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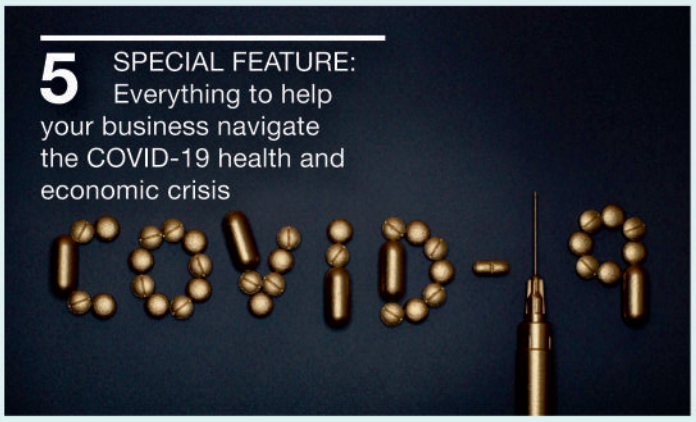
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High-reach Genie GS-4655 Slab Scissor Lift

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President's message



May is normally our Convention issue for Hire and Rental Magazine. However, with the coronavirus currently dictating worldwide terms, we had to cancel, which is the first time in over 50 years of holding this annual event.

At the time of writing, the situation with COVID-19 is changing by the hour, so I don't know where we will be when the magazine is printed in a few weeks' time. However, I do know the rental industry is a close knit community and we will do our best to support one another since we all aim to be in it for the long game and to come out the other side more resilient and wiser.

For hire companies and suppliers to industry who worked through the recessions of 1991 and 2008, you may have thought you were pushed to your limits at the time. In the current climate, we face similar challenges and although the end might seem a long way off, there are some things we can do as we ride out these tough times.

Talk with one another, engage in group discussion or forums to exchange ideas, check in with the Association and see and access the information and resources that have been produced to assist you negotiate these uncertain times.

Follow the links from the Association to government and ATO packages to assist businesses. Listen to the advice of government leaders and medical experts to ensure you, your family and your staff are taking the necessary precautions.

Communicate with your staff about long term plans; discuss the government assistance available and what that looks like for your business. Work with them with the goal the business can survive and there will be jobs on the other side of the virus.

Take time to reflect and spend time working on the business strategically where operations have either reduced or in some instances like our events sector, virtually stopped all together.

Look into funded training programs available. There may be opportunities to redeploy staff into training activities that attract funding or subsidies.

Ask others for assistance, whether that be from a business or personal perspective.

The Association has been highlighting the importance of good mental health and worked closely with Beyond Blue to push out resources to members.

Follow the links to Beyond Blue resources from HRIA Newsletters, emails and the website and don't be afraid to pick up the phone.

If you yourselves are coping well, then spare a thought for others, friends, family, neighbors, colleagues, who might be struggling. A friendly voice can do wonders for morale in stressful and uncertain times.

Let's all aim to stay well connected and support each other, so the hire industry comes out of this in the best shape possible to tackle the opportunities that will present themselves as the economy begins to recover.

Take care everyone and look after yourselves.

Mark Burton
HRIA National President

Women in Hire 2020 program launching soon

Applications for the 2020 Women in Hire program will open in May and the program will start in July running over a 12 month period. Sessions will be held between July 2020 and May 2021 (with a break over the Christmas/New Year period). Due to COVID-19 the program will be offered in a virtual environment consisting of 18 micro learning workshops to be delivered via Zoom, with the exception of two modules to be delivered in a face-to-face workshop setting in the second half of the program (subject to current restrictions being lifted).

Once accepted onto the program, participants (Mentees) will be given a link to complete a DiSC profile. For Mentees wishing to complete the full "Everything DiSC" profile, there is a fee of $250. Alternatively, Mentees can receive a Quick DiSC profile delivered by Strategic Alignment Training at no cost. The results of this profile will be used to match Mentees with an appropriate Mentor. Once matched, Mentees will connect with their respective Mentors and attend a cohort kick-off event. Mentees will then need to commit approximately four hours per month.

Applications for Mentors and Mentees will be sent to all members in May. ■

Contact dee@hireandrental.com.au

HRIA Young Professionals Network

The YPN program will relaunch shortly. Further details coming soon. ■

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Stand down versus redundancy

With business severely affected by the pandemic and governmental lockdown measures, the HRIA National Office received many enquiries about standing down employees.

To make sure members are advised appropriately and legally, the HRIA contacted its legal partner MST Lawyers for clarification who provided the following information.

Employers have faced a tough decision, to stand down employees or make them redundant. To make the decision, employers must first understand the difference.

Stand down

Employees who are stood down must be done so in accordance with section 524 of the Fair Work Act, an enterprise agreement or contract of employment.

In summary, stand down is available where there is a stoppage of work for which the employer cannot be reasonably held responsible. This includes acts of God, enforceable government directions, breakdown of machinery etc.

Generally, a shortage of work would not be considered a reason to stand employees down and therefore advice should be sought before any decision to stand down is made.

When stood down employees are still employed, they accrue entitlements such as annual leave, personal leave and long service leave.

Additionally, they must receive payment for all public holidays they would have worked had they not been on stand down. Stand down is done so without pay.

Redundancy

Redundancy is used when an employer needs to terminate the employee's employment due to the employer no longer requiring the employee's role to be done by anyone.

This is usually enacted where there are efficiencies that have been created (eg: new software) which results in a person's job no longer being required, or where there is a lack of work enabling one person to undertake two employee's roles.

When someone is made redundant their employment will be terminated and they are entitled to be paid out all entitlements including their notice period, wages, redundancy pay (if applicable) and accrued but untaken annual leave and long service leave.

Stand down and the implications to JobKeeper payment

Q: If someone is stood down, are they free to secure another job in the meantime?

A: That is correct, they can obtain another job without affecting their stand down.

Q: How does someone being stood down and securing a second role affect a JobKeeper payment their employer may be looking to secure?

A: The legislation states employees are only able to receive JobKeeper from one employer. As a result, employees who commence employment with a second employer will receive their JobKeeper from that employer and therefore no payment would be made from the company they have been stood down from. ■

See the JobKeeper update for more information.



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A message from the CEO



The month of May is usually our busiest in the lead up to the HRIA's annual convention.

However, with the forced cancellation of HIRE20, the HRIA has used this time to focus its efforts on providing specific support and resources to assist you in navigating these uncertain times brought on by COVID-19.

Our thoughts are with all our members, particularly those in the events sector who have been hit hardest by the social distancing and limitations on gatherings we are dealing with. The HRIA has lent its support to the Business Events Council of Australia in the development of a detailed request to Federal Government, seeking assistance for the events sector and we will keep members informed with how this progresses.

Filtering through the vast amount of advice and commentary, we have been able to produce a specific webpage on the HRIA site, dedicated to the most relevant publications and guidance for the hire industry. www.hireandrental.com.au/coronavirus/ Through this site, we are able provide you with the latest updates available.

The partnerships we formed with experts from the finance and human resources sectors have enabled us provide advice tailored to the hire industry. Strategies for business, employment guides and stimulus package overviews are just a few of the papers our financial and HR partners have produced specifically for the hire industry.

We recognise staying connected is as important now as it ever has been. In March, the HRIA launched a Facebook group, dedicated to the impact of COVID-19 on the hire companies and suppliers.

This forum allows members to share experiences, suggestions, ask questions and generally come together to support one another. The strong relationships between member companies has been a focus of many past conventions.

Although we are currently unable to meet in person at the Convention, state meetings, Young Professional and Women In Hire events, the HRIA is using digital channels to keep members informed and connected with each other.

As well as our Facebook group, we are emailing the latest government information with commentary from Mason Sier Turnball Lawyers on all matters relating to employment.

HLB Mann Judd has been providing commentary and strategic advice regarding stimulus packages and the financial management of businesses. It is hosting webinars for HRIA members, which include live Q&A sessions.

Hire + Rental Magazine continues with its quarterly publication and reaches an audience of over 6,000 readers. Alongside our newly designed Hire and Rental News website, twice monthly newsletters and phone calls to members, the HRIA has strong connections with hire industry stakeholders, both in Australia and overseas.

The national office has moved to remote working, following the social distancing advice. Thanks to the implementation of our digital strategic plan over the past 12 months, we are fully connected via cloud-based software, with integrated phone systems, CRMs and file server that enable us to continue working for our members from any location with an internet connection. This has not been without its challenges and we are all looking forward to getting back into the office soon, but it has been a good exercise in communication, staying connected and supporting one another from our separate locations.

I hope by the August issue of Hire + Rental Magazine we will all be in a better situation and I wish you all the very best in working through the challenges ahead. Keep in touch and let us know how you are coping, and if there is anything the HRIA can do to help, please let us know.

Stay connected, stay positive and most of all stay safe.

James Oxenham
HRIA CEO

Hire is an essential service

With the interruption to business and governmental measures restricting business operation to essential services, the HRIA, EWPA and TSHA swung into action and began lobbying to have hire companies and rental services included as an 'essential service'.

The HRIA National Office contacted all state and territory MPs as well as federal MPs whose portfolios include emergency services. From a more operational perspective, the Association also contacted the state and territory Emergency Management Centres who coordinate resources and equipment in times of emergency.

If hire services can be classified as essential services, members can continue to provide required equipment to government departments, emergency services and essential infrastructure projects during the period of lockdown.

The HRIA is making the latest guidance and information relating to the coronavirus outbreak in Australia available on its website: www.hireandrental.com.au ■

Visit www.hireandrental.com.au

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Jobkeeper – new employer rights

By MST Lawyers – Herbert Fischbacher, Principal; Chao Ni, Principal; and James Sanders, Associate.

On 8 April 2020, the Federal Government passed the Coronavirus Economic Response Package Omnibus (Measures No 2) Bill 2020 (the Bill), which will take effect on the day after the Bill receives Royal Assent.

This update focuses on businesses with an annual turnover of less than $1billion.

What is the JobKeeper scheme?

The JobKeeper scheme provides a wage subsidy for businesses. Payments under the scheme will commence from 1 May 2020, but businesses may be retrospectively reimbursed to 30 March 2020. Under the scheme, eligible businesses will be paid $1,500 per fortnight for each eligible employee.

What is an eligible business?

To be eligible for the scheme, a business must demonstrate its turnover has reduced (or will be reduced) by greater than 30% when compared to the same corresponding period in the prior year. On present indications, it is assessed on a monthly basis. If you believe your business may be eligible, you should now apply to the Australian Taxation Office.

Who is an eligible employee?

An eligible employee is an employee who meets each of the following criteria:

- was employed as at 1 March 2020, and remains employed, by an eligible employer in either a full time, part time or long-term (regular and systematic basis over 12 months) casual basis; and
- must be at least 16 years old, be an Australian citizen or permanent resident, or hold a special qualifying visa.

Eligibility extends to stood-down or rehired employees.

Who is an ineligible employee?

An ineligible employee includes:

- an employee who receives parental leave pay under the Paid Parental Leave Act 2010;
- an employee who has no capacity for work and is receiving workers' compensation payments; and
- a casual employee with less than 12 months' continuous service.

How JobKeeper payments are passed to employees

An eligible employee is entitled to receive the greater of (1) $1,500 per fortnight or (2) their usual wages for hours worked or paid leave taken.

Superannuation remains payable for wages paid with respect to hours worked or paid leave taken. It is not payable on any JobKeeper component.

Jobkeeper Enabling Directions

An eligible employer can reasonably issue one or more of the following 'JobKeeper enabling directions' to eligible employees.

1. **Direct an employee to reduce their hours of work (including down to nil hours) for a period (called a "JobKeeper enabling stand down direction").**

   These conditions must be satisfied:
   - the employee cannot be usefully employed for their normal days or hours during the period because of changes to business attributable to the COVID-19 pandemic or government initiatives to slow the transmission of COVID-19;
   - the implementation of the direction is safe having regard to (without limitation) the nature and spread of COVID-19;
   - the employee must be paid their usual wages for work performed or the JobKeeper payment, whichever is greater;
   - the employee's hourly base rate of pay cannot be reduced as a consequence of the direction;
   - the employee is not taking leave authorised by the employer and not authorised to be absent during the period; and
   - the employer must not unreasonably refuse any request by the employee to engage in reasonable secondary employment, undertake training or professional development.
2. **Direct an employee to perform alternative duties for a period.**

   The following conditions must be satisfied:
   - the duties are within the employee's skills and competency to perform;
   - the duties are safe to perform;
   - the employee has the licence or qualifications necessary to perform the duties; and
   - the duties are reasonably within the scope of the employer's business operations.
3. **Direct an employee to work at a location other than at their usual workplace (including their home) for a period.**

   The following conditions must be satisfied:
   - the different work location is suitable for the employee's duties;
   - if the different work location is not the employee's home, the place does not require the employee to travel a distance that is unreasonable in all the circumstances; and
   - the performance of the employee's duties at the different work location is safe having regard to (without limitation) the nature and spread of COVID-19 and reasonably within the scope of the employer's business operations.

When will a JobKeeper enabling direction not be enforceable?

A "JobKeeper enabling direction" will not be enforceable if:

- it relates to a period on or after 28 September 2020;
- it reduces the employees' base rate of pay;
- it is not in writing;
- it is unreasonable in all of the circumstances;
- the employer did not provide three days' notice to the employee of the intention to issue the direction; or
- the employer did not consult with the employee about the direction.

A "JobKeeper enabling direction" will not be enforceable if: A "JobKeeper enabling direction" does not affect accrual for the purposes of leave, redundancy pay calculations or notice of termination obligations.

Jobkeeper Enabling Requests

The Bill also provides an eligible employer the right to make "JobKeeper enabling requests" to an eligible employee that cannot be unreasonably refused by that employee:

1. **Request an employee to work on different days and/or times to their usual work time for a period.**

   The following conditions must be satisfied:
   - the request does not have the effect of reducing the employee's number of hours of work (compared with the employee's ordinary hours of work); and
   - the performance of the employee's duties on those requested days / times are both safe having regard to (without limitation) the nature and spread of COVID-19 and reasonably within the scope of the employer's business operations.
2. **Request an employee to take a period of annual leave that will not result in the employee having a balance of paid annual leave of fewer than two weeks.**

Other matters

The Bill also allows an eligible employer and an eligible employee to agree for the employee to take twice as much paid annual leave at half the employee's rate of pay.

Any dispute about "JobKeeper enabling directions" or "JobKeeper enabling requests" can be referred by either party to the Fair Work Commission for dispute resolution.

All businesses should consider how the latest changes outlined in this update could assist during the COVID-19 pandemic. Members can contact MST Lawyers via the HRIA member portal. ■

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COVID-19 and PPSA – not a good combination?

By Oliver Shtein, Consultant at Bartier Perry



There are some key things hire businesses should consider to protect their assets

Hire businesses will recall reforms to the Commonwealth Personal Property Securities Act (PPSA) in May 2017 greatly reduced the scope for that Act to operate in a way that could cause loss of ownership of hired assets.

See the PPSA page on the HRIA's website for more detail, but in summary, from 20 May 2017, hires of an indefinite term have no longer been automatically caught by the PPSA and the PPS lease time threshold for hires became two years.

Further reform to the Act has been stalled in Canberra for more than five years since the Whittaker Review of the Act in 2015.

Now the COVID-19 pandemic is upon us, hire businesses should take a moment to consider whether they have done what is needed to protect any assets to which the Act applies. The coming months will doubtless see a sharp uptick in corporate and business insolvency.

PPSA expert Oliver Shtein of Bartier Perry provides the following summary of the key things hire businesses should consider.

Customer liquidation, bankruptcy and administration are all critical events in PPSA terms. If the PPSA applies, assets can be lost at that moment if registration is inadequate. You don't get a second chance. In rare cases, desperate customers may even resort to wrongfully raising money using hired assets, creating a confrontation with an innocent purchaser or financier.

PPSA is complex but here are some things to consider to ensure you don't get caught out.

1. If your business has hires that do last or may last more than two years then they need to be registered on the Personal Property Securities Register (PPSR). This registration should ideally take place at least six months before the two year threshold is crossed. Remember option periods count towards the two years.
2. Remember if you offer 'rent to buy' or hire purchase or deferred payment transactions, these could well automatically fall into the PPSA, because they are 'in substance' security interests. They don't need to cross the two year threshold for the PPSA to apply to them.

"In rare cases, desperate customers may even resort to wrongfully raising money using hired assets, creating a confrontation....

3. The Act also automatically applies to many 'commercial consignment' arrangements where equipment is put with a third party for sale or lease. So if you are selling or hiring equipment through an intermediary this could be a problem if the intermediary goes broke.
4. The PPSA still applies to 'intra-group' transactions. Corporate groups that have an asset protecting holding company that makes equipment available to 'at risk' group operating companies need to be aware those arrangements may also fall into the PPSA, because they may have longer terms or may have been entered into before the 2017 changes. The asset protection strategy will not be effective if the necessary PPSR registrations are not made.
5. Many hire businesses have decided not to make serial number specific registrations for motor vehicles, watercraft or aircraft. They rely instead on broad general registrations to cover all hires of all goods in the relevant class. Serial number registration does however provide an additional benefit under PPSA in it prevents a third party taking title to an asset in a wrongful sale or lease by the hiring customer.

If you have any concern at all then it would be wise to have a review of your PPSA registrations and hire documentation by an expert in the area.

We know (and the Government agrees) the system is way too complex. The pitfalls are too numerous to mention here. Even if sound advice was taken when businesses started their PPSA compliance, errors can and often do creep in, become systematic and reproduce (like a virus!).

A small error can have very significant consequences.■

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The impact Coronavirus may have on commercial contracts

By HRIA legal advisors – Bartier Perry': Gavin Stuart, Partner; Adam Cutri, Senior Associate; and Max Mikha, Lawyer.

As COVID-19 (Coronavirus) continues to spread throughout the globe, the effects are being felt by many businesses throughout Australia, including those in the hire and rental industry. In light of the restrictions that have been imposed by the Australian Government to combat the effects of the Coronavirus, many businesses in the hire and rental industry now face the unfortunate reality:

- they may not be able to afford material or equipment they have hired due to a decrease in capital and income;
- it may be difficult or impossible to deliver rental equipment to sites in order to comply with social distancing principles;
- they may not be able to comply with hire agreements;
- they may need to look at opting out of or terminating hire agreements;
- there will be a negative impact on the demand for certain goods and services;
- there will be supply shortages linked to uncertainty surrounding production and the ability to import and export equipment from overseas; and
- there will be uncertainty for businesses due to the unknown duration and extent of the outbreak.

At Bartier Perry, we have already started to see the commercial effects of the outbreak, especially in relation to the impacts on hire contract performance. With this in mind, businesses should consider how the following three concepts may assist them during this difficult time.

1. Force Majeure provisions in contracts

The majority of Australian commercial contracts contain a 'force majeure' clause. These clauses expressly deal with how certain unforeseeable events and circumstances can impact and affect the performance of obligations under a contract.

In some instances, 'force majeure' clauses may also provide a right to terminate the contract, should an event specified in the contract occur.

These types of clauses are often the subject of commercial negotiations. The ability of a contracting party to rely on a 'force majeure' clause and its impact on any commercial negotiations will depend on the wording and scope of these clauses.

In light of Coronavirus and its impact on the global and local economy, we envisage many businesses in the hire and rental industry will need to seek advice as to the application of 'force majeure' clauses, if any, on their hire agreements.

It is not yet known whether the Courts will consider Coronavirus as a supervening event under the contract, and if that be the case, what steps would need to be taken to ensure a 'force majeure' clause is properly invoked.

2. Frustrated Contracts

We predict we will see a significant increase in the number of cases brought between businesses to rescind hire contracts on the basis the contract has been frustrated.

A frustrated contract is a contract that is incapable or impossible of being performed by one or more of the parties. This is due to unforeseen circumstances which result in a fundamental change in the contractual obligation initially agreed by the parties. This inability to perform the contract is through no fault of the parties.

Under common law in Australia, the doctrine of frustration generally operates to terminate the contract at the point of frustration (ie: when the supervening or unforeseen event occurs). In comparison to the application of a 'force majeure' clause, establishing frustration is a more difficult process and the doctrine often has a much narrower scope.

Since the SARS outbreak, we have seen other viral epidemics break out around the world. As such, it is arguable future virus outbreaks like Coronavirus may no longer be seen as 'unforeseeable' events. That said, the responses we have seen to Coronavirus, including city and business lockdowns, may well be considered as 'unforeseen' by the courts.

What we do know is the spread of Coronavirus is causing chaos in commerce and among communities around the globe. Businesses in the hire and rental industry are not immune, and are also required to implement strategies to combat both increased and decreased demand, putting stress on those businesses in different ways.



The hire and rental industry is not immune from feeling the effects of COVID-19 restrictions. Photo by Josh Hild

3. Increased chance of insolvency

In light of the trade restrictions currently in place, it is likely businesses in the hire and rental industry will see an increase in their trade debtors and accounts receivable. If your hire business is one which relies heavily on cashflow, this may mean you are at greater risk of suffering from an insolvency event or may need to find short term solutions to inject cash into the business to meet any shortfall.

This is a serious issue currently facing hire business owners and businesses generally, on a daily basis. Directors need to be mindful of their obligations to maintain solvency and to take action if they have concerns in this regard. The moratorium on personal liability for directors for insolvent reading is only part of this picture, and directors should ensure they understand the full range of issues and options in this difficult business environment.

Conclusion

In light of the uncertainty facing hire and rental businesses and whether you are experiencing cashflow or supply issues or feel your business is currently holding up well, it is important you take the time to:

- review your hire contracts and seek advice on potential options available to you including the application of 'force majeure' provisions or frustration;

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- contact your suppliers and seek updates on their business continuity plans to ascertain what processes you may need to put into place to combat lack of supply;
- focus closely on your trade debtors and increase your dialogue with them to ensure you maximise cashflow and are aware of issues as early as possible so a plan can be put in place to deal with them;
- look closely at your business' costs with your accountant and take steps to reduce costs as necessary;
- contact your lender to see what financial options are available if required;
- consider with your accountant what financial relief may be available from the Commonwealth government;
- contact your insurance broker to see whether you have any policy of insurance that may respond in the current circumstances, and whether notifications are necessary;
- monitor the solvency of your business and determine whether you need to seek advice as to options in this regard; and
- ensure your security interests are registered on the Personal Property Securities Register to ensure your business is in a strong position to reclaim equipment or money as required. ■

For more information visit:
www.bartier.com.au/insights/article

Gold Coast to host 2021 Hire Convention following cancellation of Adelaide event

After much deliberation and discussion and following governmental advice, the HRIA made the decision to cancel its annual hire industry Convention – HIRE20 – which was scheduled to be held 27-28 May 2020 at the Adelaide Convention Centre.

James Oxenham, HRIA CEO said: "The HRIA takes the safety of its members and all our Convention attendees, exhibitors and staff very seriously.

"Therefore, in the interest of public health and as a direct result of COVID-19 virus, we have unfortunately had to make the difficult decision to cancel HIRE20.

While the association was hoping for the best possible outcome, the escalating seriousness of the COVID19 crisis deemed any ongoing planning for the annual Convention no longer possible. Therefore, the difficult decision to cancel this year's event was made.

"We are optimistic that by May 2021 we will be over the COVID-19 crisis and we are looking forward to delivering a successful convention on the Gold Coast.

"The dates for next year's diary are 12-13 May 2021 when we will once again be welcoming you to Australia's leading event for the equipment rental market in Australia – HIRE21." ■

Email: hire20@hireandrental.com.au
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Economic stimulus package for Australian business

A $17.6 billion economic stimulus package announced by the Morrison Government today in response to the Coronavirus crisis is focused on helping small and medium sized businesses to stay in business and to keep Australians in jobs.

The package has four parts:

- Supporting business investment;
- Providing cash flow assistance to help small and medium sized business to stay in business and keep their employees in jobs;
- Targeted support for the most severely affected sectors, regions and communities;
- Household stimulus payments that will benefit the wider economy.

HLB Mann Judd, business advisors to the HRIA summarised the package and benefits for business.

1. Support for Business Investment

Increasing the instant asset write-off

- Threshold increased from $30,000 to $150,000.
- Applies to businesses with aggregated turnover of less than $500 million.
- Applies from today's announcement to 30 June 2020.
- The $150,000 threshold applies on a per asset basis so eligible businesses can immediately write-off multiple assets.
- Applies for new or second-hand assets first used or installed ready for use by 30 June 2020.

Investment incentive

- A deduction of 50% of the cost of an eligible asset on installation, with existing depreciation rules applying to the balance of the asset's cost;
- Applies to businesses with aggregated turnover below $500 million;
- Eligible assets are new assets that can be depreciated under Division 40 of the ITAA97 (ie: plant, equipment and specified intangible assets) acquired after today's announcement and first used or installed by 30 June 2021 (NOTE: This measure does not apply to second-hand Division 40 assets or capital works subject to Division 43).

NOTE: the announcement did not reference the removal of the depreciation limit for cars.

2. Cashflow Assistance for Business

Boosting cashflow for employers

- Will provide a tax-free payment up to $25,000 back to business, with a minimum payment of $2,000 for eligible businesses.
- Eligible businesses are those SME's with aggregated annual turnover under $50 million (generally the prior year turnover):
  - The payment will be delivered by the ATO as a credit in the activity statement from 28 April 2020 when the business lodges its activity statement;
  - Eligible businesses that withhold tax on their employees' salary and wages will receive a payment equal to 50% of the amount withheld, up to a maximum payment of $25,000 ;
  - Eligible businesses that pay salary and wages will receive a minimum payment of $2,000 even where they are not required to withhold.
- The ATO will deliver the payment as a credit to the business upon lodgement of their activity statements (with the minimum payment applied to the first lodgement)
  - Quarterly lodgers will be eligible to receive the payment for the quarters ending March 2020 and June 2020;
  - Monthly lodgers will be eligible to receive the payment for the March 2020, April 2020, May 2020 and June 2020 lodgements (with the payment calculated at 3 times the rate ie: 50% in the March 2020 activity statement).

Supporting Apprentices and Trainees

- Eligible employers can apply for a wage subsidy of 50% of the apprentice's or trainee's wage paid during the nine months from 1 January 2020 to 30 September 2020 (and this subsidy will be available to a new employer where the business is unable to retain an apprentice);
- Employers will be reimbursed up to a maximum of $21,000 per eligible apprentice or trainee (ie: $7,000 per quarter);
- Eligible small businesses are those employing fewer than 20 full-time employees who retain an apprentice or trainee (with the apprentice or trainee being in training with a small business as at 1 March 2020);
- Employers will be able to access the subsidy after an eligibility assessment is undertaken by an Australian Apprenticeship Support Network provider.

3. Assistance for Severely Affected Regions

Funds will be available to assist during the next few months and over the year ahead to ensure these communities are well placed to recover:

Support for Coronavirus-Affected Regions and Communities

- An initial $1 billion allocation to support regions and communities disproportionately affected by the economic impacts of the Coronavirus (e.g. tourism, agriculture, education) that will be provided through existing or newly established Government programs
- The Minister for Trade, Tourism and Investment will work with affected industries and communities to develop recovery plans and measures.

ATO Administrative Relief

- The ATO will provide administrative relief for certain tax obligations for taxpayers affected by the Coronavirus outbreak, on a case-by-case basis
- The ATO will setup a temporary shopfront in Cairns within the next few weeks with a dedicated staff specialising in assisting small business (and will consider presence in other regions as well).

4. Stimulus Payments to Households

This measure is designed to assist around 6.5 million lower income Australians, including pensioners and social, security and veteran income support recipients:

- The Government will provide a one-off $750 payment (with one payment per recipient);
- The payment will be tax-exempt and will not count as income or Social Security, Farm Household Allowance and Veteran Payments;
- Eligible recipients are those residing in Australia and be receiving a payment specified by the Government (such as the Age Pension, Carer Payment, Newstart Allowance, etc) or hold a concession card on 12 March 2020;
- The one-off payment will be paid automatically from 31 March 2020 by Services Australia or Veterans' Affairs. ■

HRIA members can access contact information for HLB Mann Judd via the HRIA website under the members section at: www.hireandrental.com.au

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Left: Genie engineering has come up with an innovative solution to produce face shields for medical teams in Seattle. Right: Genie Team Members Making Face Coverings in HUB

Genie produces protective gear for Seattle-area hospital

Genie engineering has come up with an innovative solution to produce face shields for medical teams in Seattle with plans for the first series of face shields to be manufactured mid-April.

The effort began with a face shield design developed by Jim Donaldson, Genie Engineering Design Manager, Terex AWP.

Jim said: "After watching a video about the types of medical equipment our hospitals needed, I thought we would be able to make the face shields that go over the N95 masks. I went to the store and bought a sponge, bungee cord and a poster that came packaged in a plastic tube. I cut up the tube to make the shield, and then I attached the sponges and bungee cord."

Jim then shared his idea with Matt Fearon Genie President, Terex AWP, who agreed it was a concept worth exploring.

Working with team members from project management, engineering and sourcing, the initial design was refined, and long-time supplier, Allegis Corporation, stepped in to source the materials necessary, even developing a custom tool to stamp out the shield shape.

"Our supplier really helped with moving this project forward and moving it forward so quickly," Jim said.

With the design updated, Matt Fearon, Jim Donaldson and a small team of engineers and project managers then met with representatives from Overlake Medical Center, located in Bellevue, Washington, to gain a better understanding of the hospital's needs, feedback on the face shield design, as well as to determine if there were any other ways the Genie team could help.

As a result of that meeting and with the knowledge the need for PPE is indeed great and immediate the Genie team expected to begin production of the face shields in Redmond, Washington, on 14 April.

The material the team has on hand should be enough to produce an initial 4,000 to 5,000 face shields for Overlake Medical Center. Whether the Genie team will produce more than the initial donation of face shields will depend on availability of the material, as well as the need.

However, the team has found other ways to help. In addition to the face shields, the Genie team developed a process for manufacturing face coverings using material provided by the hospital and a heat-sealing process to create seams and pleats.

"Finding the material to create the bands that go over the ears was actually a real challenge due to the high demand," Roger Bowie, Terex Business Systems (TBS) Manager said.

"But the team thought through that problem until they had a solution, identifying a way to use material that was readily available to make fabric strips that could be used for ties."

When production began on 14 April, the team expected to produce one face covering every minute.

Additionally, Genie engineers have used the company's 3D printing capabilities to make some custom parts, which allowed critical hospital PPE to be put back into service quickly.

"Our Genie team was anxious to help, the Overlake team pointed us in the direction of the highest need and together, we made great things happen," Matt Fearon said.

"I am proud of, but not surprised by, the initiative and innovation of our team members. They heard about a critical need, and they didn't hesitate to step up to the challenge.

"They focused on finding solutions, and they acted quickly because they knew the need was urgent. Our team in China jumped in by air shipping 1,000 N95 masks at a time when there was a severe shortage of masks in the US.

"These are unprecedented times and overcoming the challenges we face locally, and globally, will require everyone to do what they can to help. I am excited we have found such meaningful ways to help our local community and could not be prouder to lead this team in good times and in challenging times." ■

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Business should review their debt positions: In the face of low interest rates and now the COVID-19 virus

By James Macfarlane, HLB Mann Judd Debt Advisory



Australia's weakening economy and the very recent challenges of bushfires and the COVID-19 virus, should see most businesses take a proactive stance and review the effects of these changes on the business and their possible short and medium-term impact.

It was not that long ago most economists and market commentators were looking forward to improved business conditions for the 2020 calendar year.

How quickly this can and does change.

Outside the normal reviews and possible impacts to revenue, customer, supply, contract management and staff, businesses should also review the impacts and required disclosures to financiers.

Special arrangements may need to be considered with financiers of the business as well as the Australian Tax Office. Government announcements will remain fluid; however, all banks and commercial lenders are looking to release business support policies for their business customers in the current environment.

HLB Debt Advisory may be able to assist you through this process and at the same time review key aspects such as working capital, cashflow and your overall funding package both for the present and the future.

Commercial banks and lenders do not like surprises and there is the right way to communicate and the wrong way to communicate with your lenders when commercial conditions are turbulent.

HLB Debt Advisory only get paid where we can demonstrate value and that value can take the form of provision of debt finance in a timely manner; reduced finance costs; an improved loan structure; security and finance terms.

We can assist you in renegotiating loans. We recently renegotiated a client's business loan with their same provider and saved them $16,500 pa.

Home and Investment Mortgages

Borrowers need to be doing their research to ensure they are benefiting from the current low interest rate environment, and should bear in mind the following:

- If you've been with your bank for more than two years, then you are probably paying too much. Banks love loyal long-term customers, because they can charge loyal customers a higher interest rate. The longer you set and forget your home loan or any other loan, the higher the rate you're likely being charged.
- Refinancing debt – provided it's not a fixed rate – is not necessarily costly. In most instances, when you consider the discharge fees of approximately $700, outweighs the benefit of the competitive rate you are getting with the incoming lender.
- Taking out debt is a large impost on family expenses and, as mortgagees, we live with this expense for 30 years or more, so you want to make sure you have shopped around and are receiving the best possible rate.
- If you don't fit one lender's policy, you might fit another's. Policy variance is also common among lenders. For example, if you have just started work and are still on probation, you do not need to wait for your probation period to end – there are lenders that offer super competitive rates to consumers that are still on probation.
- The wisest borrower is always keeping their lender on their toes. Annual rate checks are a must and ringing your bank and renegotiating your rate is also important (excluding those on fixed rates).
- Failing to renegotiate an expiring fixed rate loan or interest only loan can also potentially cost you. A fixed rate home loan or interest only loan will automatically be rolled into a variable rate loan with no discount with most lenders if you don't ask the question.
- The low interest rate environment has become the new normal, so much so a lot of the lenders are offering a super competitive fixed rate, lower than any variable rate on the market. Fixed rate loans can bear large break costs if broken early, so understanding the fixed rate contract you are entering with your lender is important.

HLB Debt Advisory has deep experience in the commercial and residential funding markets and are accredited with all Australian banks and many other lenders and non-bank financiers.

We have successfully finalised or advised on debt transactions exceeding $A600m in the past three years and are passionate about helping businesses, shareholders and individuals. ■

Access contact information for HLB Mann Judd via the HRIA website: www.hireandrental.com.au, under the members section.

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Australian response to COVID-19 and the employment relationship

By James Sanders, Associate, MST Lawyers

Employers in Australia, particularly the hire and rental industry, have suffered a significant downturn since the Australian Government announced, in response to COVID-19, they were banning Australians from gathering in groups from mid-March 2020.

As a result, employers have had to make a number of difficult decisions in relation to their employees in an effort to save their business and ensure there will be a business available to employ the employees at the end of COVID-19.

The good news for HRIA members is they were not alone.

March and April 2020 have seen the busiest months on record for the HRNet hotline service, with an increase of almost 500% compared to March 2019, with April looking to reach similar numbers.

The Fair Work Commission has introduced COVID-19 amendments to a number of modern awards which provide employers and employees the ability to:

- Take unpaid pandemic leave of up to two weeks;
- Direct employees to undertake any and all duties available in the business;
- Agree on a majority basis to reduced hours for all employees in a workplace or a part of a workplace;
- Agree to take annual leave at half rate for double the length of time; and
- Require an employee to take annual leave (or unpaid leave) as part of a close-down by giving only one week's notice of the close down of its business.

These variations were brought into some modern awards on 28 March 2020.

Employees have been reaching agreements with employers to reduce their hours, take salary reductions, or have been stood down without pay, to ensure the business will be able to return at the end of COVID-19.

Finally, the Australian and State Governments are assisting employers with (a) tax reductions, (b) stimulus packages, (c) moratoriums on evictions, and (d) the introduction of the JobKeeper Enabling Directions and Requests, as well as the JobKeeper payments.

While the JobKeeper payments took some time to understand, the legislation provides employers with the tools they need to make the hard decisions, knowing when the JobKeeper payments commence, their directions to employees, if done correctly, will be authorised.

These are just some of the steps Australians have taken to reduce the impact of COVID-19.

If you have any questions in relation to the above changes, or how you can appropriately implement changes in your business, HRNet is available to members to provide additional information to assist you through this pandemic. ■

Access the HRNet portal via the HRIA website in the member section: www.hireandrental.com.au



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Hire gears for downturn

Following an upsurge in demand, Aussie Pumps is gearing up its production of Class A Jetters to meet the upturn in interest as some hire companies bring forward their Capex to 30 June acquisitions.



Aussie Pumps is gearing up its production of Class A Jetters

"We think some of this is coming out of the 100% depreciation allowance tax write-off from the Federal Government," Aussie Pumps' Brad Farrugia said.

"Getting a 30% discount from the government and realising it in real money within a matter of months is just too good to knock back," Brad said.

The latest Australian Standards safety requirements do not require operators of Class A Jetters to be certified, making them ideal for the rental industry, Brad said.

Aussie Cobra A Jetter offer 4,000psi and 20lpm flow and are powered by Honda twin-cylinder electric start petrol engines with the a 'Big Berty' Bertolini pump.

The machines come with a heavy duty 5,000psi rated reel and 60m of a special drain cleaning hose.

"We kit them out with wash down gun, a safety plate and a nozzle box that includes a wide range of nozzle suitable for almost any drain cleaning application," Brad said.

The company said most plumbers have conventional mechanical drain cleaning devices.

"These have a limited 30m range, are dirty, potentially dangerous, time consuming and inefficient," Brad said.

"You've only got to look online to see what plumbers who have used both mechanical drain cleaners and jetters say about the difference," he said.

"We also plan on bringing out a Class A 5,000psi Jetter for the rental industry before the end of the financial year, providing even more 'grunt' to attract even more plumbers to rent instead of buy."

Australian Pump has also upped its production of hire style pressure cleaners, particularly Honda powered models like the AB30 'pocket rocket' and the big Scud 400, 4,000psi machine. ■

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

Dingo and Wacker Neuson form strategic alliance

From 1 March 2020, Wacker Neuson Australia will become the exclusive distributor of Dingo Mini Digger/Loader machines, attachments and parts for the Australian, New Zealand and Pacific Islands.

Dingo Mini Diggers, manufacturers of the Dingo Mini Digger and Wacker Neuson Australia, Australian distributor of construction and light equipment, announced the multi-year strategic alliance to provide a comprehensive range of Aussie-tough construction and light equipment.

"This alliance brings a range of high quality, highly regarded market proven machines that logically compliment and expand our range of ground preparation and excavation equipment to the ANZ markets," Cameron Mole, Regional President, Wacker Neuson ANZ said.

"The new range of mini loaders will continue to be manufactured in Dalby, Australia by Dingo Mini Diggers/Loaders, under the Wacker Neuson brand.

"This is a really exciting time for Dingo Australia. This alliance represents the next evolution for us as a company," Gary Briggs, Managing Director, Dingo Mini Diggers/Loaders said.

"Our manufacturing expertise and history combined with Wacker Neuson's national presence and support network will take both businesses to the next level."

"We have made some exciting additions to the existing range, which will bring a wider and more keenly-priced mini-digger/loader machine range to the market, with the renowned Dingo reliability and strength, underpinned by Wacker Neuson's proven sales and technical support network.

"Supply of all Dingo attachments and parts will now be through the Wacker Neuson Australian and NZ network, supported by our National Parts Warehouse in Dalby.

Rohan May, CEO of Dingo Australia said the alliance provides Dingo with an exponentially wider geographic reach than it could attain on its own.

"Combining the world's best mini digger/loader with Wacker Neuson's national dealer presence and proven sales, marketing and technical customer support expertise was a 'win win', Rohan said.

"We've already begun to hire new staff and are ramping up production capacity in light of the new agreement with Wacker Neuson Australia. ■

Visit: www.dingo.com.au or www.wackerneuson.com for more information.

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Preston appointment renews focus on rail infrastructure

Preston Hire renewed its focus on rail infrastructure within Australia with the appointment of Mike Thomas as Head of Rail.

Mike has spent five years at Preston Hire Group and has 18 years overall hire industry experience.

Mike's previous roles have seen him contribute to the effective supply of goods and services and to create the highest level of efficiency possible. He managed the ongoing improvements of all operating systems and strived for organisational effectiveness.

The rail division of Preston Hire has been a passion project for Mike, having significantly contributed to the initial setup and selection of specialised equipment to offer rail customers.

"I'm really excited to take Preston Hire's services to a new client base" he said.

"I'm keen to place the category at the forefront of the industry, encompassing not only our current product offering into the division, but introducing additional lines to meet our clients' needs and expectations."

General Manager of Preston Hire Australia, Andrew Lambert, expressed it was a very positive step forward for the business with the appointment of Mike accelerating the company's ambitions.

"We want Preston Hire to continue to be recognised as real solution providers within the industry. Expanding into new markets is important for our continued growth and rail is a vital sector to be partnering with," Andrew said.

"Mike's passion for our new rail machines and the broader rail industry is infectious. He has been our technical advocate over the past six months, as the first and second phase of our EVO machines have become available for hire. I wish Mike great success and look forward to him leading the team in this new direction."

Preston Hire has invested in a fleet of SuperElevate RR14EVO3 known for their exceptional performance for both rail and road applications, in addition to various machines within their portfolio that are also applicable to the rail network. The EVO units were carefully selected based on the numerous benefits they provide including their unique self-levelling turret enabling the boom and basket to be kept level even when



Mike Thomas has been appointed Preston Hire's Head of Rail

driving along sloping ground or rail, the large outreach and bigger basket capacity creates room for up to two operators plus tools and materials and the highly important tri-gauge model allows the machine to adapt to any of the three different gauges of rail systems within Australia making it incredible efficient and adaptable on the job. ■

Visit www.presonhire.com.au

CEA to distribute Ditch Witch drills and excavators

Following the acquisition of equipment distributor ELB Equipment, CEA will become Australian distributor of Ditch Witch directional drills and excavators and Komtech waste recycling shredders.

CEA will also become the distributor of Diamond Z, Screenpod and TrackStack adding high speed grinders, stacking conveyers and modular wind sifters to its expanding portfolio of products for clients operating in the infrastructure construction, utility maintenance, waste management and recycling sectors.

CEA, part of the CFC Group of Companies, is a privately owned business with nine branches, over 90 dealer outlets and more than 280 employees. Providing sales, parts and service Australia-wide through a network of branches and dealers CEA is well positioned to further develop and build on the strong market position ELB has built over its extensive time within the industry.

CEA CEO Hylton Taylor said as a leading distributor of world-renowned capital equipment brands ELB is a natural fit for the CEA business.

"We see this as a great opportunity to further expand our product portfolio and build on our already strong suite of brands we represent in the marketplace today. Operating for almost 40 years, our business understands the market requirements, and how best to meet the evolving demands of our customer base," he said.

CEA is currently the exclusive distributor of JCB construction and agricultural machinery, Dynapac compaction and paving equipment, and Atlas Copco generators, portable air compressors, and lighting towers. Supplying a diverse range of equipment to many industries including construction, agriculture, government, defence, waste management, mining and civil works, CEA and its highly experienced team, are well positioned for this next stage of growth.

ELB Equipment, formerly Mole Engineering was established in the 1950s in Australia and New Zealand becomingthe world's first authorised distributor of genuine Ditch Witch equipment. In 2009 ELB Equipment expanded its product range taking on the distributorship of the Komptech brand in Australia and New Zealand and entered the waste recycling industry. ■

Visit www.cea.net.au

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† Information is general in nature and should not be relied upon as tax advice. Caterpillar and Cat dealers are not providers of financial advice. Please seek independent financial advice from your accountant or tax adviser. Only until 30 June 2020. See ato.gov.au for full details.

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Top five issues to consider when buying or selling a hire or rental business

By: Jason Sprague, Partner; Eric Kwan; Senior Associate and Lucinda Borg, Paralegal – Bartier Perry



How you sell or take over a hire and rental business may have different legal or tax implications. Typically, the transaction is done by either selling the assets of the business and its existing operations, or by selling shares in a company that operates the business.

You should seek professional advice to determine which option is best for you.

Beyond that, other issues to consider may relate specifically to the business itself, rather than the mode of transaction. These are the top five issues we find most clients need to consider when buying or selling a hire or rental business.

1. Security Interests over Assets

Check whether any third parties have security over the assets proposed to be transferred on the Personal Property Securities (or PPS) Register. This is particularly important in an asset sale. If there are, you may need to talk with the secured parties to get them released so the assets can be sold free from encumbrances.

2. Third-Party Approvals and Consents

Do your customer and supply contracts require their consent before you sell your business? Typically, this is referred to as getting consent to a 'change of control', and is often found in customer and supply contracts, especially in relation to property leases.

If a contract is key to the business you are buying, you want consent to appear as a condition to completion.

If you have any regulatory licences or approvals, you may also need consent from a regulator to get them transferred to the buyer or have the buyer apply for a fresh licence. If they are critical to the business, it is also important this become a condition to completion so you don't buy a business you simply cannot operate.

3. Existing Guarantees

If selling, have you given any personal guarantees in relation to your customer or supply contracts? Whether an asset or company sale, you will need to have those guarantees released before completion, otherwise you may be on the hook for things the buyer does.

4. Restraints

There are usually two reasons for restraints:

- To protect the goodwill being bought by the buyer (that is, a seller's restraint);
- To protect existing customer and supplier relationships within the business.

To protect the value of the business, a buyer will normally ask for a restraint in the sale agreement. If the seller will be staying on in the business for any period, a restraint clause will also be included in the seller's employment or consultancy contracts. You should consider the scope of any restraint; in particular:

- What it prevents;
- Where it applies;
- For how long it applies.

Restraints need to be reasonable in the circumstances. If they are too long or too broad, they may be unenforceable.

5. Warranties and Liabilities

A key area where the type of business acquisition will have significant implications are warranties and liabilities.

While buyers should do their own searches and enquiries, certain things that are key to a business may be impossible to conclusively establish. For example:

- The seller is not insolvent;
- The seller has the power to sell;
- The seller has complied with the law.

For this reason, sellers are usually asked to give a representation or warranty about certain aspects of the business, and, where the whole company is being sold, significant representations or warranties about the company and its liabilities.

Determining whether representations and warranties have been breached can be difficult. Negotiations often feature thresholds and limitations designed to limit sellers' exposure to liability and provide a balance between the risks to buyer and seller, respectively. These thresholds and limitations usually include:

- Time limits in which a buyer can take action;
- A cap on total liability;
- A minimum claim amount.

These are not the only issues to consider when buying or selling a business in the hire and rental industry, and not all will be of the same importance. Depending on your circumstances, some may also move into the background as you and your advisors negotiate the transaction. ■

For more information contact Bartier Perry on 02 8281 7940 or visit: www.bartier.com.au

Correction: Winch Hire story

Last issue we inadvertently got a detail incorrect in the story about Winch Hire – 'Specialised winch hire tailored to customer needs' – which appeared on p48.

The story incorrectly reported Brett Williamson's father had passed away, when in fact he is still very much alive and well, and enjoying his retirement.

We apologise for the confusion this error may have caused and wish Brett's dad every good wish for lengthy enjoyment of his retirement. ■

Cyan Magenta Yellow Black
Job: J031438_HRREN HRIA News May 2020.__24_Top

Have you got a dual banking strategy in place?

By Richard van der Merwe & David Hinchey, Fordham Business Advisors

All too often business owners use the same lending institution to finance both their trading (active) business and investment (passive) assets (your two pools of wealth).

This leads to unnecessary and avoidable exposure to risks across your group. This also often leads to cross collateralisation and guarantees occurring between the two wealth pools.

Dual banking is an asset protection strategy designed to separate the business (active) lending from the investment (passive) asset lending such that if the business is in default, the business lender cannot call upon the business owners' passive assets.

Is your home safe from the bank?

If the active business suddenly found itself in a downturn and was no longer able to meet its financial obligations, the business financier may be in a position to call on any registered charges it has over a business's assets. If the fire sale value of these assets is insufficient to discharge the debts held over them, then any guarantees or charges the financier holds over any other assets may be called upon. Without the correct asset protection strategies in place, this may be the business owner's personal home or passive investments held outside of the business.

What does a dual banking strategy look like in practice?

Below is an example of a dual banking lending structure for a typical business owner that has borrowing requirements within the active business and passive property investments.

Business Lending – Financier #1

1. Registered direct charge over business assets, both fixed and floating charges.
2. Director guarantees (excluding spouse) over business borrowings (limited to the level of debt).
3. Charge over primary residence (avoid if possible).
4. No cross guarantees with passive asset holders.

Passive Lending – Financier #2

1. Charge over the passive asset (eg: property).
2. Director / Trustee Guarantees (limited to the level of debt).
3. No cross guarantees with active business entity operators.

Using separate financiers for active and passive pools ensures we are restricting the impacts one pool can have on the other if things turn for the worse.

With the above financing structure in place, if a business found itself unable to meet its financial obligations, Financier #1 would be limited to calling on charges held over business assets to repay debt.

Since the passive assets are financed by a second institution, no guarantees are held over them by Financier #1 and they are therefore protected.

Further Benefits

Other benefits to a dual banking strategy include creating an alternative banking relationship in addition to a traditional lending partner. Additional banking relationships help to improve a business owner's competitiveness when renegotiating existing finance arrangements or establishing new ones. Not surprisingly, this may also result in overall higher service levels being provided due to the competitive environment.

Particularly since the Royal Commission into Misconduct in the Banking, Superannuation and Financial Services Industry, many of the major lending institutions now have stringent 'new customer' lending policies in place to assist with assessing credit worthiness. However, often these policies are not applied retrospectively to their existing customer base, due to the long term relationships and proven track records already established. Therefore, it is considered prudent to undertake establishing new relationships when a business is operating successfully and without the urgency of pending refinancing deadlines.

Lending institutions are frequently reviewing their existing credit policies and risk profiles. This may result in a sudden and dramatic change in the conditions of an existing lending arrangement. Having a second relationship already in place will improve a business owner's bargaining position with its existing lender or provide an alternative lending arrangement in a timely manner when it may be need most.

How do your Financing and Asset Protection Strategies stack up?

Dual banking is just one funding consideration and one example of an asset protection to build wealth and strengthen the firewall between business owners active and passive wealth pools. ■

This information is general information only and is not intended to provide advice or take into account objectives, financial situation or needs. You should consider, with a financial adviser, whether the information is suitable for your circumstances.

Visit fordhamgroup.com.au

New HRIA website now live

The HRIA's new website is now up and running, offering increased functionality and service capabilities and a big step forward in technological flexibility.

The new website went live on 2 March and now provides a better platform for two-way engagement between the HRIA and its members.

It follows the rebranding of the three Associations in 2019, a fresh and modern evolution of the hire industry in Australia.

Key messaging on the home page of the new site focuses on the many benefits of hiring; a fundamental promotional message identifying 'Why hire'? It's a clear review of how customers can benefit when hiring equipment over buying. Check it out – there may be some points you aren't aware of!

The new technology also gives the HRIA greater ability to offer new services into the future and to drive and enhance Association interactions with members online moving forward.

James Oxenham, HRIA CEO said: "We are excited by the options our new website gives us, in terms of providing better communication with members and our ability to develop new services to better represent our members into the future.

"It now stands side by side with our news portal – www.hireandrentalnews.com.au – and is a brand new resource for members to access."

With the launch of the new website, members will need to update their usernames and passwords, which will be different to their current usernames and passwords.

Members are also asked to check their business listings and to make any updates or changes required.

"Should you require information or assistance email info@hireandrental.com.au so we can address these enquires as quickly as possible," James said. ■

Visit: www.hireandrental.com.au

Cyan Magenta Yellow Black
Job: J031438_HRREN HRIA News May 2020.__25_Top

South Australian stalwart reflects on 50 year career

Hire industry stalwart in the South Australian market for 50 years, Martin Foster, is retiring – or had planned to retire this coming July – before the Coronavirus hit.

Having dedicated his life to the hire industry, with the past 35 years in the access industry, friends say he is an amazing person. Martin is currently working at Access Group in Adelaide, South Australia as a Senior Account Manager but has had a long and varied career in hire.

Starting back in 1986, Martin was the Senior Sales Representative for Electrical/ Mechanical Supports and Access Floors for GKN Kwikform – Industrial Services Division before moving onto become the Senior Technical Consultant for Unistrut Australia in 1989.

He then spent five years working as the State Manager South Australia for GKN Light Access before moving onto Wreckair Hire as Area Manager for the Access Division and then Sales Manager for South Australia and the Northern Territory between 1994 and 2000.

With another seven years as General Manager for SA Access, Martin then moved across to Force Access where he spent eight years as State Manager for South Australia, and finally, became Team leader – Access Specialist products for Coates Hire in September 2015 before winding up with his time at Access Group where he has been for the past four years.

Hire + Rental Magazine spoke with Martin before the Coronavirus lockdown – to get a better understanding of his life and history in hire and access.

Q: When did you begin your career in hire/ access?

A: The year was 1990 and GKN Light Access was the company name.

Q: How did that come about?

A: I had been working for GKN for about 18 years in sales roles and as a technical consultant when the company decided to open a new division utilising aluminium scaffold, swing stages and EWPs. When the new division opened – GKN Light Access – I was appointed State Manager for South Australia.

Q: What do you love about the industry?

A: The hire industry is a great industry. It gets into your blood and is always interesting and different every day. I also find solving problems for customers to be very satisfying – which is good because you never know what a day in hire will bring.

Q: What are some highlights of your career?

A: I was Vice President of the national EWPA for a number of years. I have great respect for the Association and the people who dedicate their time and effort to work towards a better access industry for all. I loved my time on the EWPA Board and found working with my peers from all over Australia to be most satisfying.

Q: Can you tell me any anecdotes about events/times in your career?

A: There are so many interesting stories I could tell you. With so many years behind me, there is so much I could say but I will say this instead: attending the HRIA Conventions over the years and networking with people from within the industry – these are some of my most favourite and enjoyed times. I have made many, many great friends in the hire industry and having the chance to catch up at the national Convention was pure gold.

Q: What are the biggest issues/challenges/ changes you have seen in your career in the industry?

A: There have been many major challenges over the years but one of the biggest was introducing the Yellow Card training system. That took a lot of time and effort to get industry and government regulators aligned. Other major challenges included: wind rated electric Scissor Lifts regulations; weight sensors on boom lift baskets; the introduction of Secondary Guarding on boom lift baskets. All of those are major accomplishments and the access industry and EWPA can be justly proud of bringing them to fruition.
Overall the quality of the equipment in 30 years is significantly improved.

Q: What are the biggest issues/challenges the industry needs to address right now?

A: Following the tragic deaths on the New Royal Adelaide Hospital of operators in scissor lifts, the South Australian Government has drafted legislation that will greatly impact the EWP industry, specifically operations on all access equipment and machines and introducing the use of spotters.

Q: Do you have or have ever had a role model at any time in your career?

A: During my entire working career I have learnt something from EVERY Manager I have ever worked for. I would like to think that each piece of advice, I gleaned from them, I have put into my 'toolbox' for future use.

Q: What is the industry getting right?

A: Apart from all the initiatives mentioned above, the Association works hard at being proactive and providing safe hire options. This is what the industry needs and in line with legislative requirements.

Q: What do you see for the future in the industry?

A: For the future in the hire industry I see growth of the total hire in terms of $$s being spent on hire as opposed to buy.

Q: What comes next for you?

A: My wife and I have recently purchased caravan. We've done a significant amount of overseas travel in the past. Next it's time to explore Australia. I have two daughters and four grandchildren in other states, so the life of a grey nomad sounds good.

Q: Anything you'd like to add?

A: I have made a large number of lifelong friends through the industry who I will continue to make contact with, long after I retire and actively give up work. It's been a wonderful career. ■



Martin Foster was Wreckair Hire's Area Manager for the Access Division and then Sales Manager for South Australia and the Northern Territory between 1994 and 2000

Cyan Magenta Yellow Black
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Hire career path to 'stem' the skills gap

Is the fear of manual labour putting young people off careers in hire and construction? This is the question the Hire Association Europe (HAE) is asking since it is finding recruitment and retention of millennials a challenge, especially females.

HAE Commercial Manager, Paul Gaze said the variety of jobs available and the lure of working on some of the nation's major infrastructure projects should make a career in the industry an attractive proposition.

But, he said the construction industry has lagged behind the diversity curve and has, in the past, had a reputation of being 'middle-aged male dominated'.

"It is estimated 8% of current construction employees are over 60, however, misconceptions about gender specific roles are gradually diminishing and the number of women as new entrants from higher education has been steadily increasing.

"It is recognised the hire industry needs to do more to sell itself while all students are still at school and reach out to the entire cross-section of society. HAE sees STEM (Science, Technology, Engineering, Mathematics) as a basis for developing skills using the latest computer and online technology such as virtual reality for training in equipment and tools.

"Hire is very much a sector that absolutely embraces STEM. We've created a career and hire strategy where all young people can progress, do a degree while gaining loads of work experience and have skills that are transferable, but won't incur the debt they have when going straight to university."

"Attracting more women into the hire sector is vital. Currently around 13% of people working in construction are female UK figures), as is retaining their skills, especially if the flow of workers from the European Union dries up due to Brexit," Paul said.

"Creating a sustainable skills base through apprenticeships, vocational training and academic options will contribute to the UK's major construction projects of the future, from civil engineering such as tunnel building and town centre rejuvenation, to keeping drinking water supplies, water treatment works, pumping stations and underground service reservoirs all functioning.

"We must encourage more young people into the industry, especially women. An emphasis on apprenticeships and tailored training are the way forward. Not everyone is going to be interested in brick laying or plumbing but someone may be fascinated by electrics or engineering. People can still go to university but by then they could have spent many years in the hire industry building up their skills and knowledge," Paul said.

"Young people often overlook the fact that careers in hire and construction are incredibly diverse with advanced technology. STEM activities can lay the foundations for filling vital jobs that include everything from architects and virtual construction managers to engineers and contractors."

Hire Association Europe (HAE) was formed in 1974 and is a not-for-profit association with over 800 members based in the UK, Europe and other parts of the world. It is a Birmingham-based industry-leading trade body representing plant, tool and equipment hire. ■

Visit: www.hae.org.uk



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The JawSaw was developed with safety in mind and is the only chainsaw designed to make cuts directly on the ground

Safety behind reinvented chainsaw design

Setting the standards for next-generation chainsaws, the innovative JawSaw is built to ensure maximum safety while minimising effort when chopping tree limbs or brush clearing so even a first-time user can operate it with ease.

Engineered to guarantee maximum confidence from the user, the JawSaw is the only chainsaw designed to safely make cuts directly on the ground so you no longer have to bend over and prop the wood up to cut. With a simple push of the handle, Worx's new chainsaw slices through branches up to 10cm in diameter using the single-action cutting mechanism.

Fitted with a set of solid teeth around the chain, there's no need to worry about kickback or damage to the new Worx JawSaw. This 'jaw' also acts as a safety measure to prevent slipping by holding the wood securely while cutting. Not only will your digits be kept safe, the jaw guard around the bar and chain doubles as a cut guide so you don't accidentally remove healthy branches.

Built to be user-friendly, the WORX JawSaw is cordless. For higher branches, pop on the optional telescopic extension to increase the JawSaw's range to 3.6m.

Designed with an auto-tension system, the JawSaw features a single bolt that replaces and automatically sets the correct tension, preventing over-tightening. The Worx JawSaw includes an automatic oiler to ensure the bar and chain are constantly lubricated to ensure maximum working potential.

Powered by a 20 volt lithium battery, the new JawSaw delivers a strong and clean cut. The Powershare battery platform means you can interchange batteries with other favourite 20V Worx tools. ■

Visit www.worx-australia.com

Echo releases new handheld product range

Following the exclusive distribution agreement in Australia last year, Japanese power equipment brand Echo® has released the X Series of affordable handheld products.

Designed for professionals, X Series represents Echo's best in class products. Every X Series product delivers more power, lighter weight and premium performance to increase productivity.

Each model boasts a range of features including Echo's trademark ES-Start technology – a spring assisted system allowing users to start petrol engines with great ease; vibration reduction to increase comfort when handling, low emission engines to allow for extended running times and better air filtration.

The range includes chainsaws, trimmers, brushcutters, hedge trimmers, power pruners and blowers are tested in extreme conditions to assure easy starting and smooth operation.

Designed to handle the toughest jobs, the X Series Chainsaws are Echo's best in class when it comes to weight ratio, features and performance.

The CS-2511TES top handle chainsaw is the most compact saw yet.

The Echo X Series brushcutters feature a high torque, to regulate cutting speed and power, which enables continuous cutting through extremely thick bush and long grass.



Some of the new range of Echo equipment includes top: the HCA-2620ES-HD Hedge Trimmer, centre: the SRM-420TES/U Brushcutter and the CS-2511TES Top-handle Chainsaw

The SRM-2620TES brushcutter generates massive power from its relatively small engine. Its U handle and lightweight body designed to maximise efficiency, comfort and reduce operator fatigue.

X Series' long reach hedge trimmers and power pruners include features to increase the productivity of green space professionals.

The PAS-2620ES multi-tool system is easy to use, reliable and versatile. It is a commercial grade petrol multi-tool giving users the power of eight professional grade tools in one – eight optional tools can be fitted quickly and easily, simply by pushing and tightening the preferred attachment to the engine unit.

Attachments include:

- MTA-PS Power Brush;
- MTA-PB Blower;
- MTA-TC Cultivator;
- MTA-LE/E Lawn Edger;
- MTA-PP/E Power Pruner;
- MTA-AH-HD Hedge Cutter;
- MTA-TB Trimmer/Brush cutter;
- MTA-3EXT Extension Pole.

The X series range will continue to expand and comes with a five-year domestic warranty and two-year professional warranty. ■

Visit www.echo-australia.com.au

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Hikoki Power Tools Australia's Hex Demolition Hammer is designed with next-level tool technology

Rotary and demolition hammers hitting harder than ever

The best-selling 18kg 30mm Hex Demolition Hammer: H65SB3 is designed with next-level tool technology for a solid build and high demolishing performance with low vibration and noise.

Housed in an aluminium body, the 18kg 30mm Hex Demolition Hammer is a robust and highly durable power tool operating at 45 joules. The motor is shielded with a double protective armour consisting of a stator holder contained within a die-cast outer aluminium housing body for exceptional durability on the job.

With maximum inbuilt protection against excessive vibration as a principle of design, this demolition hammer is outfitted with a User Vibration Protection (UVP) shock absorbing handle and internal vibration absorber. Not only is UVP beneficial to operator safety by helping to safeguard against White Knuckle Syndrome, it is good for business. The standard accessories include bull point chisel, hex bar wrench and carry case with wheels.

Hikoki has also recently launched the new VB3616DA(HGZ) 36 Volt Multi Volt Brushless Rebar Cutter & Bender.

The VB3616DA will cut and bend 10mm, 13mm and 16mm rebar with ease and for improved efficiency. The unit can cut two 10mm rebars at a time. The 36V Multi Volt Lithium-ion Battery included provides impressive runtime enabling approximately 350 cuts of 10mm, 170 cuts of 13mm or 130 cuts of 16mm in a single charge.

The unit can also bend three 10mm rebars or two 13mm rebars at a time and in various angles. The battery runtime achieves an approximated 360 bends of 10mm, 310 bends of 13mm and 140 bends of 16mm rebars. With a simple twist of a dial, you can set in four angles: 45, 90, 135 and 180 degrees, and the viable speed trigger switch allows manual adjustment of the bending angle. ■

Visit
www.hikokipowertools.com.au



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A good report drives good decisions, a bad report drives distraction

By James MacPherson, Wolf & Bear Services

Good report design is essential in building an effective and efficient management reporting suite for a rental business. All too often critical business rules and interpretations are overlooked with building reports leading to misguided decision making and poor performance management of teams. For most, revenue, margin, financial utilisation and time utilisation will always be the bedrock of equipment rental management, but even these staples are littered with traps for report designers who fail to understand the industry.

Many may fall back on the rental metric 'bible' of the American Rental Association Market Metrics (Financial Standards for the Equipment Rental Industry), but this in and of itself does not account for all of the nuances of actually managing a rental business day-to-day.

Let's take a practical example of a rental favourite – Time Utilisation (TU). Relatively simple: this is usually defined as time out divided by time available.

Key to truly understanding this measure is to ask: "What behaviour do I want this to drive"? The most common answer is we want the sales and pricing teams to respond to a low or falling TU% by increasing sales either through higher volume or lower prices.

So, does the TU include assets that are out of service? The sales team can't sell those.

Are you measuring it based on the off-hire date or the return date? Just because it is off-hired doesn't mean the asset is in the yard ready for hire.

How are you handling transaction lines charged on five, six or seven days per week, or hourly? All of a sudden, a very simple measure just became a lot more complicated.

What about history? Whether it is a customer account, salesperson, asset, financial utilisation or time utilisation, where does the performance go if it moves?

If we take a group of high performing assets from branch A and transfer them into branch B what happens to the performance of those branches if I look back to last month or last year?

The most glaring omission from available standards is price. Many companies are adept at measuring average rate but not price; is there a difference?

Absolutely.

Average rate is a fine measure for calculating returns over time and long-view performance but fails when applied to real-world price management. Price durations be they hourly, daily, weekly or monthly must be viewed and measured in isolation otherwise duration creep (lower prices for short duration hires) is inevitable.

All too often decisions are made based on reports that have been designed and implemented without interrogation. The lack of a glossary of terms or data dictionary frequently leads to multiple interpretations of the same measure within an organisation with assumptions defeating fact more often than not.

Building an effective reporting suite must be based on a series of critical questions: who is the intended audience of the measure? What is the behaviour you want to elicit? Are there multiple users with differing needs and interpretations? What are the business rules applied to each measure?

A well-designed reporting suite can present a competitive advantage but only on its application and use, not just in its existence within a business. Interpreting reports into appropriate actions is the key to maximising the benefit good reports provide.

Is the best response to a falling TU increased sales activity, dropping prices or both?

James MacPherson is the founder of Wolf & Bear Services, specialists in data-warehouse and BI Solutions for the Rental Industry. James is also a partner in the Construction Advisor Business providing news and resources to construction professionals.

Visit: www.wolfandbear.net.au

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Access in Action

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www.ewpa.com.au



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President's message



At the time of writing, a few weeks before going to print, the access industry finds itself in unprecedented times. We have seen the hire industry affected on a number of different levels with the spread of the Coronavirus. The events sector was the first to be hit when the majority of their industry was forced to cancel events to comply with government regulations and limit the number of people gathering in any one place. General equipment and access equipment hire companies then had to negotiate the ever-changing government advice and legislation to do their part in limiting the spread of the virus.

While the construction and infrastructure sectors put in place measures to keep operating, so too did access companies supplying equipment. Staff and customers needed to be protected. Machines required more cleaning than pre-virus days and this meant looking at daily operations and re-visiting all procedures to ensure all those in the supply chain were taking the necessary precautions.

Safety is at the forefront for all of us involved in hire, whether it be the daily checks, repairs, routine maintenance or major inspections, it is vital that ewps in particular are well-maintained and compliant with Australian standards. Following good procedures ensures the safety of operators and those around them on construction projects, mining, infrastructure, tunnels and residential or commercial construction. The other critical factors for safe use of EWPs include industry specific training such as the EWPA's Yellow Card program, selection of the right equipment and supervision. A gap in any of these can have serious consequences. The EWPA has taken the approach of consulting with industry to continuously improve its training offerings. Over the last few months we have seen the results of their efforts and as the current President, I'm pleased to share some success stories with you.

The EWPA's Supervisor Course has been taken up by some of the country's leading tier one construction firms and the feedback has been excellent. At the start of March, the Australian Construction Awards shortlisted the EWPA Supervisor Course as a finalist in the Health and Safety Solution of the year. Unfortunately, due to the virus the event was postponed but we are hopeful of a positive result when they announce the winners.

The Advanced boom course is another good example of the EWPA working with industry and covers boom lifts with any one or more of the following Extending axles; Sequential lifting procedure; Operating envelope control system; Dual rated capacity; Variable leg position; Electronically controlled platform levelling. Operators can easily find themselves out of their depth if they have not been trained or familiarised with the machine they are operating. The EWPA ran advanced boom courses in March and again received very positive feedback from the construction sector.

Finally, a resource that has been created for all to use, freely available on the EWPA website is the EWPA Good Practice Guide. This is a one-stop shop for all industry stakeholders which provides information covering – legislation; safe work practices; planning; design; transport; working at height; maintenance and inspection and operator training. Please feel free to use this and share the link with your customers, who may not otherwise be aware of the information available.

I look forward to keeping in touch with you all and to meeting again once the virus is behind us. Until then, stay connected with the EWPA and look after yourselves.

Doug Rawlings
President EWPA

Comparison between AS 10896.1:2019 & AS 1418.19:2007

Following the release of the AS10896.1 standard, the Telescopic Handler Association (TSHA) has produced a comprehensive comparison that highlights the changes between the 'old' AS 1418.19 standard and the 'new design standard.

A sample of the document can be viewed on the TSHA website and the full summary document and accompanying comparison spreadsheet is available for purchase for OEMs and other interested parties.

TSHA President and Manitou Australia Managing Director Stuart Walker said: "With the recent release of the new AS 10896.1 standard in Nov 2019, there is an industry expectation for OEMs to adopt this new standard by November 2020. In addressing this industry mandate, the TSHA has invested significant resources into producing a comprehensive guide that compares the new standard with the superseded AS 1418.19 standard. The TSHA considers this guide to be a highly valuable resource for OEMs looking to ensure compliance with this new standard."

TSHA Technical Director and Director at Wenn Wilkinson & Associates, Peter Wenn said: "While the Australian industry was overwhelmingly supportive of the new AS 10896.1 standard, it was important to recognise the telehandlers we use in this country are manufactured overseas. As a result, it was evident to the TSHA a comparison tool would be vital in assisting local OEM representatives to quickly and accurately advise their respective overseas production facilities of the specific machine features required to comply with the new standard."

TSHA members can access AS 10896.1:2019 standard via the member section of the TSHA website. ■

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EWPA

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On the cover

Scissor Lift and Compact Crawler Boom from JLG

Along with providing industry-leading customer service and support, JLG is committed to product innovation to make life on the worksite more efficient, reliable and productive for our customers. Two of our most recent product releases include the ES1330L Scissor Lift and X20JP Compact Crawler Boom. Compact and lightweight, the ES1330L is easy to manoeuvre on the worksite and benefits from reduced operating costs thanks to its electric drive. The X20JP is available with a choice of either diesel engine, petrol engine or lithium battery operation and features 230kg unrestricted platform capacity for superior reach.

Visit: www.jlg.com.au

EWPA Stand Down Policy – Updated

The EWPA has advised all members, it has recently updated its stand down policy ahead of potential business interruption and requests from customers to stand down equipment.

This guide is issued as a guide only. It is up to individual companies to decide whether to adopt the guide in full, in part, or not at all. The Guide can be accessed via the members services section of the EWPA website. ■

Visit: www.ewpa.com.au

Vale Paul Williams

It was with much sadness the EWPA advised members of the passing of one of its long-standing Accredited Trainers, Paul Williams.

Paul passed away recently after enduring a lengthy battle with cancer.

Paul was a respected and well liked Accredited Trainer having delivered over 2,000 Yellow Cards over the past 17 years.

The EWPA extended its deepest sympathies to Paul's family and friends at this sad time. ■

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EWPA launches Good Practice Guide

Mobile Elevating Work Platforms (MEWPs) are useful pieces of equipment that, when used correctly, provide a safe way to perform work at height.

However, people have been seriously injured and killed due to:

- not fully assessing the hazards and risks of the job, site and the equipment
- not following the manufacturer's recommendations
- inadequate training and supervision
- equipment failure.

As part of its mandate to promote safe use of MEWPs, the Elevating Work Platform Association (EWPA) has released the Good Practice Guide for Mobile Elevating Work Platforms. The guide is available to the general public as an online resource and contains the latest knowledge for these machines.

This guide outlines the safe work practices on how to operate and maintain MEWPs safely and help duty holders meet their obligations under the Work (Occupational) Health and Safety Acts and Regulations in force in each state and territory of Australia. Duty holders include employers, employees, principals, designers and manufacturers, hirers and suppliers engaged in work associated with MEWPs.

James Oxenham, CEO of the EWPA said: "The EWPA is committed to promoting the safe use of MEWPs. The Good Practice Guide has been developed to consolidate guidance notices and other safety information produced by the EWPA, and provides one central document that outlines the safe work practices on how to use and maintain MEWPs."

The advice in this Good Practice Guide represents the current state of knowledge (the best available at the time of publication) on the safe design, use and maintenance of MEWPs common across a broad range of industries and applications.

To ensure the latest, most relevant information is available at a given time, the guide will be reviewed and revised regularly by the EWPA and its Technical and Training sub committees.

The Good Practice Guide refers additional guidance material about MEWP safety and hazard control measures. This includes industry standards, codes of practice, guidelines, manufacturers' instructions and other material.

The Good Practice Guide does not repeat the information from these sources but incorporates their key principles where possible.

"The EWPA would like to thank the following for their contribution in producing the Good Practice Guide: Access Hire, Access Rentals, Access Service Australia, Ahern Australia, APB Training, Auskil, Australian Access Hire, Coates Hire, David Single (MEWP and Telehandler Industry Consultant), Flexible Licencing & Training Solutions, Genie, Haulotte Australia, JLG Industries (Australia), Kennards Hire, Manitou Australia, Melrose Access Hire, Onsite Rental Group, Skyreach, United Equipment, Wenn Wilkinson and Associates, Worksafe New Zealand." James said. ■

For more information or to view the EWPA Good Practice Guide visit the EWPA website

Skyjack breaks barriers between operators and machines

Skyjack has launched a digital product that directly links equipment operators to the machines they're working on.

Elevate Live provides access to critical machine information to operators including the machine's current state of health, pre-use inspection guides, and familiarisation materials through a simple QR code.

Skyjack Product Manager of Technology and Innoviation David Swan said: "Until now, when operators needed information about the machine's current state of health, they had limited options. We're providing instant access to data for the operator to help them better understand proper battery care."

Providing operators live data on machine health has always been a difficult task due. Elevate Live provides immediate access to that data for the operator right at the machine and without the burden of password.

"A machine is on rent as much as 70-80% of the time," David said.

"That means giving operators the data and information at the machine to properly maintain it is key to rental companies achieving a lower cost of ownership."

Elevate Live is available on all Skyjack equipment. If a machine has Elevate telematics installed, the operator will see the machine's state of health including a simple percentage of battery life, last charge date, and recommended charging action.

"Making our support material more readily available to operators increases the probability they'll interact with our machines as recommended, thus supporting our safety initiatives, and our customers' cost of ownership goals," David said

This technology promotes improved battery behavior and provides operators with the power to make even more informed and safe decisions on job sites. Elevate Live breaks the barriers for operator engagement because there's no app to download, no username or password to enter, and goes well beyond Skyjack's website. ■

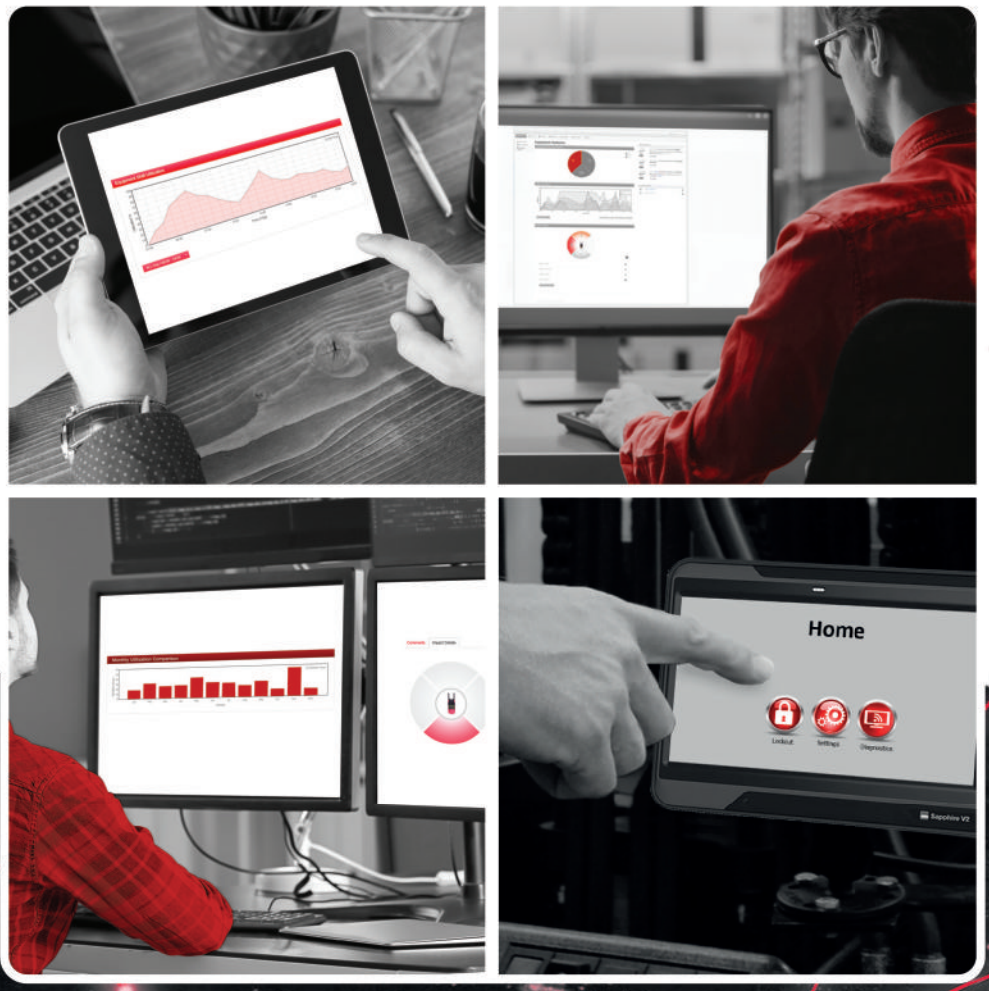
Visit www.skyjack.com.au



Elevate Live provides access to critical machine information to operators

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Planned fleet replacement based on Haulotte quality and performance

Victorian based Leader Access Hire took delivery of 12 new Haulotte EWPs as part of its planned fleet replacement/ upgrade program.

The delivery increased Leader Access Hire's number of current model/ new technology machines, giving it a competitive advantage.

The delivery included an 80ft Knuckle Boom – HA26RTJ PRO – and an 85ft Straight Boom – HT28RTJ PRO – plus 10, 19 foot electric scissors – OPTIMUM8(AC).

With Haulotte machines representing around 25% of its fleet, Leader Access Hire's Operations Manager, Rod Shephard said the quality and performance of the Haulotte product is ever improving and he likes the new features on offer.

"We like the smooth and torquey performance offered by the electric drive scissors and the new technology and innovations incorporated in the boom lifts makes them a very attractive addition to our fleet," Rod said.

Both of the booms feature Haulotte's new safety, performance, maintenance and environmental innovations including: Haulotte Activ' Lighting System; Haulotte Activ' Shield Bar 2.0; Haulotte Activ'Screen; and the Haulotte Stop Emission System.



Leader Access Hire's Operations Manager, Rod Shephard with the newly delivered Haulotte

"The ACTIV'Lighting System-Safe Load system illuminates controls and the area around the boom so operators can safely carry out manoeuvres in low light situations such as loading/un-loading in the early mornings and at night," Keith Clarke, Haulotte General Manager Australia/ New Zealand said.

Haulotte's ACTIV'Screen on board diagnostic system is capable of detailing malfunction resolution, machine settings, maintenance alerts and service intervals. Plus ACTIV'Screen has a universal telematics connector as standard which adapts to any telematic system.

Haulotte's STOP Emissions System for booms automatically switches off the engine after 90 seconds of idle; reducing engine use and noise by up to 20%, and lowering fuel consumption by up to 8%.

"This extends machine life, assuring higher residual value, lower operating costs, and with less noise, is more environmentally friendly in sensitive areas like hospitals and office buildings," Keith said.

"Both of the new generation Haulotte booms delivered to Leader Access Hire offer quick, proportional and simultaneous movements. In addition to all the new Haulotte innovations, the booms also come standard with dual load capacity 230-350kg, feature an oscillating axle, 4 wheel drive, 4 wheel steering, hydraulic differential wheel lock, high ground clearance and gradeability up to 45%," Keith said.

Haulotte's new generation 28m telescopic boom, the HT28 RTJ PRO boom offers excellent rough terrain capability, a maximum horizontal outreach of nearly 24m, below ground reach of 3m and ground clearance of 48cm.

Leader Access Hire's second machine, the Haulotte HA26 RTJ PRO diesel articulating boom has a working height of 26.4m, horizontal outreach of 17.5m and up and over clearance of 9.3m.

Leader Access Hire's Rod Shephard said the new machines will be utilised as part of its ongoing casual rental fleet.

"We expect these machines to operate across a wide variety of applications," Rod said.

Leader Access Hire first added Haulotte machines to its fleet in 2007 when the company purchased a 26 foot rough terrain scissor lift.

"Their reputation for rough terrain scissors was and still is quite strong," Rod said.

He said it was Haulotte's reputation and quality equipment that made that original sale.

Jamie Rooke, Haulotte Sales Manager VIC, SA, TAS coordinated the recent sale and delivery which went smoothly.

"Dealing with Haulotte is always easy. The deal for our newly delivered equipment was totally structured to meet our needs," Rod said.■

Contact: 1300 207 683 or visit: www.haulotte.com.au

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Bob Mules joins AlmaCrawler as new General Manager for Almac Pacific



Bob Mules has joined Almac Italia as the new General Manager for its Pacific operative branch, Almac Pacific

Bob Mules has joined Almac Italia, the Italian manufacturer of bi-levelling scissor lifts and telescopic boom lifts as the new General Manager for its Pacific operative branch, Almac Pacific.

Bob will assume responsibility for the Almac-Pacific business, starting 4 May.

Bob Mules is a long-time presence in the access industry in Australia. Thirteen of his first 17 years in the rental industry were with Wreckair Hire, acquired by Coates Hire in 2002, before he decided to 'cross the line' and spend 19 years working with access manufacturers. The past 10 years Bob was the General Manager of Australia and New Zealand for JLG.

Bob said: "I'm excited to join such a dynamic company driven by innovation and providing the highest standard in safety in daily use. The AlmaCrawler products, with their self-leveling capability are definitely industry leading. Being able to combine my years at the helm of a leading company in the sector with Almac's technological initiative is an exciting challenge and opportunity.

"Considering the strong appreciation of customers towards the quality and after sales support of the Almac products, I look forward to working closely with our national retailers - United Fork Lift Equipment, Youngman & Richardson and Alfasi Hire, the rental companies and service providers. I aim to strengthen our current partnerships and to ensure we provide an exceptional customer experience on a daily basis," Bob said.

Andrea Artoni, General Manager and Owner of Almac Sri said: "Almac is being recognised as one of the most innovative and dynamic companies within the AWP industry, as shown by our numbers, growth rate, and the expansion of our product range and increasing sales network worldwide.

"The Pacific region is an extremely strategic area for Almac. In fact, our products have already been implemented in the rental fleets of the biggest players. For this reason, today our company wants to organise, consolidate and reinforce its presence, especially looking at the upcoming development of our range in the next three years," Andrea said.

"So, I'm very happy Bob Mules is joining our Almac Pacific's team. He will definitely bring his experience and market knowledge to support us in making this next step. The appointment of Bob compliments the new recent strategy that saw us establish our new operational headquarters near Melbourne. This dedicated warehouse for spare parts and products' stock, has been set up to support our direct customers and our national retailers, United Equipment for Australia, Youngman & Richardson in New Zealand and Alfasi Hire in Malaysia." ■

Visit: www.almac-pacific.com.au

Skyjack and Linamar answer the call

Skyjack has revived its promotional bandana in a new form – a 'Health First' version - which is now being used in multiple hospitals within a three hour radius of Skyjack's Guelph facilities.



The 'Health First' version of the Skyjack bandana has been used at hospitals near near Guelph during the PPE shortage

Linamar Corporation's Skyjack division received a request via social media from a local medical professional, prompting the revival of its bandana promotional item. The Skyjack bandana was first produced for a charity event to raise awareness for breast cancer. Medical staff who attended the event remembered the bandana and thought it would be ideal in a medical setting, as equipment began to deplete.

Using both Skyjack and Linamar's purchasing and logistics departments, the company has assisted with sourcing PPE and storage of supplies for local hospitals.

"We are in constant contact with our community partners and are looking for ways we can assist," Ken McDougall, President at Skyjack said.

"I could not be more proud of the work that has been undertaken by the Skyjack and Linamar teams in their support, manufacturing and supply of PPE."

Linamar now has over 15 facilities focused on the manufacturing and supply of ventilator parts. Within a couple of weeks, these facilities converted production and redirected it towards this critical need. In addition, Linamar has now also begun assembling and testing complete ventilator units.

"We are also actively engaged with local communities around the world in other ways, such as making donations of PPE we have on hand to local hospitals," Linda Hasenfratz, Chief Executive Officer at Linamar said.

"We continue to leverage our Global Supply Chain capabilities to source additional PPE for frontline healthcare workers, and our Transportation Division is working with local food banks to ensure vulnerable people in isolation are getting healthy food."

Ken McDougall said: "I would like to echo the thoughts of most (if not all) of the world and put out a special thanks and praise to those individuals who are fighting this battle on the frontlines. To all of the healthcare workers, long-term care and personal support workers, truck drivers, grocery workers, police officers and more, you have all redefined the true meaning of Super Hero." ■

Visit: www.skyjack.com

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New distributor for Kobelco cranes in Oceania

Kobelco Construction Machinery Co has appointed TRT (Tidd Ross Todd and its Queensland based subsidiary TRT (Aust)) as the new distributor for Kobelco cranes across Oceania including New Zealand, Australia, Papua New Guinea, New Caledonia and Fiji.

The new arrangement combines the strengths of the two respected crane companies.

With over 53 years' experience in the crane industry across the region TRT has dedicated sales, service and parts teams to support all Kobelco customer products, parts and technical requirements. TRT and TRT (Aust) will also provide sales of new Kobelco cranes. TRT is also the manufacturer of the TIDD pick and carry crane and a distributor of other key industry brands.

TRT's Innovation and Group Sales Director, Bruce Carden said the new partnership reflects both organisations commitment to outstanding customer service and support throughout the region.

"We are excited to combine TRT's great customer support and expertise with Kobelco cranes, which are valued in the industry for their high performance, having earned a reputation as the most 'reliable brand of crawler cranes on the market'," Bruce said.

"This new partnership will reshape the way customers are supported moving forward."

TRT New Zealand (ph: 07 849 4839 or e: cranesales@trt.co.nz) and TRT Australia (ph: 07 3890 8800 or e: cranesales@trtaust.com.au) welcomes any existing support queries, new product enquiries or questions. ■

Visit www.trt.co.nz and www.trtaustralia.com.au

Hy-Brid Lifts delivers new generation all purpose lift

Hy-Brid Lifts has delivered the first order of ZT-1630 lifts to Advantage Rental Inc, a division of Scott Electric.

The ZT-1630 is part of Hy-Brid Lifts' Zero-Turn Series, which was recently introduced as part of its next generation of low-level, all-purpose lifts.

John Ganiear from Advantage Rental said: "The ZT-1630 features fit the specific needs of our customers in many industries, and these lifts fill a gap we hadn't previously offered in our lineup."

Hy-Brid Lifts designed the ZT-1630 for precision maneuverability, featuring a zero-turn radius and a simple point-and-go-style drive.

The ZT-1630 weighs 1,785 pounds and lifts up to 650 pounds, which is typically more than enough for one operator and required materials. The lift delivers a 16 foot platform height and a working height of 22 feet.

"Our customers are doing everything from changing lightbulbs in hospital hallways to installing overhead pipe or electrical line.

"They need a lift that's compact enough for small hallways and elevators, and the ZT-1630 is just that. These lifts do not require folding rails, something a lot of competitive models require. Customers ask for lifts without folding rails, and have been impressed with the Hy-Brid model," John said.

The ZT-1630 is a safer and more secure alternative to a traditional mast lift, and meets all ANSI A92.20 standards. The scissor stack supports the weight of the platform with four points of contact while mast lifts are supported by only one point of contact. The lift also provides the operator a larger work area than standard mast-style lifts.

Hy-Brid Lifts President Terry Dolan said: "The ZT-1630 is really a natural fit for rental centres and customers and we're pleased Advantage Rental has seen such successful early results.

"Whether customers need one or 10 lifts at a time, they have come to know and trust the Hy-Brid Lifts name. Additionally, working with our dealers allows us to get feedback from customers to continue innovating to meet their needs and design the best lifts for their operations." ■

Visit www.hybridlifts.com



Hy-Brid Lifts has delivered the first order of ZT-1630 lifts

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COMPACT CRAWLER BOOMS

Now you can go more places around the job site thanks to the low weight and rubber tracks on the new Compact Crawler Boom. These machines are environmentally friendly with standard AC power, gas or diesel engine or an optional Lithium-ion electrical system that doesn't produce emissions. A tracked wheel carriage climbs slopes and a narrow chassis allows for access through gates, yards, standard doorways and public buildings.



X20J Plus

- Platform Height: 18.05 m
- Machine Width: 0.80 m
- Platform Capacity: 230 kg

X17J Plus

- Platform Height: 14.96 m
- Machine Width: 0.80 m
- Platform Capacity: 230 kg

Key Features

Specialist design: near square out rigger pattern, removable outrigger pads, removable basket and equipped with a crawler carriage allowing it to climb grades up to 28%.

Exceptional flexibility: equipped with an electrical engine as well as a diesel, optional lithium batteries are available. The plus series also offer 230kg unrestricted platform capacity so you can reach more (no work envelope restriction).

Rentability: forklift housing pockets for easier transport, removable control box.

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

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Skyjack's Next Generation products are designed to decrease overall cost of ownership items for rental companies while providing simple and reliable equipment

Skyjack looks to decrease the cost of ownership

Skyjack's Next Generation of eqipment is targetting key cost of ownership items for rental companies.

Going beyond ANSI standards, Skyjack has made updates to its DC scissor lifts, launched a line of full-size rough terrain scissor lifts, and increased capacities on most of its articulating and telescopic booms.

"When the standards were initially announced a few years ago it was inevitable the cost of business was increasing for the access industry," Barry Greenaway, Product Manager at Skyjack said.

"We found ways to rebalance the ROI equation for rental companies and are providing them with an ANSI 92.20 compliant product designed to decrease their overall cost of ownership."

Skyjack's Next Generation of equipment includes:

- DC scissor lifts: complete with a new control box, single location emergency lowering switch, adjusted pothole protection, new Skycoded diagnostic display, and a more rigid scissor stack;
- Full-size rough terrain scissor lifts: boasting increased working heights, increased capacities, and the market's largest work platform across the range;
- +Booms: increased capacities in all 40ft and 60ft models along with dual capacities in most models. In addition to platform capacity rating, personnel rating has also increased.

"The new Skycoded system on all Next Generation equipment is designed to pull as many actionable data points from the equipment as possible," Barry said.

"Keeping with our easy to do business with model, all critical information is displayed in plain language right from the box."

In addition to being designed to decrease overall cost of ownership for rental companies, Skyjack's Next Generation of equipment follows suit with the company's overall philosophy of providing simple and reliable equipment for the access industry. ■

Visit www.skyjack.com

Xtreme further expands product offering

Following the launch of three new C-class telehandler models at World of Concrete 2020, Xtreme is expanding its telehandler product offering again.

The Xtreme XR1734-C has a 17,000 lbs. (7,711kg) lift capacity, and up to a 34 ft (10.3m) maximum lift height, and a forward reach of 17 ft (5.1m). Weighing 33,360 lbs. (15,131kg), the XR1734-C is powered by a Cummins 3.8L 120hp Tier 4 Final diesel engine, and has 11° frame leveling (left-to-right).

The XR1734-C joins other recently launched models, including the XR1347-C, XR1547-C and XR1555-C, expanding the Xtreme telehandler line to 22 models.

With a focus on commonality across the product line, the XR1734-C shares a similar chassis, cab, and electrical and hydraulic systems with other recently introduced models, including the XR843-B, XR944-B, XR1055-B, and XR1147-B, XR1347-C, XR1547-C and XR1555-C. This helps to improve both operator and service technician familiarity with the Xtreme family of telehandlers, and also helps to reduce parts inventory for customers running a fleet of Xtreme units.

All of the new units are electric over hydraulic, and features Xtreme's new modular cab design, which enables the cab to be easily switched from open to enclosed, or vice versa, with an optional kit.

The cab has also been upgraded with a more modern, user-friendly design, and includes a USB port for charging cell phones and other devices. Additional air vents have been installed throughout the cab for increased air conditioning circulation. The new design cab is now fitted to all Xtreme models from the XR843-B to the XR1734-C and has new storage pockets for carrying straps, chains and other items securely.

The XR1734-C is available with either foam filled or solid tyres, and is offered with a choice of three cab configurations – open; enclosed; or enclosed with heat and air conditioning. A wide range of C-class attachments are available, including pole grapples, sling mounts, truss booms, buckets and personnel platforms, in addition to the range of fixed and fork positioning carriages and fork tines to customise the lift for a variety of applications.

Common with all Xtreme telehandlers, the new XR1734-C has 360° operator visibility from the cab, intuitive controls that enable the operator to keep one hand on the steering wheel at all times, and a machine-rated boom lift point for safe handling of suspended loads.■

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The Snorkel SR626 telehandler looks different from our other lifts, but it definitely shares the same Snorkel quality. This rough terrain telehandler boasts a robust boom and chassis, giving it outstanding durability in any environment. Additionally, its 2,600kg (5,732 lbs.) lift capacity and 5.7m (19 ft.) lift height make it a versatile jobsite performer. With our standard two-year warranty, it's easy to see that the SR626 telehandler is truly a member of the Snorkel family.

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ANSI 92 Standard release now 1 June

Even though MEWP manufacturers in the US recently petitioned the SAIA (Scaffold & Access Industry Association) to end the appeals process for the new ANSI A92 standards for aerial work platforms, ANSI 92 now has an effective date of 1 June.

The petition was signed by: Genie/ Terex, JLG, Brent Hoover, Skanska, USA, Evulich and Associates, SEA, Association of Equipment Manufacturers (AEM) Associated Builders and Contractors (ABC).

The petition statement said: "As leaders in the construction and access equipment industry, we must all continue to drive the importance of innovation and safety across our end markets. Ongoing delays in the effectivity of the ANSI A92.20, .22, and .24 standards are causing unnecessary disruption and confusion in the aerial industry in the United States and in the global markets that adhere to these standards. As well as concerns over the impact that such delays will have on the users of the products to which these standards apply."

Originally approved in November 2018, the A92 standards faced two appeals in May 2019, which caused setbacks.

The effective date was then pushed to December 2019.

In October 2019, following a meeting with the A92 committee members, that date was again pushed back to 1 March 2020 – due to language within the standards. Manufacturers, associations and rental companies have spent the majority of the past two years preparing for the standards' implementation.

The new standards will cover:

- A92.20-2018: Design, Calculations, Safety Requirements and Test Methods for mobile elevating work platforms (MEWPs);
- A92.22-2018: Safe Use of MEWPs;
- A92.24-2018: Training Requirements for the Use, Operation, Inspection, Testing and Maintenance of MEWPs.

Australian access industry standards are well established and respected throughout the industry.

The EWPA driven Australian industry standard AS 1418.10 was first published in 1987 and was followed by the first issue of AS2550.10 which was published in 1994.

EWPA Technical Advisor, Peter Wenn of Wenn Wilkinson & Associates said the delay in finalising ANSI 92 creates uncertainty in the market.

"Given there has already been significant manufacturer investment to design and provide US manufactured and marketed MEWPs to the new standard, (with significant time frames), this delay is creating market stress," Peter said.

"The question then becomes, should an OEM invest in the production of new equipment and associated marketing to ANSI 92 and suffer the effects of market resistance and possible economic disadvantage while the standard is delayed again, or continue manufacture of old MEWPs?" ■

Skyjack expands presence in South Korea

Skyjack has opened a new 2,000m² facility outside Seoul, South Korea, expanding its presence in Eastern Asia.

Skyjack started selling into the region in 1994 and enhanced its service offerings by providing dedicated service support since 2013.

"Asia is a growing market that can't be ignored and this facility is a testament to our commitment to help grow the access market there," Simon Cracknell, Sales, Operations, and Market Development Director for Skyjack Asia said.

"As we did with the Chinese market, we started first with sales and service and now have a full team operating from our Gyeonggi-do, South Korea office led by General Manager JC Chun.



Skyjack has opened a new 2,000m² facility outside Seoul, South Korea

"JC's experience working with Doosan Bobcat in the US and Asia-Pacific markets made him an excellent fit for our team."

The local team is positive localisation of its business in Korea will better help meet the needs of its growing Korean customer base. Longstanding Skyjack customers view a dedicated office for the South Korean market as a confident move by Skyjack.

"The MEWP industry in Asia is relatively new and has a bright future as more people begin to see the productivity benefits of MEWPs over scaffolding and other traditional methods of working at height," South Korea General Manager JC Chun said.

"Our new Korean facility brings more convenience to our customers and amplifies Skyjack's brand awareness in the South Korean market."

Skyjack accredits its success to equipment designed for rental, which means robust, easy to maintain, and provides a high ROI for rental companies. Its' easy to do business with attitude has been a key contributor to its growth in the region and is a driving factor behind its long-term relationships in the region. ■

Visit: www.skyjack.com/global-locations

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Safety, performance and manouverability from tracked boom lifts



Uphire's JLG 660SJC Telescopic Crawler track boom has been hard at work in the M5 Tunnel at Arncliffe in Sydney

Uphire's JLG 660SJC Telescopic Crawler track boom has been hard at work in the M5 Tunnel at Arncliffe in Sydney providing workers with stability and protection at heights, and delivering longer run time and limited machine downtime for the time sensitive project.

Brenden Herrington, Workshop Manager at Uphire said the JLG 660SJC offers outstanding performance in a range of conditions due to its crawler track drive.

"The benefit to using machinery with tracks is the innovative design, which spreads the weight over the powered access platform," Brenden said.

"The main benefit of using a Track Boom lift is the reduced damage to surfaces. Tracked machines have greater ground contact than wheeled equipment, distributing weight evenly and reducing ground pressure. "On standard terrain, weight distribution is not a priority. However, when navigating soft or slippery ground conditions, the tracked boom provides more traction advantage and offers higher productivity. This makes this machine suitable for interior flooring, soft mud, gardens and other delicate surfaces," Brenden said.

"Jobs can be tackled with more traction to move materials effectively with the tracks having more area in contact with the ground than standard wheels do.

"A great selling point of the track boom lift is its longer working capability. Standard wheels will wear out faster and require frequent tyre change. This is because the rough terrain conditions cause the tyres to puncture and deflate. Tracks are built to be tough and can typically last twice as long as tyres with appropriate care, making it an economical investment," Brenden said.

"The JLG 660SJC requires low maintenance, meaning longer run time and more efficient days," he said.

"In 2019, 162 Australian workers were fatally injured while working (Safe Work Australia, 2020). With many major construction projects to be completed at a range of heights, moving varied weights of materials, it is our duty as equipment providers to be selecting products that prioritise worker protection.

"A great selling point for the JLG Track Booms is its easy maneuverability. Because of the zero turning radius, the machine can turn on the spot which makes it easy to control on sites with limited working space.

"They're also a versatile piece of equipment that can be used on all terrains. With worker protection as a main priority when selecting equipment for the workshop, I can always trust JLG will provide compliant products that meet industry standards." ■

Contact: 1300 874 473 or visit: www.uphire.com.au

Snorkel expands range with telehandlers

Snorkel's new line of rough terrain telehandlers includes the Snorkel SR626, SR1442, and SR1745 models with the Snorkel SR626 introduced at World of Concrete 2018 in Las Vegas, USA and the Snorkel SR1442, and SR1745 launched at Bauma 2019.

The compact Snorkel SR626 telehandler is capable of lifting up to 2,599kg, with a maximum lift height of 5.79m and a maximum forward reach of 3.2m. Designed to be simple and robust, it is easy to service and maintain and delivers high levels of operator comfort.



The compact Snorkel SR626 telehandler is capable of lifting up to 2,599kg, with a maximum lift height of 5.79m

Weighing 4,700kg, the SR626 is 1.89m wide, and its compact dimensions make this model ideal for tight spaces. The telehandler is constructed from high-strength steel, with all frame welds completed on automated lines by robots for precision and consistency.

The new Snorkel SR1442 and SR1745 expand the Snorkel rough terrain telehandler line to three models. Branded as the SR9244 and SR1045 respectively in The Americas, the SR1442 and SR1745 telehandlers are manufactured in Italy. The sister units fulfill a need from rental companies for cost competitive telehandlers that are feature-rich yet simple to operate and maintain, the company said.

Geared toward the construction sector, each telehandler is built with multiple driving modes that are also well-suited for rental, agricultural or maintenance applications. These units are also equipped with a new electronic transmission and axle. Its variable speed hydrostatic drive allows operators to adjust and more closely match speed and torque as required for each job.

Designed with high quality construction to deliver sturdy performance, the rough terrain telehandlers have a three-section boom that are wear pad mounted to provide durability and reliability when handling heavy loads.

Outriggers and auto-leveling capabilities come as standard to tackle all terrains. A frame sway up to 11° helps keep the machines steady while operating in tough environments. Proportional joystick controls and power-assisted steering also help increase safety and ease of use in rough terrain.

Ergonomically designed for ultimate operator comfort, the telehandler units feature fully enclosed cabs with heating and air conditioning. This cab design allows for maximum visibility in all operating conditions.

Celebrating its 60th anniversary in 2019, Snorkel boasts more than 50 products, six manufacturing plants on four continents, and over 200 distribution locations worldwide. ■

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Safeguard EWP by Mine Tech Australia, works to prevent any crush event before it can occur

Proximity sensor tech offers 'bubble of protection' for MEWP users

A new operator protection system for MEWPs, Safeguard EWP by Mine Tech Australia, works to prevent any crush event before it can occur by using ultrasonic proximity sensor technology to create a bubble of protection around the MEWP platform.

Mine Tech's Brendan Tritton said the scalable and customisable Safeguard EWP system is compact and easy to use and can be installed in under one hour to existing MEWP plant without modification.

Using ground-breaking military grade sensor and communications technology for proximity detection, Safeguard EWP features graduated three-zone proximity sensor detects and warns the user of impending hazards, in line with international standards, Brendan said.

Safeguard EWP's triple axis tear-drop sensor detection pattern provides continual proximity alerts to manage obstacles in multiple directions including overhead hazards.

Its optional wireless control interlock automatically stops the motion when safe distances are compromised and its touchpad hazard acknowledgement feature allows operator override of control interlock device for known hazards.

"For example, the system can identify 'false positive' alerts when an object moves in front of the sensor, like an operator's arm or tools being used from the platform. The system can identify if this is a true alert which needs to trigger worker protection or not.

"If a trigger is recognised by the system the sensors will ensure the EWP will take a slow approach to the identified sensor limits," Brendan said.

"A final cut-out option is also customisable. There are different rules for the different sensors used, whether on the front or side of the machines."

Safeguard EWP is completely customisable by Mine Tech Australia technicians to suit any job including detection distances.

"The sensor protection is entirely scalable starting from 8m down to just 30cm, so the protection options can be tailored to different job requirements."

The system also features high voltage detection systems to prevent fatal electrical accidents and installation takes under one hour per machine and that includes installation and testing, Brendan said.

"Existing secondary guarding systems tend to operate on the need for the controllers touching the control mechanisms to trigger the worker protection event.

"Our system triggers before the worker protection event occurs," Brendan said.

"Existing secondary guarding engineering controls rely on physical barriers to safeguard operators and machinery. They tend to manage collisions at the point of impact, which increases probability of injury, and machinery and infrastructure damage," Brendan said.

"Safeguard EWP by Mine Tech brings the latest in safety technology to EWPs. Safeguard EWP prevents collisions before impact and offers the highest degree of protection for personnel, plant and infrastructure."

Safeguard EWP was originally developed for the mining industry over three years ago, before the company turned its attention to adapting the technology for construction market needs. The current version was released in November last year. ■

Contact: 0438 098 228 or visit: www.minetech.net.au

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First secondary guarding system still saving lives

Nifty was the first manufacturer to introduce a secondary guarding system, releasing its SiOPS (Sustained Involuntary Operation Prevention System) in 2009 across all its MEWPs, taking home the HRIA's Best New Product of the Year in 2009.



Nifty's SiOPS eliminates sustained involuntary operation by interrupting all machine movement if an operator is pushed against the cage controls

Nifty's John King said the then revolutionary new product was developed after Nifty in the UK was asked by the UK Health & Safety Executive lab to work on a system to stop involuntary operation of controls on MEWPs.

SiOPS was the response.

Nifty understood while MEWPs offer a safe and efficient way to work at height there is a danger operators can occasionally become trapped between the machine and surrounding objects, forcing their torso onto the controls.

"In extreme cases, this can result in sustained involuntary operation of the machine's controls which can inadvertently move the machine and operator towards the obstacle, worsening the injuries caused.

"SiOPS eliminates sustained involuntary operation by interrupting all machine movement if an operator is pushed against the cage controls. The system addresses a known contributing factor in trapping incidents and gives the operator a vital second chance.

"We've continued to include SiOPS on all Nifty booms since 2009. And Nifty's SiOPS secondary guarding system is an integral part of Nifty consoles and cages; it isn't a bolt-on system," John said.

"The system was designed and developed into the machine itself. It was several years after that before we saw any other manufacturers launch any other secondary guarding systems," John said.

"SiOPS is a good system. Secondary guarding saves lives."

John said Nifty has two SiOPS systems – one for booms and one for trailer mounted EWPs.

"The active boom system operates on the premise as soon as the operator makes contact with the console SiOPS stops all functional movements on the MEWP.

"The system features a green button which permits the operator to then take manual control of the machine to enable the machine to be driven off the obstacle. Once the secondary guarding is released, the operator takes their foot off the foot switch and then replaces it on the foot switch to get functional movement of the EWP again."

Contact: 02 4964 9765 or visit: www.niftylift.com.au

Accessories for greater operator protection at height

Genie offers a variety of accessories to maximise safe productivity while operating Genie equipment.

This includes Genie Lift Guard products, a generation of accessories that provide additional operator protection while working at height, Brad Lawrence, General Manager Genie Australia said.

"Genie Lift Guard secondary guarding accessories are simple to use, and when used in conjunction with operator training required by industry standards worldwide, can enhance safe work practices on aerial jobsites," Brad said.

Engineered as an electronic secondary guarding system, the Genie Lift Guard Contact Alarm System for boom lifts is designed to stop boom functions and alert ground personnel when an operator makes contact with the activation cable.

This new feature is configured as a standard accessory on new Genie Z (articulated) and S (telescopic) boom lifts, and can be retrofit on booms dating back to 2006.



Genie Lift Guard products are a generation of accessories that provide additional operator protection while working at height

"On Genie GS scissor lifts and GR vertical mast lifts, the Genie Lift Guard Contact Alarm solution is designed to activate when an obstruction makes contact with an activation whisker mounted to the lift's platform guardrails, alerting operators, occupants and ground personnel to a potential hazard.

"This Genie Lift Guard Contact Alarm option includes two activation whiskers; one mounted on the front of the platform and one mounted on the rear," Brad said.

"For use on 6ft (1.8m) or 8ft (2.4m) platforms, the Genie Lift Guard Fall Arrest Bar for boom lifts has a sliding track, which is designed to allow the operator to be anchored with a fall arrest lanyard while providing the ability to move freely on an adjacent structure while outside of the platform. It attaches quickly and easily for fast setup and removal. Track assembly de-rates the maximum platform capacity by 50lb (22.68kg).

"The Genie Lift Guard Platform Mesh half-height aluminum accessory is engineered to help operators keep jobsite materials and tools from falling out of boom platforms working at height." ■

Visit: www.genielift.com

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Brad Boehler named to board of Hy-Brid Lifts

Brad Boehler has joined the Hy-Brid Lifts Board of Directors to guide the strategic direction of Hy-Brid Lifts by Custom Equipment.

Brad's career spans nearly 25 years in the equipment industry, including work as an engineer focused on product design and development. He also has experience with associations that build safety and training protocols. Most recently, Brad served for eight years as President of Skyjack, where he was instrumental in growing the footprint and global distribution of the brand.

"Brad has held a variety of influential positions with major manufacturers and global industry organisations including IPAF and AEM," Terry Dolan, Hy-Brid Lifts President and CEO said.

"With in-depth experience in product design and development, safety and training protocols and strategic leadership, Brad brings a wealth of knowledge and expertise to the Hy-Brid board. His long history in the space and his ability to provide input on future product design will be valuable assets as we look to grow the Hy-Brid Lifts brand across the globe."

Brad joins a board of six meeting quarterly to help guide, grow and diversify the Hy-Brid Lifts business while remaining true to the key design hallmarks of the brand. These include lowest floor loading, exceptional compact maneuverability and lifting capacity, and an ability to safely access more jobs.



Hy-Brid Lifts announces the appointment of Brad Boehler to its Board of Directors

"We are excited to have someone of Brad's caliber on the Board," Stephen Ellis, Chairman of the Board said.

"His recent role as President of Skyjack arms him with a unique and knowledgeable perspective on the industry. We are confident he will help positively mould the future of Hy-Brid Lifts."

Hy-Brid Lifts recently expanded its product line to include 19 foot scissor lifts. The new design allows access to more jobs, while maintaining a design that can easily fit in doors and elevators without folding rails. The new PS-1930 design features an overall weight that is a fraction of competitive models. This is the company's first indoor/outdoor rated lift that still offers the lowest ground pressure in its class – even lower than many 12 and 14 foot lifts the company said.

"I have been aware of Hy-Brid Lifts for quite some time, so this was an easy decision," Brad said.

"I am familiar with large manufacturing operations in the access industry and I hope to take this experience to help Hy-Brid Lifts. I understand the customers, product base, applications and overall requirement for safe use. Low-level access has been growing for quite some time and I look forward to the opportunity to continue growing that segment of the access business."

Brad is based out of Ontario, Canada.

Hy-Brid Lifts engineers and manufactures all-purpose lifts in electric self-propelled and push-around models.

The low-level lifts offer capabilities in a heavy-duty but lightweight design, are easy to maneuver and reach working heights up to 25 feet. ■

Visit: www.hybridlifts.com

Lightweight 12m Heightrider transportable on a trailer

Nifty has launched the HeightRider 12 Low-Weight (HR12L) self-propelled cherry picker.

It is one of the lightest and most versatile machines in its class, Nifty's John King said.

"Weighing 2,540kg (a 2,470kg Lithium battery option is available), the HR12L can be transported on a trailer, rather than a truck, offering significant savings for site-to-site transportation," John said.

"This smaller transportation option also reduces potential emissions during delivery allowing the machine to be moved easily in low-emission zones. Designed and developed in the UK, this is an especially important feature for areas with low-emission zones such as Central London's LEZ.

"The HR12L utilises a super-efficient battery power system with all-electric drive that allows the batteries to work for twice as long, so more work can be completed on a charge and running costs reduced.

"The HR12L's efficient maintenance-free battery power system maximises battery output to enable more output with each charge and reduces downtime," John said.

A telescopic upper boom gives the HR12L improved accuracy when positioning the platform and superb chassis manoeuvrability makes it ideal for a wide range of applications.

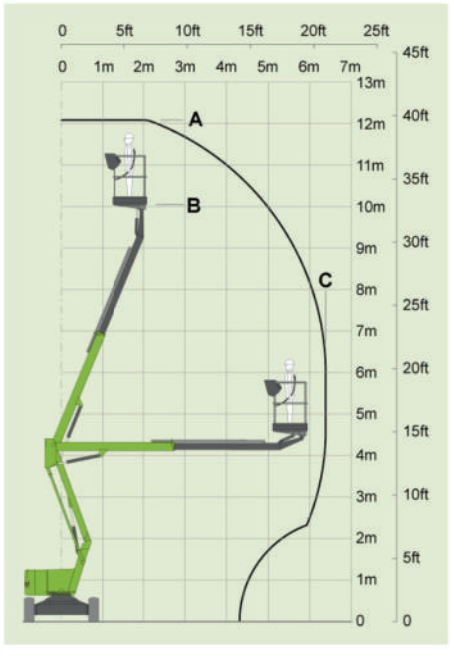
The HR12L also incorporates Niftylift's ToughCage and multi-award winning SiOPS safety system.

The impact-resistant Composite / Aluminium base and larger cross-section steel rails of the ToughCage give additional strength and durability.

The HR12L features a working height of 12.1m (39ft 6in); working outreach of 6.4m (21ft); safe working load of 200kg (440lbs); while its Proportional Multi-functional Control offers fast and precise operation.

The new HR12L came onto the market in Australia at Christmas. ■

Contact: 02 4964 9765 or visit: www.niftylift.com.au



Nifty has launched the HeightRider 12 Low-Weight (HR12L) self-propelled cherry picker

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Events in Focus

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How the HRIA is assisting with COVID-19 measures

Since the outbreak, the HRIA has been working hard behind the scenes to help reduce the impact of Coronavirus Disease 2019 (COVID-19) for members wherever possible.

Constant monitoring of the evolving situation is revealing how members in all segments of the industry are coping with the COVID-19 pandemic. In particular we know those in the events and party hire segment of the industry have been enormously impacted.

Recently implemented measures to assist all members and in particular events members, include:

- The HRIA has engaged with its legal partner Mason Sier Turnbull Lawyers (MST) to provide guidance / advice with regards to contract terms and conditions;
- The HRIA is actively lobbying the Federal Government to have the Events sector specifically included in an additional round of economic stimulus/ rescue packages. The Government has already set aside $1 billion specifically for Tourism, Education, and Agriculture;
- The HRIA is actively working with related events industry associations / bodies to develop further effective strategies to aid this sector.



Events and functions must continue to abide by all Government recommendations as restriction levels ease, including minimum space requirements for people in enclosed area

> **HRIA is actively lobbying to have events sector included in an additional round of economic stimulus/rescue packages**

"As new information and updates come to hand we will communicate these with you. Any questions in the meantime, please email info@hireandrental.com.au or call the national office," James Oxenham, HRIA CEO said.

COVID-19 Non-Essential Gatherings update for HRIA Events Members

Another area of concern for events members lies with compliance with recent Public Health Orders regarding how marquees/temporary structures are defined in terms of limitations for outdoor and indoor based gatherings.

It is important to note information about indoor and outdoor gathering is changing rapidly and the HRIA recommends members visit the HRIA website: www.hireandrental.com.au to review the latest information under the Coronavirus tab.

"What has been questioned is whether gatherings utilising marquees/temporary structures should be classed as indoor or outdoor," James said.

"The recent media statement from the Prime Minister on 18 March provides greater clarity regarding this, defining indoor activities as:

An indoor gathering refers to a gathering within a single enclosed area (ie: an area, room or premises that is or are substantially enclosed by a roof and walls, regardless of whether the roof or walls or any part of them are permanent, temporary, open or closed).

"The statement from the PM is consistent with the Public Health Orders issued by the NSW and VIC governments. We are following up with the other states and territories for further clarification," James said.

The Association again advised it would communicate any new information and updates as they become available. ■

Email: info@hireandrental.com.au or call the national office on 02 9998 2255

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Exponet sells Temporary Structure business to Patti's Hire

Exponet has sold its Temporary Structure division to Patti's Hire including all Temporary Structure equipment and accessories including the 50m pavilion and large beam Premium curved structure stock.

In the strategic move for both companies, which became effective 21 January, existing staff were all offered to transfer their positions, to add their specialist experience to the growing Patti's Hire team.

The sale strengthens the long-running relationship between the two companies and allows both entities to focus on the strengths of their own core business plus work together on future major event infrastructure projects.

Patti's Hire has potential for substantial growth with increased large frame stock quantities and access to a broader market nationwide, while Exponet now has added capacity to further invest and strengthen its core exhibition business.

"Given the Temporary Structure division was a relatively small part of our overall business and the ever-increasing need within our Exhibition division for further investment, it made sense to sell this to an existing temporary structure business like Patti's Hire," Exponet's Executive Director, Jim Delahunty said.

"It also gives us the opportunity to partner with Patti's Hire moving forward for our Structure requirements," Jim said.

Patti's Hire CEO Darren Wheeler said: "This move certainly takes Patti's Hire to another level with regards to the volume and range of Temporary Structure we now offer and opportunities this will create for us.

"This purchase coincides with Patti's Hire celebrating our 50th year in business as a focused, experienced temporary structure provider and we look forward to continuing to cement our place nationally in the marketplace. The team coming across from Exponet bring with them vast knowledge and experience in the major events sector and we are, as a newly formed team, ready to deliver," Darren said.

Darren also acknowledged the opportunity to work more closely with Exponet and leverage each company's specialised expertise.

"To have this relationship with a company like Exponet is invaluable. Exponet has long been experts in its field, and has designed and built some amazing fit-outs for high profile events such as the G20 and Commonwealth Games. We are excited to have this opportunity to work closely with them; it really is a win-win," Darren said.

All temporary structure enquiries for existing and future bookings can still be made through current Team Members or can now be directed to Patti's Hire on 02 9584 3366.

Contact Patti's Hire on 02 9584 3366

Compressor refrigeration AC units reduce harmful emissions

Lightweight Close Comfort portable air conditioners use compressor refrigeration to enable instant air flow for localised cooling without the need for installation, water or a window duct to run, just plug it in.

"Traditional air conditioning units still rely on technology that's a century old and the need for sustainable air conditioning solutions has never been greater, inventor, Australian engineer, James Trevelyan said.

James' portable air conditioning invention reduces harmful emissions by five times.

"It reduces running costs by up to 75% in Australia and relieves stress on overloaded electricity grids. The brainchild uses four to eight times less energy and one fifth of the refrigerant used by normal room air conditioners," James said.

Available in two models, the Cool Focus which features a focus enhancer for better cooling control; remote control; adjustable speed and temperature; sleep function and option for fan or air con functionality, and the Easy Focus which is easy to operate, simply open the flaps of unit to start, plus pre-set temperature and speed options.

Specifications include: 300 Watts electrical, 850-1,200 Watts cooling, with an 0.27tonnes CO2 output in three years (equivalent to 110 litres petrol); quiet operation, like a fan 47-54dB; and compact dimensions 55cm high x 29cm x 39cm, and 17.5kg.

The unit can be used indoor and out. ■

Visit: www.closecomfort.com.au



Above: The Close Comfort Cool Focus air conditioning unit and below: the Close Comfort Easy Focus air conditioning unit



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eps to launch new security revolution: GIGS IO Gate

eps temporary event flooring and crowd control solutions supplier, has introduced a new security system: GIGS In/Out (IO) Gate that delivers an entrance and emergency exit in one.

"Recent international crowd security studies show in an emergency, more than 60% of audiences exit a venue via the same route through which they entered. This is a statistic crowd control specialists are aware of, but crowd flow efficiency has been hindered by a lack of supplier led solutions," Dirk Boda, Technical Manager at eps said.

"Our GIGS IO Gate links both functions for the first time. It is a perfect combination of a line-up gate that enables controlled audience entrance and an emergency gate."



The new security system GIGS In/Out Gate delivers and entrance and emergency exit

Constructed as a security double line-up gate, the GIGS IO Gate can become a reliable emergency gate within seconds. The central handrail is unlocked at the push of a button and automatically relocates to the side.

The gate opens to a full width of 1.2m to become an emergency exit, compliant with the latest safety regulations, Dirk said. The integrated table also folds down automatically when the gate is unlocked.

"It's a product security specialists worldwide have been waiting for, for a long time. After 12 months of development, we have successfully tested the system during a high profile sporting event in Germany. We were absolutely thrilled with how well it was accepted by the audience and the security experts," Dirk said.

The GIGS IO Gate is particularly suitable for stadium shows, in the front of stage areas or in Golden / Platinum Circles, as well as at sporting events in the secondary safety circle of the venues. It is also ideal for locations with limited escape routes and other major events with large crowds of spectators that necessitate innovative security precautions, Dirk said.

The GIGS IO Gate is manufactured in the eps production facility in Italy and is part of the modular GIGS system. Compatible with the GIGS series, the system guarantees extreme flexibility, high stability and assured safety. It is available with numerous accessories such as an integrated table and trash can.

eps provides event infrastructure such as grandstands, temporary drivable and pedestrian flooring, roads for heavy-duty vehicles, security gates, furniture, and mobile sanitary installations. eps also handles project and CAD planning for major events as well as the infrastructure of international touring business.

It has offices in Germany, Denmark, Poland, Italy, Switzerland, Great Britain, Australia, North and South America. ■

Visit: www.eps.net

AS/NZS 1170.2 Structural design actions – Wind actions – Open for Public Comment

It is with the thought we can continue to make a difference even while we are all in lockdown that the HRIA has reminded members AS/NZS 1170.2 Structural design actions – Wind actions – is now open for public comment.

With comments on the new standard set to close on 25 May, 2020, the HRIA's CEO, James Oxenham said pushing ahead with business-as-usual activities helps to ensure the industry remains strong once we get through this period of uncertainty.

This Standard sets out procedures for determining wind speeds and resulting wind actions to be used in the structural design of structures subjected to wind actions other than those caused by tornadoes.

The Standard covers structures within the following criteria:

(a) Buildings less than or equal to 200m high;
(b) Structures with roof spans less than 100m;
(c) Structures other than offshore structures, bridges and transmission towers.

Notes:

1. This Standard is a stand-alone document for structures within the above criteria. It may be used, in general, for all structures but other information may be necessary.
2. Where structures have natural frequencies less than 1Hz, Section 6 requires dynamic analysis to be carried out (see Section 6).
3. In this document, the words 'this Standard' indicate AS/NZS 1170.2, which is regarded as Part 2 of the AS/NZS 1170 series of Standards (see Preface).
4. Further advice should be sought for geometries not described in this Standard, such as the roofs of podiums below tall buildings. ■

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Harry the hirer Productions has one of Australia's largest inventories of production equipment.

Comprehensive event technology provide a unique skill base

Harry the hirer Productions' comprehensive event technology services specialises in enhancing events using high end facilities and equipment and providing a unique skill base that spans all facets of production.

With one of Australia's largest inventories of production equipment, Harry the hirer Productions is a privately owned company with a comprehensive infrastructure built locally over 30 years, Brett O'Hara, Operations Manager – Harry the hirer said.

"Our factory footprint for lighting and AV equipment alone exceeds 9,000m² across Melbourne, and 4,500m² in Sydney. In-house equipment includes man lifts and boom lifts, trucks and vans all connected via a national GPS tracking system," Brett said.



A view from HTHP's purpose built Production Showroom in Melbourne

"Our event hire equipment ranges from, audio visual, draping, LEDs, lighting, rigging, to staging. Plus our range of in-house services and equipment is comprehensive and includes:

- LED: Leyard, Unilumin;
- Rigging Truss: Eurotruss, CLS Truss, CM Motors, Verlinde;
- Lighting: Martin, MA, Chauvet, Clay Paky, Selecon;
- Visual: LG, Panasonic, Roland, Analog Way, Thor Fibre, Stumpfl;
- Audio: RCF, Nexo, D&B technologies, Digico, Allen & Heath;
- Staging: Nivtec.

"HTHP employs 150+ staff across sales and operations nationally. We are committed to employing staff that are passionate about retaining our culture of genuine capability and an enviable team ethos," Brett said.

"The knowledge and skill backgrounds within the Production team includes industry leaders in rigging and staging alongside a diverse range of audio, lighting, vision and LED technicians. Our Sydney and Melbourne departments are each fully equipped from sales account managers to technician specialists, boasting years (and sometimes decades) worth of industry experience and expertise in their specialist fields.

"The team has evolved rapidly, attracting industry leaders to our business, then leveraging their experience to influence, train and mentor staff. On-the-job mentoring is equally prioritised alongside technical training on systems and equipment."

HTHP launched its purpose built Production Showroom in Melbourne last year and opens its doors to all HTH clients, end clients and event stakeholders, free of charge, so they can experience the latest in

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Left: HTHP launched its purpose built Production Showroom in Melbourne. Right: Hire equipment ranges from, audio visual, draping, LEDs, lighting, rigging, to staging.

lighting, LED, audio and control.

"We created this space to bring all stakeholders together, they so can come in to view and test and see product in action, but we also welcome them to use the space as an extension of their own company and can be booked for meetings, briefings, events, etc," Brett said.

"We are passionate about our industry, and by investing in high end facilities and equipment that external businesses can actively benefit from creates a fantastic breeding ground for strong relationships and ensuring every show is the best it can be now, and in the future.

"Pre-Vis Studio in Melbourne provides our clients with a dedicated space to plot, program and plan their shows. Combining lighting pre-program, video preproduction and intimate audio design, the studio already has a large range of hardware and software installed to easily time-code a show ensuring a seamless presentation onsite every time.

"Our LED energy reduction lighting strategy was implemented in 2013 with intent to replace every light globe within our stock. This is in excess of 5,000 fittings.

"We're proud to say we hold the only 100% LED lighting stock in Australia today providing our customers with huge savings, reduced power consumption, while allowing more creativity through the use of LED lighting than ever before." ■

Visit: www.harrythehirer.com.au



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ASV Holdings new mid-size RT-50 Posi-Track loader loads landscape trucks and small dump trucks with ease thanks to a 109.6 inch pin height

New lighter, faster, stronger RT-50 track loader

ASV Holdings new mid-size RT-50 Posi-Track loader features an industry-leading performance-to-weight ratio and joins the RT-25 and RT-40 — two of the smallest sit-in compact track loaders, as a powerful, lightweight machine.

The RT-50, RT-40 and RT-25 let operators to do more in more places thanks to low ground pressures, the ability to be towed behind a 1/2tonne pick-up truck, and compact statures allowing machines to fit into tight areas, Justin Rupar, ASV Holdings Vice President of Sales and Marketing said.

The new track loader features a 1,400 pound rated operating capacity while weighing just 5,350 pounds. High performance in a lightweight machine means easy transportability and less risk of turf damage, Justin said.

"Operators get more done in a day thanks to exceptional digging and pushing power resulting from ASV's Posi-Power system combined with a 50hp engine, high efficiency drive system and a light overall weight.

"The RT-50 has and efficient cooling system and a robust hydraulic system that includes 3,000psi of auxiliary pressure and a 13.3gpm flow. The system features large line sizes, hydraulic coolers and direct-drive pumps, transferring more flow and pressure directly to the attachment with maximum efficiency," Justin said.

Operators can use the machine to load landscape trucks and small dump trucks thanks to the loader's 109.6inch pin height plus it has a 7.1 mph top speed.

The RT-50 can be towed behind a 1/2tonne pick-up truck or SUV, as well as on small, narrow trailers. It has a low trailer weight and 58.5 inch width.

ASV achieves low ground pressure with 15 inch-wide tracks and an even weight distribution from the large number of contact points within the patented Posi-Track undercarriage.

The innovative undercarriage also means ASV customers can use the machine as an all-terrain, all-season piece of equipment with maximum control, flotation, traction and pushing power in steep, wet, muddy and slippery conditions.

"The risk of track derailment is virtually eliminated thanks to numerous contact points and guide lugs.

"Operators can easily drive over logs, stumps, rocks and other obstructions with less risk of getting hung up. This is because of an exceptional 14.4 inches of ground clearance, nearly double that of comparable models from other manufacturers," Justin said.

All maintenance points are easily accessible thanks to a large rear-tilting hood. Maintenance is simple with easily accessible drain plugs for draining, Zerk fittings for convenient greasing, and spin-on, frame-mounted filters with single-wrench service. ASV builds its loaders with individually replaceable steel sprocket rollers, as well as standard metal-face seals that ensure the idler wheel hubs don't require maintenance for the life of the machine.

Operators see increased sprocket and bogie wheel life along with easier and faster undercarriage cleaning because of the open-rail and positive drive sprocket design.

All Posi-Track loaders are backed with ASV's new, industry-leading two-year/2,000 hour warranty. The warranty covers tracks for the entire period and includes no-derailment guarantee. ■

Visit: www.asvi.com

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Shindaiwa back in the Australian market

Shindaiwa has reentered the construction market with the EC741S cut-off saw.

After a short absence from the Australian market, Shindaiwa is back with the EC741S.

The EC741S features better cutting torque and a full complement of competitive features.

Shindaiwa has developed a 73.5cc engine for the EC741S, including a Chrome cylinder and patented Kaniboron piston plating to reduce friction and improve heat resistance. A twin-ring system improves power output and compression. For lighter weight operation the engine is fitted with a magnesium crankcase. The EC741S features a 2.6:1 drive ratio, to the 14" cutting wheel, providing the torque for superior cutting performance.

The EC741S was designed or high frequency use, with a patented four stage air cleaner system, dust sealed starter assembly, stainless steel shield, and brass water valve as standard.

Shindaiwa has considered the operator when designing the EC741S by incorporating a decompression valve and automatic fast idle for easier starting, a stop switch that returns automatically to the on position, a padded aluminium front handle and a shield adjustment lever to 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 easily adjusted from the side of the machine, and features a visible gauge for improved accuracy. ■

Visit: www.shindaiwa-australia.com.au



The EC741S provides the torque for better cutting performance in tough conditions



The Huski digger, part of the mini excavator range is a natural progression for Toyota Material Handling Australia

Huski excavator range a natural progression

Toyota Material Handling Australia has debuted a new range of Zero TailSwing Huski mini excavators.

The range consists of seven models including one 1.3 tonne short-radius machine and six Zero TailSwing models ranging from 1.6 tonne through to 6 tonne.

Huski Construction Equipment Product Manager, Matt Meddows said: "Mini excavators are a natural progression for our business since they fit perfectly with our current range offering."

"A lot of customers have been asking about excavator offerings for many years and we now have a range with powerful break-out force and zero tail-swing in tonnages of 1.6, 2.2, 2.8, 3.8, 5.8 and 6.0.

"Fundamental to Huski excavators' robust construction and functional design is the quality-of-materials, high technological content of components and the strict inspection of production and assembly processes," Matt said.

To ensure the Huski mini excavators were not specified for Australian conditions an extensive testing regime was employed.

"We have tested their break-out force or digging power and it compares quite highly with other machines in-market.

"Zero tail-swing means the unit can swing 360 degrees within the total width of its chassis. The tail doesn't protrude past the width of the machine's undercarriage. The arm, boom and attachment don't come into consideration when it comes to ZTS, it's the tail of the machine-body," he said.

The Huski mini excavators feature many options including factory quick-hitch piping, blade-float options on all models (and standard from 2.8 tonnes upwards) and extended counterweight options from 2.8 to 6 tonne machines.

The 2.8 to 6 tonne machines have the option of counterweights for operators who might want a different style of hitch on the front, or just want a bit more stability-for-application while the 5.5 and 6 tonners come standard with boom and arm locking valves. ■

Visit: www.toyotamaterialhandling.com.au or free call 1800 425 438

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Trencher and loader part of new Toro range

Toro has releasted a compact utility loader, aerator and walk behind trencher to the Australian market.



The TRX 250 walk behind trencher is part of Toro's new offering to the Australian market

The WE 500 compact utility loader has all the benefits and power of a standard compact utility loader with no fuel costs and zero exhaust emissions making it ideal for indoor construction jobs.

Powered by lithium-ion battery technology, the WE 500 is designed for tasks that require heavy or continuous operation for indoor applications. The maximum operating capacity of 233kg reduces labour and hauling time.

Toro's Equipment Product Manager Brian Goodridge said: "This machine will be a game-changer for indoor contractors in the compact utility loader category to help reduce overall costs and speed up completion. With the ability to use common attachments that work with all Toro compact utility loaders, operators will be able to handle a wide variety of tasks with greater efficiency."

Another addition to the Australian market is the TRX 250 and 300 walk-behind trencher that features Intelli-Trench technology, optimising the hydraulic flow for the digging conditions. This system automatically diverts the hydraulic flow from the traction motors so the traction handle can be held in one place without requiring constant adjustment. This reduces operator fatigue and optimises performance.

The TRX models have a new hydraulic design requiring less components than previous models.

The boom lift function has been enhanced with a new hydraulic valve that allows the boom to move up and down smoothly.

The TRX-250 is equipped with a 24.5hp Toro engine and offers a maximum forward speed of 3.9km/h, while the TRX-300 has a 26.5hp Kohler EFI engine and a maximum forward speed of 3.7km/h. A heavy-duty air cleaner is standard on both engines. Both models are 209.6cm long, 85.9cm wide and 116.8cm

The Toro 76.2cm (30inch) stand-on aerator comes with electronic depth control to ensure consistent core depth during the aeration, no matter the terrain.

The 76.2cm stand-on model has a Kawasaki V-Twin engine with integrated hydraulics that follow the contours of the ground to pull even plugs over hills and soft ground. It applies up to 544.3kg of down pressure on the tines to pull up to 12.7cm cores, and users can finely tune the hydraulic system to pull any length of plug on the fly.

Electronic foot pedal controls also allow you to raise and lower the tines instantly for quick zero-turn maneuvers without taking your hands off the controls. The floating operator platform isolates you from vibrations for an exceptionally smooth ride. ■

Visit: www.toro.com.au

Compaction range the perfect solution for solid ground

Husqvarna's compaction products offer a range of tamping rammers, forward and reversible plate compactors for soils ranging from gravel to clay and silt.

Fast and powerful, the range focuses on operator efficiency with benefits such as easy handling, reduced vibration and flexibility.

The LG Series is light on weight and big on impact with forward and reversible plate compactors with lower operating mass developed for smaller jobs and lighter materials. The range is suitable for driveways and pathways, private house projects and narrow trenches. The lower operating mass and narrower bottom plates mean these models are nimble and responsive.

Husqvarna LG 204 is equipped with a diesel engine that only creates hand /arm vibrations of 3.4m/s² allowing the operator to work longer without being exposed to harmful vibration levels. Both petrol and diesel engines have low fuel consumption and low emissions. The heavy-duty steel frame helps protect engine and transmission.

The LF Series of forward plate compactors were designed for compacting thin to medium layers. Silt and gravel require good climbing capacity, high centrifugal forces and high speeds. All LF compactors are factory prepared for mounting a block paving kit to protect paving blocks from cracking.

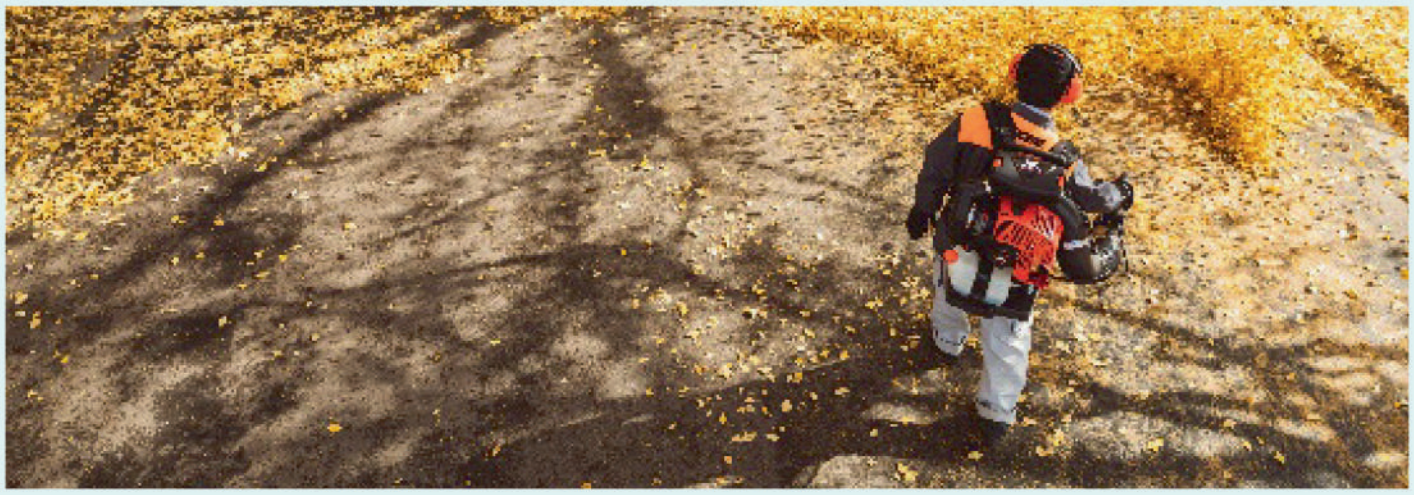
The LT Series masters the toughtest soils such as clay and silt. The Husqvarna LT 5005 and LT 6005 tamping rammers are equipped with the purpose-built Honda GXR120 petrol engine, designed specifically for rammers with low noise and low emissions.

The LT rammers are suitable for trench and sewage systems, gardening and landscaping, compaction on backfill, foundations, patching and repairs.

With a combination of high centrifugal force and speed the LT Series is easy to transport with rollers on the steering bar and lifting handle on the foot. The optional transport wheels make transportation easier and prevents excessive wear to the shock absorbers. ■

Visit: www.husqvarna.com/au/

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'The Beast', the PB-8010 Backpack Leaf Blower has a strong, lightweight carbon fibre bag frame

Powerful backpack blower is a 'beast'

With a blow force of 44 newtons, 7% more than its nearest competitor, the Echo X Series – PB-8010 powerful backpack blower is now available in Australia.

Known as 'The Beast', the PB-8010 Backpack Leaf Blower has a strong, lightweight carbon fibre bag frame and impeller housing and is intended for big professional jobs.

With features expected from Echo's best in class X Series range, including a fully adjustable throttle trigger, comfortable odour resistant harness, 91mm pipes with metal wear ring, the Beast is built to the highest standards for year round commercial use, the company said.

For operator comfort the fan intake allows cooling air to circulate around the user's back, and there's also advanced vibration reduction to support all day use.

The high capacity air filter and pre filter sit on top of the unit, extending maintenance intervals, and can be accessed without the use of tools.

PB-8010 is backed by Echo's five year domestic, and two year commercial warranty. ■

Visit: www.echo-australia.com.au



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Resource planning and workshop mobile app from MCS Rental Software

Rental software solutions provider, MCS is offering new features for resource planning and workshop engineers.

The Resource Planning features include map views of allocated and unallocated jobs, telematics integrations and real-time job progress reporting. Meanwhile the workshop mobile app enables workers on the move to see their planned routes and access the information they need on the road.



MCS Resource Planning software new features includes map views of allocated and unallocated jobs

The MCS Resource Planner has become an integral part of its mobile apps connecting all of a rental company's engineers to the depot manager to bring the whole rental process together. Workshop engineers can see planned routes and any changes or additions to their schedules throughout the day.

MCS Workshop Mobile gives users the power to send information back to the main operational system to update job progress and speed up the process of invoicing for completed work.

Clint Hook, Managing Director at MCS ANZ said: "The MCS Resource Planner offers a vast array of benefits, all helping to significantly reduce the time rental companies need to spend on managing their resources. One of the biggest benefits is that it maps out the most efficient route for drivers and engineers each day. This gives a greater degree of visibility of the drivers, meaning last-minute schedules and route changes can be made as required. The increase in visibility helps improve customer service, putting an end to the uncertainty regarding when drivers will turn up as customers can be provided with an accurate arrival time, meaning they can get on and do other jobs instead."

MCS customer, Challenger Site Services has been using the new Resource Planner solution for serveral months.

Rob Allen, Systems Manager at Challenger Site Services said: "Now we have gone digital using the MCS Resource Planning software, our route planning is much more efficient and accurate. We have shortened our daily transport planning time from one and a half hours to about five or ten minutes." ■

Visit: www.mcsrentalsoftware.com or call +612 9477 1355

Taking solar to the next level

Eco-conscious British manufacturer Morris Site Machinery has introduced new green solutions with its SMC lighting tower range.

The environmentally-friendly lighting tower can run indefinitely by solar power and hydrogen fuel cell, emitting no pollutants.

The new model is designed to fit within a standard highway lane. With telemetry as an option, customers can remotely access, operate and report on performance. In addition to its four 140W solar panels, it has two additional 45W panels providing a trickle charge for when the machine is not in use.

With both solar and hydrogen fuel cell charging the six batteries, the SMC TL55 Solar H2 can run indefinitely. When the sun is not providing enough power for the lights then the hydrogen fuel cell makes up the difference. The easily accessed hydrogen cylinders are mounted within the chassis.

The SMC TL90 Evolve has a compact design, a longer run time of 185 hours and three lamp head options. It can be fitted with the standard four LED head, the ground-breaking Halo lamp head or a six LED head.

The SMC SL60 Link offers a cost-effective, compact, lightweight way to light up sites and runs from a mains supply, generator or another lighting tower, such as the SMC TL90 Evolve. It is possible to run up to 24 units at any one time from a 22kVA three-phase generator. The linked lighting enables customers to save money on fuel costs and reduce emissions, while greatly increasing light output.

Morris Site Machinery CEO Chris Morris said: "Australia is a growing market for us and one we're committed to serve. We're keen to show options available for cost-effective, reliable and eco-friendly equipment. Environmental concerns have been heightened with the challenges Australia is facing and this is likely to affect how hirers do business." ■

Visit: www.morris-machinery.com

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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.

LITE industries PTY. LTD.

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Three conversations to have with vendors before booking a software demo

By Glenn Schwede General Manager, Asia Pacific, Texada Software

Seeking rental software can feel like a long and tedious process. With dozens of similar industry-specific solutions available, it can be challenging to know where to start your search.

Before you start signing up for free demos with vendors, consider attending a trade show. Getting to meet with many vendors can quickly narrow down your search. Industry events are a chance to get to know these potential providers.

Picking the right software partner can help grow your business. A misstep can be costly in terms of time and resources. Here are three conversations to help narrow down your search before signing up for a demo.

On-premise or cloud-based: which is right for your business?

Making an early decision on whether you require on-premise or cloud-based systems will help you filter your list of potential partners.

On-Premise (On-Prem) refers to manually installed software running on hardware located within the premises of the company. These solutions will allow you to make customisations to your version of the application but may require you to maintain the security, backups, and maintenance of the system.

Software as a Service (SaaS), also known as cloud-based software, is a distribution model in which a third-party provider hosts applications and makes them available to customers over the internet. These solutions are typically subscriptions that include regular updates, automated backups, and customer support.

At Texada, we provide a cloud-based platform that serves as an engine for business growth. We believe managing your business online provides the flexibility companies need to reach their growth plans.

Quality of support: are you looking for customer service or customer success?

When you eventually are transitioning to a new software system, the quality of customer support can make or break your success. We'd recommend asking questions about how the transition would go.

Ask about the customer support team; where are they located? Does support cost extra? Who answers the phone when you call?

If you're concerned rolling out your new software will be challenging, or you may expect extra hand-holding from a support team, then finding a solution that allows you to lean on support's expertise at no additional cost may be a priority for the success of your business.

But perhaps the only time you might use customer support is when you struggle with a tricky rental exchange and need to call for a quick fix once every couple of months. You may narrow your search by finding vendors that offer a reduced price and provide support at an hourly rate.

Focus on your wishlist: know your must-haves from your nice-to-haves

When you are looking for rental software, it helps to create a wishlist of features you expect to implement.

Most solutions will have essential functions, like the ability to create contracts or generate an invoice. However, being prepared with a list of capabilities you anticipate to see in a demo will help you identify potential fits quickly.

Depending on the type of rental company, some have a need for online or e-commerce modules, mobile applications, cycle billing, full accounting package, payment processing, business intelligence or reporting tools, telematics or GPS integrations, and more.

When you're creating your wishlist, consider the differences between must-haves and nice-to-haves. If you have an idea of where your wishlist can be flexible and where you need to stay firm, you can efficiently narrow down your list of qualified vendors and book demos with the best potential partners for your business.

Shortlisting vendors and making a purchasing decision

Once you've created a vendor shortlist, it's important to understand pricing, integrations, implementation, onboarding and training, and any other critical items necessary to make a confident decision. In today's digital day and age, user reviews and information about the company are readily available. Use that data to learn more about what current users are saying.

Make sure the solution solves the pain points your business is facing. Consult with your team of decision-makers to assess all potential angles and give your organisation the tools to spur growth.

Every business has unique workflows and requirements that need to be met. There are obviously many factors to consider when making a purchasing decision, but these are a good place to start. ■



Considering a software partner requires three conversations before booking a demo

Contact: www.texadasoftware.com

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Lightweight technology to the 19 foot lift market

The Pro Series PS-1930 from Hy-Brid Lifts brings lightweight technology to the 19 foot lift market.

The 19 foot scissor lift, the tallest model in the Hy-Brid line, offers unique features such as non-fold-down rails and the LeakGuard system.

The PS-1930 will feature a new color scheme to identify Hy-Brid Lifts' A92.20-compliant lifts, with other models following suit as they meet new standards.

With a platform height of 19 feet and a working height of 25 feet, the PS-1930 is an effective lift for a wide variety of uses including construction, maintenance and other applications. The lift provides additional height to users while still offering the same versatile characteristics that have become hallmarks of Hy-Brid Lifts.

Hy-Brid Lifts President Terry Dolan said: "Everything people love about Hy-Brid Lifts is now available in an even taller machine.

"While many projects can be accomplished with a 10 or 14 foot lift, the benefits of a 19 foot lift are undeniable. In fact, years of studies have shown 85% of access work can be accomplished with a shorter lift, yet the 19 foot market remains the most popular product segment. Customers were asking for a taller lift, so we delivered."

The PS-1930 is able to fit through standard doors without fold-down rails, allowing contractors to efficiently move to the next location without wasting time to perform the extra steps of folding down the rails and setting them back up once in place. The lift is also lightweight and compact enough to fit in standard elevators, meaning more access for users on a variety of jobsites.

The LeakGuard system provides users with a simpler alternative to inconvenient methods such as diapers or other manufacturers' multi-tray systems.

The PS-1930 will be rated for indoor and outdoor use and incorporates upper controls that allow users to switch between indoor and outdoor modes.



The Pro Series PS-1930 brings lightweight technology to the 19foot lift market

The lift features an industry-leading capacity of 650 pounds and is rated for one person plus materials. ■

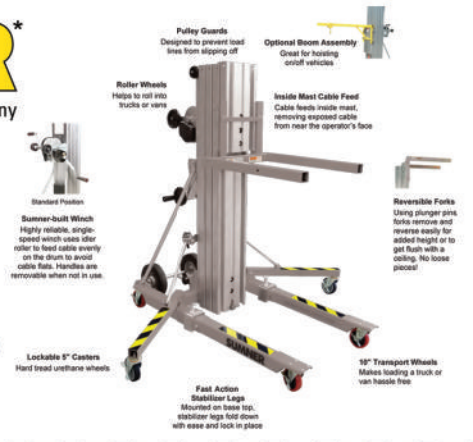
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Aussie Pumps has been supporting firies & National Parks staff, assisting the public and distributors with information that has the potential to save lives in the Bushfire Survival Guide

Distributors in five states respond to need for fire protection

Aussie Pumps distributors in five states have responded to the needs of their communities for information on fire protection.

Aussie Pumps staff, working with dealers in regional areas, have found the biggest issue is a lack of preparation putting homes, commercial buildings and whole townships at risk.

Aussie Pumps Operations Manager Hamish Lorenz said: "No one expected the severity of this year's catastrophic fires. Dealers, fire fighters, farmers and the users all report on a lack of preparation for what appears to be the worst fire season in a century."

Even farmers who have worked with and used pumps all their lives have been caught by surprise with in some cases devastating results. Stock, crops and machinery have been lost, not to mention houses, sheds and even lives.

Australian Pump Industries (Aussie Pumps) has printed tens of thousands Bushfire Survival Guides to aid homeowners, businesses and even Government authorities.

"Preparation could have been carried out in Winter and early Spring" Hamish said.

The Bushfire Survival Guide provides information on a range of fire fighting topics. Taking the RFS, CFA and CFS guidelines, Aussie built on that framework with information provided by dealers, farmers and users across the country.

"Even now, we're learning every day from the fires on how we can make the Survival Guide better for next season," Hamish said.

Aussie staff working at the counters of dealerships across the country report a consistent lack of understanding in even the basics of protecting homes and property. A classic example includes a South Coast customer wanting to buy a pump to protect his property without having any available water supply.

"Our man on the spot was able to stop the customer spending hundreds of dollars on a pump that would have used all the water capacity that he had in a matter of minutes. We advised him to block up the downpipes on his gutters, fill the gutters with water after clearing out any debris, and clearing as wide an area around his house as possible. That's practical advice that's all in the Aussie Survival Guide," Hamish said.

The Guide is now in its 10th year of printing, with every season's version being improved based on the growing knowledge bank compiled by the team.

Copies of the Bushfire Survival Guide have been made available to fire fighting authorities throughout the country. The Guide is available on the Aussie Pumps website but is now in its third print run for the season based on the unexpected demands for information on fire preparation.

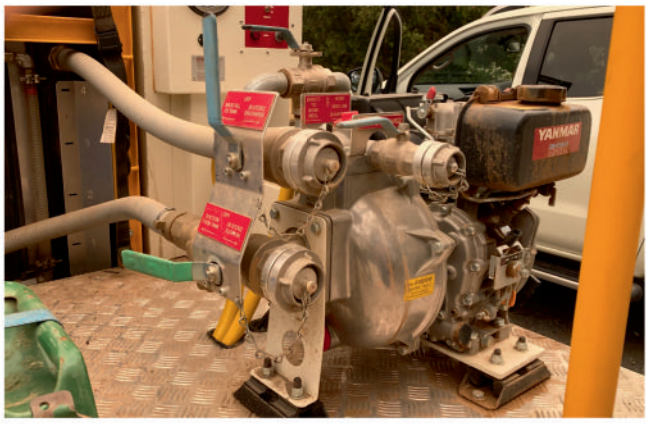
Australian Pump believes everybody completely underestimated the dangers presented by the moisture stress in forests across Australia. That unprecedented event, based on the drought, meant even farmers were unable to prepare their properties. In many cases, they weren't even able to get a crop or even keep stock based on the dreadful effects of what we're now calling the Millennium Drought.

Australian Pump is moving to triple its production capacity of fire fighting pumps and beefing up standard units, diesel and and Honda electric start versions.

"Many customers living in coastal areas are retirees. They don't need the dramas of a pull-start. Electric start means it's easy and it's just about turning the key on the engine driving the pump," Hamish said.

Copies of the Aussie Pumps Bushfire Survival Guide are readily available to CFA brigades, RFS and all fire fighting authorities throughout Australia. ■

Visit: www.aussiepumps.com.au



One of the Aussie Pumps used on the frontline of the summer fire season

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TORO

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Less is more for new entry-level Toyota electric pallet jack

A new pared-back version of Toyota Material Handling Australia (TMHA)'s existing Levio LPE200 electric pallet jack, the LPE200B, is available at a more cost-effective price-point following its launch in April.

With many standard features including pin-code entry, safety gates, speed control, heavy-duty load wheels and fixed battery-locking, the new Toyota LPE200B electric pallet jack will be warehouse fleet management system-compatible.

TMHA Product Manager – Warehouse Equipment, Michael Marks, said he expects the Toyota LPE200B electric pallet jack to be more attractive.

"It's an entry-level version and as such will be more competitively priced," Michael said.

"It will appeal to customers who don't need all the available options and who would prefer a more standardised unit for a lower price-point."

He said the models are more alike than dissimilar.



The pared-back version of the LPE200 electric pallet jack

"The LPE200 and the new LPE200B are essentially the same machines, having all the standard equipment and usual TMHA service and support.

"The only difference is the 200B comes as-is; there's fewer additional options available for it. If that's what a customer wants then of course we still have the LPE200, which can be configured with all available options."

Michael said another advantage of the 200B is a reduction in lead-times.

"We can keep them readily in stock because we know there's no need to change their configuration," he said.

"It's pretty standard to have a factory lead-time if you've ordered a customisable LPE200, but with the LPE200B we will be holding stock. And that's nationally.

"So, there's a substantial speed-to-market benefit for customers; they can get their machine shuttling pallets, faster."

The Toyota LPE200B is suited for high-performance horizontal transportation, order-picking, docking applications and has pedestrian/walk-behind functionality. The Toyota LPE200 has a reputation as a fast and robust electric pallet-jack and the LPE200B is set to join it.

With both models being built by Toyota Material Handling in Sweden, they benefit equally from the famed Quality Durability and Reliability (QDR) resulting from the Toyota Production System.

"TMH Sweden employs the same exacting Toyota Production System used internationally, so you are assured the same high levels of QDR – a cornerstone of our Toyota Advantage – with the new model," Michael said.

"The LPE200B is a price-point machine, but its productivity, reliability and safety aren't compromised." ■

Contact: 1800 425 438 or visit: www.toyotamaterialhandling.com.au

Portable screw compressor powerhouse

Kaeser Compressors' Mobilair M500-2 dry-running diesel driven portable screw compressor offers flow rates up to 45.8m3/min, and produces large volumes of oil-free portable compressed air.

The Mobilair M500-2 combines the advantages of a two-stage dry-running oil-free rotary screw compressor with a mobile unit and offers a powerful and flexible solution.

Thanks to an innovative coating that withstands temperatures up to 300°C, the machines sandblasted, phosphate-treated rotors show no measurable signs of wear, even after years of operation, the company said.

This translates into maximum long-term efficiency and no increase in fuel consumption over the operating life of the machine, Kaeser Compressors said.

The generously sized fuel tank means the M500-2 can run for two sequential shifts without the need to refuel and can even run continuously when connected to an optional external fuel tank. The on-board Caterpillar C18 diesel engine is rated at 447.5kW.

The M500-2 includes an integrated Sigma Control mobile controller which automatically adjusts the motor speed to the exact pressure set-point between 4 and 10.3 bar. Compressed air discharge temperature can also be selected via the controller.

Standard features include a spark arrestor and motor shut off valve for installation in refineries and is mounted on a supporting chassis with parking brake. It also features crane and lashing eyes, as well as forklift pockets. The unit weighs less than 12tonnes.

Maximum free air delivery varies from 38m3/min (10.3 bar) to 45.8m³/min (6.9 bar). ■

Contact: 1800 640 611 or visit: www.au.kaeser.com



The M500-2 portable powerhouse – delivering large volumes of oil-free compressed air – when it's needed, where it's needed

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New dealer for industrial pressure washers and dust suppression

Sydney based AirPlant Services Group (APG) is now the distributor for Brendon Bowserwashers including its industrial pressure washers and its newly released 'Dustec DT400' – water powered dust suppression unit.

The 'Dustec DT400' is ideal for the demolition and renovation markets and is ideally used alongside APG's 207/245 bar units, Aaron Redmond, APG Product Specialist said.

"The Dustec was developed to reduce dust and odour on construction and demolition sites (both outdoor and indoor), as well as in waste water treatment plants, asbestos removal, mining sites and more," Aaron said.

"It is an environmentally friendly solution because the water drives the fan generating the air flow needed to atomise the water into the atmosphere. The water not used is then recycled back into the system.

"The Dustec is a light weight mobile solution, not needing the use of electricity and can be used up to 75m away from the pressure washer making it ideal for the changing dust conditions on all construction and demolition sites," Aaron said.

Brendon Powerwashers manufactures a range of mobile units in diesel, petrol and electric with a choice of pressures and flow rates, with working pressures from 70bar to 500bar. Its industrial range of pressure washers is now available in Australia for cold or hot water applications.

"APG has two main cold water models available with the Yanmar 10hp diesel version producing 3000psi at 15 litres per minute and the Honda 13hp petrol powered unit delivers 3500psi at 15L/pm," Aaron said.

"Other models will become available throughout 2020 by special order in hot water. A Silent Version is available for special order for use where no noise is allowed around buildings with sensitive patients or tenants like nursing homes, hospitals, schools and built up residential areas where noise pollution needs to be curbed."

The units are available in a variety of colour choices and combinations with the trailer chassis, tanks, engine frame and rear bars all available in a variety of different colours.

"The Brendon Powerwashers have been manufactured by the same family in the UK for over 35 years. The 'Bowser' as the tanks are called in the UK, hold 940 litres of water and there are also two chemical tanks, one 28 litre tank for detergent or degreaser and another of 15 litres for freshwater to flush out the pump after daily use to clear any contaminants from the pump and nozzles of the spray equipment.

"The hot water unit has approximately 200 litres less capacity due to the water exchange heater unit that fits neatly in the rear and centre of the tank. These units also carry an extra diesel tank down under the main frame of the trailer for the hot water exchange unit and are extremely efficient and long lasting," Aaron said.

The new distribution arrangement follows the signing of an agreement early in 2019 between APG and Brendon Powerwashers.



APG is now the distributor for Brendon Bowserwashers including its industrial pressure washers and water powered dust suppression unit

About APG

Hand-held hydraulic product supplier for the rental, construction, demolition and underwater industries, AirPlant Services began in 1998 with current Director, Douglas Mason at the helm. Originally specialising in pneumatic construction tools and compressors, Douglas formed a tight relationship with Atlas Copco and Chicago Pneumatic to expand the range, which is still current today.

Complimenting these products and services APG is also a supplier of small plant equipment to the construction and commercial cleaning sectors.

AirPlant Services changed its brand to APG to show how it has evolved as a business by supplying pneumatic (the air in AirPlant) tools to industry and more within and around its established sectors," APG's Operations Manager, Chad McPhee said.

"Establishing the change has occurred over the past three-four years with some soft changes and tweaks to the old logo, to the current overhaul and update to the new and exciting colours and logo," Chad said.

"The overall movement of the company is really driven by what our existing clientele need; their feedback is always at the forefront of which products we lean towards," Chad said.

"Rebranding means a streamlined and clear future, which ensures our clients will be able to rely on us for up to date machinery with the latest technology." ■

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