

HIRE AND RENTAL NEWS

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL INDUSTRY ASSOCIATION LTD

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NOVEMBER 2014 VOL16 NO1

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HRIA CONVENTION

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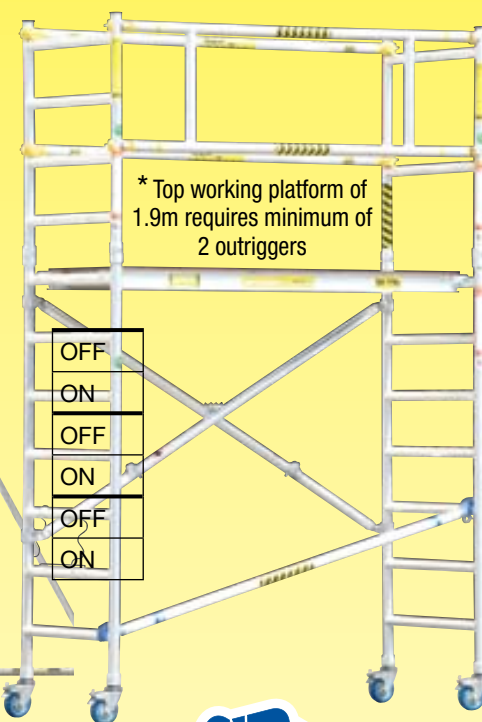
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HIRE AND RENTAL NEWS

NOVEMBER 2014
VOL16 NO1

HIRE AND RENTAL INDUSTRY ASSOCIATION LTD
ABN 70 093 630 847

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on the cover

The New HA16RTJ PRO

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president's message

Building on the successes of the past

It is a great honour and privilege for me to assume the role of the Hire and Rental Industry Association (HRIA) National President.

On behalf of the Association and our members I would like to thank our Past President, Mark Scarce for doing an excellent job over the past four years. Mark has successfully tackled many projects and issues and I look forward to continuing to work with him on the National Executive to sustain the Association's success and growth, and I will certainly do my best and hope to measure up to his example. I have been involved with the hire industry since making Australia my home, after leaving the USA in the late nineties. Working from a base level up to management roles and then embarking on creating Cool Breeze Rentals in 2002, I have learnt and appreciated the highs and lows and many challenges of the industry. I am constantly learning and growing in my corporate role and hope to bring the same energy to the table in my role as HRIA President.

I love the hire industry and see the benefits a functioning industry association can

bring to the market. It is because of this I became the Events Division President for the HRIA in Victoria in 2007-08 and then the Victorian President and a member of the National Executive from 2009 to 2013. I have thoroughly enjoyed my time within the Association and have met some inspiring colleagues, friends and members throughout, and I look forward to the new challenges ahead.

One of the reasons the HRIA continues its success is the strong leadership and commitment of many HRIA members throughout the years. We have been fortunate to have dedicated Past Presidents, National Executives, State Presidents and Committees that have set a very high standard and have grown the Association into the strong and successful position it is in today.

Without these amazing volunteer contributions, our Association and industry would not be as strong today as they have become.

I look forward to our upcoming year of State Meetings, National Executive Meetings and our Convention and Exhibition in Adelaide. I also look forward to continuing to work with our members and seeing you at our upcoming functions and events.

Please feel free to contact me if you should have any comments, suggestions or recommendations regarding the Association.

Many thanks,

Jeff Bernard
National President

Convention 2015

The 2015 HRIA Convention HIRE 15 'Destination Success' will be held at the Adelaide Showground 28-30 April 2015.

The exhibition will again feature both the indoor and outdoor exhibition at the same venue. Held over two days, the show looks set to be another big event on the hire industry calendar and a high level of interest has already been shown from sponsors and trade exhibitors.

The exhibition is now 'on sale' and all industry members interested in sponsorship should contact Michelle Grady on: 0414 332 550 or via email at: hrianews.advertising@gmail.com

PPSA

The PPSA is still a major issue for the hire industry. The HRIA and EWPA have submitted a letter to Bruce Whittaker who is leading the review of the Act. The initial report recognises the affect the PPSA is having on the hire industry and the HRIA hopes the findings of a detailed investigation will lead to changes. If you have an examples where you have lost equipment due to a customer going into liquidation and a non-perfected registration of your assets, please let the Association know. They will help strengthen the case the HRIA can put in front of politicians.

GRA Leadership Development

The HRIA has another successful candidate who headed off to America for a three week leadership development program in September 2014. Sebastian Mattarelli from Coates Hire NSW was based with Ted Cook at Ventura Hire in California and attended the ARA leadership workshop.

Sebastian's blogs of his three week visit can be viewed at the GRA website: www.theglobalrentalalliance.com



Jeff Bernard, National President



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Nexxis hits the ground running

Remote Visual Inspection (RVI) and Non-destructive testing (NDT) specialist equipment rental company, Nexxis moved into new offices in Yangebup, WA on the back of recent long term contracts on major projects at Gorgon, Wheatstone and Bayu Undan.

Nexxis is an Australian supplier of specialist remote visual inspection technology, NDT, test equipment and laser alignment solutions. Specialising in equipment rental as well as offering parts, services and technical support, Nexxis also has a support package, with the technical expertise to carry out their own inspections.

With equipment from companies including GE, Thermofisher and Olympus, Nexxis offers equipment for short or long term rental including: laser alignment; Eddy Current Testing (EC); Radiographic Testing (RT); Ultrasonic Testing (UT); Remote Visual Inspection (RVI) Borescopes, pipe inspection camera, and pipe crawlers; vessel and tank inspection equipment; PMI and XRF; calibrators, controllers and instruments; flow measurements; electrical test equipment; and sound and vibration equipment.

“Due to our rapid expansion in our first year of business Nexxis relocated to new premises in Yangebup,” Andrew Bulloch, Operations Manager for Nexxis said.

According to Andrew Nexxis is actively sourcing new technology to add to its rental fleet.

Visit: www.nexxis.com.au

Coates Hire secures rental services contract



Images supplied with permission of Chevron Australia

Coates Hire West Business Unit has been awarded a five-year contract by Chevron Australia for the supply of hire equipment services to Chevron’s operational assets in Western Australia.

The services and equipment lease contract will see Coates Hire West establish a permanent presence at the Chevron-operated Gorgon and natural gas plant sites and create more than 20 local jobs.

Coates Hire West has provided equipment for earthmoving and construction during the construction phase of the Gorgon and Wheatstone Projects.

With years of equipment management experience, from site commissioning and

start-up to production and shutdowns, Coates Hire Business Unit EGM Marcus Geisler said the company delivered great value to the LNG industry.

“We’re proud of the depth of our expertise in safety, equipment management and working with our customers on cost-effective equipment solutions,” he said.

Mr Geisler said the vast investments being made in the development of LNG and the increasing volumes of LNG that are being exported is ensuring Coates Hire will continue with a specialised supply focus for this growing resources sector.

Contact: 02 9701 3300 or visit: www.coateshire.com.au

High Risk Licences loading and unloading

The HRIA advises Victoria has changed its position on loading and unloading high risk plant. The appropriate high risk licence is now required; eg: forklift, crane, boom lift 11m+. The HRIA has written to the Regulator seeking clarification because now Victoria is out of sync with

the other harmonised States. The HRIA said it will advise if it hears anything to the contrary. The official regulation notification can be viewed at: www.vwa.vic.gov.au/_data/assets/pdf_file/0014/131261/OHS-Amendment-Regulations-2014-web.



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New branches for Prime Rentals in Queensland

Prime Rentals, a large family owned rental company in Queensland, has opened new premises in Roma and Moranbah to complement its established sites in Gladstone, Mackay and Emerald.

The new locations are part of Prime Rentals' strategy to grow local support bases across Central and Southern Queensland; offering customers equipment hire solutions to meet requirements

on their doorstep. Prime recently committed to the Emerald area with a new purpose built facility incorporating commercial offices, modern workshop and an equipment storage yard.

The opening of the two new locations extends Prime Rentals' commitment to support local businesses and industries with a large range of equipment for hire or sale at competitive rates.



Prime Rentals, a large family owned rental company in Queensland, has opened new premises in Roma and Moranbah

"Industry sectors such as mining, construction, oil and gas, and industrial maintenance have increasing equipment hire requirements. Prime Rentals is ready and established locally to support this

growth by working directly with customers to find cost effective solutions," Joe Austin, General Manager, Prime Rentals said.

The new premises at Roma and Moranbah complement Prime's existing branches which are situated strategically to cover the Bowen Basin and Surat Basin.

"The local operations will allow Prime Rentals to mobilise fleet and in the case of a breakdown or emergency, offer 24/7 field support," Joe said.

All branches carry a range of equipment including boom lifts, scissor lifts, forklifts, telescopic material handlers, generators, compressors, lighting towers, compaction, excavators, skid steer loaders, welders, pumps, industrial tooling, shutdown tool stores and more. Prime Rentals has expanded its range of equipment to suit the developing customer base.

To keep 'ahead of the game' Prime recently added LED lighting towers, excavators and 150' boom lifts to complement its existing fleet. **Visit:** www.primere rentals.com.au

Second International Rental Conference in Shanghai

Billed as helping industry to understand how the equipment rental market will change Asia's construction equipment landscape, the second International Rental Conference will take place in Shanghai on 24 November, 2014, the day before the Bauma China exhibition. The conference is organised by International Rental News magazine and supported by the Machinery Management & Rental Division of the China Construction Industry Association (CCIA) and Bauma China

Visit: www.khl.com/irc

Kärcher gets new Managing Directors

Alfred Kärcher GmbH & Co has appointed Markus Haefeli as new Managing Director for its Australian operating subsidiary. Markus Haefeli takes over the position succeeding Cameron Mole, who resigned as Managing Director of Kärcher Australia.

Hartmut Jenner, Chief Executive Officer and Chairman of the Management Board of Kärcher, said: "We are very pleased to welcome Markus Haefeli to Kärcher. Australia is an extremely important market for us and we believe he is well qualified to help strengthen our market position."

Markus brings more than 13 years of general management experience to his new position. Simultaneously, in a move to further strengthen the Kärcher business in New Zealand, Mike Roberts has been appointed Managing Director of Kärcher New Zealand. Mike has already been responsible for the operational business as a Country Manager since 2010. He will assume full responsibility for the business of Kärcher in New Zealand.

Hartmut said: "The business of Kärcher in New Zealand has grown constantly over the past years and has now reached a level which enables us to build up a subsidiary which is more independent and reacts more quickly to market needs than in the past."

Visit: www.karcher.com

HIRE 15
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The Best New Product award recognises innovation, design and quality in newly released equipment and services for the hire industry.

Enter now to be named

Best New Product 2015

Nomination forms and entry criteria will be available online in November at the HRIA Convention website:
www.hireandrental.com.au/whats-on/convention

Ice bucket challenge douses fundraising heroes

Mark Burton, Managing Director of Barossa Valley Hire, Barossa Function Hire and YP Hire sent in this awesome shot of Travis Burton, Joe a local wine maker from Ballcroft Vineyard and Cellar and Colin Sheppard from Master Chef fulfilling the ice bucket challenge.

For anyone who missed the challenge phenomenon – which went viral on social media during July and August – it involved dumping a bucket of ice water on someone’s head to promote awareness of the disease Amyotrophic

Lateral Sclerosis (ALS) and encourage donations to research. In Australia people participate for the Motor Neurone Disease Association.

The challenge dares nominated participants to be filmed having a bucket of ice water poured on their heads and then nominating others to do the same. A common stipulation is nominated participants have 24 hours to comply or forfeit by way of a charitable financial donation. Barossa Valley Hire and the three participants raised \$1000 for the charity.

Well done! Courageous effort!



Travis Burton, Joe a local wine maker from Ballcroft Vineyard and Cellar and Colin Sheppard from Master Chef fulfilling the ice bucket challenge

Kennards Hire is Family Business of the Year

Kennards Hire has been awarded the Family Business Association Business of the Year at the FBA National Conference in Adelaide.

The FBA celebrates family businesses with emphasis on those able to contribute to our culture and the future of the Australian economy. Kennards Hire has demonstrated an outstanding commitment to the amalgamation of both family

and business interests and as a result are the recipients of this award for 2014.

Allen Besseling, CEO of Kennards Hire said: “I feel privileged to be a part of a family business like Kennards Hire. It’s incredibly exciting to be recognised by our peers and the entire Kennards Hire team will continue to strive to deliver a service with a distinct family feel.”

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Semco establishes Brisbane sales and parts centre



Sales from Brisbane are being managed by Steve Lissa, while parts are managed by Manfred Hitchins

Semco Equipment Sales has opened a new sales and service centre in Brisbane which follows the opening last year of the Melbourne office.

Semco's Satch Santilli said the company's heavy investment in the Takeuchi brand was a major consideration in the expansion.

"In addition to Takeuchi, Semco Queensland will be selling other products imported and distributed by Semco: Terex loader backhoes, Fiori self-loading concrete batchers and dumpers. Attachment lines include Uemme mixers, brooms and laser blades as well as the new Rokla Rockwheel twin header line and all the popular brands of locally-sourced attachments," he said.

Sales from the Brisbane regional office are being managed by Steve Lissa, while parts are managed by Manfred Hitchins. Both have an extensive background in the equipment industry.

Contact: 07 3375 6999.

Luke Foster Joins Power Equipment

The Managing Director of Power Equipment, Allan Foster's son, Luke Foster has joined the family business.

Power Equipment is a Melbourne based company whose core business is the distribution of Yanmar diesel engines and JCB industrial engines.

Luke is the youngest of three children and enters Power Equipment with the job title of Lead Engineer, Business Development.

Boasting 2010 graduate with first Class Honours in Engineering and Commerce from Monash University, Luke entered the workforce securing a graduate position with ExxonMobil. While at ExxonMobil, Luke was primarily involved in the oil and gas industry although he was exposed to a variety of positions and experiences in the four years he was with the company.

"While there was never a formalised plan for me to join my parents at Power Equipment," Luke Foster said, "joining the family business was always something I wanted to do."

"Dad and I often spoke about it, but I felt it was very important to get my degree and some industry experience before making the shift. With that behind me, the timing felt right to make the move."

"Together with my wife Avril, we're exceptionally proud to have Luke join us at Power Equipment," Allan Foster said.

"Bringing Luke into the business is something we have spoken about for quite some time. I was firm in the belief Luke had to join us when he was ready."

Luke is based at Power Equipment's Melbourne head office. His immediate objective is to learn the business from the ground up. This involves visiting Power Equipment branch offices in Australia and New Zealand, meeting key customers and experiencing all the various operational facets Power Equipment has to offer.

"I'm working very closely with Michael Blair and Noel Heritage to obtain a thorough appreciation of the marine and industrial aspects of Power Equipment. I've also been involved in the sea trials of various Yanmar marine commercial installations, which ties in neatly with my engineering background."

In addition to his exposure to all aspects of Power Equipment, Luke will be assigned special tasks and specific projects as he becomes more familiar with the organisation.

Luke's tertiary qualifications together with his experience with ExxonMobil positions him particularly well to bring a new perspective and new processes to the family business.

"My ultimate goal is to see Power Equipment grow further, potentially with new product lines," Luke said.

Outside of his academic achievements and professional career, Luke Foster has found time to obtain his Private Pilot's Licence with night rating. He's also an enthusiastic boater and self-proclaimed petrol head.

Contact: 03 9709 8500 or visit: www.powerequipment.com.au

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DELIVERING PUMPING SOLUTIONS

Kennards Hire grows into Christchurch

With existing hire branches in Auckland and Wellington, Kennards Hire has continued its network growth in New Zealand through the acquisition of the three branch network of City Hire in Christchurch.

With locations in Papanui in Christchurch's North, Hornby in the South and in Christchurch's CBD, City Hire has over 25 years of hire history in the South Island's largest city. The branding of the locations will be changing but Kennards Hire will be keeping on the same faces.

Kennards Hire New Zealand General Manager, Tom Kinross, said although the name is changing, customers can be assured the Kennards Hire customer service and improved range and depth of equipment will be available from day one.

"All local DIYers and trades people can expect the three new Kennards Hire branches to be in full operation with an even wider range of quality tools and equipment."

The three new Kennards branches are open seven days a week and will

continue to operate out of 472 Moorhouse Avenue in Christchurch, 154 Langdons Road in Papanui and 198 Spring Road in Hornby. With the addition of these three locations there are now 13 Kennards Hire locations in New Zealand.

Throughout September and October, Kennards Hire donated \$2 from every hire to KidsCan. **Visit: www.kennardshire.co.nz**



Kennards Hire has acquired the three branch network of City Hire in Christchurch

The Rental Show 2015: the show for people serious about profit

"For anyone in the rental industry who's serious about profit, The Rental Show (22-25 February in New Orleans, Louisiana, USA) is a must-attend opportunity. This is the only show where you can find the tools needed to grow your profitability," Christine Wehrman, the American Rental Association's CEO said. Registration is now open at

TheRentalShow.com. Only those with a full registration for The Rental Show will receive a ticket for the keynote session. Full registration is available to ARA members for US\$175 if booking is made by 5 January and includes all three days of trade show, the keynote session and the seminars. It's available at TheRentalShow.com/Register



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SYDNEY AIRPORT - NORTHERN AIRPORT PRECINCT MASCOT, NSW

Northern Airport precinct project. Includes: construction of a landside bridge, at grade car park and road works.

Value: \$15,000,000

Commence Date: 10/12/2014

Builder: Seymour Whyte Constructions

OLD WALLGROVE ROAD WIDENING EASTERN CREEK, NSW

Proposed upgrade of Old Wallgrove Road - Roberts Rd to M7 interchange. Work consists of utilities relocation/protection, earthworks, drainage, retaining walls, lighting and landscaping.

Value: \$50,000,000

Commence Date: 11/11/2014

Contractor: Daracon Contractors

GOLD COAST CITY 2018 COMMONWEALTH GAMES PROJECT COOMERA SPORT & LEISURE CENTRE COOMERA, QLD

Construction of new indoor community sports facility to host Wrestling competition. Temporary overlay will provide 2500 seat capacity, field of play, designated areas for athletes, officials and medical services.

Value: \$32,000,000

Commence Date: 2/01/2015

Builder: Hansen Yuncken

CHARLES STREET RESIDENTIAL DEVELOPMENT NORTH PERTH, WA

Works to include the construction of a four storey residential development comprising 50 apartments and basement car park.

Value: \$14,300,000

Commence Date: 6/12/2014

Builder: Bilton Group

CAIRNS AQUARIUM CAIRNS, QLD

Construction of three level Aquarium including underwater viewing tunnels, oceanarium, amphitheater, deep water tank, and kiosk.

Value: \$50,000,000

Commence Date: 3/12/2014

Developer: Cairns Aquarium

PENINSULA PRIVATE HOSPITAL REDEVELOPMENT - STAGE 1 FRANKSTON, VIC

Stage 1 comprises single storey consulting rooms and multi-storey basement car parking. A further two stages of expansion and redevelopment are planned.

Value: \$50,000,000

Commence Date: 20/12/2014

Builder: ADCO Constructions

EPWORTH FREEMASONS PRIVATE HOSPITAL EAST MELBOURNE, VIC

Buildings and works for internal works to Level 3 including a new operating theatre and day surgery admissions area.

Value: \$30,000,000

Commence Date: 17/11/2014

Builder: Built VIC

OAMPS enters new era

After five decades supporting key industry groups supplying advice, risk management strategy and insurance solutions, OAMPS has been sold to Arthur J Gallagher and is now part of one of the world's largest insurance brokers. Tania O'Day, OAMPS National Manager – Partnerships said in coming months, OAMPS' look will change to reflect it has become an Arthur J Gallagher company as will benefits on offer.

"We still operate in the same locations across Australia so you can deal with us in your town," Tania said.

"Your broker will remain your broker. The service you expect will continue and be enhanced by greater global capability.

"Our strengthened relationships with insurance companies in Australia and globally will help us negotiate better deals and more coverage options, ultimately delivering even better value to you.

"This is a sensational result for OAMPS, with global strength and local focus on

specific industries, the future has never looked brighter," Tania said.

"We pride ourselves on being more than just an insurance solution provider – we think of our role in this partnership as supporting the daily fabric of how your industry functions, monitoring the key issues and needs of your members and helping influence the way the industry develops.

"Through our close working relationship with the Hire and Rental Industry Association (HRIA) OAMPS has developed insurance solutions tailored for the industry. Our Hirepac product serves to mitigate insurance risk for your organisation where hire equipment is a part of your day-to-day operations.

"We look forward to the next stage of this great journey and while there will be great changes to come, what won't change is our focus on the needs of our clients and your industry," Tania said.

Contact: 1800 240 432.

Lift & Shift gets job done in Auckland



Removing 200 cubic metres of bark media from each of the bio-filters at a waste water treatment plant in Auckland, without damaging the surrounding landscaping or decorative precast concrete walls required an innovative approach.

Kennards Hire Lift & Shift, which recently opened its specialist branch in East Tamaki, the first in New Zealand, provided New Zealand construction group, HEB Construction with 3 x 6m conveyor belts, safety fencing and trestles.

Visit: www.kennardshire.co.nz

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PPSA and damage control

The Personal Property Securities Act 2009 (PPSA) is causing a great deal of confusion and pain not only to equipment hirers but also to other members of the business community.

Having worked with clients in the hire industry for many years, Leigh Adams Lawyers, a firm of lawyers in North Sydney, understands the frustrations clients face and their concerns, particularly regarding the new PPSA.

Leigh Adams said it was in working through these frustrations and concerns the company came up with solutions.

"For example, we now have boiler-plate agreements for all the documents required to ensure compliance with the PPSA. They usually have a schedule at the back and this helps to reduce costs," Leigh said.

"Many head-lessors are generally wary of entering into sub-hire arrangements. And rightly so. We have identified ways of reducing the stress of doing business in this space. One way, which our clients have been quick to adopt, is by using the new types of securities which are now available under the PPSA. For example: where applicable, chattle paper.

"Furthermore, many hirers are justifiably concerned about their risk profile in circumstances where they have entered into a one-off hire arrangement, particularly where the lessee keeps the equipment 'as long as he likes'. An easy way to reduce the hirer's risk in those circumstances is by describing the

secured property in ways that contemplate the on-going supply of goods, whether or not any one or more of the future supplies are actually caught by the PPSA.

"A substantial number of businesses have guarantees in place but with the PPSA, it is easy to make them void unfortunately.

"The PPSA is also relevant to asset protection strategies. We recently advised on the transfer of a \$7.5m business..."

Again, this issue has been identified and ever since the introduction of the PPSA, our guarantees have covered the situation where the amount guaranteed increases over time," Leigh said.

"Many arrangements cause frustration because the PPSA does not apply to fixtures, but many pieces of equipment can inadvertently end up being bolted or grouted to the ground - and therefore become 'fixtures'. This can cause the arrangement to fall outside the PPSA and the secured party can lose their security entirely in such circumstances! Again, this

has been addressed and our clients do not have to be concerned about this scenario.

"Other ways of reducing PPSA risk include creating a charge against the lessee's real property (ie: land) to secure the amount outstanding.

"Businesses planning their principals' succession (ie: planning for the entry and exit of business partners) often want to ensure their business structure is tax effective. However, when looking at these issues, we also ensure the PPSA does not torpedo what might otherwise be a good succession plan. Often, trust deeds can be changed or updated without any tax consequences at all, but this can only be done effectively if the drafter is mindful of how the PPSA can wreak havoc on such arrangements.

"The PPSA is also relevant to asset protection strategies. We recently advised on the transfer of a \$7.5m business from a father to his two sons, and by embracing the PPSA, we not only avoided potentially colossal stamp duty and CGT, but also protected the sons moving forward as the PPSA clauses were in place in the transaction documents."

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PPSA bites again

Bartier Perry's PPSA specialist Oliver Shtein reviews the latest developments in PPSA law and the hire industry.

WA Court case

In *White v Spiers Earthworks Pty Limited* [2014] WASC 139, Spiers agreed to sell a business and equipment to BEM Equipment Pty Limited and also entered into a hire agreement with BEM in relation to certain vehicles and trailers.

The hire agreement was entered into in 2010 and included terms under which BEM paid instalments in aggregate equivalent to the purchase price of the equipment plus a margin. The agreed market value of the equipment was more than \$1.4million.

The Western Australian Supreme Court found this arrangement was an 'in substance' security interest under PPSA as well as being a 'PPS lease' (deemed security interest) under the legislation.

A contest arose in the case because BEM had given a charge over all its assets to NAB in February 2011. BEM became insolvent and appointed voluntary administrators in July 2013. Shortly after that, NAB appointed receivers.

WA The Court found no PPSA transitional protection was available to Spiers because Spiers had not registered its interest under the predecessor to the PPSA in WA, the Chattel Securities Act 1987.

The Court held the equipment therefore vested in BEM which meant it became effectively part of the NAB's security and Spiers lost ownership.

The vibe? Fans of the movie 'The Castle' will recall the ultimate triumph of 'the vibe' (also known as the 'just terms' provision found in s.51(xxxi) of the Commonwealth Constitution). Interestingly, in this case, Spiers attempted to invoke s.51(xxxi) and argued the vesting of its interest in the hired equipment in BEM would result in an acquisition of its property, because the vesting would wholly extinguish Spiers' proprietary interest in the equipment and vest it in BEM. Spiers argued such an acquisition of property was not on 'just terms' because Spiers would receive nothing in return.

The Court referred to High Court decisions a statutory provision is not one for the 'acquisition of property' within s.51(xxxi) of the Constitution where the provision is not one for the acquisition of property as



such, but rather part of a general regulatory scheme aimed at the 'adjustment of competing rights and liabilities'. In this case the Court found the vesting inflicted on Spiers was only adjusting the rights of secured and unsecured creditors.

We can observe Spiers would have the undoubtedly cold comfort of proving for its loss as an 'adjusted' unsecured creditor of BEM. With PPSA now more than two years old outcomes like this are becoming quite common in our experience.

PPSA gets a trim – amendments introduced affecting serial number registrable property

The Government has introduced amendments to the PPSA contained in the Personal Property Securities Amendment (Deregulatory Measures) Bill 2014. The Bill was introduced as part of the Government's 'repeal day' package of red tape reduction measures.

The Bill proposes to amend the PPSA so leases for 90 days or more of serial number registrable goods will no longer be deemed to be PPS leases for the purposes of the PPSA. Currently PPSA deems leases of certain items of such goods (such as motor vehicles, boats and aircraft) to be PPS leases where the leases are for 90 days or more. If this change becomes law, it will

mean hire businesses will not need to register hires with a term of less than 12 months. It will align the PPSA with similar personal property securities regimes in countries such as New Zealand. The Bill is not expected to face opposition in Parliament. However it is critical for hire businesses to note:

- the changes will not (yet – see below) remove the part of the definition of 'PPS lease' that deems a hire for an 'indefinite' term to be a PPS lease security interest. If a hire business provides equipment for 'as long as the customer needs it' or on similar indefinite terms, this is still a PPS lease and a security interest from inception.
- The changes do not affect any arrangement which as well as being a PPS lease is also an 'in substance' security interest – such as a hire purchase (as in the Spiers case above) or a deferred purchase or 'rent to buy' arrangement. So for eg: an agreement to hire goods with title to pass after three quarterly instalments are paid, or with an option to purchase during the hire can be an 'in substance' security interest even if the PPS lease time threshold is not exceeded.

continued on p16

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PPSA bites again - continued from p14

New definition of 'motor vehicle' is effective on and from 1 July 2014

The Federal Government has introduced the Personal Property Securities Amendment (Motor Vehicles) Regulation 2014. The Regulation amends the definition of 'motor vehicle' set out in regulation 1.7(2)(b) of the Personal Property Securities Regulation 2010.

On and from 1 July 2014, an item of personal property (that otherwise meets the terms of the definition of 'motor vehicle' in the regulation) is only be considered a 'motor vehicle' for the purposes of the PPSA if it is also:

- capable of travelling at a speed of at least 10km/h, and
- has one or more motors with a total power greater than 200 watts.

The former (pre-1 July 2014) definition of 'motor vehicle' covers goods that satisfy either of the above tests and so covered a very wide variety of items. Note for property to be a 'motor vehicle', it still also has to meet the other tests in the definition.

By combining the two parts of the definition (ie: speed and power output), the Government intends fewer items will come within the scope of serial number registration provisions.

Practical implications

Secured parties such as financiers, asset lessors, retention of title sellers, hire companies and businesses selling by consignment need to be aware of the new definition to ensure registrations are made in the correct collateral class. If a security interest:

- is registered in the collateral class 'motor vehicle' when it should be registered as 'other goods'; or,
- is registered as 'other goods' when it should be registered as a 'motor vehicle',

then the registration is likely to be ineffective, which may result in loss of the asset on customer insolvency.

For some businesses, some goods will be 'motor vehicles' under the pre-1 July 2014 definition but will not be under the new one. The goods will typically then fall in the collateral class 'other goods'. Small boom lifts or scissor lifts are a good example as they are normally too slow to pass the 10 km/h speed test in the new definition, but would have been within the pre-1 July

2014 definition because they have power greater than 200W.

A question arises as to the continued validity of registrations already made. The change to the definition takes effect on 1 July 2014 and in our view should not affect the validity of registrations made before that time for hires entered into before that time. The PPS Registrar advises the new definition only applies to hires and other security interests entered into on or after 1 July 2014. Unfortunately the Government has not introduced any specific transitional provisions to confirm this and it is not possible to state definitively it is correct.

It is clear for any hire commencing on or after 1 July 2014, the new definition should be applied.

Example: Tim's Hire only hires out boom lifts. Tim's Hire has several boom lifts on hire to JoeCo Pty Limited, a local builder. JoeCo is a repeat customer of Tim's Hire and has an agreement with Tim's Hire confirming the terms of any hire to JoeCo that may be entered into from time to time.

The existing hires are each for 14-18 month hire terms commencing on 1 February 2014. Tim made a PPSR registration in the collateral class 'motor vehicle' on the date of commencement of the hires.

On 1 July 2014 boom lifts of the kind hired to JoeCo by Tim no longer meet the definition of 'motor vehicle', because of the definition change. Tim considers there is no need to make a new registration in the class 'other goods' in respect of the existing hires.

Tim and JoeCo discuss in August 2014 some new hires and before arranging delivery Tim makes a new general registration against JoeCo in the collateral class 'other goods'. On 20 August 2014 Tim delivers for hire a new boom lift to JoeCo. The new general registration in the 'other goods' class can protect that interest. The existing registrations in the 'motor vehicle' class (whether general or serial number) would not protect the new boom lift.

Searching

Businesses may also use the PPSR when they purchase and in this capacity should also note, when searching whether particular goods are the subject of a security interest, registrations may have been validly made using either the new or the old definition of 'motor vehicle'. It would accordingly be prudent to search



against both 'other goods' and 'motor vehicle' collateral classes.

Example: Tim's Hire is looking at buying a used boom lift from Phil in August 2014 and wants to be sure Phil hasn't granted a security interest – to a finance company for example.

The used boom lift would be a 'motor vehicle' under the pre-1 July 2014 definition but would not be a 'motor vehicle' under the new definition.

Tim should search in the collateral class 'other goods' as well as in the collateral class 'motor vehicle' to make sure he finds all registrations. Valid registrations could have been made under either class depending on when the security interest was granted by Phil.

Government review of the PPSA

The review being conducted by Bruce Whittaker is in the stage of issuing further consultation papers with a view to delivering final recommendations by the end of next January. The hire industry (through HRIA and EWPA) has been a vocal and active contributor to the review and it appears the industry's views have been heard, at least to a degree.

The review looks likely to recommend;

- an 'indefinite' hire ought not to be automatically a PPSA security interest;
- the time threshold for a PPSA lease will be at least one year. The industry would prefer to see the industry either excluded altogether or the time threshold extended so PPSA only catches transactions that are functionally equivalent to obtaining equipment finance.

The industry continues to make representations.

NB: PPSA is complex and the above is general information only – readers should always seek specific advice about the effect of PPSA on their businesses.



HRIA NATIONAL CONVENTION

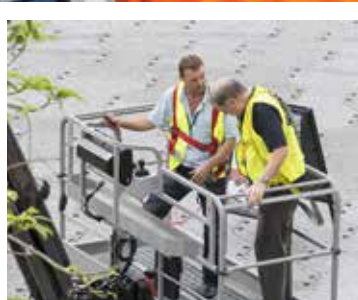
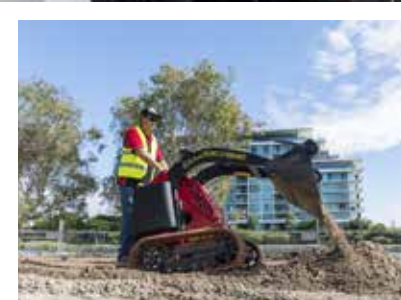
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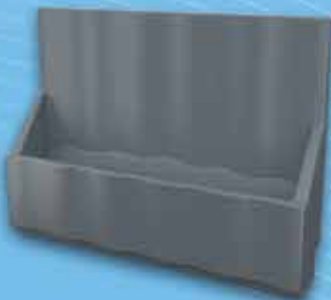
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Construction noise solution at World Trade Center

Echo Barrier's H2 Series acoustic barriers have helped to provide a solution to construction noise at the World Trade Center development site in New York City.

The sound-reducing barriers were first called for by the World Trade Center project team to reduce disruption to passersby caused by construction noise. When the barriers were installed at the World Trade Center site, the noise level was immediately reduced from 84-85dB(A) to 76-78dB(A).

Peter Wilson, Technical Director of Echo Barrier said: "The same day the barriers were set up, three policemen walking through the area, just stopped in their tracks. They looked around trying to figure out what was 'different.' I walked up to them and helped solve their mystery – it was quieter!"

Two years after the initial installation, the Echo Barriers continue to shield the public from noise and dust. Its success prompted the World Trade Center project team to request Oliveira Contracting to continue the product extension and development at the site.

Peter said: "We are pleased to have launched the use of Echo Barrier in the United States with a project so important to New York City. Construction-related noise pollution has certainly proven to be a detrimental health concern as well as adversely affecting the environment. Echo Barrier

is committed to providing effective and efficient solutions to address as many challenges as possible within Best Practices and sustainability."

The Echo Barriers provide a sound mitigation system that absorbs noise, rather than reflect it back to the source. They are safe to handle, containing no Rockwool or fibreglass and even feature night reflectors for safe use after dark. The Echo Barriers have a PVC exterior and are completely weather resistant. They are lightweight at just 13lbs and are easy to handle, therefore taking limited manpower and time to install and making them easy to move around a site wherever attenuation is required.

Echo Barriers make noise management simple, fast and effective. The system can provide immediate response to noise pollution as a temporary or a permanent solution. Noise complaints are reduced and working hours can be extended. Echo Barriers are a long term investment that reflects commitment to workforce and environment.

Visit: www.echobarrier.co.uk

Echo Barrier's H2 Series acoustic barriers have helped to provide a solution to construction noise at the World Trade Center development site in NY



Marquee accident results in injury to persons and industry reputation

In mid-September there was a serious accident in the Barossa Valley when a marquee blew over resulting in serious injuries to personnel inside the structure at the time and prompting intervention by WorkCover.

Reports from the industry indicate the unfortunate incident happened at 3pm at the Novotel Hotel where the marquee was installed for an exhibition and was in the process of being fitted out.

It has also been reported the 15m x 60m long marquee had not been weighted to the standards approved by the HRIA and was in fact under-weighted. The structure had been erected by a non-HRIA member and apparently did not follow HRIA approved weighting guidelines. One person suffered a broken leg, others facial injuries and many cuts and bruises.

According to sources, there had been a severe wind weather warning out for the day. A small pop top marquee blew over at the Royal Adelaide Show on the same day.

Sources also report there were other marquees on site that had been erected by HRIA members that remained in place.

According to National Events Division President Tom O'Dowd, (Business Development Manager for No Fuss Solutions in Victoria) this type of incident is entirely preventable if industry weighting guidelines are adhered to.

"The HRIA Events Division has drafted and released industry specific weighting

guidelines for structures which have been tested and approved by structural engineers and which meet stringent Australian building codes. These guidelines were developed to provide industry specific and structurally approved guidelines for weighting structures appropriately to enable our industry to function to the highest possible standards and ensure the safety of end-users at all times," Tom said.

"When these guidelines are not followed, that is when unfortunate incidents such as this one in the Barossa Valley occur.

"A 15m wide marquee with 5m bays requires 1200kg per leg as a minimum weight, (according to the HRIA Weighting Guide). This may vary in line with wind terrain category, but it would not be reduced for a marquee in the open.

"Industry recommendations for erecting and weighting a structure in essence, is in accordance with the manufacturer's recommendations and recommendations by specified competent persons. It is also accepted by the industry and by all HRIA members the HRA weighting guidelines are to be adopted as a self-regulated industry standard," Tom said.

"Having said that, it is also vitally important persons erecting structures are aware of the wind terrain category. In some states an engineer must sign off on



A serious accident in the Barossa Valley saw a marquee blow over resulting in serious injuries to personnel

the structure and in Victoria, structures have to be signed off by a registered building practitioner. Unfortunately, in South Australia no such check is in place.

"Something like this puts the whole industry in a bad light. What the public and the authorities see is a disaster. This leads to lack of confidence in the events industry and puts pressure on the authorities to act to prevent another such incident occurring. Often the net result is more red tape and more rules and regulations.

"The problem with an incident like this is HRIA members will suffer for something performed by a non-member who did not adhere to the approved guidelines.

"It can be difficult after the fact to ensure this important difference is not misunderstood by the legislators."

To view the HRIA Weighting Guidelines, visit the HRIA website: www.hireandrental.com.au



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Seven reasons for using inflatable structures

According to Lucy Strong from Stretch Marquees & Fabric Structures: "Structures can set the tone for your entire function and create the right environment. Inflatable structures made by StretchStructures make it easy to plan an event and create the right setting."

According to Lucy, the top seven reasons for using inflatable structures include:

Highly customisable: Inflatable structures give more choices and control over the look and feel of an event space.

Easy installation and break down: They're portable and easy to assemble, which means you can save time and manpower. Some structures only require one person and 10 minutes to set up. The inflatable nature of the structure is meant to provide fast and easy set up.

Variety of shapes and sizes: Up to 500 people can be accommodated in a variety of structures, including shells, domes,

arches, or cubes.

Advertising made easy: The ability to print on these structures means you can save on other brand recognition efforts. Logos and brands can be represented on the structure.

Use anywhere: Inflatable structures are built tough to withstand the outdoors, but also made to make indoor spaces pop. The modular nature of the structures, along with the variety of shapes and sizes, means they can be used anywhere.

High quality fabrics and structurally sound: Inflatable structures are made with standard or fire retardant fabric, plus are built to withstand strong winds and other elements.

Unique and fun: These structures give you the opportunity to let your imagination run wild. Where will it take you today?

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Inflatable structures made by StretchStructures make it easy to plan an event

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Royal Wolf pops-up at Open House Melbourne

Shipping container conversions are emerging as a new way to sustainably create event spaces as a recent project Royal Wolf completed for this year's Open House Melbourne shows.

The 2014 event featured a special purple pop-up information hub housed in a modified 10 foot high cube container. Complete with a serving area, external overhead awning, internal folding bench, lockable door entry, electrical outlets, lighting, air conditioning and vinyl floor covering, the transformed information hub provided space for volunteers to assist visitors with information, tours and hand out programs.

Royal Wolf Executive General Manager - Sales and Marketing Allan McLaughlin,

said: "We customised this kiosk for Open House, branding it purple to match their colour scheme and including logos of all the event sponsors.

"Royal Wolf can transform containers to become pretty much anything, from food and beverage stalls, ticket sales hubs at festivals to merchandise outlets, pop-up shops and art displays. They are strong, weather-proof and easily transported direct to site," Allan said.



Royal Wolf can transform containers to become pretty much anything

Contact: 1300 651 700 or visit: www.royalwolf.com.au

Disability and Discrimination Act Helpline

The HRIA is establishing a helpline on its webpage to help members who are involved in temporary structures for events and need to make sure they are complying with the requirements of the DDA.

Andrew Sanderson of Architecture and Access is the contact. This is a free service for affected members who will be mainly in Victoria but may well be national. The helpline will be set up for an initial three month trial.

Christmas is in the bag

ExpoNet has unveiled its new, festively themed Christmas event styling service. The ExpoNet Events Division has developed inspirational and cost effective theming solutions for events professionals planning Christmas functions.

The service will include the design of the Christmas event and provision of theming products including everything from furniture, candles and sculptures to signs.

For organisers looking for styling products in colours beyond the traditional red, green or white of Christmas event theming, it is now possible to customise event

requirements using the ExpoNet StyleMe furniture hire range. StyleMe gives clients freedom to get creative and can be tailored to match corporate branding or other pantone references. The StyleMe range includes furniture hire pieces such as bars, event seating, lounges and cabinets.

The collection of Christmas styling products was designed in-house by ExpoNet's team of multi award-winning designers and crafted from materials sourced locally and globally to ensure the highest quality for events professionals.

Visit: www.exponet.com.au



Event app launches

Event Agent, the mobile app to link events suppliers with event organisers launched to the public in July.

According to Sam Rowse, from Challenger Events, the app developer: "We have seen some fantastic results so far with over 6000 downloads in six weeks, Australia wide."

Free to download for end users, EventAgent links organisers to an online database of event suppliers via four main event categories, and 35 further sub categories, including areas such as: fencing, catering, audio visual, exhibitions, furniture, marquees, portaloos, theming and power.

EventAgent will then allow event organisers to find event suppliers by location, event type or supply category.

The new app is a subscription model whereby event suppliers pay an annual subscription for the rights to showcase their brand and services.

The new app is a subscription model whereby event suppliers pay an annual subscription for the rights to showcase their brand and services. (The monthly subscription rate will be \$33/month).

"There are no lock-in contracts or subscription periods. Sign-up for one month or sign up for 12 months. The app is doing well and is on track to be a strong marketing tool," Sam said.

Contact 0458 410 450 or visit: www.challengerevents.com.au

Permanent temporary structures for industrial and commercial warehousing

Australian Temporary Structures (ATS) was established 12 months ago to bring the concept of permanent temporary structures for industrial and commercial warehousing solutions to Australia.

Working with HTS Roder Hoecker Structures, ATS Director Neil Wallis said the first industrial warehousing build the company has undertaken in Australia is for Your Event Solution – YES, an event hire business in the Southern Highlands, as a new showroom and factory warehouse.

“This is one of the largest Hoeckers to be built in Australia. The YES showroom and factory warehousing solution is 25m x 85m with great insulation qualities,” Neil said.

“YES Events decided it needed more space a couple of years ago and had been looking at options ever since.

“We realised the benefits of permanent temporary structures and decided to introduce a whole new line. This is a very new concept in Australia; a market still in its infancy here but it is a very large part of the European structure market where permanent temporary structures have been utilised as warehousing solutions for many decades.

“Permanent temporary structures have many benefits, including the speed of build; and the overall cost. On average, permanent temporary structures are 30% cheaper than a permanent structure,” Neil said.

The new YES warehouse features full glass both ends, is two storied and with vinyl roofing. It will be used as a showroom

and factory with YES also moving a vinyl washing machine and other energy efficient cleaning machines into the new structure.

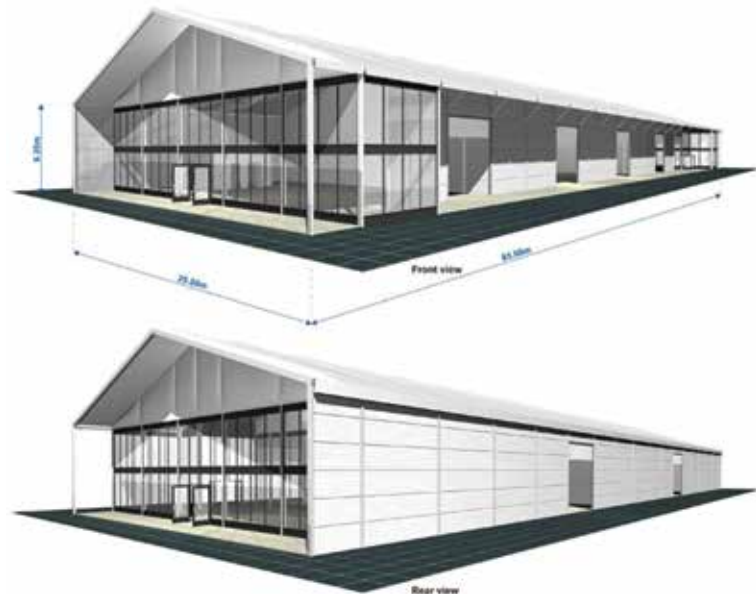
“There have been permanent temporary structures up in Australia for over 20 years with no problems to date; and in Europe similar structures have been erected for far longer,” Neil said.

The YES Showroom

YES required a fast and flexible solution to house its growing event hire business, incorporating modern showrooms and warehousing facilities. The solution was a 2000 square metre, state of the art two storey structure, part of the new HTS L Series 25m wide clear span structure with a 6.2m leg height.

The ATS constructed building comprises glass walling and thermo roof, internal firewalls, amenities areas and drive in loading docks.

The Thermorooft consists of two plastic coated membranes, which are placed under atmospheric pressure, forming ‘air-cushions’. The air-supply system – using flexible pipes – supplies the air to the individual roof sheets. The air pressure unit maintains a constant level of air pressure



The YES Showroom features full glass both ends with vinyl roofing

in the cushions. The system provides excellent insulation and a pleasant climate inside. Using translucent panels ensures optimum lighting during daylight.

The K-value of the Thermorooft is 1,6W/(m²/K) and sound-reduction is approximately 18dB.

Construction of the ATS Warehousing Series system used for the YES project was completed in a four week period. Frames were erected in one week, followed by a three day roof installation allowing for the commencement of the internal fit out.

The building cost approximately a third less than a traditional build as a result of faster construction times and prefabricated materials.

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Sewer Connect



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Handwash Stations

Powerful new compact screw compressor

The 70CFM Screw Compressor from Airdraulic Birco Group (ABG) can operate a 70lb breaker and doesn't need to be towed.

Ideal for sandblasting, breakers, cut off saws, painting, chipping hammers, post drivers, nail guns and more, the 70CFM Screw Compressor features a Honda GX630K2 engine with a 20L removable petrol tank and variable idle control.

Part of the XAIR compressor range, the 70CFM Screw Compressor is only 135kg (dry weight), compact and portable with a retractable handle and pneumatic tyres making it transportable by one person.

"XAIR oil injected rotary screw compressors feature a new rotor profile, resulting in an extremely durable, efficient and high performance air end," Mick Bailey, National Sales Manager, ABG said.

"The Monitair feature offers continuously variable idle control which gives very fast throttle response for power on demand. The engine idles until power is required, making it very economical.

"Air flow and pressure are constant and



continuous and there is no need for an air tank. The removable petrol tank reduces transport weight and makes fill up easy.

"The 70CFM Screw Compressor has a rugged construction: protected by a steel chassis and side panels finished with lasting powder coat paint while the Honda V-Twin OHV Engine features low noise and vibration, is fuel efficient, durable and offers outstanding reliability," Mick said.

Contact: 07 3255 6188 or visit: www.abgpl.com.au

Pumps built for the hire industry

Insero Equipment has launched the Insero Pump line in Australia offering high flow rates that pump up to 51% more water, resulting in up to 27% cost saving.

Designed with a CAT diesel power engine that meets Tier 4 Interim and Stage IIIA emission requirements, Insero has three different pump models to increase hire utilisation including:

- 10.2 x 10.2cm at 107LPS maximum flow;
- 15.2 x 15.2cm at 215LPS maximum flow; and
- 20.3 x 20.3cm at 284LPS maximum flow.

Other features include a large fuel tank providing up to 24 hours of continuous run time; a self-contained, diesel driven, self-priming trash pump, which operates in extreme conditions. The pump can pass up to three inch solids

Visit: www.inseroequipment.com

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TECHTALK

How to select the best metro lighting tower

According to Kevin Ennis at Redstar, lighting towers have become an important means of ensuring night time work can be conducted in a safe and efficient way. Selecting the right lighting tower for your application is also important.

“If the lighting tower breaks down, or needs to be taken out of action, there can be an adverse impact on safety and productivity,” Kevin said.

“Fortunately, lighting towers are not new in the market and most of the issues impacting on reliability and maintenance are well known. Consider these factors when selecting a metro & light construction lighting tower:

Lamp Start-up

One of the biggest causes of lighting tower breakdowns is when an operator tries to start all the lights at the same time. This causes the alternator or capacitors to be overloaded and can cause expensive damage to the product. Ask the supplier for a lighting tower with a controller that only allows the lights to start one at a time and avoid overload.

Mast Wear

Hydraulic vertical masts are the most common arrangement on lighting towers. They are compact and easy to use but can suffer wear between the different telescopic sections. This aided by corrosion, often leads to the mast getting stuck. A well designed lighting tower will have replaceable anti-wear guides in place to reduce wear and minimise the risk of the mast getting stuck.

Ballast Control

Ballast is commonly used on lighting towers to control the flow of current through the lamps during start-up. Once the lights are powered up the ballast is no longer required however in most lighting towers they remain on. This often leads to flickering (stroboscopic effect) of the lights and often reduced lifespan of the lamps and ballast. Check to ensure electronic ballasts are used to prevent flickering of the lights and extended lamp life.

Component Access

A popular trend in lighting towers was to develop very compact products, enabling more units to be transported in a single load. The aim was to reduce transport

costs however the impact was actually a significant increase in repair and maintenance costs due to very limited access to components. A well designed lighting tower will have adequate access to all the service and repair components without having to remove the canopy. Specifically check for ballast and alternator access because these can take a lot of time to access on some designs.

Excess Auxiliary Power

Lighting towers are meant to provide safe lighting but a trend has developed where many lighting towers are also fitted with auxiliary power outlet sockets for other loads on site. Though this seems like a cost effective idea, these external auxiliary loads often cause the lighting tower to break down due to alternator overload and other load induced factors. Use the lighting tower for its intended purpose. Check auxiliary power outlets on the lighting tower are within the alternator load limits or ask for the outlets to be removed.

Parts Identification

One of the first items to go missing from a new product is the operator's manual and parts book. When it comes time to order spare parts for maintenance, the owner often uses the internet to search for the parts. Invariably the wrong part number of selected (most parts books are serial number linked), the part does not fit when it arrives and a great deal of time and money is lost as a result. Check the relevant part numbers for maintenance parts, lubricants and coolants are labeled on the lighting tower for easy access.

Wind Rating

High winds can cause havoc with a lighting tower when the mast is fully erected. Check with your supplier on the wind rating of the lighting tower.

Automatic Mast Lowering

An easy mistake is for an operator to attempt to tow the lighting tower away from the work site without lowering the mast. Check a handbrake safety mechanism is fitted that automatically lowers the mast when the handbrake is lowered for towing.

Spillage-free base frame

We should always consider the environment when it comes to product



selection and liquid spillage is often the biggest threat. An oil leak or a burst coolant hose can lead to significant environmental spillage on a work site, not to mention lost time in productivity.

Check the lighting tower you choose has an integrated spillage free base frame design to catch 110% of the on board liquids in case of a leak or failure.

Stability while being towed

Metro lighting towers often get towed behind a vehicle to and from work sites. The maximum towing speeds and stability of the lighting tower under-carriage are important factors in avoiding an accidental roll over going around tight corners or speed bumps. Your supplier should advise the maximum safe towing speed for the lighting tower and also the types of road surfaces it has been designed for. A torsion bar type under-carriage, with a low centre of gravity, should positively contribute to the metro lighting tower stability.

LED vs Metal Halide Lights

There are pros and cons between LED and metal halide lights. LED lights are more robust and consume less power than metal halide lights. Metal halide lights are much less expensive and are well proven in this application. Ultimately the decision will come down to needs and budget.

Brand & Product Support

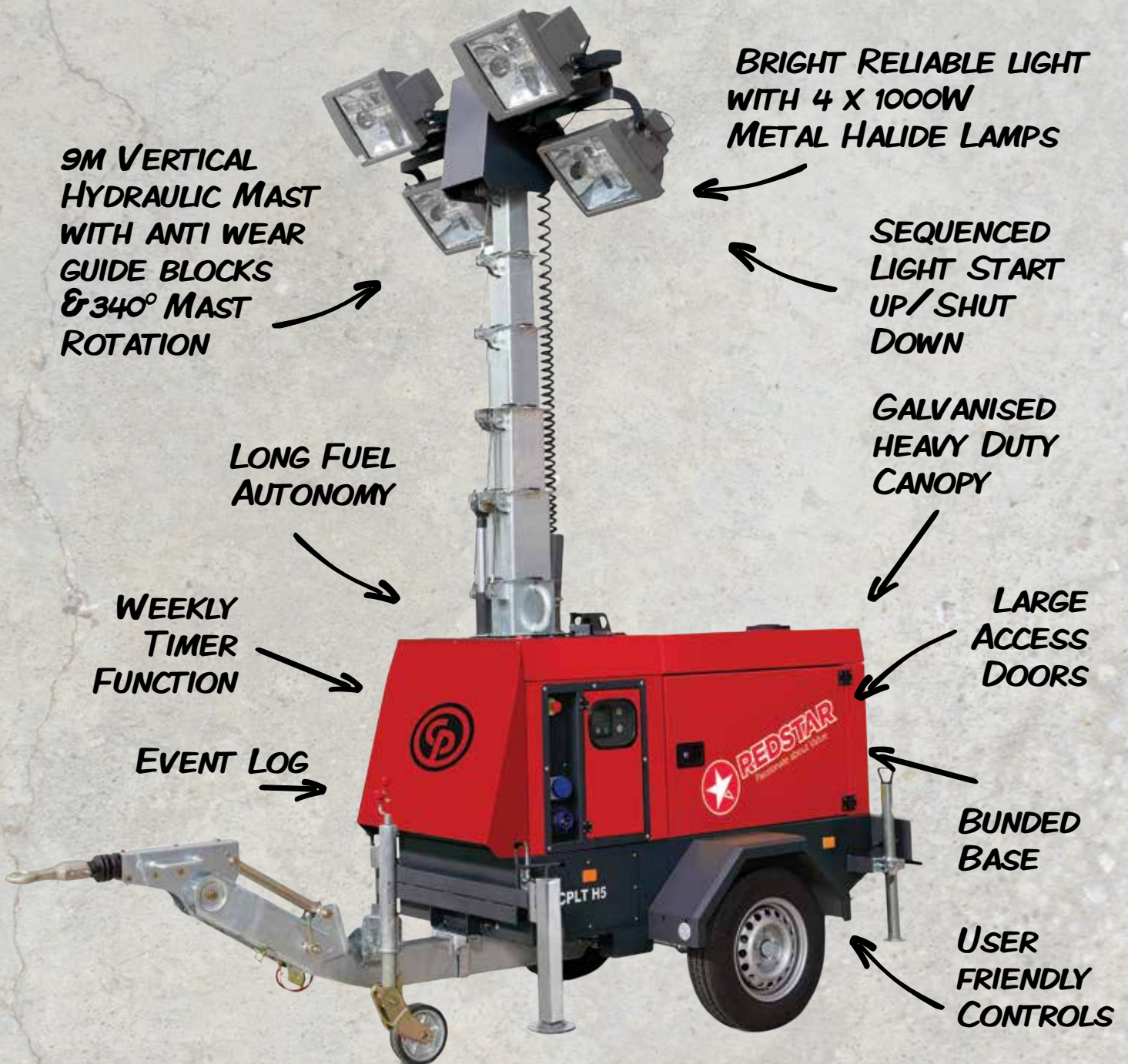
Ensure your supplier is offering you a reputable product, preferably a globally recognised brand, with local support for maintenance and repairs from an officially authorised distributor.

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Powerlite Generators ... celebrating 50 Years

Powerlite is celebrating 50 years of manufacturing generators in Australia and believes it is Australia's oldest surviving power generation manufacturer still operating in its own right.

"Powerlite has witnessed our great country moving from complete Australian manufacturing to a distribution focus; which can only be described as a tragedy for the engineers, tradesmen and professionals that once graced our workforce," Roy Jessop, Powerlite Managing Director said.

"It has been difficult to keep pace with change, especially when it has been motivated by cost over quality. It has become essential to survival to be able to re-invent yourself; Powerlite was manufacturing alternators in the 80s, then diesel generators and controllers through the 90s and then with the overseas

packaged generator set invasion it all but spelled the end of manufacturing in Australia.

"For 50 years Powerlite has strived to provide the best by manufacturing portable petrol and diesel generators, standby and prime power diesel generators and control panels. Through shrewd business Powerlite has also managed to expand to offer its customers lighting towers and other supplementary products like the Goliath Professional Work Lights; an Emergency Services pre-requisite. Our success with the hire industry is because we support them, but never compete against them. History has proven you can't successfully do both.

"No matter what current market trends are Powerlite continues to innovate and is pleased to announce its latest products; an LED non-directional Podlite Lighting Tower and Robo Sign.

"The Podlite LED Lighting Tower, utilising an IP66 weather proofing with a convection vortex cooling has been designed in-house; to meet the need for a user friendly non-blinding work light.

"For Powerlite it is like going back 30 years with a product as close to 100% Australian as you can get. Podlite LED can be retro fitted to an existing vertical mast lighting tower and is also available as individual pods for other applications. But therein lies our next hurdle, is it possible to economically manufacture in Australia to



The 'Robo Sign' remote controlled STOP/SLOW traffic control system

service global supply and demand?"

Powerlite Generators has been appointed the sole Australian distributor for Pike Signals, the UK based manufacturer of the 'Robo Sign'. This compact, easy to transport remote controlled STOP/SLOW traffic control system can allow a single operator to control the flow of traffic at both ends of a work area from a safe vantage point. The remote control eliminates the need for cable links.

"Powerlite thanks everyone that supported them throughout the years, 50 years strong and working on the next 50," Roy said.

Contact: 02 9912 5000 or visit: www.powerlite.com.au



Powerlite is celebrating 50 years of manufacturing generators

Kennards Hire Pump and Power

Kennards Hire Pump and Power offers de-watering solutions to the mining and quarrying industries including a range of High Head Pumps, built tough to stand up to requirements of mass de-watering over a prolonged period.

Supplying equipment to numerous mining sites across Singleton NSW, Far North Queensland and Western Australia, Kennards Hire Pump and Power provides generators to unpowered, outdoor sites. Numerous trailer-mounted and free standing generators are available and many accessories including distribution boards and fuel tanks for onsite storage. General Manager of Kennards Hire Pump and Power, Steve Macdonald said: "At Pump and Power we don't offer blanket

solutions. Every client has a different set of circumstances that requires a tailored approach. We offer the best equipment available and the best advice, access to specialised product managers, and 24/7 delivery Australia wide."

Kennards Hire has been in the industry for over 65 years, and upon seeing a hole in the market for specialised business, founded Kennards Hire Pump and Power five years ago and now has stores in South Australia, Victoria, Western Australia, NSW and Queensland. **Visit www.kennards.com.au/pumpandpower**

Kennards Hire Pump and Power provides generators to power equipment like Hydraulic Pipe Saws



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JCB Pump Buggy delivers portable pumping

Mackay sugarcane farmer Paul McKay has developed the JCB Pump Buggy, based on the JCB DieselMax 444, to help meet his need for a big supply of water and the logistics of running water through big bore pipes around his vast 283 hectare property.

Paul's farm is set up to run hose irrigators being fed by various dams and sumps located along the drains on the farm. Sumps, dams, hoses, drains and 283 hectares under cane - the challenge of the jigsaw is how to pump the water to ensure it gets to all the required areas.

"I had been using my tractor via the power take off shaft to drive pumps," Paul said.

"But this was giving me a few problems. It obviously tied up an expensive piece of capital equipment for days on end and was a pretty big engine to be driving a relatively small pump. The biggest issue was the tractor began to experience overheating problems as well.

"What we really needed was a portable pump and that's when we hit on the idea of what has now become known as the

'JCB Pump Buggy.'"

The requirement was for a portable pump, a hard hose or winch, which could be taken to the water source and hooked up to the hose irrigators. The system had to be reliable and able to be left to run unattended, often for 16 hours at a time. Also, it had to be economical to purchase and operate.

Local water agent Jeff Roberts recommended the JCB DieselMax 444. The JCB DieselMax 444 is a 4-cylinder, 4.4 litre powerhouse boasting four valves per cylinder with high torque at low speeds. The DieselMax model operated by Paul McKay is rated at 89kW at 2200rpm. It carries a market leading warranty policy, is quiet in operation and is known for its low fuel consumption.

A Power Equipment 'Engine Protection System' was also supplied in the package, providing essential engine safeguards and features an external emergency stop button for added safety.



Paul McKay with his 'JCB Pump Buggy'

Paul McKay had a local engineering company design and install his JCB DieselMax to the purpose built pump buggy. The JCB Pump Buggy comprises a substantial skid style base, dual axles with industrial tyres, hinged drawbar and a canopy for protection. With the JCB engine direct coupled to a Southern Cross centrifugal pump, the JCB Pump Buggy has the design capacity to pump up to 300 litres of water per second.

Contact: 03 9709 8500 or visit: www.powerequipment.com.au

'Terra Light' mobile lighting tower released

The new 4000 watt Terra Light from LDC Equipment is a powerful, low glare lighting system, mounted on a 9m telescopic mast, powered by a Kubota diesel engine with a 7KVA Linz generator in a robust trailer.

The Australian made Terra Light offers large area lighting in a compact mobile format.

Giga Signs General Manager, David Ede said: "Because the light produced is so widespread, it is much safer to be used around road works and work sites than conventional lighting equipment that has a tendency to be startling to motorists.

"The Terra Light uses 'Refractive Technology' in the light head to disperse more of the produced light down to the ground where it's needed, rather than have it wasted into space," David said.

"The name Terra Light (Terra meaning 'Earth', and Light - meaning 'Illuminate') literally means to 'Illuminate the Earth'.

"The controls for the unit are industry leading, with automatic 24/7 timer with automatic sunset/sunrise compensation, or

a simple to use manual setting, both with safety interlock features that make the unit practically 'fool proof'," David said.

With a backlit LCD screen and user friendly controls, the interface is easy to use.

"Right from the concept, we knew we were on a winner. This was going to be a

The new 4000 watt Terra Light from LDC Equipment



great solution to a real problem.

"Until now, large area lighting consists only of either high glare or directional lights, which distracts drivers travelling through roadwork sites."

LDC Equipment's National Sales Manager, Nik Morcus said: "At the conclusion of prototype testing at Brisbane's new Legacy way tunnel project, the workers

were 'gutted' to have their new light taken away. It made such a massive difference and we are so proud of this product, and the fact it was developed right here in Australia for Australians."

The Terra Light will also be available in a Mine Spec variant, and in 2015 a 4000W LED Version.

Founded in 2006, LDC Equipment, along with manufacturing partners Giga Signs, develops a range of electronic traffic control and worksite equipment along with a range of high quality LED Signage.

Contact: 0406 766 601 or visit: www.ldcequipment.com.au



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Dependable and efficient construction site equipment

The Mobilair M 27 portable compressor from Kaeser has been designed for ease of operation, providing excellent component accessibility and automatic monitoring and shutdown while easy to maintain.

The Mobilair range includes the Sigma Profile airend. Every Kaeser rotary screw airend is equipped with energy-saving Sigma profile rotors. Utilising components manufactured to the highest standards and precision aligned roller-bearings ensure long service life with maximum reliability, the company said.

The durable, double-walled polyethylene sound enclosure canopy featured on the M 27 portable compressors keeps sound levels to a minimum and protects the motor, airend and critical components from dirt, water and other contaminants.

The electric fuel pump on the machine's quiet-running three-cylinder Kubota diesel engine ensures if the fuel tank runs dry during operation, the pump eliminates the need to pump out the air manually.

The M 27 is equipped as standard with Kaeser's Anti-Frost Control and, in combination with the optional tool lubricator, provides compressed air tools with protection against freezing. Since compressed air expands again upon discharge, it is possible for the air tool to ice up even in ambient temperatures of plus 10 degrees Celsius, blocking the tool.

Although most portable compressors are equipped with an integrated tool lubricator, it is crucial this component can be separated from the air stream to avoid contaminating the air with lubricant. To ensure reliable lubrication, an external hose lubricator is recommended when

working with hoses longer than 20m and when the compressor and tool are operating at different heights.

A compressed air after cooler with integrated condensate separator is a further option available on the M 27 model and ideal where the supply of cool, dry compressed air is required. The after cooler is installed at an angle which allows the condensate to easily drain away. This simple design concept prevents problems caused by freezing in winter.

Many portable compressors, especially larger ones, are now fitted with GPS/GMS tracking systems. But, according to the company, anti-theft measures don't necessarily have to be so high-tech. Smaller compressors, for example, can simply be chained up like a bicycle. Some portable compressors are optionally available with an anti-theft chain.

Kaeser warns compressors should be designed and equipped to be as user-friendly and as safe as possible. For eg: compressed air powered breakers should feature handles with vibration damping and allow for ergonomic adjustments. Aside from weight, strike frequency and impact force, the most important selection



An external hose lubricator is an effective way to ensure reliable operation when working with hoses longer than 20m

criteria are the vibration values (specified in metres per second, m/s²) as these indicate how long the tools can be used per day without causing harm to workers.

Visit: www.kaeser.com.au or phone: 1800 640 611.

Hybrid generator

Grid to Go hybrid generator is a solid state power generator that can be used on its own, with renewable energy sources or partnered with a conventional diesel generator. In combination with external energy sources, Grid to Go forms the core of a hybrid power solution that delivers benefits over conventional alternatives.

Contact: 0450 025 094 or visit: www.independentpowermanagement.com.au

Makinex launches line of petrol and diesel generators

Makinex has released three new petrol and diesel generators that are highly efficient, portable and compact.

Manufactured by RFL Australia, the new Makinex generators contain no electronics but deliver inverter quality electrical output, providing ultimate reliability.

The Makinex MKX-7.5 and MKX-10 petrol generators as well as the MKXD-9 diesel generator are lightweight and compact, designed for portability and easy transportation. Makinex generators have the option of being paralleled together allowing two 10Kva to produce 20Kva

three phase or single phase power. This is a unique feature that provides the user with more flexibility. Makinex specialise in the design and development of equipment and tooling for the broader construction industry.

Director, Rory Kennard said: "The new generators are a perfect example of taking a standardised product on the market and significantly improving

the design, functionality and efficiency to benefit the end-user."

Visit: www.makinex.com.au or call: 1300 795 953.

Makinex has released three new petrol and diesel generators



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p: 02 9912 5000

e: sales@powerlite.com.au

w: powerlite.com.au

Kanga and Kubota generator giveaway

Kanga Loaders has been supporting the hire and rental industry for 33 years and according to Rod Lehpamer, Kanga Loaders Global – National Sales and Marketing Manager, Kanga's mantra is: 'At Kanga we make it our business to understand your needs.'

"This is instilled in our staff from sales to service to workshop," Rod said.

"It is with great excitement we announce Swan Hill Hire as the winners of our HRIA joint promotion with Kubota," Rod said.

"We have been working quite closely with Kubota during 2014 and we have seen a noticeable spike in diesel operated sales, especially within the hire industry. We

were quite overwhelmed with the number of entries and glad to see long-time Kanga customer Swan Hill Hire take away the GL6000 Kubota generator."

When Neville & Sharen Roesler bought Swan Hill Hire, in September 1999, it was a small business generally aimed at DIY customers and predominately focusing on the garden and landscape industry with a few trailers also available to hire.

The fleet grew with the addition of scissor lifts, EWP and mini diggers. In 2002, they moved into their present highway frontage location and their purpose built premises. At that time they set up Swan Hill Party Hire which was eventually sold

in 2010. With "spare time and room on their hands", Neville decided to add Nifty's Auto Rentals, to their expanding hire business. Nifty's allowed them to hire out cars, utes, furniture trucks, a 12 seater bus and a small tip truck. This seemed the perfect addition to their expanding business.

Swan Hill Hire prides itself in keeping up with new trends and adapting to change. This has led to the business supplying a wide variety of equipment for hire, eg: scissor lifts, EWP, 2.5 tonne roller, 1.6 tonnes mini excavators, Kanga diggers, trailers of various sizes, saws for many applications, floor sanders, jack hammers, compactors, screeds, temporary fencing, scaffolding, portable toilets and showers, lawn mowers, lawn aerator, lawn dethatcher, pumps, generators and compressors of various sizes.

Swan Hill Hire and Kanga have a partnership that has spanned over a decade and with Neville's continued growth in the Swan Hill region, Kanga is excited to offer earth moving solutions throughout the area. Recently Swan Hill Hire took ownership of a new DW625 Kanga loader making his fleet two strong and he has also taken ownership of two new 1.7t Kubota excavators making his fleet of earthmoving solutions Kubota Strong.

Visit: www.kangaloader.com



Swan Hill Hire and Kanga have a partnership that has spanned over a decade

Screw pumps mixing it up

MORTAR SOLUTIONS In Sydney and WA supplies the Imer Koine range for mixing, pumping or spraying.

The Imer Koine range has the ability to precisely control water flow into the mixing chamber, which, combined with a range of different mixing paddles and screw types, will mix and prepare product and pump it up to 50m to the required position.

According to Mortar Solutions' David Keating, this means no more labour costs, no more failed or poor quality mixes cracking and falling off the wall.

"Once set for a mix, the Imer Koine range will produce consistent load after load at up to 22L/m," David said.

"This machine was designed to keep feeding and mixing separate allowing premixed product to be stored dry and ready to work tomorrow," David said.

The added bonus of this feature is the hopper does not require clean out at the end of the shift meaning more working time and less down time.

"At the business end many different attachments can be used from simply pumping leveling compounds to the spraying of renders and coatings. This is thanks to the supplied duty air compressor," David said.

"It has instant start and stop controlled from the exit nozzle. Supplied as standard equipment it has a class winning water pump and the

benefit of that is it will regulate fluctuating water pressures, or it can draw water from a holding tank where water supply is not available. If water supply is interrupted to Koine, it will shut down instantly ensuring only properly prepared material will enter

the pump reducing blocked hoses.

The Imer Koine range is produced with a modular design allowing for separation of components to assist with single person transportability. It also allows seamless interaction between different machines.

Contact: 1300 300 318 or visit: www.mortarsolutions.com.au



The Imer Koine range is produced with a modular design

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EWPA

president's message

Taking up the challenge of change and risk management

There is a lot happening at industry level and at Association level. Much of it is change for our Association and industry overall.

First, it is with great appreciation we say goodbye to EWPA Executive Officer, Jenny Lohri who is planning to retire at the end of the year. Jenny has been a major part of the Association for the past 14 years, calmly managing our events and industry needs and she will be sorely missed. Jenny said she plans to focus her attention next on her grandkids, spend some time at her hobby farm at the foot of the Blue Mountains and even squeeze in some sailing. We wish her every happiness.

There are a myriad number of anti-entrapment or crushing mechanisms on the market varying in control and operation but all featuring the desire to reduce crushing potential if the EWP operator happens to become caught between the EWP and an overhead immovable object.

Industry stalwart Dave Single has retired from JLG. Dave has been a major influence for good in the industry for many years; presenting a technical viewpoint on many fronts and giving willingly of his time and energy for the betterment of the industry overall. Dave said

he will still be attending EWPA meetings when he can but I know I speak for us all when I say Dave's technical input and enthusiasm for the industry will be sorely missed. I am sure you will all join me in wishing Dave the very best for the future and thank him for all of his efforts over the years.

Following the recent release of a report into a death at height involving an EWP, the issue of anti-entrapment/crushing protection is gaining momentum throughout Australia and the rest of the world. There are a myriad number of anti-entrapment or crushing mechanisms on the market varying in control and operation but all featuring the desire to reduce crushing potential if the EWP operator happens to become caught between the EWP and an overhead immovable object.

Personally I will find it interesting to see how the various manufacturers, the industry and regulators will deal with the issue. A number of manufacturers like Genie have come up with a protective structure; Nifty has developed its 'SiOPs' system; JLG has put forward its SkyGuard system and during APEX Manitou released its 'Safeman' system. Interestingly enough, in the UK a number of rental companies have come up with their own methods to help reduce the risk of entrapment or crushing. Nationwide has introduced the 'SkySiren' system and AFI its 'Sanctuary Zone'. From an Australian perspective watching from afar, it will be interesting to see which method the end users prefer.

Turning to more industry focused matters, we are once again heading into the Northern hemisphere show season. A couple of big events this year will be Bauma China in Shanghai in November 2014; the ARA Rental Show in New Orleans in February 2015; followed by Intermat in Paris in April 2015.

I can thoroughly recommend these shows to all members and say I know these events are well worth a visit. I know it is difficult to find the time away from work to manage attendance at all these events but can highly recommend all these events to gain insight into what is happening on the other side of the world in our industry. It's a great way to see what's happening in our industry and a great way to discover those products that can give you a unique selling proposition and extra margin.

And of course, rounding up the show season, we have the annual HRIA convention in Adelaide in April next year. This event promises to be another great event and presents an ideal opportunity to meet with your peers and gain some interesting insights into our own market.

For now, as we move into the festive season, I welcome our new EWPA committee and executive officers who have taken on the challenge of representing our industry and members. We have a great industry and we all want to make sure we are operating at our best.

Rick Mustillo
EWPA National President.



EWPA

ACCESS IN ACTION

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The old vs new Yellow Card Training Programs

By Phil Middleton - EWPA Training Director - The purpose of this information is to clarify the differences between the old and the new Yellow Card Training Programs.

THE OLD YELLOW CARD TRAINING PROGRAM: 1987 – 30 June 2013

The old Yellow Card was originally designed as Duty of Care training. In the very early days it was a toolbox style delivery. The training covered all aspects of operating an EWP safely but the program was not linked to nationally recognised training (Units of Competence). The content was driven by industry and met requirements under the OHS and WHS Act.

THE NEW YELLOW CARD TRAINING PROGRAM: 1 July 2013 – Current

The introduction of the new program came about for several reasons, including:

- More content on risk management
- National high risk licencing regulators aligned themselves to nationally recognised training
- New program name and newly designed material

- Photo id and specific make and model recorded
- A move from Duty of Care style delivery to Competency-Based training
- The need for a training program that is designed and mapped to a nationally recognised training framework and has a pathway to a Statement of Attainment
- An expiry date which requires the holder to undergo refresher training
- Access to check a cardholder online

FREQUENTLY ASKED QUESTIONS:

Must I now have the new Yellow Card to continue to operate an EWP?

No. Both old and new cards meet the responsibilities placed upon owners, employers and operators under the past and present OHS/WHs Act.

What was the reason for changing the program if the old Yellow Card training met regulatory requirements?

The EWPA's reasoning for change is our industry wanted more from the training. Research revealed members and industry wanted competency based training

with pathways to nationally recognised Statements of Attainment, more content, refresher training and a program that could react quickly to changes in industry.

Can I change my old Yellow Card to the new one?

Unfortunately there is no provision for holders of an old Yellow Card to upgrade to the new Yellow Card without re-training. Put simply, the old Yellow Card structure does not directly map to the new program. However, there are allowances in the new program for experienced operators in the re-training process.

What happens if I come onto a site and must have the new photo Yellow Card?

This requirement will be site-specific and not driven by the Association and should be complied with. The EWPA would recommend if operators feel their skills are dated they should undergo retraining.

The EWPA's position is both the old and the new training programs are acceptable under the OHS and WHS Act. The EWPA has left the decision to industry to determine if the old Yellow Card meets the company's risk management system.

Contact the EWPA on: 02 9998 2222 or info@ewpa.com.au



The Old Yellow Card at left and the New Yellow Card (on right)

IPAF's half-year accident reporting results

There were 23 fatalities worldwide involving mobile elevating work platforms (MEWPs) in the first half of 2014, according to findings from IPAF's accident database.

The main causes of these fatalities were: overturn (9), fall from height (8), entrapment (3), electrocution (2), and technical/mechanical (1). Note: One of the entrapment fatalities involved a person on the ground being crushed between the base of the MEWP and another structure.

Eleven of the fatalities involved mobile booms (3b) and 10 involved static booms (1b). In two cases, the machine type is as yet unconfirmed. Of these fatalities, 13 occurred in the USA, two in Germany, and one each in Australia, Austria, Colombia,

Malaysia, Singapore, South Africa, Spain and the UK.

"More companies are participating in the reporting project, which is generating more data in its third year, but it is too early to draw comparisons," Chris Wraith, IPAF Technical & Safety Executive said.

"This is a unique ground-breaking program by the powered access industry to undertake ongoing analysis. Preliminary findings from the reporting project have provided a rich source for improving IPAF's training programs and safety initiatives, for example, with regards to the safe loading and unloading of machines, and managing electrocution risks when working near power lines."

IPAF's accident data is based on information collected in a number of ways: directly reported to the IPAF accident database at www.ipaf.org/ accident, information obtained by IPAF staff worldwide, and information collated from press releases and news reports. The comprehensiveness of the data cannot be guaranteed, but where appropriate, action is taken to verify the facts. All manufacturers, rental companies, contractors and users are encouraged to report any known fatal and serious accidents involving MEWPs and mast climbing work platforms (MCWPs).

To register and to report an accident go to: www.ipaf.org/accident

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Genie dedicates 2014 to service excellence

In a company-wide initiative, Terex has declared 2014 as the Year of the Service Technician. Ron DeFeo, Chairman and CEO of Terex Corporation and Matt Fearon, President of Terex Aerial Work Platforms (Genie), are driving a global program which acknowledges the outstanding contribution Field Service Technicians continue to make to the success of the company and its customers, in Australia and around the globe.

"Customers rely upon the service technicians in our organisation to make our products do what they are supposed to do," Ron DeFeo said.

"In 2013, our technical team members in the field did a great job so we decided to dedicate 2014 to them in recognition of their continuing drive and support of the Genie brand.

"There were many instances where the Genie technicians went well above and beyond the call of duty to assist customers. While many of us feel weekends and nights are sacrosanct, Genie Field Service

Technicians willingly give up their private time to help and support customers."

"The focus of the Genie Field Service Technician is on customer advancement and improvement," Brad Lawrence, General Manager of Genie Australia said.

"Our technical team members are committed to maintaining Genie equipment in great condition to support our customers. Through having the best aftermarket support service in the industry, we believe our customers will choose to purchase Genie access equipment again."

To launch the year-long program in Australia, Genie's Field Service Technicians from all Australian branches attended a series of service specific briefings and presentations on the Gold Coast. Matt Fearon was in Australia and participated in the presentation which coincided with the May launch of the Genie SX-180 boom lift at the HRIA Convention, HIRE14.

Matt outlined the global strategy to the group and the place service holds in



Terex has declared 2014 as the Year of the Service Technician

providing the best aftermarket support. His key message: "Sales sells the first, but service sells the rest", left a lasting impression in the minds of all present.

Contact: 07 3456 4444 or visit: www.genieindustries.com.au

EWP fatality and the coroner's report

A recent Safety News Alert from the Tutt Bryant Group relating to an EWP fatality in Tasmania in 2009 raises issues relevant to the EWPA's ongoing battle with non-compliant machines and the importance of major inspections.

The EWPA suggests the issues raised in the safety alert are highlighted to service teams and operators to help prevent another occurrence. The following is an excerpt from the Tutt Bryant Group's Safety Alert 17 June 2014.

Glaring defects overlooked in lead up to death

A worker who neglected to perform a pre-start check of a dilapidated elevated work platform (EWP) - because his desire to get on with the job "overtook him" - is one of three people whose actions contributed to the death of a diesel fitter, a coronial inquiry has found.

Tasmanian Coroner Olivia McTaggart found even a cursory check would have revealed deficiencies in the EWP.

In August 2009, contractor Nathan Graham - a Russell Allport and Co employee - was preparing to use an EWP to replace a pipeline at Nyrstar Hobart's zinc works

when he realised it had engine problems.

He contacted Tasmanian Access Systems, seeking a replacement EWP, and one was delivered by Access Systems' diesel mechanic Christopher William Wagg in less than an hour. Graham then began operating the EWP without conducting a visual or functional pre-start check, and found it accelerated too rapidly, jolted with abnormally high "revs", and had a faulty emergency stop button.

Wagg replaced Graham in the EWP basket to investigate the problem, and sustained fatal head injuries when the EWP moved rapidly towards an overhead walkway, crushing him between the basket handrail and a structural beam.

The Coroner found Access Systems' EWP had numerous defects, including the absence of directional decals (which help operators steer the EWP), an inoperable emergency stop button and warning horn, an inoperable "creep speed" function, and illegible warning signs and instructions in the basket due to wear and tear.

She also found there were "glaring omissions" in the machine's log book, with no references to a number of required

three-monthly services, and at least 85 hours of operation that weren't accounted for. Further, the EWP wasn't subjected to a major inspection or overhaul by the end of its 10th year of service in April 2007, as required by the relevant Standard.

Three people contributed to the fatal incident, including the deceased worker, the Coroner found.

Wagg chose to operate the EWP when he knew it had been moving erratically, placing himself in danger," she said.

Graham contributed to Wagg's death in failing to detect the defects and put the EWP out of service, "effectively allowing Mr Wagg into an inherently dangerous workplace situation", the Coroner said.

Gerard Sullivan, a motor mechanic at Instant Scaffolds responsible for servicing the EWP contributed to the fatality by failing to conduct an adequate pre-delivery check of the EWP, and allowing it to leave the hire yard, the Coroner found. She found he identified the missing decals six months before the incident, but didn't replace them, and failed to organise the 10-year major service, which "would have remedied the defects".

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Skyreach adds Skyjack 45' boom to Melbourne fleet



The Skyjack SJ45T telescopic boom lift

Skyreach has introduced the Skyjack SJ45T telescopic boom lift to Melbourne.

With a platform height of 13.77m (working height of 15.77m) and horizontal reach of 12.12m, the Skyjack SJ45T is a true 4WD unit offering unsurpassed traction under

both wet and dry conditions.

The Skyjack SJ45T 4WD, all terrain system provides a front axle with a limited slip differential, while the rear axle utilises a 'no-spin' differential. A capability to move up a 45° incline ensures this unit is able to operate on difficult work sites.

Rod Leech, Managing Director of Skyreach said: "There are some very large warehouse projects being developed in Melbourne and the Skyjack SJ45T has excelled. It is driveable at full height, proving the ultimate in efficiency on the work site.

"Melbourne is also renowned for its changeable weather patterns. Irrespective of whether the job site is baking under a hot sun, or covered in water and mud following a thunderstorm, the Skyjack SJ45T has the credentials to keep working," Rod said.

Following the arrival of two Skyjack 45' booms, Skyreach had both units out on hire at the new Toll warehouse complex at Tullamarine. A key benefit of operating this boom lift is the direction-sensing drive and steer controls which ensures the Skyjack boom lift always drives and steers with respect of the operator, rather than the orientation of the chassis.

Contact: 07 5431 4000 or visit: www.skyreach.com.au

Convention Adelaide 28 - 30 April 2015

The 2015 HRIA Convention HIRE 15 "Destination Success" will be taking place at the Adelaide Showground from 28-30 April. The Convention will be held

EWPA Qld update

Mitch Ely, the QLD President has stepped down as President following his change of jobs. Mitch has played a key role in building up the QLD Division and for implementing initiatives on EWP safety and training. The EWPA thanks him for

WHS Act 2011 Guidance Notice - ACT

Worksafe ACT has produced new guidance material relevant to WHS Act 2011 covering the following hazards: amusement devices, fatigue, formwork and falsework, scaffolds and scaffolding

over two days and the exhibition will go 'on sale' in November.

Contact Michelle Grady at: hrianews.advertising@gmail.com

his work and ongoing commitment to this industry and the Association. Richard Gannon was elected at the AGM on 10 September 2014 and the EWPA welcomes him to the role. Mitch will continue to be involved with the industry and EWPA.

work and traffic management. The new guidance material can be found under 'HAZARDS' in the 'GETTING STARTED' section in the top right hand corner of the WorkSafe ACT home page.

Good practice tips on managing MEWPs

Rental companies and contractors can refer to a good practice guide produced by IPAF which lists some of the key points to be considered when managing any type of mobile elevating work platform (MEWP).

The document "Management of MEWPs – Good Practice for Rental Companies and Contractors" was produced in consultation with manufacturers, contractors, rental companies and others.

While this good practice guide was produced following requests for guidance on managing 'large and complex' MEWPs, IPAF's members believe the key principles of good MEWP management are relevant to all types of MEWP and not limited to 'large and complex' machines.

The document guides rental companies and contractors through the entire process.

Download it at the Publications/ Technical Guidance section of: www.ipaf.org



The good practice guide was produced following requests for guidance

High Risk Licences Loading & Unloading

Victoria has changed its position on loading and unloading high risk plant. The appropriate high risk licence is now required; eg forklift, crane, boom lift 11m+.

The EWPA has written to the Regulator seeking clarification because it is out of sync with the other harmonised States. The EWPA will advise if it hears anything to the contrary. The official regulation notification can be viewed at: www.vwa.vic.gov.au/__data/assets/pdf_file/0014/131261/OHS-Amendment-Regulations-2014-web.pdf

Or visit: www.ewpa.com.au

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Two Skyjack vertical masts light up Bonhams auctioneers

Skyjack is helping Bonhams auction house keep its flagship salesroom running in London.

Two SJ 16 self-propelled vertical mast lifts help prepare lighting displays in the galleries, which are home to a wide range of objects, from priceless paintings to classic cars.

The SJ 16s, which offer a 6.75m work height, were sold to Bonhams by specialist work at height company Rapid Platforms.

The two Skyjack vertical mast lifts perfectly fit the needs of the auction.

Tim Kearley, gallery manager at Bonhams, said: "We chose the Skyjacks for their ease of use, quick set up and excellent manoeuvrability, which makes navigating around priceless artwork a less scary prospect," he said.

"The fact we can move around the gallery at height saves time during set ups, so we meet our deadlines. The simple controls make it easy to use, even for people who don't normally operate this type of machinery. I would highly recommend these Skyjacks to our other branches – they make life so much easier – especially when two people are on the platform."

Bonhams bought the two Skyjacks in October last year. The machines are used for around two days a week to prepare the main galleries. With approximately three sales events staged each week, lighting



The SJ 16's non-marking wheels are a big plus at the gallery.

has to be constantly readjusted.

The London salesroom has a 6m high ceiling, making the SJ 16 ideal for the task. The self-propelled vertical mast lift provides a compact footprint and superior manoeuvrability. When operating in tight workspaces, the high degree steering angle allows functionality and flexibility by offering zero inside turning radius.

The SJ 16 features a 41 cm traversing platform, providing increased access

and the ability to reach over potential obstacles. A unique slide away platform provides easy access to components, when raised or in the stowed position. The SJ 16's non-marking wheels are a big plus at the gallery.

Bonhams has re-sprayed both machines in its own livery. "It has made them unique to us and very appealing when we see them working in the galleries," Tim said.

Visit: www.skyjack.com

Genie announces organisational changes

Terex AWP has made two senior organisational changes to the Genie team with Reg Moss and Mitch Ely appointed to Darra, Brisbane, based positions.

Mitch Ely has been employed in the role of National Operations Manager at Genie Australia.



Mitch Ely

Mitch Ely is no stranger to Genie. He joined the company in 1998, but left after 10 years to pursue other interests. Immediately prior to returning to the Genie team, Mitch had completed

a five year stint in the access industry in Brisbane.

As National Operations Manager, Mitch will be leading the Engineering, Parts, Service, Quality, Training and Technical support teams.

"Genie customers and end users who put their faith in purchasing the Genie brand, will return to Genie for repeat business provided we deliver on our support commitment."

Within the re-alignment of departments at



Reg Moss

Genie, Reg Moss has been appointed to the position of Quality, Training and Technical Support Manager for Asia Pacific. Quality is fundamental to Genie. From the quality viewpoint, Reg is responsible for managing the Asia Pacific customer feedback and response system, establishing quality metrics and tracking progress within the framework of continuous improvement.

From a training and technical support perspective, Reg will be looking to build capability within the Genie aftermarket support team and customer base.

Reg Moss has been with the Genie team for more than nine years and enjoys strong relationships with customers.

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*Some features model dependent



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TECHTalk

10 safety tips for operating aerial lifts

In response to industry demand Terex AWP is providing the following safety tips for operating aerial lift equipment.

"Fatalities caused by falls from elevation continue to be a leading cause of death for construction workers. Those deaths could have been preventable," Mitch Ely, National Operations Manager, for Genie in Australia said.

The following operating tips are critical steps a Mobile Elevating Work Platform (MEWP) operator can take to reduce the likelihood of a potentially deadly fall from height.

1. Make sure you have received proper training (both general training and hands-on practical training) as well as familiarisation on the MEWP you will be using. Thoroughly read the operator's manual and safety signs on the machine and understand the function and location of all safety devices and controls before operation.
2. Always read, understand and obey employer's safety rules and worksite regulations, as well as all applicable local, governmental or site regulations that apply to MEWP operation before operating.
3. Always perform a pre-operation inspection and function tests on the MEWP before each shift. A level sensor, alarm or any other safety device cannot do its job if it has been disabled or has malfunctioned. If the machine fails any of these tests, make sure it is immediately tagged and removed from

Most operators do not understand the potential for being catapulted from the platform of a boom...

service until it can be repaired by a qualified service technician.

4. Always perform a workplace risk assessment prior to moving the MEWP to the jobsite. Look for drop-offs and holes, slopes, slippery or unstable surfaces, overhead obstacles, power lines and any other hazards. Then consciously think about and avoid those hazards through all phases of machine operation. A full list of hazards can be found in the operator's manual.
5. Always wear the proper fall protection when operating a telescopic or articulating boom. A properly fitted full body harness and appropriate lanyard is an absolute requirement. Most operators do not understand the potential for being catapulted from the platform of a boom. The slightest jar at the base of the machine can equate into a sudden and powerful whiplash at the platform that may have the potential to toss the operator into the air. If this were to happen, wearing the proper fall protection may reduce the chances of serious injury or even death.
6. Never sit, stand or climb on the platform guardrails for any reason. The guardrails on a MEWP provide fall protection only if the operator maintains a firm footing on the platform floor. If an operator is required to reach an overhead work area that is too small for the platform guardrails to allow access to, the use of a manufacturer-approved device specifically designed

to provide additional access to confined spaces is recommended.

7. Never exit an elevated boom or scissor lift platform while elevated unless you have been properly trained to do so, maintain 100% tie-off at all times and follow guidance in accordance with AS2550.10 for the correct positioning of the machine.
8. Never climb down from the platform when it is raised. Whenever possible, keep a cell phone or two-way radio with you while you are in the platform. Rescue plans should at a minimum include steps to ensure other personnel are aware you are operating the MEWP and they have been trained and familiarised to operate the machine from the ground controls.
9. Always keep the platform floor clear of debris. Scrap materials, buckets, large tool boxes and other items can cause a serious tripping hazard. You should remove any item from the platform that is not absolutely necessary. Utilise special manufacturer-approved attachments such as fluorescent tube caddies or panel cradles (where applicable) to lift large or bulky items.
10. Always lower the platform entry mid-rail or close the entry gate before operating the MEWP. The entry mid-rail or gate is an integral part of the platform guardrail. Never tape or prop the entry open and never use a MEWP if the gate does not properly latch.

Editor's Note: The EWPA provides guidelines for safe operating procedures and safety and risk management awareness on its web page and advises all end-users to review these guidelines regularly. Visit: www.ewpa.com.au

IPAF Electrocution at heights prevention

IPAF has published some important safety facts relating to electrocution at heights which were the major cause of EWP operator fatalities in the US in 2012. In 2013 all seven reported cases of electrocution at heights globally occurred in the USA which is home to 54% of the world's rental fleet. These fatalities involved mainly boom type EWPs both self-propelled and truck mounted.

Electrocutions happen due to:

- Operator or the boom inadvertently coming too close or touching overhead power lines.
- Lack of awareness of the proximity of overhead power lines.
- Complacency or lack of awareness of the voltage running through the lines.
- Moving the boom in the wrong direction

when close to overhead power lines.

- Operating the boom erratically and not stopping when and where expected.
- IPAF reminds us electrocutions are preventable through proper planning and risk assessment of working at heights including thorough operator training and familiarisation with the EWP.

Visit: ipaf.org.au



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Platform Capacity (SWL)	Standard 250kg	215kg	215kg	200kg
Stowed Height	1.96m	2m	2m	1.9m
Towing Length	5.99m	4.7m	4.7m	7.3m
Towing Width	1.58m	1.6m	1.6m	1.8m
Gross Weight	1180kg	1460kg	1460kg	1760kg

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REDUCE: Eco-program reveals metrics

In a new commitment by the Manitou Group, the company believes it is the first manufacturer of handling solutions to reveal the consumption of its machines, together with its metrics methodology.

To provide information and to make its customers more aware of the impact they have when driving their machines, and to highlight the difference in performance from one model to another, for the first time, Manitou is disclosing its data in L/h and on the CO² emissions caused.

The Group requested UTAC to come on site to audit and confirm the tests carried out were in accordance with the operating mode (cycles used, measurement resources, internal skills).

Consumption specifics are revealed in L/h as well as CO² emissions measured according to a procedure validated by the UTAC. UTAC is the "Union Technique de l'Automobile du motocycle et du Cycle" (UTAC) which performs official assignments in the automobile sector. The UTAC is the only French technical service notified to the European Commission and the United Nations for the approval of its vehicles.

The Manitou Group said it is committed to a CSR (Corporate Social Responsibility)

approach based on three areas of progress: the products and services, the men and women, the suppliers.

"In each of the sustainable development projects we conduct, we aim to benefit our customers. An example of this approach is the REDUCE program," Michel Denis, Managing Director of the Manitou Group said.

"We wish to provide our customers with reliable, clear and transparent information on the real consumption data for our machines to accompany our customers in the reduction of their total carrying cost and their environmental footprint. This comparative information on the products goes beyond the communication usually made in the sector, which is based on data relative to reducing consumption," Michel said.

In contrast to the automobile sector, Manitou said the materials-handling sector does not yet have any standardised cycles. The Manitou group has therefore established a transparent internal protocol to communicate its own consumption metrics. This protocol is based on seven years of experience in consumption tests and observation on the ground, and discussions with its customers.

This process is intended primarily to be objective and accessible to all.

"About 90% of the greenhouse gases emitted by our products are generated during use by our customers," Michel said.

"This is why the Manitou group wants to support its customers in reducing their consumption. Energy efficiency is a priority for the group and the various technological choices (choice of engines and components, installation of a fan, downsizing, etc) take into account the search for reduced consumption for its customers to reduce their Total Cost of Ownership and their carbon footprint.

"The Material Handling Reference is to make the commitment to innovation to offer users safe, efficient and sustainable solutions all throughout the machine's life cycle. From conception to the end of a product's life, the Manitou Group accompanies its customers to optimise their carrying cost throughout the use of their materials handling solution."

REDUCE was first presented at Agritechnica, the international agriculture show in Germany. Now, telehandlers for construction applications have been added to the database of REDUCE.

Visit: www.manitou-group.com

Economy breakthrough for JCB telehandlers

JCB Construction Equipment Australia (CEA) has released the new range of JCB Loadall telehandlers, equipped with the JCB EcoMax T4i/Stage IIIB engines, delivering fuel savings of up to 15%.

"This new line provides many advantages for operators, specifically significant fuel savings, and a smoother ride from enhanced transmission and hydraulics configurations," Greg Sealey, JCB CEA National Telehandler Product Manager said.

"A new level of efficiency is achieved partially from the T4i engine, but also from an improved regenerative hydraulics system that reduces the boom retraction and lowering time as well as fuel consumption.

"The gear selector is on the joystick now, making it a lot easier to operate. And the Smooth Ride System is also easier to use as it can be engaged with the boom in any position, automatically engaging when travelling above 7kph."

Other changes in the model upgrade include increasing the hydraulic pipes on the lift/lower and extend/retract circuits from 1/2" to 5/8" BSP, reducing pressure loss and increasing efficiency.

A pressure release switch in the auxiliary

circuit allows venting of the front or rear auxiliary functions, reducing the time taken to change attachments.

Contact: 02 9609 6033 or visit: www.jcbcea.com.au

The new range of JCB telehandlers delivers fuel savings, a smoother ride and enhanced operation



NEW HEIGHTS IN SAFETY



Our award winning, patented, load control system allows the operator to work in maximum safety, while revolutionary innovation continues to win Merlo global recognition for superior performance.

The complete range of Panoramic and TurboFarmer, provide the perfect synergy of safety, technology and reliability.

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	MERLO	B	C		MERLO	B	C
Award winning design	✓			Four wheel braking	✓		
Patented load management system	✓			Travel speed up to 40km/h	✓		
Exceeds AS1418 standard	✓			Inching control	✓		
Greater safety	✓			Tilt steering	✓		
Panoramic visibility	✓			Air suspension seat	✓		
Full size air con comfort cab	✓			Reversing camera	✓		
High ground clearance	✓			3 mode steering	✓		
Full width, operate open door	✓			Exceptional stability	✓		
Tac-lock attachment system	✓			Amazing versatility	✓		
Certified attachments	✓			Brilliant performance	✓		
Lower weight, lower fuel consumption	✓			Lift capacities 2.5 to 10 tonne	✓		
Side mounted easy access engine	✓			Lift heights 6 to 17 metres	✓		



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4WD container forklift now in Australia

Brisbane based Forklift Finder Services has been appointed Uromac Dealer for Australia, New Zealand and PNG.

With 100% parts availability in Australia and factory-backed warranty, Director Peter de Ryk said: "This compact, powerful and versatile machine is superior in quality to many other imports. Our first unit has already been sold to the DPI for work in the fruit growing region of Victoria."

In Australia from October 2014, the DTH25 is a 2500kg load-capable hydrostatic forklift with permanent 4 x 4 traction, various lift heights, and the ability to enter and load containers. It is powered by a quality Deutz diesel three cylinder 35.8kw engine and European componentry with a maximum speed of 18kmh and 38% soil and 50% tarmac gradeability and an interior turning circle of just 1.7m. The

most is a triple 3.6m stage with a free lift height of 1.2m.

The Spanish company Uromac, approved by NATO and supplier to the Armed Forces, agriculture and services sectors, started in the 1940's producing machinery for forest and agriculture applications. The quality of the products and the flexibility to adapt them to customers' needs was highly regarded and the company acquired an excellent reputation. In the 1970's Uromac entered into the construction sector producing 4x4 small loaders and off-



The DTH25 is a 2500kg load-capable hydrostatic forklift

road vehicles for industrial or military; 4x4 site dumpers and forklifts.

Contact: 07 3855 8868 or visit: www.forkliftfinder.com.au

Dieci's new Apollo Telehandler

The new Apollo 25.6 Telehandler from Dieci Australia provides more material handling options and features a sealed radiator compartment for less dust and clogging, together with a tough damage resistant composite door and a lowered boom for improved visibility.

When the need for maintenance arises, features such as the repositioned starter battery and a split bonnet all provide easier access for servicing.

The Apollo 25.6 also comes with an innovative forward and reverse control on the joystick as a standard inclusion, a feature that allows the operator to control

the direction of the machine without having to take their hand off the joy stick or use a gear change lever.

"The forward and reverse control on the joystick provides far more driver ease of use, less fatigue and more driver comfort," Paul Jenkins, Director, Dieci Australia said.

Other features of the Apollo 25.6 include:
Maximum Power - 50.7kW
Maximum Speed - 26km/h
Lifting Capacity - 2500kg
Maximum Lifting Height - 5.78m
Total Weight - 4800kg

Visit: www.dieci.com.au/products/elevated-work-platforms



The new Apollo 25.6 Telehandler from Dieci

Merlo Sydney dealer relocates

Australia's first Merlo telehandler depot, RightQuip, has relocated to a new dealership facility in Sydney's west.

The company has signed a five-year deal for a new head office, sales yard and refurbishment facility at Emu Plains. The new site includes more than an acre of hardstand and is fitted out with a cutting-edge machinery spray booth, wash bay and overhead crane.

The opening of the new site was attended by the head of the Italian Merlo company, Amilcare Merlo.

"We've enjoyed a great relationship with Merlo for many years," RightQuip

Managing Director Triston Smith said.

RightQuip has signed a three-year supplier agreement with Merlo, meaning customers can buy with confidence there is long-term support for their machinery.

Contact: 0419-013-182 or visit: www.merloaustralia.coam.au

Amilcare Merlo from Merlo Italy congratulates Triston Smith from RightQuip NSW on the new premises



Dieci's Pegasus Railmaster Telehandler is one of a kind

Made in Italy, re-engineered in the UK and launched in Australia, the Dieci Pegasus 50-19 Railmaster Telehandler is a unique machine.

Originally a versatile and powerful telehandler, some innovative thinking and high level engineering and design enhancements has rebirthed it as a rail maintenance machine.

According to John Holland Rail Engineering Manager Adam Veerstage: "The Pegasus Railmaster is a fully integrated solution for tunnelling and rail, making it unique to Australia."

"The biggest advantage of the Dieci Railmaster is it doesn't need an outrigger to work - it can move along the rails at about 4km/h with a man inside the basket," Adam said.

The Dieci Railmaster was developed in a collaborative engineering project between Dieci Italy, Dieci Australia and Rex Quote in the UK.

It can tow 20 tonnes, carry 600kg in the basket (more than twice that of its nearest rival), lift up 5 tonnes when used as



The Dieci Pegasus 50-19 Railmaster Telehandler is a unique machine

a telehandler, has 18.7m lift height and 360 degree rotation capabilities and has the potential to be run on rubber wheels and hi-rail.

The Pegasus' array of attachments includes a hydraulic winch, fork attachments to carry rail sleepers and lifting slings for pipes.

According to Dieci Director Paul Jenkins: "The Dieci Railmaster is also the first machine to fully integrate Hi Rail Load charts into the Load Management System - something that has never been done before in Australia."

Visit: www.dieci.com.au

Toyota acquires Taiwanese forklift business

Toyota Industries Corporation (TICO), parent company of Toyota Material Handling Australia (TMHA), has entered into a definitive agreement under which TICO will acquire the forklift business of Tailift Co, ("Tailift"), which is active in the manufacturing and sales of industrial machine tools and forklifts mainly in Taiwan and China.

The agreement was announced in September 2014 by TICO president Akira Onishi. The Forklift Division of Tailift has manufacturing plants in Taiwan and China

and has its strength in developing, manufacturing and selling forklifts mainly targeted towards emerging markets.

The Tailift Group has its headquarters in Taichung, Taiwan and was established in 1973.

Major products in the company line-up include: IC forklift, electric forklift, sheet metal equipment such as laser cutting machines and other industrial machine tools; with a production capacity of 28,000 units.

Contact: 1800 425 438 or visit: www.toyotamaterialhandling.com.au

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- Adelaide** 31 West Thebarton Rd, Thebarton, 5031 (08) 8340 8060

1300 537 742 | sales@kerrick.com.au | www.kerrick.com.au

New Cormidi 85 Dumper launched

The latest addition to the line-up of Cormidi narrow access dumpers distributed by Makinex has arrived in Australia.

The new Cormidi 85 Dumper manufactured in Italy is a high performance compact dumper that transports bulk materials. At only 835mm in width, the Cormidi 85 can manoeuvre through narrow spaces and navigate over all types of terrain.

The skip capacity of the new Cormidi 85 is 15% greater than the previous model, allowing contractors to load and shift more materials in each load. The new dumper also travels at an increased speed, reducing the overall hours of labour and time in completing a job. It also features a Donaldson dual air filter system for greater engine protection.

Makinex International Sales Manager, Paul Weaver said: "We will always endeavour to release newer and improved products that provide greater benefits to the end-user

such is increased efficiency."

Cormidi Dumpers all feature a built-in suspension system in the tracks that allows travel over rocks, gutters, tree roots and virtually any other uneven surface at an angle of up to 20°.

Starting at a 400kg load capacity and going up to 2000kg, the dumpers can lift, shift, load, transport and store any materials from concrete blocks to brick, stone, dirt and gravel. High tipping features available on some models enable the dumper to drop materials directly into utes and skip bins, making the task more efficient.

The machines are fully hydrostatic, eliminating the need to replace expensive cables and belts and allowing operators to control their maintenance costs.



The new Cormidi 85 Dumper is manufactured in Italy

Visit: www.makinex.com.au or call: 1300 795 953.



Small improvements, great advantages. THE NEW K 970 POWER CUTTER

Introducing the new K 970 - an efficient, robust and reliable cutting machine. Small and large changes optimize performance and provide superior dust control. K 970 is light and powerful with a 'best in class' power-to-weight ratio. This saw has it all and will perform like never before. To learn more, visit our website or talk to your Husqvarna representative today.

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Scan to watch the video.

Top brands pay off for local hire shop

Equipment hire is popular with local contractors and families in the Blue Mountains region, and the Local Hire Shop at Valley Heights is kept busy keeping up with demand.

“Our main road location is great for visibility and is easily accessible,” owner Oliver Heymans said.

“Many building blocks are on a fairly steep gradient, making tracked machines a practical solution for trenching, digging and tree stump removal.

“And with the aftermath of the Winmalee bushfires last season, many people are taking measures to clear growth close to their homes.

“Compact equipment is in high demand. Our Toro trenchers and stump grinders as well as our Takeuchi mini- excavators have been an instant winner for us. We spoke with several other rental companies before committing to Toro and their positive experience with this reliable brand under rental conditions was all the assurance we needed,” Oliver said.



Oliver Heymans with Toro equipment

“Toro stump grinders are very easy to use and have proven popular and productive. The self-propelled tracked machines are easy to move anywhere they are needed. In particular, the Toro STX 38 stump grinder has been in constant demand.

“For situations where tight space

excavation is needed, our Takeuchi machines are a perfect solution for many of our customers. The TB 016 and TB 108 have proven to be reliable and robust machines that are easy to service.

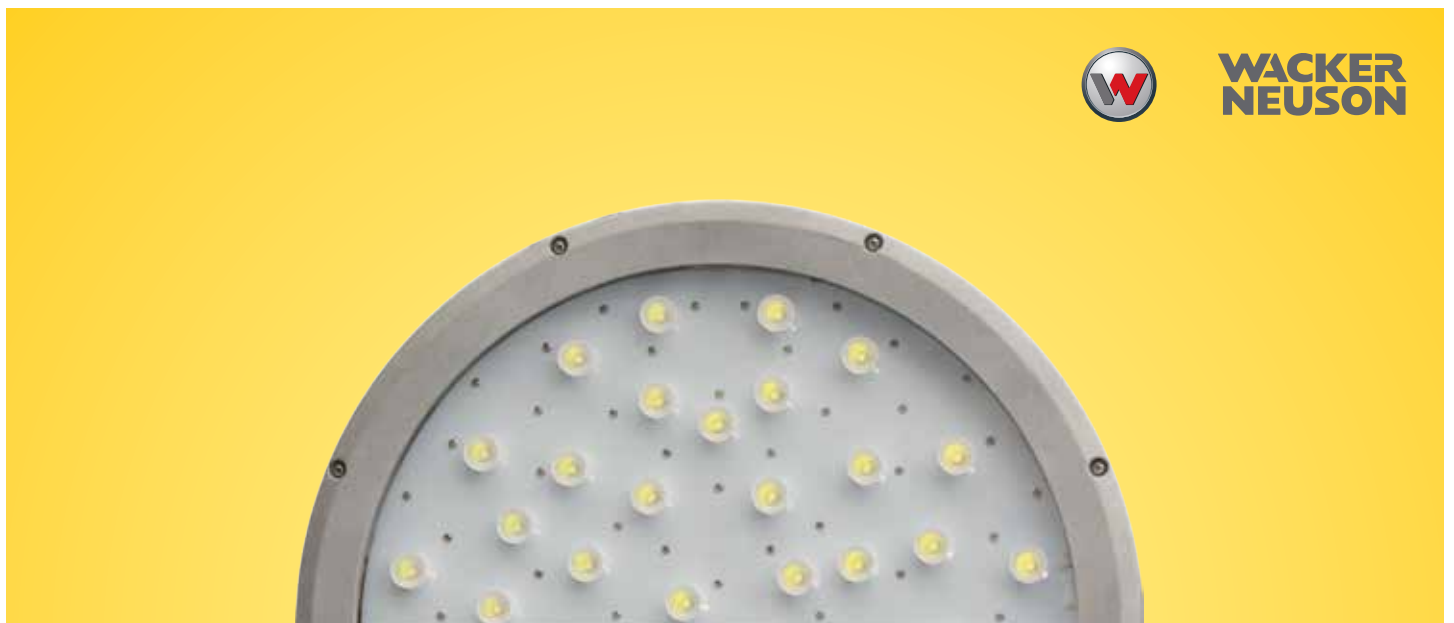
“The Takeuchi TB 108 has been particularly popular with plumbers. If needed, this super compact excavator is extremely manoeuvrable when it comes to access around, or even through, a house,” Oliver said.

Local Hire Shop purchased the Takeuchi and Toro equipment from Semco Equipment Sales.

“Semco’s people have outstanding product knowledge and the service and parts backup is excellent,” Oliver said.

“We’re glad to have equipment warranties that ensure our customers can keep working. If there is an issue, we know we can get the right support. In the hire business a good relationship with a supplier is so important,” he said.

Contact: 02 9833 6000 or visit: www.semcogroup.com.au



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Call 1300 WACKER for further information
www.wackerneuson.com

Shedding new light on an old problem.

Wacker Neuson announces the release of its new LED solution for job site and event lighting.

The trailer-mounted LTN6KV is now available with efficient, long life and high intensity LED light units that will dramatically **lower maintenance costs** and provide **cleaner light for longer**. The LTN6KV also features a hydraulic vertical lift tower, and a hefty 6kW output to drive ancillary equipment. The LED units can also be **retro-fitted to existing Wacker Neuson light towers**.

Call your local Wacker Neuson representative to arrange a demonstration today.

Six new lawnmowers for Honda

Honda Power Equipment is adding six new models to its lawn mower fleet.

Designed with the residential user in mind, the two HRR216 models are available in Push and Self-Propelled models, and both feature Honda's new Clip Director 3-in-1 system, which allows users to either mulch, bag or discharge clippings with just one touch.

For those with medium-to large yards, or for contractors in the market for a competitively-priced mower, the two HRX217 Mulch & Catch models have an 88-litre catcher bag – the biggest Honda has ever offered – and a tough NeXite cutting deck. The HRX217 Recoil Start and Electric Start models are lightweight but tough enough to handle most terrains.

The HRC216 is powered by Honda's GSV160 commercial engine and equipped with Honda's MicroCut twin-blade system resulting in grass clippings so fine, to enable up to 30% more clippings in every bag.

The HRC216 also features mulching capability, a steel deck and an 88-litre catching bag, meaning more clients can be serviced and less time is wasted emptying the catcher bag.

The HRS216 Side Chute lawnmower's unique design allows hassle-free mowing, with a convenient side chute or mulching option enabling users to return their grass clippings back into the soil.

"With 17 mowers now wearing the Honda badge, no matter what kind of lawn you've got, there's a Honda just for you. Domestic or commercial, there's never been this much choice in Honda's range," Honda Power Equipment's General Manager, Victor Colcott said.

All new models feature 21" cutting decks and are powered by Honda engines. All are backed by Honda's network of 450 dealers Australia-wide and come with a standard two-year domestic warranty.

Visit: www.powerequipment.honda.com.au



Honda Power Equipment is adding six new models to its lawn mower fleet.

New Grasshopper mower 226V-61

USA FrontMount Zero-Turn mower manufacturer Grasshopper has released a new model 226V-61 Zero-Turn mower for the Australian market, available in Australia through Clark Equipment.

The manufacturer has a line of heavy-duty MidMount True ZeroTurn mowers as well, including diesel powered models.

Clark Equipment import the USA manufactured 226V-61 with DuraFlex suspension and ISO anti-vibration mounts as standard and then sell to the end user.

The new 61-inch cutting deck is offered alongside the 52-inch deck model.

Professional-grade components include individual pump-and-wheel motor hydrostatic drives for precision control and an extra-deep cutting deck with side discharge and mulching capabilities combined with True ZeroTurn

manoeuverability and smooth handling.

The 26hp Professional Series V-Twin engine features Advanced Debris Management System and 12 gallon fuel capacity. Model 226V also features a design-matched, commercial-grade Parker pump and wheel motor drive system to increase long-term value, and 5-1/2 inch-deep cutting decks with optional mulching and vacuum collection.



Grasshopper has released a new model 226V-61 Zero-Turn mower for the Australian market

Visit: www.clarkequipment.com/grasshoppermowers or contact: 1300 736 848.

New loader feature reduces emissions and byproducts of diesel engine exhaust

Leading the industry once again, Iconic Australian brand, Kanga Loaders, have partnered with emissions specialist Exhaust Control Industries (ECI), to introduce a new loader feature for businesses that are interested in worker health and safety and the environment. The new feature reduces emissions and removes the carbon monoxide and particulate matter released into the air from diesel engine exhaust.

“As a market leader in our industry it was imperative we sought the market leader in emissions control. ECI, much like Kanga are Australian made and have been in operations for over 30 years. This partnership is built on the foundation that we are both committed to cutting edge solutions and providing the most safe and effective products to our customers”, said Rod Lehpamer – National Sales and Marketing Manager, Kanga Loaders Global.

Recognizing a greater global focus on safety and environmental issues, Kanga Loaders recently enhanced its specialized line of loaders, attachments and trailers with the new emissions control option. For its product innovations, the company recently won the Mayors Award for Innovation at the Gold Coast Business Excellence Awards.

Are Environmental & Safety Objectives Your Priority?

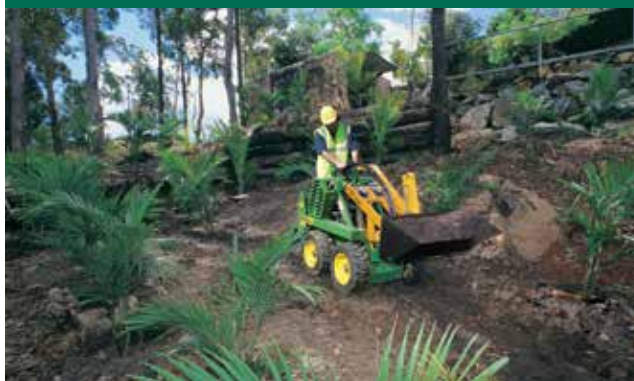
The “Kanga Klean” program has now set the benchmark for best practice in emission control system technology in the industry. “For more than 30 years, Kanga Loaders has led the industry with a focus on innovation and safety. This new add-on is simply the evolution of that journey. We feel it is our moral obligation as the industry leader to educate the community to think consciously about this applied concept, and realise there is no price on health” said Sales and Marketing Manager for the company, Mr Rod Lehpamer.

“Just because we are in the business of making engine-powered materials handling and earthmoving machines, it doesn't mean we are absolved of any responsibility to ensure health & the environment is given the respect and prominence society demands.”

For more information, please contact your nearest Kanga dealer or sales representative on 1300 4 KANGA



A HEALTHIER YOU, A HEALTHIER ENVIRONMENT



PROTECTING OUR ENVIRONMENT

Kanga Loaders exhaust gas after-treatment slashes emissions. By installing the ECI Predator catalytic converter, this process converts nitrogen oxides, which contribute to air pollution, smog and global warming, into harmless nitrogen gas and water vapour.

PROTECTING YOUR HEALTH & SAFETY

The advantage of the Kanga miniloader allows access to places otherwise inaccessible. This however means the concentrate of Carbon Monoxide is much higher and can be harmful to your health. The exhaust emission after treatment converts 95% of carbon monoxide and hydrocarbons to water vapour and carbon dioxide.

LEADING THE WAY

Over the past 34 years our core focus has always been on customer safety features. The Kanga Klean program is a market innovation that has been researched and developed extensively by Kanga with astounding results in reducing diesel particulate matter and carbon monoxide emission.

BY GOING KANGA KLEAN YOU CAN SAFELY...

- Idle the engine for prolonged periods of time
- Operate machine near sensitive populations such as schools, hospitals, childcare facilities
- Operate machine in residential areas, and when onsite work occurs near residential borders.
- Operate the machine in tight access areas and confined indoor environments.

DO YOU OWN A DIESEL POWERED KANGA?

We have backwards compatible Retrofit kits available for 6, 7 and 8 Series miniloaders



DIESEL EXHAUST AND HEALTH...

We all want to live and breathe in a clean environment and reducing emissions from diesel engines is easily achievable thanks to the Predator Particulate Catalyst by ECI. This highly effective device reduces diesel smoke and Particulate Matter emissions by up to 70%. You have the peace of mind that your machine is not harming your health or those around you.

> For more information contact your nearest sales rep or dealer
1300 4 KANGA
www.kangaloader.com



Clark expands its electric utility vehicle range

Clark has expanded its range of electric burden carriers and utility vehicles with the addition of the 'Goat', a new model with raised suspension for higher clearance and improved performance on non-sealed surfaces.

The Goat features extra height, rough-terrain tyres and brush guard. As with the rest of the Clark Burden Carrier range, the Goat is available in either a two or four seat configuration, each with a cargo tray. They are powered by a 100% AC motor for quiet, efficient and dependable operation, with rear disc brakes and leaf spring/gas shock front and rear suspension.

The Goat is assembled alongside the Clark CB (Cargo Box) and FB (Flatbed) range in Lexington, Kentucky USA. The range is designed to cater for any number of applications, moving both people and stock in warehouses or factories, resorts,

nurseries, hospitals, airports, events or private properties.

Clark electric burden carriers and utility vehicles are part of the Clark range of materials handling equipment, including gas and diesel forklifts, three and four wheel electric forklifts, electric reach trucks, and tow tractors. The complete Clark range is available from Clark Equipment branches and dealers



The Goat features extra height, rough-terrain tyres and brush guard

throughout Australia and New Zealand.

Contact: 02 9477 8444 or visit: www.clarkequipment.com

New models for Z Master Mowers

Toro has added new models to its line of Z Master Professional Series mowers including the Toro Z Master Professional 5000 Series EFI Rear Discharge; the Toro Z Master Professional 6000 Series EFI with E-Gov and Toro Horizon Technology, and the Toro Z Master Commercial 3000 Series 60 inch.

The new Toro Z Master Professional 5000 Series has two models with rear discharge decks. Featuring 747cc Kohler Command Pro EFI engine, Toro's Turbo Force cutting deck with durable 7-gauge steel, robust cast iron spindle housings, and high-strength steel blades, the Toro rear discharge mowers are available in 60 inch and 72 inch cutting widths.

The decks are designed with two blades rotating clockwise and one blade rotating counter-clockwise to spread clippings evenly through the rear discharge port.

These new rear discharge mowers promote enhanced productivity in taller grass and weed conditions. Cleanup time is quicker since clippings are contained within the path of the mower, Toro said.

"Rear discharge design is not new to Toro," Patric Soussan, Senior Sales Manager Consumer & Professional Equipment said.

"We have been manufacturing rear discharge mowers for years on our larger

commercial Groundsmaster mowers, but we feel there is a growing need for these mowers in the Z Master product line."

Toro has also introduced new Horizon Technology on selected Z Master Professional 6000 electronic fuel injected (EFI) with electronic governor (E-Gov) models. Horizon Technology is an intelligence platform enhancing performance in a range of mowing conditions, increasing fuel efficiency compared to carbureted models.

It allows the operator to select from three different performance modes based on mowing conditions. In 'max mode' the operator has maximum power and performance for the most demanding conditions. An 'economy mode' increases fuel efficiency in normal mowing conditions, while reducing the unit's overall emissions, noise and machine wear. When cutting in wet conditions the 'low mode' helps reduce deck packing.

"Reducing fuel consumption and emissions without sacrificing performance is a challenge contractors face today," Patric said.

"Our Horizon Technology achieves an optimum balance between power and performance. We've also provided an easy way for operators to make adjustments based on mowing conditions."

The Horizon platform tracks engine temperature and oil pressure. If the mower is not performing properly, the operator will receive a visual warning of critical system issues and the mower will go into 'safe transport' mode to reduce the risk of damage to the machine.

Toro Z Master Professional 6000 mowers combine Kohler EFI engines with an electronic governor, which helps maintain more consistent blade tip speed and reduces governor droop.

The upgraded Toro Z Master Commercial 3000 Series 60 inch offers the perfect blend of performance, durability and value. This model features Toro's exclusive Turbo Force cutting deck and 12cc unitised pump and wheel motor transmissions, which are equipped with cooling fans.

The mowers come with the industry's toughest spindle assemblies. A stout cast iron housing with a massive base and six mounting bolts absorbs impact loads and distributes them across a broader area of the deck shell.

The precision blades resist flexing to provide a flat crisp cut. High-strength, heat-treated alloy steel survives impacts and provides resistance to the rapid wear associated with abrasive conditions.

Visit: www.toro.com.au

Tipper to tanker

Tanker manufacturer, WTBB has developed a range of portable tanker kits that can convert tipper or flatbed trucks into water carts. No vehicle modifications or structural changes are required.

The very flexible 'Tipper-Tank' package from WTBB based in Port Kembla can turn a tip truck into a road tanker in minutes.

The base model is a 10,000 litre rapid spray poly tank equipped with an Aussie high volume, high pressure, 3" diesel drive pump. Spray heads, dribble bar and an integrated hose reel with fire-fighting spray nozzle provide flexibility

WTBB's Brenden Bastian said: "We've added a number of user-friendly features to take the pain out of swapping from tanker to tipper and vice versa. The heavy duty galvanised steel base has integrated fork tynes slots for ease of movement," he said.



Brenden Bastian demonstrates the remote control for the versatile spray system on WTBB's innovative new 'Tipper-Tank'

The tank set has an optional jack-leg kit that means the tank can be unloaded from the truck without a crane or fork lift. The

tank kit can be left jacked up and ready to be mounted on the truck when required.

"WTBB exclusively uses Aussie Pump tanker pumps. These pumps will suck through a vertical lift of up to 8.4m," Brenden said.

The base kit includes a heavy duty Aussie model QP310SL high pressure 3" pump that boasts flows of up to 1,100lpm. Maximum head is 50m, that's 75psi, providing loads of pressure for spray heads and dribble bar.

The pump is powered by a Kubota OC95 9.5hp air-cooled diesel engine with integrated solenoid and remote control kit. A remote control can also start and stop the pump from up to 50m away.

A full technical specification is available from: www.wtbb.com.au

Trailer hoist stacks vertically

Kennovations has designed a Trailer Hoist which stacks trailers vertically to store and dispense up to four vehicle trailers at a time. Taking up 9sqm of space, the Trailer Hoist provides a dedicated space for trailers with added security from theft and vandalism.

The Trailers are sequentially hooked and winched up with a main frame that is a bolted and welded steel structure made primarily of square hollow sections. A safety cable connecting to a low level hook passing through two pulleys is used to support the load safely in the long term, while the lifting frame holds all trailers in

suspension. Feasibility tests were undertaken to ensure the stability of the structure against buckling and that strength was not compromised due to slippage on the ground of any of the footings or adverse weather conditions.

The original Trailer Hoists were engineered in three sizes for the Kennards Hire



Kennovations Trailer Hoist takes up 9m of space

rental fleet: a 6m x 4m car trailer, an 8m x 5m van trailer and a mini earthmoving equipment trailer. Throughout their national rental network, Kennards currently utilises approximately 45 Trailer Hoists with some stores holding multiple units depending on local rental needs.

Contact 02 9966 8867 or visit: www.kennovations.com.au

Containerised Self Bunded Tanks

PETRO HIRE



PETRO LT Series
10,000L-62,000L



PETRO PC Cube
950L-12,000L



PETRO Low Profile Trailers
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Tyre pressure monitoring system for telehandlers

The Comatra tyre pressure monitoring system from Belgium based TP2AGRIC is helping to improve the Safe Use of Telescopic Handlers.

According to Luc Pirard from TP2AGRIC, most telescopic handlers are fitted with pneumatic tyres because they provide a much better flotation on soft ground construction sites.

“The disadvantage however is a pneumatic tyre can be easily damaged or punctured by nails, screws, rebar etc,” Luc said. “A flat tyre causes headaches: men and machines standing down for a couple of hours,” he said.

“Tyre pressures should be checked daily because each day tyres lose a little air but checking pressure with a standard gauge is seen as a hassle and often overlooked.

“In response to the need to improve safety on telescopic handlers we have developed a unique real time wireless tyre pressure monitoring system solely designed for radial tyres mounted on telescopic handlers’ single piece rim wheels fitted with the ETRTO V5.01.1 - TR618A rim hole.

“Unlike other systems on the market that plug into the tyre stem dust cap, our internal valve mounted preprogrammed

sensors are mounted behind the rim staying safe from dirt and other corrosive materials or hazardous conditions that can damage valve cap-end mounted sensors.

“Valve cap-end or dust cap mounted sensors often have to be moving a certain speed to activate the system. With ours, turn on the vehicle and in less than a minute, you have the pressure on all tyres.”

The preprogrammed internal sensors wirelessly transmit data (pressure and temperature) to the dash-mounted display inside the cab. Visual and audible alarms warn the operator in case of leaks, pressure drops, high temperatures and high/low pressures. The operator gets real time digital tyre pressure and temperature information on all of the tyres.

The high range scale on a standard pressure gauge makes it virtually impossible to accurately read the crucial



The Comatra tyre pressure monitoring system is from Belgium based TP2AGRIC

low pressures of the ultra flex tires.

“Our system measures and monitors pressures from 0.4 bar to 7.0 bar (6 to 101psi). If pressure changes more than 10% or temperature exceeds 80°C (176°F), an audiovisual alarm alerts the driver.

“The systems are designed to report pressures in either bar (metric) or psi terms. Temperature monitoring is done in either Fahrenheit or Celsius.

“Our system increases safety, decreases fuel consumption, extends tyre life and protects the environment,” Luc said.

Visit: www.tp2agric.com

Hino 300 Series safety and technology boosts sales

Demand for the 300 Series’ safety and technology features in the light duty truck segment is helping Hino Australia drive sales in a difficult market.

While Truck Industry Council sales figures for the first half of 2014 show a 4.7% downturn in the truck market overall, Hino Australia Divisional Manager, Sales James Morris said efforts to promote the availability of Vehicle Stability Control as standard and genuine automatic gearboxes on the 300 Series is having a positive effect.

“We recognised the potential sales advantage the 300 Series’ full automatic gearboxes give us and ran a free automatic transmission upgrade promotion from October last year through to March,” James said.

“The result was terrific - the promotion, combined with the other outstanding qualities of the 300 Series, generated a 140% increase in sales to retail buyers.

“The 300 Series comes with a high level of specification, such as the ergonomically designed cabin, state-of-the-art multimedia unit and the availability of fuel efficient hybrid drivetrains,” James said.

“However, a recurring theme was the number of customers who chose a Hino 300 Series because they offer the lifesaving Vehicle Stability Control as standard and a full suite of safety equipment to provide the safest light duty truck working environment.

“The interest in the recently launched High Horsepower 300 Series models should help us continue with strong sales in the light duty segment,” he said.

“Our 500 Series

medium duty models are also equipped with market-leading features, and the quality, durability and reliability Hino is famous for,” he said.

“We’re now running a similar campaign where customers can upgrade to a ProShift Automated Manual Transmission for the price of a manual.”

Contact: 02 9914 6680 or visit: www.hino.com.au

The positive effect of Hino’s Auto upgrade campaign on its 300 Series light duty models (300 Series 921 pictured) has inspired a similar campaign for its 500 Series medium duty models



On the road with two new Cats

Designed and engineered for Australian B-double applications, the new Cat CT630S and CT630SC models feature attributes to cope with heavy-duty tasks including B-triple and roadtrain double configurations.

Both the CT630S and the CT630SC are the result of Cat Trucks' engineers in Australia and the US setting out to develop models capable of accommodating 34 pallet B-double combinations within the regulated overall length envelope of 26m.

This goal was achieved by raising the cab around 50mm and moving it forward approximately 250mm to produce a model which in non-sleeper form has a bumper to back-of-cab (BBC) dimension of just 2845mm, or 112 inches.

The shortened hood and raised cab of the 'S' and 'SC' also provide an improved line of sight from the driver's seat to the road as well as a smoother passage of air underneath the cab.

Manoeuvrability is improved with the shorter BBC of the 'S' and the 'SC'. Both

models also retain the smooth, rounded lines which factor in the aerodynamic efficiency which helped Cat Trucks gain a reputation for frugal fuel consumption.

While the CT630S is available as a day cab or with an integral extended sleeper cab, the CT630SC is equipped with a 40 inch mid-rise sleeper designed and built in Australia to Cat Trucks' guidelines.

All versions are configured to haul 34 pallets in the 26m B-double length limit.

The 'S' and 'SC' carry a gross combination mass rating of 90 tonnes and are powered by Cat's C15 engine, dispensing peak power of 550hp (410kW) at 1800rpm

and top torque of 1850lb ft (2508Nm) at 1200rpm.

The C15's outputs feed through an Eaton 'Solo' clutch into Eaton's RTLO-20918 18-speed overdrive transmission offered in manual form or the optional Ultrashift-Plus automated version featuring the 'Hill Start Assist' function.

Cat's C15 meets the ADR 80-03 emissions standard without the cost and complexity of an EGR or SCR emissions system. The C15's emissions compliance is due to the dual diesel particulate filters (DPF).

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The new Cat CT630S and CT630SC models feature attributes to cope with heavy-duty tasks

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Kerrick will launch a range of commercial and industrial grade gutter vacuums / roof vacuums which will provide lightweight, safe and easy access to roofs, gutters, air conditioning vents, signage.

According to the company, the Kerrick SkyVacuum system allows operators to safely carry out cleaning at extreme heights. Simply attach the relevant poles and nozzles to the vacuum hose to get the reach required, without need for ladders, scaffolding and cherry pickers which pose significant OH&S risks. The systems come with a wireless camera and monitor to make work

easier and more efficient.

Contact: 1300 KERRICK or visit: www.kerrick.com.au



The Kerrick SkyVacuum system allows operators to safely carry out cleaning at extreme heights

i-SAFE 3.1 Intelligent Safety System

Capital Safety has launched the i-Safe 3.1 Mobile App for iOS and Android handheld devices.

The app provides a user-friendly platform that improves operational efficiencies, reduces costs and shifts management focus from paper-based activities toward technology-based activities to improve utilisation of end-user resources and technical expertise. The app supports the i-Safe Intelligent Safety System, the industry's first RFID system dedicated to fall protection equipment and inspection tracking. The RFID system provides web-enabled intelligent technology to allow the user to record and access inspection, inventory and purchase information.

Specifically designed for use in the field, i-Safe 3.1 automates all aspects of inspections, work orders and field data collection on a mobile platform. The easy-to-use program allows users to



The i-Safe 3.1 Mobile App

create their own checklists or select one from the i-Safe library. It links mobile devices, software and web portals, providing access to data and reports, and can be used as a hosted (cloud-based) service or installed in-house.

The i-Safe 3.1 Mobile App is compatible with all iPhones, iPads, Android smartphones and tablets, Windows Mobile rugged PDAs, and intrinsically safe handheld devices.

Contact: 1800 245 002 or www.capitalsafety.com.au

Drilling system collaboration delivers solution

When Raco Concrete wanted a more powerful, yet compact machine, owner David Raco found an ideal solution by adopting a team approach with its Takeuchi excavators.

"Most of our work involves drilling for residential pylons; however our construction customers also need footings and small trenches and dropped edge beams dug. A typical eight tonne machine that has the hydraulic flow we need is too large and awkward to handle many of these sites," David said.

"We had previously operated several Takeuchi excavators with hydraulic auger drives, however we needed a machine that was sufficiently powerful to drill through any material, while maintaining manoeuvrability on small sites. Minimal track impact was also a major requirement.

"On occasions, our five tonne machine just didn't have the power to deal with some material, with the result some jobs were lost. A solution was presented when Semco released the 5.6 tonne Takeuchi TB260 excavator capable of delivering up

to 102l/pm, with a relief pressure of 206 bar (3,000psi), which was close to the level we required.

"TEBCO's sales manager Eddy Davis was very helpful in letting us hire the latest model hydraulic auger drive for trials with the TB260. Testing on job sites proved what we needed; an increase in drill speed, as well as an increase in drilling torque.

"The next step involved the technicians at Semco, working with the people from TEBCO, making some fine adjustments to the flow settings on the TB260.

"Using the TEBCO TEBDrive 2500 auger drive system as well as their unique augers, enables us to drill more accurately and neatly. There's no pressure loss under load and no cavitation when shaking the dirt off at high speed. With the combination of the power and longer boom and the TEBDrive hydraulic auger drive, we are saving about half the time in drilling, and haven't lost a job," David said.

Eddy Davis said the TEBDrive hydraulic auger drive has no gearbox, with the



David Raco adopted a team approach with Takeuchi excavators

result it operates at 99.9% efficiency, compared with gearbox driven auger drives. **Contact: 02 9833 6000 or visit: www.semco-group.com.au**

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Road construction company invents new machine

Leigh Brenton, owner of Bulahdelah-based Guardrail Systems installs guardrail, wire rope and safety barriers under contract to local councils and major road authorities.

Leigh has combined a JCB 527-58C telehandler and an Orteco post driver hammer to create a machine that can carry, distribute and install rail posts. JCB Construction Equipment Australia (CEA) worked with Leigh and his team of specialists to customise the machine and install a remote control operating system.

"When I started in this business in 2004,

I had a standard tractor and a drop hammer, like a farmer uses to put up a farm fence," Leigh said. "Two years later, I realised it wasn't the right way to do it."

Leigh's first attempt involved another tractor and a pneumatic hammer. After some research, he locked onto the idea of combining a hammer with a telehandler.

"It was effectively a one-man, one-vehicle operation and I thought this was the most efficient way of doing it so I decided to go down that route.

"There is a hammer available that is mounted on a track machine, and it's great, but all it does is drive a post in, nothing else. So I decided to buy a hammer and a JCB telehandler strong enough to manage loading and carrying a pile of posts or a 1.5 tonne roll of wire, and add one to the other. Leigh's telehandler can be operated like any other. In manual mode, it loads and unloads trucks

and carries the posts. When he is ready to start installing posts, he loads up with posts and lifts the forks; for safety, the remote control that drives the telehandler, and allows for the operation of the hammer, locks off the fork function.

"The remote control has two functions; one is drive/steer and one is hammer. When you've finished moving the telehandler into position, you switch the remote to hammer. So you hammer the post in, switch back to drive, move forward to the next spot.

"Most people will look at a machine and say 'that will help me so I will buy that'. I look at it and say 'what can I do to change it to make it even more efficient'. I bought a hammer and a machine and combined them, and it cost less than buying two machines. It is safer, too. If we drop the controls, it will stop. It can't run anyone over. We have a safe machine purpose-built for what we need.

"JCB was keen to help us. We knew we would need help. Whoever was making all the modifications would need support from the original manufacturer."

Contact: 02 9609 6033 or visit: www.jcbcea.com.au



Leigh Brenton of Guardrail Systems uses a JCB 527-58C telehandler and an Orteco post driver to install rail posts

Safety First with Mitsubishi

The new compact Mitsubishi PREMIA power pallet mover series (PREMIA - PBP16-20N2 Power pallet series from MLA Holdings) with a lift height of 135mm was awarded Red Dot award for its high design quality and usability.

The Mitsubishi Europe design centre in Finland paid special attention to the key issues of durability, usability and safety when designing these power pallet movers.

Mitsubishi PREMIA power pallet movers offer a comprehensive solution to safe horizontal movement of pallets minimising the risk of back injury prevalent with the use of manual hand pallet jacks.

Acceleration, top speed and braking characteristics are fully programmable. When the control handle is pulled all the way down or up, the truck automatically stops.

When the emergency button is activated the truck immediately stops. For tight

turning in confined spaces the truck has a unique 'handle-up' operation feature making it ideal for use in containers and the back of trucks.

Mitsubishi's power pallet movers are easy to use. Waterproofed features allow for outdoor use in all weather conditions, while the lifting and lowering levers and linked castor wheels ensure easy operation and stability.

Mitsubishi PREMIA Power Pallet Trucks have strong, endurance tested and well-protected construction, fewer breakable components, low energy consumption and recyclable parts.

These features increase product life cycle, reduce need for maintenance and

decrease total cost of ownership.

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Mitsubishi PREMIA power pallet movers offer a comprehensive solution to safe horizontal movement of pallets



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Decisions, decisions, decisions

According to Kevin Kitchen – National Sales Manager for Crommelins Machinery Sales, when upgrading or adding to your Hire Fleet, there are as many things to consider as there are products on offer and the difference in price could only be one or two hires.

“While your decision will always involve price, in the rental industry the upfront purchase price is only ever part of the equation,” Kevin said.

“Firstly, there’s Product Quality, it must provide a long working life, reliability, ease of use, operator safety and have a low downtime. This is important to determining the return on investment, which will be many times more than the initial saving. You are also looking for comprehensive warranties made for hire, guaranteed spare parts availability and super quick delivery.”

“Crommelins can offer extra service life, reliability (every Crommelins brand

product is assembled in Australia and is run and tested to meet specifications before delivery). Crommelins products are covered by comprehensive warranties including when used in the hire industry. For example; Subaru engines come with a three year genuine engine warranty and there is a two year Crommelins warranty on all Crommelins Australian manufactured products,” Kevin said.

“Finally, when choosing a product, ask what backup and support it has. Can you afford to wait days or weeks to have that piece of plant back earning? Crommelins delivers spare parts the next day to all capital cities, if you place a parts order by 5pm EST (3pm Perth time) it will be picked, packed and air bagged the next day.”

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Expanding aftermarket tech support

Authorised distributor of Yanmar, JCB, and MASE products, Power Equipment has appointed Nick Lee to the newly created position of National Engineering and Customer Service Manager.

Noel Heritage (Power Equipment - Business Manager) confirmed Power Equipment had intensified its focus on product support.

“Nick Lee has joined Power Equipment with the specific objective of driving our aftermarket support effort across all brands,” Noel said.

“This new position is aimed at supporting customers and dealers with technical support, product training and an enhanced level of factory backing.”



Nick Lee

Nick Lee has extensive experience with diesel engines. In his previous positions he has been responsible for diesel applications in marine, power generation and general industry. This has ranged from smaller diesel engines through to mammoth diesel engines powering sea going ships.

Within Nick’s brief is the task to boost training

support at the dealer level as well as within Power Equipment. This will involve a close working relationship between Nick and the Power Equipment Service Engineers.

Contact: 03 9709 8500 or visit: www.powerequipment.com.au

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Brisbane Convention & Exhibition Centre. Visit: www.queenslandgasconference.com.au

BAUMA CHINA

25–28 November 2014 – Shanghai

New International Expo Centre, Pudong New Area, Shanghai. Visit: www.bauma-china.com/en/visitors

THE RENTAL SHOW ARA

22–25 February 2015 – New Orleans USA

Ernest N Morial Convention Center Register at: www.therentalshow.com

HRIA CONVENTION 2015

28–30 April 2015 – Adelaide

Adelaide Showground. Visit: www.hireandrental.com.au

ACE EXPO 2015

14–16 May 2015 – Brisbane

The Australian Construction Equipment Expo Queensland is to be held at Eagle Farm.

Contact: 02 9556 7999 or visit: www.aceexpo.com.au

CONEXPO LATIN AMERICA

21–24 October 2015 – Santiago, Chile. Visit:

www.conexpolatinamerica.com/EN

CONEXPO-CON/AGG 2017

7–11 March 2017 – Las Vegas USA

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