett's father.

"Brett is big on family culture and likes to give people an opportunity to grow inside the hire business."

Winch Hire Australia has an experienced team of qualified tradesmen with amazing product awareness and industry experience, Troy said.

Services the business offers include: winch and associated equipment repair, maintenance and testing, rope replacement or tailored services, as well as VOC training in Brisbane or on clients' preferred sites. Extended services include: rope spooling and de-spooling; winch inspection; chain hoist servicing, repair and testing; load cell systems; rigging and winching product selection; and winch testing and certification.

Contact: 07 3376 2888 or visit: www.winchhire.com.au



Winch Hire Australia has the experience, servicing skills and commitment to safety with the best in heavyweight equipment for lifting, shifting and pulling

Onsite takes a shine to sustainable lighting

An order of Morris Site Machinery solar powered lighting towers to Onsite Rental Group is widening its offer of sustainable rental solutions.

nsite Rental Group now has 20 SMC TL55 Solar tower lights operating in Queensland on a specific site/project that requires light in a cleaner, greener way. The new recent order for the solar lighting towers was in response to the project's environmental concerns.

Phil Winnington, International Business Director for Morris Site Machinery said: "The SMC TL55 Solar meets industry demand for a truly sustainable and low maintenance tower light.

"With both battery and mains supply, it has zero noise and emissions and offers flexible options for all site applications with little need to attend or maintain onsite. It can run indefinitely in the right light with up to 500 hours run time from the battery using auto dim LEDs and PIR sensors," Phil said.

'We are proud to have been doing business in Australia for more than 15 years and we understand the need for equipment that can deliver in demanding terrain and climates.

We also appreciate hirers are looking to be more sustainable and environmentally aware and



Onsite Rental Group now has 20 SMC TL55 Solar tower lights operating in Queensland

that is becoming increasingly important in making their

Onsite Rental Group has been supplying business customers with total rental management solutions across Australia for over 30 years.

Rhys Kinder at Onsite said: 'We need equipment that can be relied on to do the job and SMC is a proven brand in the Australian market. The TL55 Solars will appeal to customers requiring sustainable options and enable us to widen our offer."

"The SMC brand has a 25 year heritage. Its models have been developed to meet the demands of Australia's challenging temperatures, terrain and health and safety regulations," Phil said.

Morris Site Machinery is part of fifth-generation, family business group Morris & Company, which celebrated its 150th anniversary in 2019. ■

Visit www.morris-machinery.com.au

NEW Portable Radar Speed Check Sign (PRSCS)

DC equipment has introduced the tripod mounted Portable Radar Speed Check Sign (PRSCS) which features the full functionality of the Radar Speed Check Sign trailer.

This unit is lightweight, easy to set up and transport and features a radar and LED display to inform drivers of their speed compliance and help improve safety on the road.

To set up the PRSCS, users simply attach the all-in-one integrated head of the unit onto the tripod, choose the maximum speed and it is ready to go, Nik Morcus, LDC Equipment Equipment Manager said.

Speed limit is displayed as well as oncoming driver speed as well as happy face, sad face and slow down according to driver compliance," Nik said.

This new power efficient unit features long battery life and adjustable brightness.

The new Portable Radar Speed Check Sign is 100%

Australian designed and made and is easy for one person to manoeuvre.

With the introduction of the new sign, LDC Equipment offers advice on which sign, a pole, trailer or tripod mounted unit is best for different applications.

The company offers a few things to take into consideration.

The portable unit is only suited to slower traffic areas, such as roadworks, where cars are travelling 50km/h or less. For highways and busy roads, the trailer mounted unit is most

If portability is needed the trailer or tripod units are the options to consider. While both types are easy to move and can be handled and set up by one person, the tripod unit offers portability with a carry bag and lightweight design. This allows transportation in a regular car with no towing bar required. If the vehicle travelling with the unit already has a towing bar,

the trailer mounted unit could be the better option. For a fixed option, the pole mounted radar speed sign is the ideal choice.

While all three types of signs can be set up temporarily, the

tripod and trailer are the ideal options for temporary use. A pole mounted sign will provide a permanent solution as well.

Outdoor or Enclosed

For an open space, the trailer mounted unit may be more suitable than an enclosed space, but the tripod unit could be a

better fit for a gated complex if supervised.

If the unit will be supervised to some degree, the tripod mounted speed check sign could be the unit depending on traffic conditions. For a speed check sign left on a street unsupervised temporarily, the trailer is the

best choice.

The Portable Radar Speed Check Sign is not suitable to leave alone unsupervised on an open road because it does not have the same security and anti-

> theft mechanisms in place as the trailer mounted unit. The pole mounted sign is also more secure than the tripod unit. Visibility

While all units are highly visible, the trailer mounted unit has the largest sign of the lot and a more noticeable presence with its yellow trailer, especially when compared to a fixed pole unit.

The pole and trailer mounted radar speed check sign feature solar

panels, while the tripod mounted unit is battery powered. The tripod unit has long battery life of up to 15 hours on a full charge. ■

Contact: 07 5529 1188 or visit: www.ldcequipment.com.au



limit, driver oncoming speed and a smiley or sad face and Slow Down text according to driver compliance

JCB CEA launches electric mini excavator

he new JCB electric excavator is the quietest digger in its range and delivers zero emissions, the company said. Designed to meet a growing need for zero-emission environmentally-friendly construction equipment, JCB CEA will launch the electric-drive 19C-1 E-TEC mini excavator early in 2020.

The 19C-1 E-TEC will provide contractors with a zero-emission, low-noise solution, allowing them to work independently, in late night urban conditions, within buildings and even in rail tunnels with no requirement for costly exhaust extraction equipment. The 19C-1 E-TEC points the way to a new zero-emission future for JCB mini excavators.

Key features of the 19C-1 E-TEC include:

- Three lithium-ion battery packs providing a 312Ah (15kWh) storage capacity;
- A standard load-sensing hydraulic system delivering powerful digging performance;
- Convenient on-board charger with 230V input for six-hour recharging capability;
- Comprehensive battery management system ensures full-shift availability;
- Fast charge option on launch allowing a full charge in 2.5 hours.

With the drive towards lower emissions, the zero-emission JCB 19C-1 E-TEC will allow contractors to work inside buildings and in emissions-sensitive inner city environments. It will also allow rail contractors to operate in tunnels and underground, without having to install costly exhaust extraction equipment.

Another huge advantage of the new electric mini is the external noise, at 7dBA lower, is a massive five times quieter than its traditional diesel powered counterpart. This means contractors can work after normal hours in urban streets without disturbing residents, as well operating in other noise sensitive environments.

There is no compromise on performance with the fully charged electric machine capable of putting in a full shift in normal operation. And with no daily checks of coolant and engine oil levels required, the machine is off to work quicker than its diesel counterpart.

Based on the premium specification 19C-1 conventional tailswing model, unveiled in 2018, the electric excavator replaces the standard machine's diesel engine with an electric motor and three, next generation 104Ah battery packs, to deliver a full energy capacity of 312Ah (15kWh). The modular batteries utilise the most advanced NMC lithium-ion cells, shared with the latest road cars, in a rugged battery pack housing that has been designed to withstand the rigours of off-highway construction use.

Using the latest 48V electrical system, the highly efficient electric motor delivers instant, greater torque than the standard machine's diesel engine. The motor drives the 19C-1 E-TEC's proven Bosch Rexroth load-sensing hydraulic system, delivering the same sector-leading digging performance as the standard 1.9-tonne excavator.

The high efficiency of this advanced electric-hydraulic combination means considerably lower cooling requirement –



The new JCB electric excavator

only a small hydraulic cooler with a small thermostatic electric fan and no engine radiator – contributing to longer battery life and the much lower noise level. The 19C-1 E-TEC is equipped with the same adjustable undercarriage and choice of digging equipment as the diesel model, to provide a maximum digging depth of 2,576mm with the longer 1,100mm dipper arm.

A convenient on-board charger is provided as standard, allowing the machine to be fully recharged in six hours, using a conventional 230V plug. JCB will also offer a fast-charging option, a heavy duty offboard unit, allowing a full charge in two and a half hours. The self-contained power system means there is no requirement for an electrical power connection or cable during operation. The battery packs allow a full working day in a typical duty cycle or four hours of operation in an extreme duty cycle. The 1.9-tonne machine will be capable of handling a range of powered attachments, making it an ideal base carrier for demolition and refurbishment projects.

Initially, the mini excavator will be available with the ROPS/TOPS and FOGS certified canopy. As the electric excavator is based on the premium specification 19C-1, the excavator comes with proportional rocker switches for auxiliary functions and boom offset swing. The premium model also has a membrane switch pad to the right of the operator for all additional controls, while the fuel gauge has been replaced by an easy to read charge level readout.

The 19C-1 E-TEC benefits from a new box section main boom and dipper arm, with all hoses routed through the boom structure for added protection. The boom pins and dozer pivot points come with sealed graphite-impregnated bushings, allowing 500-hour greasing intervals. All grease points are located on one side of the machine to reduce downtime and there are fewer daily checks, as the 19C-1 E-TEC has no engine oil, coolant or fuel tank.

Contact: 1300 522 232 or visit: www.jcbcea.com.au

Excavation work safety warning

SafeWork NSW Executive Director, Tony Williams, reminded businesses of the serious penalties for businesses that don't comply with work health and safety laws when undertaking excavation work.

The warning follows the prosecution of a Sydney based company which was convicted and fined \$180,000 and its director fined an additional \$30,000 for failing to comply with the WHS Act.

The company was undertaking excavation work on a construction site in Enfield in 2016.

Because they failed to undertake the excavation work safely, the structural integrity of the surrounding buildings was compromised, forcing one building to be partly demolished.

The prosecution occurred around the same time as a serious excavation incident

at a construction site in Marsden Park. A 30-year-old male labourer broke his right leg when he fell 3m into a large excavated hole.

The worker was placing star pickets around an excavated trench when he slipped down the batter into the trench.

"Earthworks, excavation and trenching are among the most dangerous operations in the construction industry and we have seen numerous workers lose their lives or suffer serious injury after being struck by plant, falling pipework or buried when un-shored trenches have collapsed," Tony Williams said.

For information on safe excavation work, read the excavation code of practice or visit the WorkSafe excavation work page.

Visit: safeworknsw.e-newsletter.com.au

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1300 020 162

PSC Insurance Brokers (Aust) Pty Ltd T/as HRIA Insurance Brokers. (AFSL 342385). Please refer to our Financial Services Guide on our website for information on our products and services and how we are remunerated.

Redefining safety with the Dual View Wheeled Dumper

Wacker Neuson's new Dual View Wheeled Dumper offers operator and job site flexibility, efficiency and enhanced safety with a quick change of operator seat position through a 180° turn of the operating and seat console.

he rotation can be performed from the driver's seat by unlocking the seat console and turning it around. All main functions, adjustable seat, steering wheel, joystick handle, throttle, brake pedal and multifunction display rotate with the seat.

With the swivel seat console, the operator changes the line of sight and the forward direction of travel.

Wacker Neuson's dual view dumpers are easier to manoeuvre and more efficient and allows the operator to always keep an eye on

the work environment. A fully loaded skip no longer obstructs the view, because when the driver turns the console, the skip is behind him. The dual view dumper functions like a dump truck, but with terrain traction and better manoeuvrability.

The new wheeled dumper offers complete 360-degree visibility. The driver steers the wheel dumpers with skip in the direction of travel to the construction site; loads or unloads with a complete view of the loading area; and leaves after a 180° turn of the seat

console the same way with full field of view and without having to turn the vehicle.

The ergonomic cab includes:

- A joystick with direction change switch and dump so operators can always have one hand on the steering wheel;
- A rear-view camera monitor as standard and visibility no matter which way the seat is facing;
- A tilt-adjustable steering column for simple entry and exit and additional comfort during use.

Heating comes standard in the DV90 with optional air conditioning available. The steps to get into the cab are also highlighted so they're easily distinguishable in all weather conditions, reducing the risk of slipping.

The Dual View dumper comes standard with a full hydrostatic drive; four-wheeldrive provides traction on difficult terrain and articulated steering allows for a tight turning radius. Hydrostatic braking ensures the dumper comes to a stop as soon as the operator takes their foot off the pedal (with controlled deceleration).

It also allows the driver to accelerate from 0-30km/h without loss of traction, and no gear changes speeds up operation and makes driving less complicated.

Visit: www.au.wackerneuson.com



ASV Holdings introduces base and premium-level configurations for its mid-sized Posi-Track loaders

More options with new base and premium machine packages

ompact track loaders and skid steers manufacturer, ASV Holdings has introduced base and premium-level configurations for its mid-sized Posi-Track loaders.

The release is to make its compact track loaders more accessible with both configurations permitting work in more places.

Customers can choose between base and premium versions of the RT-65, VT-70 High Output, RT-75 and RT-75 Heavy-Duty Posi-Track loaders. The premium configurations include additional productivity and comfort features.

The base models include power, performance and reliability at an excellent value and price point, Justin Rupar, ASV Holdings Vice President

of Sales and Marketing said. Both configurations feature ASV's patented Posi-Track undercarriage.

"This change gives our customers more options and flexibility to take advantage of those qualities while choosing the machine that is right for them, regardless of the budget," Justin said.

"Our new base configuration serves as a launching point, making our all-terrain, all-season machines more accessible to

All Posi-Track loaders are backed by ASV's new, two year/2,000 hour warranty which covers tracks for the entire period and includes the noderailment guarantee.

Visit: www.asvi.com

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Compliance code: Excavation

An excavation compliance code developed by WorkSafe Victoria provides practical guidance on how to comply with obligations under Victoria's occupational health and safety legislation when work involves excavation.

his information is relevant for employers, self-employed persons, principal contractors or someone who has management or control of a workplace that involves excavation work. It is also relevant for employees, people who install, erect or commission plant, and people who design buildings and structures and uses examples and tools that can be applied to individual situations.

It includes information on:

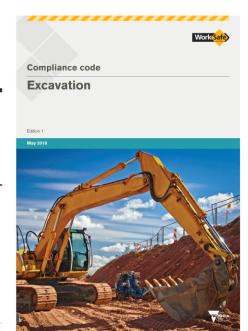
- · what excavation work is;
- who has duties associated with excavation work and what those duties are;
- how to plan work involving excavation;
- practical measures to control risks;
- how to reduce the risk of ground collapse.
 It is recommended those involved in
 excavation follow the compliance code.
 WorkSafe Victoria advised if you comply with
 a code, you are deemed to comply with the
 Act or Regulation duty covered by the code.

However, codes are not mandatory and duty holders may choose to use some other way to achieve compliance.

WorkSafe Victoria also said duty holders under the OHS Act and OHS Regulations should use the Code together with this legislation. This Code replaces the Code of Practice (No.8) – Safety precautions in trenching operations (1988), which is no longer in force and effect. Failure to observe the Code may be used as evidence in proceedings for an offence under the OHS Act or OHS Regulations. However, a duty holder will not fail to meet their legal duty simply because they have not followed the Code.

A WorkSafe inspector may cite the Code in a direction or condition in an improvement notice or prohibition notice as a means of achieving compliance.

Note: Building practitioners must also comply with Victorian Building Authority (VBA) requirements for excavation work. The



WorkSafe Victoria's excavation compliance code

VBA enforces compliance with the Building Act 1993 and Building Regulations 2006, including obtaining a permit for certain types of excavation work before work is carried out.

For more information go to vba.vic.gov.au To download the code visit: https://content.api.worksafe.vic.gov.au/sites/default/files/2019-07/ISBN-excavation-compliance-code-2019-07.pdf



HIRE AND RENTAL NEWS FEBRUARY 2020

Optimising productivity improves operational efficiencies

Following business expansion of up to 60%, a NSW Central Coast civil construction company is working with Komatsu to optimise its productivity.



Bolte Civil has a fleet of Komatsu equipment

s demand for new homes in the coastal region north of Sydney surged in the last decade, Bolte Civil moved to rein in costs to build a solid base, founded on maximising use of the company's existing 40-strong machinery inventory.

Bolte Civil Managing Director Gavin Kimpton's measures include operating his plant for 9-10 hours a day five to six days a week, depending on demand and holding fortnightly forward planning sessions which reduce the possibility of any machine suffering downtime.

A fleet of Komatsu excavators, backhoe, and grader fitted with Komtrax, electronic on-board performance monitoring and information and communication technologies (ICT) guidance systems are at the heart of Bolte's goal to achieve cost efficiency and deliver a quality result.

The company's reliance on on-board technology and monitoring is now so great it also dictates which external operators it will allow on site in times of overload, Gavin said.

Bolte's preference is to use only those machines which can match its own in-house capability.

Bolte has given specific attention to the statutory requirements of the construction industry and is able to assist its clients – 80% private and 20% government – to achieve cost efficient project solutions.

The company turned to Komatsu to provide solutions in critical areas like machinery productivity and operator training.

"We're increasingly looking to technology to improve operational efficiency," Gavin said.

ICT guidance of its graders and Komtrax

monitoring have become an integral part of the company's management and its forward planning.

"Every two weeks we have a meeting to determine the best use of our equipment, including scheduled maintenance, where-ever it is positioned in the area in which we are operating," Gavin said.

The advantages of close monitoring and of restricting operations to a geographically containable area are immense, he said.

"Sometimes there is more sense to move plant, a small distance from one site to another for a short-term job rather than have it suffer downtime for two or three days.

"Planning on-site service is a big part of improving productivity. Operator training is another."

Bolte has a policy of long-term employment and in 25 years it has even taken some of its loyal employees through to refirement.

"As younger operators come on board, we need to provide the opportunity for them to make the best use of on-board equipment, and to ensure they are comfortable in the cabin," Gavin said.

The company's recent purchase of a Komatsu GD655-5 grader was based, at least in part, on the preference of one of Bolte's senior operators for the machine's driver ergonomics

Bolte is working with Komatsu to determine a future path for plant turnover taking into account the relatively high hours its machines are accumulating.

Contact: 1300 566 287 or visit: www.komatsu.com.au

Breakers for optimised safety and efficiency

Excavator and loader crane attachment manufacturer, Kinshofer has added the new KFX-Series hydraulic breaker excavator attachments to its line-up.

he addition follows Kinshofer's acquisition of Hammer, an Italy-based manufacturer of demolition, excavation, recycling and material handling attachments. The new series offers features that improve operator comfort and safety, reduce wear and improve productivity and longevity.

The 14 models in the KFX-Series offer a range of weight and power options. The smallest model in the series, the KFX 14 – designed for excavators weighing 8-15 tons – produces 1,475 foot-pounds (2,000 joules) and 600-900 blows per minute. At the upper end of the series, the KFX 200 – for 100- to 200-ton machines – produces 25,815 foot-pounds (35,000 joules) and 150-250 blows per minute, according to Francois Martin, Kinshofer North America General Manager.

The KFX 20 to 200 also features two adjusting valves, allowing adjustment of the number of blows per minute and selection of operating pressures from 160 to 200 bar. Choosing a longer piston stroke will result in slower operation and more energy per single blow. This is for when the material is very hard and capacity isn't the main concern. A shorter piston stroke results in less single-blow energy but faster operation, making it ideal for softer material and greater capacity per hour.

The KFX-Series breakers also improve operator comfort and reduce maintenance needs. A polyurethane shock absorber built within each breaker lowers vibration transmitted to the excavator frame and cab, increasing comfort and minimising wear on excavator components, such as bushings. This also helps to reduce noise emissions.

The KFX-Series breakers include an autolube system that allows direct greasing of the lower bushing and spacer, improving the longevity of retainer pins and bushings and reducing the need for manual greasing. This option also enables operators to control greasing from the cab or automatically through movement of the hammer.

"We are one of the only manufacturers to offer a broad two-year warranty because we believe in the quality of all our products. The KFX-Series is a welcome addition to our already extensive lineup."

Kinshofer also offers the KSB-Series of breakers for excavators from 0.5 to 12 tons.

Visit: www.kinshofer.com

Viola WWW.ianonorolloom

P54

HAE tackles digger and dumper safety

With the latest figures revealing there is at least one accident involving a digger or dumper each week on sites in the UK, the Hire Association Europe (HAE) is working to improve the safety of digger and dumper operations on construction sites.

he HAE joined forces with Travis Perkins and industry partners following investigations by Travis Perkins suggesting the risks posed by diggers and dumpers to users and others were a serious industry-wide issue.

A tragic accident involving a dumper in 2018 proved the catalyst for the initiative to form the Digger and Dumper Operational Safety Round Table.

Overseen by HAE, the Association's members under the umbrella of the Safety Round Table will focus on improving the recording of incidents, reviewing standards, engaging with manufacturers and making the sector aware of potential issues.

The figures show the majority of accidents involving a digger or dumper on sites in the UK, are caused by unstable ground or unsafe working Frank Elkins, Chief Operating Officer at Travis Perkins said.

HAE Technical Health & Safety Group will assess the information gathered from members in an established,



Frank Elkins, Chief Operating Officer at Travis Perkins has joined the HAE to improve digger and dumper safety in the UK

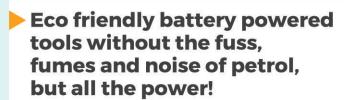
systematic format to enable the industry to respond to trends, review frequency, determine the root causes and relevant factors that contribute to incidents involving diggers and dumpers. It is anticipated examining and interpreting this data will help the new working group improve safety for those operating diggers and dumpers by suggesting minimum safety standards all businesses can support, through more awareness, education and training.

The working group also plans regular dialogue with manufacturers to get them on board, such as incorporating agreed safety features.

"Hire companies sharing best practices and initiatives among each other can lead to a best in class site hand over to ensure operational risks are minimised," Frank said.

"Key plant manufacturers coming together and agreeing improvement in standards of the safety equipment and devices on these machines could lead to a significant reduction in these types of incidents. There would obviously be a cost to these improvements which the hire industry should be willing to bear."

Visit: www.hae.org.uk





These great new products will be on display at the HIRE20 expo in May.



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HIRE AND RENTAL NEWS FEBRUARY 2020

First excavator in Australia delivered to legacy customer

When the all-new Kobelco SK75SR-7 excavator hit Aussie shores in October last year Kobelco customer Ben Callow from BS Callow Earthworks was first to get his hands on two of the new machines.

en started his business 12 years ago and apart from a short stint with a competitor product, they've been purchasing Kobelcos ever since.

"I need quality machines with the right systems in place and a team behind them I can trust, and Kobelco and Melbourne Tractors (his local Kobelco dealer) deliver just that," Ben said.

BS Callow Earthworks' specialities are in civil work in schools and arborist work for

Ben has six Kobelco excavators, ranging from a small two-tonne machine to the midrange 16-tonne machines.

Our new business only comes from word of mouth. We're incredibly fortunate because that means I can put more focus on ensuring our machines are at the highest standard, and

most importantly safe to operate."

The new SK75SR-7 offers superior performance, greater efficiency and productivity with increased power and speed. The engine output has increased by 27.9% and digging force is increased by 11% from previous models. It also features an eagle-eye camera for 270-degree vision, which Ben said is great in terms of safety.

Traditionally we have had to retrofit cameras to new machines, so it's great they have been factory fitted," Ben said.

"The fuel efficiency is also above and beyond what I was expecting, which has had a direct impact on our bottom line. For a small business, managing expenses and profitability are paramount, and these machines are continuously delivering this to the business."

Ben also said the operator comfort has



The new SK75SR-7 offers superior performance, greate efficiency and productivity with increased power and

been fantastic.

'The seating position, the inclusion of a phone holder and charger and even the sunshade on the front top window, all of these things contribute to my guys being able to perform better and work more productively.

Ben has been so consistently impressed with the performance of his Kobelco machines, he's already put in an order for another, smaller sized model.

"This is an exciting time for me. I've never purchased two brand new machines at once, so it's a big step for the business, but Melbourne Tractors and Kobelco have been extremely helpful, honest and have consistently delivered with integrity." ■

Visit: www.kobelco.com.au

Skid steer loaders get extended warranty



ASV Holdings has launched a two year, 2,000 hour warranty for its Posi-Track and skid-steer loaders.

he warranty covers compact track loader tracks for the entire warranty period, and features a no-derailment guarantee.

We're introducing this aggressive new warranty because we have an exceptionally high level of confidence in the reliability of our field-proven loader design," Justin Rupar, ASV Holdings Vice President of Sales and Marketing said.

'Our tracks last longer than anyone else's

which is why this warranty does what others don't and covers tracks for the full warranty period. Plus, we've always said our tracks don't derail, but we're going a step further and guaranteeing it on paper.'

ASV builds its loaders with a robust hydraulic system featuring direct drive pumps, large line sizes, and hydraulic coolers that keep the machine running at optimal temperatures, resulting in longer component life. The systems allow machines to handle 100% load 100% of the time in temperatures up to 118F. ASV includes metal-face seals on its Posi-Track loaders to ensure the idler wheel hubs don't require maintenance for the life of the machine.

ASV's tracks last longer in part thanks to the all-rubber components of the undercarriage. ASV manufactures the flexible rubber track with high-strength embedded polycord that allows the track to stretch around material that finds its way into the undercarriage. ASV manufactures the rubber track to minimise weak points that can result from traditional processes. An internal positive drive sprocket joins with rubber lugs to move the track, improving

longevity by reducing friction compared to steel on steel designs. Plus, bogie wheels are lined with rubber to further boost track life. Compared to traditional steel-embedded tracks, ASV's rubber tracks can provide up to 1,000 hours of additional service life,

ASV is confident in its compact track loader no-derailment guarantee thanks to the tracks' optimal ground contact, low psi and large number of guide lugs. The rubber tracks conform around objects, maximising ground contact and improving traction.

Posi-Track loaders feature as many as four times more ground contact points in their undercarriages than competitive steelembedded models, Justin said.

This spreads the unit's weight evenly for lower psi, meaning more flotation and traction. Also, ASV includes guide lugs on the outer edge. This helps better guide the wheels and allows operators to work on side slopes and uneven terrain without fear of derailment.

Visit: www.asvi.com/warranty.

P56

SDLG enters heavy-duty motor grader market with new model

hinese construction equipment manufacturer SDLG, a member of the Volvo Group since 2007, has added to its range of motor graders with its new G9290; its first in the heavy-duty size class.

With a base operating weight of 22.9 tonnes and a 14" wide blade as standard, the SDLG G9290 has an impressive productivity of blade down force and blade pull, Mohamad Jammoul, Product Manager for SDLG motor graders said.

The G9290 features a Volvosupplied engine and Volvodesigned transmission and builds on the reputation of its smaller brothers – the G9138, G9190 (VHP) and G9220 (VHP) - when it comes to the moldboard, circle turn, drawbar, front axle and rear tandems.

"The SD130B Stage II

common rail diesel engine, supplied by Volvo, offers high torque at low revs from a 211kW output with Variable Horse Power (VHP) technology as standard," Mohamad said.

"The HTE840S transmission, designed for motor graders by Volvo, has eight speed forward gears and four speed reverse gears all with automatic shifting.

"The engine is cooled by a thermostatically-controlled, hydraulically-driven fan, which can be reversed by flipping a switch in the cab for easy radiator fin cleaning.

The moldboard is kept level at all times by the 16° oscillation on the heavy-duty front axle, 18° wheel leaning and +/- 15° oscillation on the rear tandem, ensuring quality, fine grading.

"The heavy-duty chain-driven tandem with a no-spin differential

lock on the rear axle and heavy-duty bearings, meanwhile, delivers outstanding traction and reliability.

"The unique SDLG circle drive system comes with five support shoes on the G9290 and non-greasing slide bushings for better grading, an extended service life and easier maintenance. SDLG graders also feature an asymmetric drawbar ball stud that can be rotated 180°.

"The G9290 offers tremendous blade mobility, which may be performed hydraulically from inside the cab, via the SDLG Blade Control System. The hydraulic lock bar features seven positions to enable blade positioning from a 90° vertical position on both sides of the grader to a 21° downward ditch cleaning angle.



SDLG has added to its range of motor graders with its new G9290

"The hydraulic system consists of one variable displacement axial piston pump supplying oil to the proportional closed centre loadsensing main control valve. This ensures sufficient flow is always available.

"The durable and reliable frame comes factory-prepared to accept all types of attachment with no need to weld or cut to fit attachments, like a scarifier or a ripper to the machine.

"The extensive SDLG dealer and service network ensures that customers always receive excellent support and reliable backup."

Visit: www.Sdlg.com.cn



HIRE AND RENTAL NEWS FEBRUARY 2020

Echo re-enters construction market with new saw

Outdoor power equipment supplier, Echo is back in the Australian market with the launch of its CGS-7410ES cut-off saw.

cho said the CSG-7410ES features the highest cutting torque in its class and it has developed a new 73.5cc engine, which includes a Chrome cylinder and patented Kaniboron piston plating to reduce friction and improve heat resistance.

A twin-ring system is used for best power output and compression, and for lighter weight operation with strength, the engine is fitted with a magnesium crankcase. Coupled with a 2.6:1 drive ratio, to the 14" cutting wheel, the CSG-7410 provides the torque for exceptional cutting performance.

The CSG-7410ES has been designed for high frequency use, with a patented four stage air cleaner system, dust sealed starter assembly and brass water valve as standard.

The CSG-7410ES includes spring assisted



Echo has launched the CGS-7410ES cut-off saw

starting with a decompression valve and automatic fast idle for easier starting, a stop switch that returns automatically to the on position, as well as a padded aluminium front handle and a shield adjustment lever which ensures the shield is easy to rotate even when matted with dust.

The cutting arm is reversible, and can be fitted to the inside for the best ergonomics, or the outside to cut close to obstacles, and belt tension is adjusted from the side of the machine, with a visible gauge for accuracy.

Visit: www.echotools.com.au

Professionals get high quality equipment

Shindaiwa's latest range of professional chainsaws offer vibration-reduction systems, easy-access air filters, automatic oilers and inertia chain brakes fitted as standard.



the 451S chainsaw offers high power and lower emissions. The 45cc two-stroke engine provides enables more power with the same emission levels

as a conventional engine; all without the use of a catalytic converter. User friendly with drop prevention nuts, momentary off switch and Soft Start technology – the 451S has an ergonomic design. A side access chain tensioner allows quick chain adjustments, innovative tool-less oil/fuel caps for easy refilling and G-Force Engine Air Pre-Cleaner to reduce engine exposure to dirt and debris – meaning less maintenance and longer life

The 390X chainsaw has a 38.4cc engine at a dry weight of just 4.5kg, and features Soft Start technology – a spring assisted system allowing users to start petrol engines with

The newest of the range, the PT262S pole pruner with telescopic shaft features an ergonomic loop handle with rubber grip for comfort and handling, ribbed fiberglass outer shaft for rigidity and control and soft-start for reduced effort starting. It has an automatic, adjustable oiler to match cutting conditions, with a handy side access chain tensioner for quick chain adjustments. Maintenance is facilitated by a tool-less air filter cover for easy access and commercial-grade felt air filter for proved filtration.

The EB770 backpack blower produces an air volume of 1290m³/h with an air speed of 376km/h . The ergonomic design features a new padded harness, accompanied by the ventilated back pad for operator comfort. For user safety, Shindaiwa employs an adjustable throttle trigger lockout which locks it in the idling position until the user has a proper grip around the handle. With an adjustable throttle control, the EB770 can be customised to each user.

With a five-year domestic warranty and two-year professional warranty, the Shindaiwa professional range is available through Briggs & Stratton dealers nationally.

Visit www.shindaiwa.com/aus/

Viole WWW.SimilaalWa.com/yaac

P58

Looking to increase your revenue!

LJJE guard

Trench shoring

None mechanical equipment investment "Light weight Trench Shoring".

The LITE guard range of trench shoring is a great investment to add to your hire fleet. With great return on investment.

APlant Hire are in **Melbourne**, **Brisbane** & soon to be in **Sydney**, so the major east coast cities are covered.

If you are a hire company in a larger rural town or city looking to add trench shoring to your hire fleet with the backup of APlant Hire to assist on larger projects in your area, then you need "LITE Guard trench shoring" The Australian developed and built aluminium trench shoring system.

Invest in a small amount of the LITE guard product and if a larger project comes to your area you can cross hire additional equipment from Aplant Hire. Or work in conjunction with Aplant to service the project.

A small initial investment to get started will give you:

- * Soldier sets,
- * Standard shields
- * Super shields.

This will allow you to assist the Plumbers, Drainers, Councils and anyone digging in your area to provide a safe below ground working environment.

And a great return on your investment.

Any Excavation over 1500mm deep by law (See Safe Work Australia) has to have ground support for anyone either in the excavation or just working in the area of the excavation. Lots of sewer and stormwater connections are deeper than this. If working within the road reserve at most depths ground support will be required.

If you would like further information of the investment and possible return on investment then please contact LITE industries.







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Email: info@liteindustries.com.au

www.liteguard.com



Petrol vs Lithium-ion – choosing the right engine for the job

By Adam Woodhams, Horticulturalist and Victa Ambassador

hoosing your new outdoor power equipment has become a little more complex but for all the right reasons. Not too long ago your biggest decision was between a 2-stroke or 4-stroke petrol machine, now, thanks to awesome advances in technology, lithium-ion battery power is a real contender.

So, is petrol-powered better than battery or vice versa? Well, it's really about your needs, uses and, in many respects, preferences. Here's a quick guide on selecting the right machines.

What are petrol and lithium-ion and how do they differ?

Petrol Engine:

The trusty old petrol engine is where most outdoor equipment started. The petrol engine runs on, you guessed it, petrol! The classic Aussie mowers you've grown up with were petrol-driven engines and quite likely the noisier, smokier 2-stoke variety. These required special oil to be mixed with the fuel. Petrol driven machines today are a world away from that. They are quiet, efficient, most often are 4-stroke, meaning they have an oil sump, just like your car, but they still require the combustion engine basics of petrol, air and a

spark to fire them up.

Lithium-ion Engine:

Battery equipment is powered by rechargeable lithium-ion batteries. This means there are no fluids such as petrol or oil needed as they run on a stored electrical charge. After use the removable batteries are recharged in a purpose-designed charger. The battery packs will generally be interchangeable with other products in that manufacturers range, often described as an ecosystem. Lithium-ion machines are instant-on – all you need is a charged battery, flick a switch or push a button and you're straight into it.

Choosing the right engine for the job:

So what applications are better suited to the different engine types? As the power output and battery efficiency of lithium-ion machines has improved the gap between them, and therefore points for or against, have reduced.

If you need a quick start to get a job done instantly:

Lithium-ion is ideal for a quick, short job. Once charged, battery-powered outdoor equipment is ready to use at the press of a button. This makes it easier to use and quick to

get started, especially for those last minute jobs like quickly blowing the deck for guests arrive. But don't think they can't go the distance when needed. Today's battery capacity means you can easily knock the average lawn off in a single charge.

Tough, dense and lush greenery:

Petrol is the one for the job. Generally, petrol-powered outdoor equipment has more power than most lithium-ion making it better suited to those tougher jobs. Typically petrol machines pack-in more horsepower and torque so they will be better able to cut through the tough-stuff with ease.

Mobility:

Lithium-ion tools are generally lighterweight making them easier to handle and manoeuvre.

This makes a lithium-ion lawnmower for example the ideal choice if you have to lift and carry to different areas of your yard. Traditionally bulky tools, such as line-trimmers, are much more manageable too.

Residential Areas:

Lithium outdoor equipment is ideal for built-up residential areas because they are very quiet, you don't even need hearing protection for most of them, and they've no exhaust fumes. Perfect for making sure you don't upset the neighbours with your early morning mowing.

Large Areas:

Petrol powered outdoor equipment is more suitable for a larger or lengthy job. A little bit of petrol goes a long way and even if you run out all that is needed is a refill. No waiting for a battery to recharge.

Limited Areas for Storage:

Lithium-ion makes storing easy. With no risk of fluids leaking you can store your lithium-ion outdoor equipment on its side or upright making it easier to fit into smaller spaces. You also don't need to find a safe place to store flammable, and smelly, petrol.

So which one do I get?

This comes down to your yard and your preferences. For modern suburban blocks with smaller yards and gardens lithium-ion will work perfectly for you. You, and your neighbours, will also love the lower noise and fume-free running. Petrol mowers can work on small blocks or large and will keep on powering through any conditions. If you've a larger block then you'll find they are the best choice to go the distance.

Visit: www.victa.com

Outdoor power head with Quik-Lok Attachment System

he M18 Fuel Quik-Lok Attachment System for landscape maintenance professionals from Milwaukee is a versatile outdoor power equipment system featuring multiple attachments powered by a single power head.

The Quik-Lok coupler provides the ease to switch between attachments, such as line trimmers, hedge trimmers, pole saws, edgers and extensions to a variety of applications. This saves time, and eliminates the need for a dedicated tool solution for each outdoor task.

Powered by Milwaukee's new M18 Fuel technology, it allows the unit to achieve instantaneous throttle response to deliver maximum power and run-time.

Milwaukee Tool's MX Fuel Equipment System is what the company calls a groundbreaking cordless system revolutionising the light equipment market by delivering the performance, run-time, and durability demanded by trades without the hazards associated with emissions, noise, vibration, and the frustrations of maintenance.

Visit: www.milwaukeetool.com.au

Landscaping guru Dave Franklin on why hiring is really the best

For all us 'Blockheads' out there (yes I am one!), watching the mega renovation TV show is often jaw droppingly amazing in terms of the projects the teams tackle in just one week.

he landscaping jobs undertaken in just one week are truly mind boggling.
Someone who knows exactly what goes into completing landscaping week on The Block is landscape designer, Dave Franklin. Editor, Allison Leo talked to Dave to get an inside scoop on how The Block functions and to get an inside opinion on whether hiring makes his working life better.

Dave has gained a reputation as one of the must have landscape designers on the show and this year he didn't disappoint, helping his team take home the win for their front yard garden design.

"The Block is the biggest job you can imagine and yes, it is an absolute beast," David Franklin, Director, Franklin Landscape and Design said.

"You need everything equipment wise and you need it handy. We are on such a tight schedule during that week on The Block we don't have time for delays.

"To make matters more complicated, there are a lot of people on site and there is not a lot of room to have stuff and equipment lying around."

Kennards Hire supplies The Block with all its rental equipment needs.

"Kennards actually has a fully stocked branch on site and they work hard to keep all the equipment going in and out as required. The amount of tools used on site is huge. From what I have seen they usually have someone staffing The Block branch pretty much full-time during filming," Dave said.

"They supply everything from chippers to heaters. And it is so easy. They come in and pick everything up so equipment is not lying around unused and getting in the way of the landscape job."

Franklin Landscape and Design has been established now for over 10 years, although Dave himself has been working in landscape design for 25 years.

Franklin Landscape and Design does residential design and commercial landscape design, designing all over Australia.

"We have our own construction company and we do pools as well," Dave said.

"Originally we were doing both the design and construction nationally but it became too difficult trying to manage the logistics of construction nationally so now we design



The Block landscape designer Dave Franklin

Australia wide but only do the construction in Victoria. For our designs interstate, we project manage with contracted companies.

Dave said he was always a 'buy your own equipment' type.

"We have our own equipment; we use bobcats and excavators and jack hammers, demo saws, cement mixers; basically construction job equipment.

"Plus then we have the landscaping and

gardening tools like mowers and hedging tools and more," he said.

"Because we have so many large projects going these days, we have our own little equipment shop we can draw equipment from. And the same goes for the equipment we use every day like excavators and bobcats.

"If you're using equipment every day, then you don't want to have to go hire it every day. So that's the equipment we tend to buy; that and the equipment we use every week. Common sense has to come into it.

"But we also tend to hire a lot more these days because if our equipment breaks, we can't use it. And then we have downtime and that's not good.

"For the equipment we are only going to use once or twice a month on specialist jobs, that's the stuff we will go hire.

"That way we don't have equipment sitting around gathering dust and I know when we pick up the hired gear, it will be well maintained and clean and most importantly, it will go."

Dave definitely sees the benefits of hire.

"Hire equipment is ready to go. I know the equipment will work and I know I can get my job done. Plus it's easy to replace if there is a problem somewhere along the line. And replacing or repairing the equipment is then not my problem. I like that," Dave said.

"Hiring is also 100% tax deductible, but for us that's not even the main consideration. It's the ease of being able to go down to my local hire branch and get what I need for the job at hand. And there is a choice of small, medium or big in the equipment range.

"When I return the equipment, it is not my problem. No storage. No maintenance."

In terms of where he shops for hire equipment, Dave likes to shop around.

"I tend to head for the bigger hire stores, like Kennards Hire – just because they have everything I need in one place.

"I love dealing with hire companies. I've never had to wait more than one day for equipment and they take care of everything."

The range of hire equipment available these days is also a big plus for Dave.

"All these new tools! Tools I've never seen or heard of before and they're all available for hire. Hire branches have got all the good stuff. When you're landscaping, you're crossing over into a lot of different trades. So our equipment range is huge.

"It blows my mind how many new tools are coming out these days. Hiring definitely opens your eyes to what equipment is available."

Visit: www.franklinld.com



Kennards Hire on The Block - Ready - Set - Rend

Jetter hire makes sense

Australian Pump Industries' has developed its 'Jetter for Hire' program which uses 4,000psi to 5,000psi Class A machines making them legal to operate without RTO operator training and certification.



The 'Jetter for Hire' program features the Aussie Cobra high-pressure no certification required machine

ussie Pumps' John Hales said most drain cleaning jetters are Class B and operators must be RTO certified to use them according to Safety Standard AS/NZS 4233.1.

"Clearing drains using high pressure water is cheaper, faster and significantly more efficient than using excavators or labourers with shovels. The drain cleaner simply uses a

self-propelled reverse jet nozzle to draw itself down the pipe and clear the 'choke'," John said.

The 'Jetter for Hire' program features the Aussie Cobra high-pressure no certification required machine.

"The Aussie Cobra makes short work of drains blocked by tree roots with a unique Turbo Root Mulcher nozzle. The Root Mulcher nozzle vibrates and rotates, clearing roots with a super high powered spinning water jet," John said.

"This means the Root Mulcher nozzle can clear out drains choked with tree roots in a matter of minutes," he said.

The high pressure water blasters or jetters are equipped with safety packs as well as heavy signage warning operators of the need to take care when jetting.

"The machines all come with 60m of super flexible lightweight drain cleaning hose, a nozzle box comprising four nozzles, including a Root Mulcher.

"Our latest invention is a 'Safety Plate'. It covers the drain entrance and prevents a live hose exiting accidentally, keeping the operator safe," John said.

"Renting Jetters makes sense. It is not only faster and safer for the operator but it could also play a major role in reducing the threat of disease from blocked sewer lines.

"The reality is a blocked sewer line can be a massive potential health issue," John said. "Ideally a choke must be cleared promptly, preferably within 24 hours. The Aussie Jetter range enables that to be a reality and provides the lowest cost.

"The Aussie Jetter can simply be loaded on the back of a vehicle, or even delivered by the hire company to site. The hirer then views the handy video on how to set up the unit and operate it (on his phone of course) and will soon be on his way to jetting like a pro," he said.

Aussie Jetters can be used for: drain cleaning equipment; removal of tree roots; removing grease and fat; sand and silt clearing; graffiti removal; brick cleaning; and paint preparation.

Visit: www.aussiepumps.com.au

MCS' CounterSign eliminates paper at the hire counter

ire companies can now offer convenient 'in-person' signing with digital signatures at the hire counter with the launch of MCS Rental Software's CounterSign which eliminates paper from the rental process and makes the rental transaction as efficient as possible.

Clint Hook, Managing Director for MCS

Australia, said rental companies can let their customers sign contracts and rental



agreements electronically on a tablet, linking those secured and signed documents to the

relevant contract in the MCS-rm hire management software.

"The customer instantly receives a PDF copy of their signed document by email. The solution transforms the hire desk into a paper free zone and can reduce a company's overall carbon footprint," Clint said.

"CounterSign will eliminate unnecessary paperwork at the hire counter and make it easy to retrieve those digital documents at a later date. It reduces order processing and 'in-depot' customer wait times and a hire company can become a step closer to achieving their carbon neutral goal."

Visit: www.mcsrentalsoftware.com

viola www.incorcinalcortware.com

P62

Concrete, paint, rust and coatings removal for tunnel and pipes

The Aqua Centralizer from Aquajet Systems provides cleaning or removal of concrete, paint, rust and coatings on horizontal, vertical or inclined tunnels and pipes.

he Aqua Centralizer works in conjunction with Aquajet's Aqua Cutter Hydrodemolition robots and highpressure Aqua Power Packs to provide strategic concrete removal, Roger Simonsson, Aquajet Systems Managing Director said.

The Aqua Centralizer uses the Aqua Spine as its base and features technology from the Circular Power Head attachment for concrete removal and cleaning applications. This includes a 360-degree ring and robotic power head with a 25-degree adjustable lance angle and variable stroke oscillation.

The power head offers adjustable working angles from 0 to 360 degrees and automatic indexing along the spine rail, minimising

downtime from repositioning and optimising productivity. Combined with an Aquajet Power Packs, which provide a pressure up to 40,000psi, this flexibility offers power to clean steel pipes and remove concrete inside tunnels and pipes. The modified Aqua Spine at the base spans up to 6m between a pair of triple support wheels. Supports feature adjustable caster wheels designed for 1.5m to 3m diameter tunnels. For additional reach, the ring and circular power head can be mounted in front of the support wheels.

The Aqua Centralizer is easily assembled, with a single bolt to attach the power head to the circular rail, and the spine roller attaching to the central spine rail. The attachment's



The Aqua Centralizer from Aquajet Systems provides cleaning or removal of concrete, paint, rust and coatings

power head can be reversed for removing concrete on the outside of pillars and pipes.

The Aqua Centralizer can be operated using Aquajet's Power Pack and stored, with the robot, in the Power Pack container for easy transportation.

Aquajet offers a one year or 1,000 hour warranty on the Aqua Centralizer and Aqua Cutter accessories.

Visit: www.aquajet.se



HIRE AND RENTAL NEWS FEBRUARY 2020

New forklifts do the job for transport and hire company in Adelaide

Adelaide-based Bonetti Transport and Hire recently purchased three Baoli forklifts from Linde Material Handling's Adelaide branch.

onetti specialises in elevated work platforms and material hoists and uses forklifts for loading and unloading at its warehouse facility in Wingfield, as well as hiring them out. The business, established in 1994, was sold two years ago and is now under the stewardship of Frank Quaini.

The new Baoli models were two KBD35, 3.5 tonne diesel trucks and one heavy duty KBD50S, 5 tonne diesel truck.

James McKee, Account Manager at Linde, said: "When talking to the guys at Bonetti it was clear they needed something more specific to their customer needs. They do a lot of work with installs of commercial air conditioners and industrial roller doors, and increasingly, with shipping containers. "This meant they needed trucks with enough strength to cope with the heavy lifting along with flexible mast options to work with containers and to reach the significant heights in industrial warehouses. One of the KBD35 models was fitted with a container mast for unloading inside containers while the other 3.5 tonne truck and the 5 tonne model both have a 6m mast," James said.

Dale Clark, Account Manager at Bonetti, said: "We shopped around and looked at some options, as you have to. Price was a factor, but not the major factor in choosing Baoli. We needed trucks that had a lot of grunt and the flexibility of being able to cope with the extreme heights many of our

customers need. Frank had a test ride of one and he was very happy with it. Not only did it perform as he wanted but he liked the look of the machine; it was something different.

James confirmed Dale's observations. "When Frank took the Baoli for a trial run, he gave it a thorough testing then said to me: "We don't miss out on anything with these trucks". We were able to do a sharp deal for Bonetti to ensure they got the value they were looking for.

"We've found Bonetti to be a very professional outfit to deal with and we're sure this is just the beginning of a long-term relationship. In fact, the guys have just placed an order for a Baoli KBD70 7 tonne truck primarily for Bonetti's shipping container work," James said.

Dale said: "As our business diversifies we need partners who can help us to meet the changing needs of our customers. I've enjoyed dealing with James and the team at Linde; James has kept in touch regularly and was right on the ball about when our two Baoli trucks would arrive. (The 3.5 tonne truck with container mast was in stock and delivered immediately, while the other two models both came ex-factory.) The servicing and maintenance of the trucks has been very good too. They've looked after us and we're happy to help them. It's a bonus the Baoli colours tie in nicely with our company colours."

Visit: www.lindemh.com.au

Five new models in genset release

Now a group company of Yanmar subsidiary Himoinsa, Generator Power Australia has released a new range of gensets with the launch of the Contractor Series featuring five models ranging from 13 to 46kVA.

he new genset range is designed for prime power applications and is robust, versatile and offers reduced emissions, improved fuel economy and performance, according to Dave Robins, Managing Director of Generator Power.

"The strategic alliance allows us to combine internationally recognised manufacturing quality with proven distribution experience to strengthen the company's competitive advantage," Dave said.

"Himoinsa gensets have been successfully applied in hundreds of projects in Australia. Together, we are committed to providing exceptional levels of service and to achieve world-class standards in delivering quality, reliable, on-time and competitive one-stop power solutions."

Powered by Yanmar, the TNV engine in the Contractor Series offers enhanced

durability and reliability with low cost of ownership.



Generator Power's Himoinsa genset HY2W-13 M5 is part of the new Contractor Series

The Contractor Series is designed to provide uninterrupted days of operation in all weather extremes and features an anti-corrosion canopy manufactured from galvanised sheet steel.

Wide doors designed to provide maximum internal access for maintenance benefits the bottom line through easier servicing. Other standard features include: a heavy duty chassis; a long range bunded fuel tank offering 24 hours operation; radiator service access door; bus bar connection plus protected weatherproof outlets; supersilent acoustic enclosures; and customised options including mining compliance upgrades.

Generator Power products are backed with readily available spare parts covering the complete generator package including engine consumables, electrical and acoustic canopy components.

This story is repeated from our November issue where we inadvertently ran the incorrect contact information for Generator Power. We apologise for any inconvenience and confusion this may have caused our readers and Generator Power.

Contact: 1300 767 257 or visit: www.generatorpower.com.au

Husqvarna acquires Wacker Neuson concrete power trowels

Husqvarna Construction Products has acquired the concrete power trowel business from Wacker Neuson Group, as a complement to its concrete floor finishing range.

he acquisition includes all the product, R&D and manufacturing assets relating to walk-behind and ride-on concrete power trowels. It also adds ride-on trowels to Husqvarna's range and what the

company calls a market leading position in walk-behind trowels.

It is also an opportunity to develop its recently launched Hipertrowel concept optimising the machine, diamond tools and chemicals in the growing application of polishing concrete floors using trowels, Henric Andersson, President Construction Division

A Husqvarna product range will be launched early in 2020 and as part of the agreement Husqvarna Group will in parallel manufacture power trowels on Wacker Neuson's behalf. Production will be relocated to Husqvarna's Olathe, KS factory.

"Power trowels complement our current range in a great way, connecting the entire process from ground compaction to polished concrete floors, and fits well into our divisional strategy to grow our Concrete Surfaces and Floors business. With the addition of the ride-on trowels we will now have a complete offering for concrete surfacing and polishing which will add great value to our customers," Henric said.

Visit: www.husqvarna.com.au

GPS fleet management recoups stolen equipment

To ensure contract compliance, Fleet Plant Hire (FPH), suppliers of qualified and compliant earthmoving equipment and operators to the civil construction industry in Victoria, needed a flexible and innovative GPS fleet management solution.

he hire business chose the Connect Fleet mobile management application to help it achieve compliance with the business, according to Connect Fleet, Sales Director, Henk Hoorman.

Connect Fleet is an Australian owned and operated company providing a GPS fleet management software platform. The fleet management telematics solution allows users to make informed business decisions by tracking, monitoring and managing valuable assets in real time, 24/7, Henk said.

"The Connect Fleet app was implemented quickly and easily across the FPH team of independent contractors and meant FPH could continue work without delays while maintaining a high level of customer service.

"The app includes features like tracking and geofencing capabilities, and helps FPH to track and manage vehicles at the peak of their requirements, up to 400 trucks – 200 trucks each day and night shift.

"With access given to the Connect Fleet's open API, FPH integrated the platform with its internally-built systems. The hire company is now using the app primarily for alerts and geofencing to improve business efficiency, meet compliance, and ensure site safety," Henk said.

"To manage a fleet of assets with certainty requires accurate knowledge of those assets and exactly how they are being used. Knowing how their fleet is performing allows them to establish proactive maintenance schedules, capture revenue more accurately and 'right-size' their fleet offering.

"We understand the requirements of each client are different, so we take a flexible approach to provide a tailored solution that meets their unique needs. To ensure the best fit every time, we are proud to offer a vendoragnostic software platform compatible with a vast number of hardware devices," Henk said.

"Our easy-to-use software platform when teamed with real-time location of all connected devices will ensure you stay in control of your on-road fleet and gain complete visibility when it comes to performance and everyday use. For added flexibility, we offer \$0 upfront and flexible all-inclusive packages with options to suit any budget," he said.

"Our solutions include fleet tracking and management, GPS asset tracking, driver safety management, route planning, field scheduling and staff management (proof of delivery and task allocation), mobile device management (MDM) and a fuel tax reporting system. These solutions provide full fleet visibility and



Connect Fleet telematics solution allows users to make informed business decisions by tracking, monitoring and managing valuable assets in real time

control for staff and management.

"Many clients, such as Cowan and Sons, have also benefited from our GPS asset tracking functionality when responding to equipment theft. When Cowan and Sons realised its excavator and trailer were missing one morning, we managed to locate it in 10 minutes – leading to a successful asset

"We are seeing significant client success following a digital transformation of their business. Embracing new technology allows leading businesses to record and track data, such as engine hours, digitally via their fleet management software, and enables them to recoup and reassign those saved hours of manual labour.

"Digitising these previously manual tasks via our innovative GPS fleet management platform saves our clients time, money and labour – so they can concentrate on what they do best."

Contact: 1300 735 797 or visit: www.connectfleet.com.au

HIRE AND RENTAL NEWS FEBRUARY 2020

New variable speed generator improves fuel inefficiency

he addition of the QAS 60/35 VSG Variable Speed Generator to Atlas Copco's QAS mobile generator range improves fuel efficiency and management of variable loads.

Richard Crowe, Executive General Manager of Atlas CEA said the proprietary Variable Speed Generator (VSG) technology in the QAS 60/35 eliminates inherent risks associated with low-load generator operations such as cylinder glazing, bore polishing, heavy carbon build-up, high oil consumption, low combustion temperatures and fuel waste.

"The superior low-load performance of the QAS 60/35 VSG, which features automatic variable speed control from 950 to 2550rpm and an integrated energy storage system, enables fuel consumption levels to be reduced by up to 40% against traditional fixed speed generators," Richard said.



Atlas CEA's QAS 60/35 VSG features automatic variable speed control from 950 to 2550rpm and an integrated energy storage system

"At the same time, it helps increase reliability in applications with an average load of less than 20%, such as construction projects, outdoor events or telecommunication service duties. The integrated energy storage system helps increase peak power capabilities by 70%,

matching the performance of a 60kVA prime power generator. Plus, the QAS 60/35 VSG enables operators to reduce their carbon footprint, by offering CO_2 emission reductions of up to 40%.

"The QAS 60/35 contributes to operators' uptime, productivity and revenues through service efficiency and an extended engine lifetime. A maintenance interval of 500 hours is possible by the unit's heavy-duty fuel filtration system and water separator," Richard said. Similarly, engine lifetime is extended as a result of the dual stage air filter and safety cartridge features.

The new QAS 60/35 VSG allows customers to downsize and optimise fleets, because one unit can replace up to six power nodes of a typical fixed speed generator from 9kVA to 60kVA.

With a 1-to-1 ratio motor start capability, the QAS 60/35 VSG is the ideal source of high starting current for the electric motor drives of site equipment such as construction tools, cranes, pumps, or electric compressors.

"What's more, the stable frequency and voltage it produces makes it the solution of choice when coping with sensitive loads such as electronic equipment applications," Richard said.

Visit: www.atlascea.com.au

Redefining industrial cleaning applications

quajet Systems' Ergo System is an alternative in industrial cleaning applications, and features the Ergo Controller which has four times the power of a hand lance in a compact, wireless unit.

The Ergo Controller provides the maneuverability and power to keep workers out of harm's way during hazardous cleaning



Aquajet's Ergo System provides the maneuverability and power to keep workers out of harm's way during hazardous industrial cleaning applications

applications. Using a number of attachments, contractors can remotely operate the Ergo System for cleaning and removal of material in boilers, tanks, pipes and other industrial containers and conduits.

"Automated tools are not new technology in industrial cleaning applications, but the Ergo System goes a step further, providing more precise control while giving operators the ability to step back from dangerous situations," Roger Simonsson, Aquajet Systems Managing Director said.

"What sets Aquajet apart is the durability and versatility of our machines. We started with heavy-duty machines designed for concrete removal. But as the technology advances, so does our engineering. With the Ergo System, we can provide a smarter, more robust option for industrial cleaning that gives operators more control, precision and flexibility to get the job done," Roger said.

"The Ergo System incorporates the controller unit, which powers and controls the hydraulics; the Ergo Power Head, which manipulates the high pressure lance; and either the spine or the climber, which are unique systems used to support and maneuver the power head, based on project needs.

"The Ergo System also works with any

of three attachments in the Ergo Rotolance series for improved capabilities in confined or hard to reach places. The Ergo Rotolance 30, 130 and 130s work at pressure ranging from 1,450 to 43,500psi (100 to 3,000 bar) and offer a variety of nozzle configurations for a spray pattern diameter from 1.2 inches to 5.1 inches (30mm to 130mm).

"The system exerts 1,000 newtons of reaction force, as much as four times greater than a human operator with a hand lance. This means the machine can effectively clean and remove concrete, rubber coatings, paint, rust, plastic and other materials as well as roughen surfaces for better bonding faster than traditional methods, making it ideal for resurfacing applications in tanks, reservoirs, and other containers.

"Contractors can easily move the 123kg Ergo Controller unit due to the wide wheels and low ground pressure. At just 44 inches tall and 17 inches wide, the Ergo Controller transports easily on a pallet."

Additionally, the system is service friendly with hydraulic hose multi connectors that are 100% sealed from moisture to virtually eliminate the risk of leaks during transportation.

The Ergo System requires a high-pressure pump and electric power supply to operate. Aquajet's self-contained Power Pack features a high-pressure Hammelmann pump, diesel engine and an integrated control system in a compact container.

Visit: www.aquajet.se or www.brokk.com

Viola WWW.aquajouse of WWW.brokkison