

# HIRE AND RENTAL NEWS

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL INDUSTRY ASSOCIATION LTD

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AUGUST 2015 VOL17 NO1



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# HIRE AND RENTAL NEWS

AUGUST 2015  
VOL17 NO1

HIRE AND RENTAL INDUSTRY ASSOCIATION LTD  
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### NEW HA20 RTJPRO Articulated Boom 20m

The new HA20 RTJPRO

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In line with the HA16 RTJ Pro launched in 2014, Haulotte announces the arrival of its new rough-terrain articulated 20M boom. Its sleek design reflects Haulotte's commitment to providing simple, robust, reliable and high-performance machines. Haulotte's 30 years of experience with customer-driven approach, is illustrated with this AWP. Haulotte is committed to optimising productivity, addressing customer budget constraints and ensuring operator safety.

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# president's message

## Rewarding experiences right across the board

What a productive and interesting time we had in Adelaide at our recent HRIA Convention. From the indoor and outdoor exhibition to our keynote speakers and seminars, the Events Dinner and of course the Hire Industry Excellence Awards! What a great few days we had!

The exhibition was an indoor and outdoor format at the Adelaide Showground. There was a total of 153 exhibitor stands and approximately 960 attendees with feedback from exhibitors very positive.

The Conference, Seminars and Keynote Speakers were held at the Intercontinental Adelaide, plus our final evening featured the national industry awards presentation: the Hire Industry Excellence Awards.

On behalf of the Association we would like to thank all of our award nominees and congratulate all Hire Industry Excellence Award winners from the evening. An enormous amount of work goes into participating and being nominated for Rental Company of the Year. But, if you talk to anyone that has been through the process, it is also a very rewarding experience and the benefits

for the participating business are tenfold. Feedback and input from the judges offers rare insight to operational practices which you might never have considered.

On a personal note, it was fantastic to see so many familiar faces and the opportunity to reconnect with old friends as well as meet new friends and colleagues during the Convention was priceless. We are

**"...if you talk to anyone that has been through the (awards entry) process, it is a very rewarding experience and the benefits are tenfold...."**

already in the process of planning for the Gold Coast in 2016 and the HRIA National Convention - HIRE16 - will be at the Gold Coast Convention and Exhibition Centre 4-5 May 2016.

With an ever accommodating program, the 2016 Convention will run over two days with both indoor and outdoor equipment displays, live equipment demonstrations and a full daily conference and seminar program to educate and inform. It will have something for everyone - as always - and as the only hire expo in Australia - is not to be missed. If you're in hire, then you need to be at the HRIA hire show!

With the recent start to our new financial year we have said our goodbye to Phil Newby and warmly welcome James Oxenham into the position of CEO, commencing 1 July 2015.

We'll miss having Phil around and we thank him for all he has done during his 17 years with the Association. Our new Operations Manager is Nicolas Chiew. Nicolas started prior to the Hire15 Convention in April and has already gotten off to a great start. Also recently leaving after 13 years with the Association, is Christine Dunlop who has been replaced by Lisa Groves.

The Association continues to work diligently on the Personal Property Securities Act (PPSA) issues. The HRIA has been working with its legal team for the past 20 months to have this redressed. In recent months our government and media relations activity has heightened with key journalists running stories and a recent interview on radio station 2GB with Phil Newby - See HRIA Website.

We've also been canvassing relevant politicians and ask you contact your own local MP to add voice to this seriously concerning legislative issue for our industry. We're encouraging you to contact your local polmie and let them know how this unfair legislation is impacting businesses in their electorate.

We thank you for continuing to support our Association. We look forward to seeing you at our upcoming State Meetings and on the Gold Coast in 2016. As always, please feel free to contact me or our State Presidents if you should have any questions or require further information regarding the Association.

**Jeff Bernard**  
**National President**



Jeff Bernard, National President

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## Measuring hire industry operational progress - Best Practice Survey

Get ready to discover how your organisation compares to best practice industry leaders when the HRIA Best Practice Survey V11 launches in August.

With a focus on critical business pursuits, the HRIA industry Best Practice Survey helps measure hire industry operational progress, with results providing useful and current information about the hire industry.

The HRIA Best Practice Survey is an industry benchmarking study that helps identify aspects of participant organisations that excel and those in need of improvement. The survey will also explore current and emerging best practices that can be integrated into existing operations.

According to HRIA CEO, James Oxenham: "Members gain a new perspective of assessing their KPIs and overall business performance when they participate in the Best Practice Survey.

"They also gain a feel for where they stand when benchmarking against industry performance. Sensitive information remains confidential and no company names are published, but the data gives a good picture for HRIA members to assess their position," James said.

Benchmarking tracks operation and business performance, compares performance to that of market peers and determines the value of adopting best practices. It can also help identify aspects of an organisation that excel and those in need of improvement, as well as detecting strengths and vulnerabilities.

All Best Practice Survey participants receive a detailed report which provides highlights of key findings and valuable insights around best in class KPIs. The information is also edited and put into a readable summary (pdf) on the member section of the HRIA website.

Findings are compared across several years of collated and collective industry data offering a rare and valuable insight to how the hire market is developing in Australia. The past five years of survey data have been assessed and commentary on trends as well as the previous year's survey results are all presented to each

participant as well as available online.

The HRIA Best Practice Survey is a vital part of the HRIA's continuing effort to provide members with the tools to overcome organisational challenges. Enhance the value of your membership by participating in the next survey, beginning in August.

All participants are able to measure their business through the survey, will contribute to valuable industry data on behalf of the HRIA, and go into the draw for a chance to win an iPad.

Go to: [www.hireandrental.com.au/survey](http://www.hireandrental.com.au/survey) to participate.

## Global Rental Alliance Leadership Program

Our GRA candidate from BJ's Rentals San Diego, Ryan Thomas, finished his time here in Australia just after the HRIA national Convention. Ryan spent some quality time with Kennards Hire who organised a host family and showed Ryan how their branches operate.

Everyone who has been involved in this program agrees they have benefited from the exchange of ideas between rental companies overseas and Australia and some great friendships have been formed.

If you are interested in the exchange we will be sending someone from Australia to the USA in October 2015. Visit the HRIA website:

[www.hireandrental.com.au](http://www.hireandrental.com.au)

## DDA Advice Line

Assisting with advice about the Disability and Discrimination Act, this helpline is particularly useful for anyone involved in setting up events and concerned about accessibility to the site (also free to HRIA members)!

## High Quality Dewatering Pumps.

Sakuragawa Pump Manufacturing Company was established in Osaka, Japan in 1953 and is now recognised as a renowned manufacturer of submersible dewatering pumps with a world wide reputation for quality construction and robust design.

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**Sakuragawa**



## From Branch to CEO to Entrepreneur

After more than 20 years with Kennards Hire, including the past three as CEO, Allen Besseling is giving full rein to his entrepreneurial instincts by leaving Kennards Hire and starting up his own business venture.

At Kennards Hire, Allen worked his way up from a Serviceman-Driver to 2IC, through Branch Manager to Area Manager and then State Operations Manager for NSW, ACT and QLD. From there he proposed a partnership with Kennards Hire in the Lift & Shift business venture.

It proved to be a runaway success for both parties.

Kennards Hire Lift & Shift quickly established itself as the most successful Kennards

Hire specialist business division and in 2011 when Kennards Hire restructured, he was appointed Specialist Business CEO and helped develop both the Pump & Power and Traffic divisions.

His appointment as CEO in 2012 signaled a watershed moment for Kennards Hire growth and inspired a cultural renaissance. By promoting from within, the company folklore, that anything is possible with hard work was made concrete.

With the help of his management team, the past three years has seen: a 160+ branch milestone, an expansion of the branch network

into New Zealand, revitalisation of the Kennards Hire internal culture and safety ethos, a Rail division launched and the company is set to achieve record results this financial year.

On announcing Allen's departure, former CEO and current Chairman of the Kennards Hire Board, Peter Lancken, said: "As CEO, Al has achieved great things for the business. He has led and developed a great team, and our family-oriented culture has been refined, elevated and clearly enunciated, making sure we walk the talk. We wish him every success in his new endeavours and look forward to celebrating the many achievements that lay ahead for him."

Allen now embarks on his next challenge with the same thrill that has driven his longstanding instincts for a business opportunity.



"Kennards Hire has been an important part of my life for more than 20 years and I'm honoured to have participated in its growth. Although sad at leaving my many family-like friends, what I've taken to heart is their customer centricity and belief in doing all the little things really, really well," Allen said.

An extensive search was undertaken for the new CEO to ensure they had the requisite vision, track record and most importantly passion to inspire a family-in-business founded on innovation and excellence.

Liz Ward took over as CEO on June 17 and worked with Allen to ensure a smooth transition for the Kennards Hire business. Her successful tenures at Sydney Trains, AUX Investments (the Qantas/Australia Post JV business), Centre Port Wellington (NZ) and Deep Cove Fisheries

(NZ) convinced the Kennards Hire board she could lead from the front.

Despite the tough nature of the industries Liz has

worked in, her relationship skills and customer service orientation engaged and united work teams across all layers of company culture. That same collaborative, down-to-earth leadership style is very well suited to the Kennards Hire ethos of empowering people to drive all transformational change and growth from within the company.

Commenting on Liz's appointment, Peter Lancken said: "We are delighted to have Liz joining us and I am personally excited and looking forward to working with her on the next stage of the Kennards Hire journey.

"She is an excellent fit with the Kennards Hire culture and we believe her background and talent with people are assets that will help to strengthen our market leadership position."

Visit: [www.kennardshire.com.au](http://www.kennardshire.com.au)

## Experiencing theft? Loss? Are you at risk?

Building on its years of experience with the HRIA and its members, DataDot Technology has developed the DataDotDNA Theft Deterrent Solution (TDS) to combat the high level of equipment theft experienced by businesses.

TDS is an asset protection and theft reduction program incorporating:

- Unique asset tagging
- Individual asset registration on the secure National Equipment Register (also called NER)
- Media communication to put thieves on notice that assets are 'too hot to handle'
- DataDot Technology and CrimeStoppers co-branding on marked assets
- Police training in detecting marked assets.

According to Datadot, TDS deters theft, reduces financial losses and increases ROI. If theft does occur, TDS verifies ownership of recovered assets and aids in convicting thieves. TDS deters theft by incorporating the latest asset security technology in both covert and overt methods.

All industrial assets marked with DataDotDNA are registered on the secure NER website available at: [www.nationalequipmentregister.com.au](http://www.nationalequipmentregister.com.au)

This database may include asset descriptions, photos or serial numbers or other unique features. These features can confirm identity, verify ownership, assist in validating insurance claims and provide law enforcement agencies with evidence to prove theft.

Feedback from Customers has included Penrith City Councils' City Works Manager, Hans Meijer who said: "The working relationship between DataDot Technology staff and the Council's workshop was excellent, with implementation occurring in a professional manner and a short timeframe".

DataDot is a sponsor of CrimeStoppers Australia. Contact: 02 8977 4916 or visit: [www.datadotdna.com](http://www.datadotdna.com)

## New distributor for Kaeser Compressors in the Northern Territory

Kaeser Compressors Australia has appointed Delta Electrics as a distributor of the full range of Kaeser compressed air equipment in the Northern Territory.

Established in 1969, Delta Electrics is a supplier of power related products and services in the Northern Territory.

From its premises in Winnellie, Delta Electrics offers professional service support including planned and unplanned maintenance, on-site field services, a 24/7 call-out and breakdown service as well as workshop repairs and warranty work.

On the new distributorship agreement Mark White, Business Manager and Director at Delta Electrics said: "Our partnership with Kaeser significantly extends our capabilities in supplying a range of high quality compressed air solutions that can cater to the small commercial user right up to the large industrial applications and projects. Kaeser Compressors has an enviable reputation for designing and manufacturing quality compressed air systems and we are delighted to partner with them."

From 2.2 to 500kW, Kaeser Compressors

manufactures a wide range of compressors and associated auxiliary equipment. Kaeser provides sales and service from its factory in Dandenong, Victoria alongside a network of sales and service centres and authorised partners in Australia, New Zealand and New Caledonia. Phone 1800 640 611 or visit [www.kaeser.com.au](http://www.kaeser.com.au)



Delta Electrics is the new distributor of Kaeser equipment in the NT

## InspHire and Datalink now work together

Elev8 Australia and Datalink Technologies have joined forces to deliver a seamless combination of Elev8's back end ERP system and Datalink's Field Service Mobility (FSM) solutions. Vehicles are professionally equipped with ruggedised GSM enabled tablets and vehicle tracking enabling full field processing of jobs, to include work done

inventory, labour, regulatory conformance, time, date and location data. This enables conversion of an often inefficient, costly area of business into a high efficiency cost centre, often reducing costs in excess of 30%, Inspire's Sales and Marketing Manager, Robyn Mulvey said. Contact: 1300 763 707 or visit website: [www.elev8australia.com](http://www.elev8australia.com)

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## Budget boosts small business

Supporting small business and start ups and providing long term economic stability for business overall are clear themes from the recent Federal budget.

Megan Motto, Consult Australia Chief Executive said: "There is little new money for infrastructure. The Northern Australia Infrastructure Facility may generate up to \$5 billion of new investment in partnership with the private sector, but more substantial seed funding and a broader remit for this fund would multiply the benefits.

"Second only to babies, small business is perhaps the big winner.

"It is great to see the Government support smaller firms with real tax benefits, accelerated depreciation and reduced red-tape making it genuinely easier to do business. These changes for small business will help drive productivity and jobs.

"The government has taken two steps forward and two steps back supporting women returning to work.

"A more flexible approach to child-care and the trial of nannies is smart policy.

"The notion parents have been 'double-dipping' benefits by receiving incentives from their employers is plain nonsense.

"Top up payments provided by employers to encourage women to stay connected and return to work should be supported, not disincentivised. The government needs to re-think its approach.

"A mixed budget all up, but one that will boost confidence and immediate investment by small business."

Visit: [www.consultaustralia.com.au](http://www.consultaustralia.com.au)

## Hitachi to show at ACE EXPO Victoria

Hitachi Construction Machinery's range of compaction equipment now comprises three reversible vibratory plate models (ZV250PR-G/ZV250PR-D/ZV350PR-De) and three vibratory plates (ZV40PF/ZV60PF/ZV80P).

An additional rammer has also joined the existing product line with three rammer models now available (ZV55R/ZV65R/ZV75R). From reinforced vibration-resistant designs, convenient operation and easy manoeuvrability through to compact yet powerful performance, the compaction line is engineered to deliver powerful compaction force while limiting vibrations, reducing operator hand

fatigue for greater productivity through longer operating hours, according to the company.

Hitachi will display its new range of vibratory plate compactors and rammers at ACE EXPO Victoria (12–14 November, 2015), Melbourne Showgrounds.

Contact ACE EXPO Victoria on phone: 02 9556 7993 or visit: [www.etf.com.au](http://www.etf.com.au)

## New distributorships for Airplant Services

AirPlant Services recently became distributors for several manufacturers including: ThoroughClean Pressure Washers, Hycon Hydraulic Equipment, Simplex Hydraulic Lifting Equipment, and Mabi Tools.

With the corporate aim to satisfy customers' needs and to continuously evaluate its own efficiency Airplant services said the new distributorships fit the company well.

ThoroughClean Pressure Washers offer quality pressure washers at competitive pricing with all servicing requirements.

Hycon Hydraulic Equipment offers handheld hydraulic demolition tools with high focus on operator comfort and safety, with fuel savings up to 85%.

Simplex Hydraulic Lifting Equipment offers materials handling and lifting equipment which is designed and manufactured to conform to Australian and International standards.

Mabi Tools has permanently improved methods of applications in the wood and wall treatment.

Contact: 02 4272 1790 or visit website: [www.airplantservices.com.au](http://www.airplantservices.com.au)

## The Rental Show 2016 to honour ARA 60th anniversary



A milestone will be celebrated during The Rental Show 2016, when the 60th anniversary of the American Rental Association is recognised.

The association began in 1955 when 21 rental business owners met in Moline, Illinois, USA, where ARA's headquarters remains today.

The 2016 show also will be the 60th annual convention and trade show for ARA. One company, Clarke – a manufacturer of floor maintenance equipment in the USA, has exhibited at every show and 26 other companies have exhibited for 50 or more years.

The Rental Show 2016 is 21–24 February at the Georgia World Congress Center in Atlanta, Georgia, USA. The Rental Show includes three days of trade show with rental products from 600-plus exhibitors from Monday, 22 February, through Wednesday, 24 February.

Registration for The Rental Show opens in early September, with special savings available through 31 October, 2015.

Visit: [www.therentalshow.com](http://www.therentalshow.com)

## CEO changes at Crommelins

Kevin Kennedy CEO of Crommelins Operations has announced his retirement after almost 30 years with the company. Kevin and his team have been influential in furthering the reputation of the company. Kevin Wilson is the new CEO and he will be in the chair for the start of the 15/16 financial year.

Visit: [www.crommelins.com.au](http://www.crommelins.com.au)

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## New General Manager for Makinex USA

Makinex has announced the continued growth of Makinex USA with the appointment of Peter Maginnis as its new General Manager.

Peter joined the Makinex team on 1 June 2015, after spending the past 10 years in the rental and self-storage industry.

Rory Kennard said: "I met Peter as part of the Global Rental Alliance in Australia and we have stayed in touch ever since, he has been a great mentor to me in setting up Makinex USA. I am excited to have him as part of the growing Makinex team, and look forward to working with him full-time to grow the American arm of our business.

"Peter will be working from our new North American head office based in Los Angeles, as we are expanding in the North American and Canadian space with the new business partnership between

Makinex and Home Depot Canada and Home Depot online for our Jackhammer Trolleys and Tile Smasher Heads."

Peter said: "I am very excited about the products Makinex has on offer and feel they are the best in the industry. The Makinex machines are the strongest built and really make the job easy. I look forward to selling these products so customers can work smarter, not harder."

The Makinex range in North America includes: Jackhammer Trolley, Dual Pressure Washer, Mixing Station, and The Powered Hand Truck.

Visit: [www.makinex.com.au](http://www.makinex.com.au) or in the US: [www.makinex.com](http://www.makinex.com)

## Celebrating Two Years and Counting!

Hoppt Australia recently celebrated its second year selling its range of light construction equipment in Australia and New Zealand via its growing network of distributors.

To celebrate its two years in business Hoppt Australia has released a limited edition 75kg forward plate compactor to the range. Responding to customer demand the new CPT75P has the more powerful GX200 Honda engine. The forward agitator provides forward motion while producing vibration force to the solid base plate. This model has fixed wheels while the folding handle has cast alloy levers producing a stiff and long lasting design. The folding handle reduces the overall height allowing the machine to fit easily in a station wagon or hatch back.

Unicorp, the Singapore based manufacturer of the Hoppt brand is this year celebrating 40 years as an international manufacturer of quality light construction equipment selling in 90 countries around the world.

According to Hoppt Managing Director, Peter Evans, the partnership with Unicorp is proving very successful based on a strong emphasis on quality equipment backed by exceptional customer service.

"Uni-corp undertakes a program of continuous product development and refinement based on market trends, international research and customer feedback. Supported by leading engine suppliers such as Honda, Hatz and Kubota,

Unicorp has gained a strong reputation as an international manufacturer," Peter said.

The Hoppt team has grown since its inception in 2013, with the addition of Craig Galvin to the sales team joining Russell Bourne. Linda Carey recently joined as Administration Manager while Grant Vanderwey is our Service and Warehouse Manager. Peter is the MD and Key Accounts Manager.

Call: 1800 0 HOPPT or visit website: [www.hoppt.com.au](http://www.hoppt.com.au)

Mr Lim (Unicorp Engineer) in discussion with Peter (MD) and Grant (Service Manager) at CIVENEX Sydney



## HCMA becomes exclusive distributor of Wenco Systems

Hitachi Construction Machinery Australia (HCA) has become the sole distributor of Wenco International Mining Systems throughout Australia, New Caledonia, Papua New Guinea and New Zealand through CablePrice (NZ).

Wenco is one of the worlds' oldest and largest Mining Fleet Management Systems and has been providing fleet management solutions to the open cut mining industry for over 25 years. Wenco has also acquired the Brisbane based Automated Positioning

Systems (APS) which include standalone high precision guidance systems and drilling integrated fleet solutions.

Specifically, the exclusive sales and distribution agreement inclusive of Operations, Parts and Support brings the products and services of HCA to Wenco's established Fleet Management System and expertise in production optimisation, asset health, safety and systems connectivity for mining operations.

"This is an important and strategic step in HCA's market leadership by strengthening our total solution delivery and commitment to the Mining sector with sales and support functions being offered from HCA locations in both Brisbane and Perth," David Harvey, Managing Director said.

Our development team is also working towards integrating existing in field High Precision Guidance systems (standalone) into the FMS product suite, providing customers with a low cost option for future upgrade to a full fleet management system.

Visit: [www.wencomine.com.au](http://www.wencomine.com.au) or [www.hcma.com.au](http://www.hcma.com.au)

## Spitzlift winner decides: keep it or hire it?

"Based in Nhill Victoria, Hindmarsh Hire is a small, busy hire shop.

"With a population of a little over 2000 people, we are certainly not as busy as some bigger hire yards, but we have a very consistent regular trade, covering an area from the Victoria/South Australian Border in the West, up to Rainbow and Hopetoun in the North, down South to Edenhope and we have delivered site offices and portable toilets as far as Stawell in the past," Hindmarsh Hire Manager Stephen Purchase said.

"But our backbone trade is most certainly the locals. We are always looking at what other equipment clients ask for and what would suit our business," Stephen said.

"We regularly use the HRIA magazine (Hire and Rental News) as a reference source for plant and equipment supplier details. It's a great source of information on how the industry is performing, what's new in products or innovations in the marketplace or simply what has been going on in the industry."

Stephen said he decided to try his luck and enter the 'Win a Spitzlift' competition held prior to the HRIA Convention.

"To find out I'd actually won was an absolute shock. Now we just have to decide if we hire out this terrific Spitzlift Crane very kindly supplied by the Healy Group, or keep it for ourselves," Stephen said. Contact: 03 5391 3336.



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## Sykes and Sulzer just add water

Global pump supplier Sulzer has signed AllightSykes as a distributor to spearhead growth of its dewatering pumps across Australia and New Zealand.

The distribution deal adds Sulzer's submersible dewatering drainage and sludge pump line to the Sykes auto-prime dewatering range and opens new opportunities in the dewatering sector.

Swiss based Sulzer has specialised in devising and delivering pumping solutions for over 180 years. The group serves clients around the world through a network of over 150 production and service sites and with its 15,000 employees generates annual sales in excess of AU\$4bn.

As of May 2015, AllightSykes has the rights to distribute Sulzer's extensive range of dewatering pumps.

AllightSykes Pump Business Unit Manager Darren Coles said: "The Sulzer submersible dewatering pumps are a perfect companion product for the Sykes auto-prime range."

AllightSykes Pump Product Manager Chris O'Brien said: "Sulzer submersible



AllightSykes will have the rights to distribute Sulzer's extensive range of dewatering pumps

dewatering pumps boast cutting edge technology that provide end-users great value for money."

Contact: 08 9302 7000 or visit website: [www.allightsykes.com](http://www.allightsykes.com)

## Kennards Hire Kiwi presence grows

Kennards Hire has provided the tradies and DIY lovers in New Zealand with the equipment and know-how to get the job done for over three years.

Now, a recent merger with GI Hire, will see residents and workers in Panmure benefitting from their own Kennards Hire branch.

Kennards Hire supplies a range of tools and equipment for professional builders, plumbers, electricians as well as the serious DIYer and home owner.

The GI Hire team will stay the same; with the inclusion of Kennards Hire's state of the art equipment. Kennards Hire will work with existing GI Hire staff to ensure it's business as usual in Panmure.

The Panmure store will be located in the old GI Hire facility at 4 Morrin Road, Panmure. Call 09 570 2168 or visit: [www.kennardshire.co.nz](http://www.kennardshire.co.nz)

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# Contracts Won



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## GREEN ISLAND POINT RESIDENTIAL DEVELOPMENT

### SCAMANDER, TAS

Green Island Point will overlook the Scamander River, the ocean and parkland. Twenty-eight individually designed houses will be built over a 15 year period approximately. The first house will be for display and then occupation. The parkland site will total around 9 larger blocks.

Value: \$16,000,000

Commence Date: 15/02/2016

Developer: GLENN BROMFIELD & GARY KEYS

## PEAK DOWNS HIGHWAY (NEBO-MACKAY)

### MACKAY, QLD

Construction of sealed & standard deviation on Peak Downs Highway.

Value: \$126,000,000

Commence Date: 10/12/2015

Developer: DEPT OF TRANSPORT & MAIN ROADS (MACKAY)

## WHITE ROCK WIND FARM

### GLEN INNES, NSW

All electrical & civil works for construction

of overall 1 project comprising 19 turbine wind farm & associated infrastructure.

Value: \$70,000,000

Commence Date: 23/11/2015

Developer: GOLDWIND AUSTRALIA

## CENTRAL ARNHAM RD ROCKY BOTTOM CREEK HIGH LEVEL CROSSING & GOYDER RIVER BRIDGE RECTIFICATION

### NHULUNBUY, NT

Construction of Rocky Bottom Creek single lane bridge/high level crossing. To include 3.2km of 2 lane road approaches & realignment on Central Arnhem Road and associated works.

Value: \$12,000,000

Commence Date: 5/10/2015

Tendering Authority: DEPARTMENT OF BUSINESS Darwin

## WOAKWINE WIND FARM DEVELOPMENT

### MOUNT BENSON, SA

Construction of a wind farm comprising 124 turbines producing 450-540 megawatts of energy.

Value: \$725,000,000

Commence Date: 1/06/2016

Developer: INFIGEN ENERGY LIMITED

## BETHANIE HEAD OFFICE - DALY STREET

### BELMONT, WA

Works to include the construction of a 4 storey office building containing 2 car parking levels & 2 office levels.

Value: \$10,000,000

Commence Date: 9/11/2015

Tendering Authority: T & Z ARCHITECTS & PLANNERS

## CRITICAL INFRASTRUCTURE RECOVERY PROJECT - GARDEN ISLAND

### GARDEN ISLAND, NSW

Project N2253B involves works to address condition, structural, compliance & operational risks associated with the wharves & berthing infrastructure & the electrical supply & engineering services at Garden Island (East), Sydney.

Value: \$167,000,000

Commence Date: 17/10/2015

Tendering Authority: DEPARTMENT OF DEFENCE



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## PERSON of INTEREST - Rory Kennard

The 2014 winner of Best New Product at the Hire Industry Excellence Awards – Makinex's Managing Director Rory Kennard gives us an insight to what is driving him and Makinex forward and the challenges facing the hire market today.

**Q: How long have you been in the hire industry?**

A: I was born into hire being a part of the Kennard's family, but I have always enjoyed designing and inventing products and have focused my working life around that since leaving uni (where Rory studied mechanical engineering).

**Q: What do you love/hate about the hire industry?**

A: I love products are being utilised as much as they can be; that the industry gets the maximum use out of them and reuses equipment over and over. That approach is good for the world.

But I have a love/hate relationship with the way equipment is treated by the end user. Certainly that has made me a better designer and our products are designed better as a result. If a product or equipment can withstand the hire

industry, then you know it is well designed and robust. I love the culture of the hire industry. It is a successful business culture and the industry is filled with genuine and happy people who love to share and network.

**Q: What is Makinex doing now it wasn't doing 10 years ago?**

A: Makinex has been around for 11 years now. I have been designing products since 2004 (previously operating under the WorkSmart Equipment corporate brand), but it is only in the past 3-4 years we have ramped our operations and begun exporting to international markets, including in the US and Europe.

We are now focused on selling more innovative products as well - both here in Australia and also into overseas markets.

Definitely we have a clear vision of where we're going and what we stand for and

that is in making inefficiencies extinct; that's what our company name Makinex means. Any product we buy or sell has to make the job faster, better and smarter.

**Q: Where is the company focusing its energies for the future?**

Our goal is to get 20 products in 20 countries in the next 10 years. We will be focusing on the higher technology area, in making technology smarter. I am interested in mixing robotics with the construction industry and am thinking about that a lot right now.

I see the hire industry as having a lot of scope for bringing new technology to end user markets because it hires/reutilises the equipment, maximising its output and their return on investment. These days more consumer end products and equipment are available from big trade warehouses like Bunnings for far



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cheaper than it could ever be supplied by a hire yard and as a result the hire market equipment line-up is changing in line with this trend. So increased technology equipment and innovation is a perfect fit for the hire market.

**Q: What is happening in the hire market? Trends? Customer movements/needs changing?**

Customers and the speed of the world are changing dramatically. Think about the speed of transactions today and the quality of machines available. The hire market is being consolidated but there are still new, fresh players raising the bar continually. I think hire will be an increasing market mainly because today people want to own less and share more.

Think about the proliferation of websites today where people are offering do-it-yourself hire options or do-it-yourself accommodation.

Collaboration is increasing and technology is allowing more small business opportunities. But we as consumers (and especially as an industry) still need accountability and quality products so I see it will be very hard for these more personal marketers to threaten the hire

industry. They will offer a challenge for sure, but we just need to work smarter and better to overcome them.

**Q: What are the profitability factors the industry should be monitoring?**

Profitability is very important for improvement and growth; to enhance the industry and to pay for times when business is not so profitable. Utilisation of products makes a big difference so buying quality products that serve the customer well and last the distance are also important.

**Q: What's been the biggest innovation in the industry?**

Apart from the Powered Hand Truck? The HRIA Hire Show always has a lot of great and innovative new products every year and I enjoy seeing and reviewing those.

But technically speaking, I think the hire industry is quite technologically behind other markets in serving customers and in its interface with customers. There is definitely an opportunity for the industry to grow into there. For eg: let's look at how



Rory Kennard - Makinex

other markets operate and how customers receive their goods. Much of it is online today, yet the hire industry is lagging in this area. I appreciate this will be tough to accommodate and achieve because there are so many different facets of hire across different markets, products and equipment ranges. It will be difficult

to find one solution to fit all needs.

**Q: What would you like to see happen for the hire industry?**

We have great events in the hire industry and as a member of the HRIA I'd like to see that continue. I want to see the industry grow and move into more areas. I'd love to see the industry step up technologically to meet customer needs. Let's face it: everyone has a Smartphone and can access online information and book things online immediately these days. We need to address this increasingly urgent need as an industry.

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# Planning for the succession of your business – is it as simple as hanging out the shingle?

## By law firm - Bartier Perry

**Benjamin Franklin said “If you fail to plan, you are planning to fail.”**

**It is unlikely the success of your business has come about by pure luck. Business owners have a vision and most successful businesses will have a ‘road map’ to put their business on the path to success. The ‘road map’ alters as changes happen, some of which can be planned such as growth, location, products and distribution. Some changes are forced on businesses such as technology and changes to the law and some can strike at any time such as incapacity, illness, and death.**

Picture this:

- you have a successful business and have recently implemented an expansion of your business;
- you receive a call from the spouse of one of your business partners to let you know your business partner has just been admitted to hospital with a brain bleed and has been placed in an induced coma;
- unfortunately your business partner does not recover and dies the next day;
- the spouse of your deceased business partner is left with three young children and does not work, nor do they have the skills or the desire to be involved in the business so they want to be paid the value of your deceased business partner’s share of the business;
- you and the other business partners discussed succession planning and did arrange life insurance but never got around to finalising any documentation;
- you discover the life insurance policy owned by your deceased business partner will be paid to their estate and their share of the business has been left to their spouse.

The events have happened so quickly and the demands of your deceased business partner’s spouse are taking their toll on the business. You and your other business partners are starting to lose focus on the business which is evident by complaints coming in from your customers. Your suppliers are a little anxious because you

have not paid your accounts on time.

You and your other business partners are worried about:

- how are you going to buy out the spouse of your deceased business partner;
- how can you ensure the business continues to prosper as planned; and
- what happens to the business and its employees if it cannot recover following the death of your business partner?

You and your other business partners pull out the draft agreement you had prepared a couple of years ago which sets out precisely what happens in the event one of the business partners suffers loss of legal capacity, has a prolonged illness, or dies.

Had the agreement been finalised, the tragedy of the death of a business partner would not have been avoided but, the life insurance paid to the spouse would have represented in full or part the value of the deceased partner’s share in the business. The draft agreement did set out a methodology to value the business and undertakings by each of the business partners to increase life insurance to keep the amount in line with the value of the business. It also set out a payment plan to the estate of a deceased partner in the event the proceeds of life insurance were less than the value of the deceased partner’s share in the business.

Having a succession plan which covers what happens when there is an involuntary departure from the business (incapacity or death), a voluntary departure (resignation), the admission of new business partners, and passing control of a family operated business to the next generation is as important as having the vision and ‘road map’ to grow a successful business. In fact it might be argued a succession plan is more important as death, disability, and retirement can all result in major disruption to a business which could ultimately lead to a failure of the business.

Nearly every day there is an article in a newspaper or some other form of media



which relates to ‘succession’ whether it be AFL team Richmond Tigers succession plan for the departure of Alex Rance, the chairman of Samsung suffering a heart attack in May 2014, or the succession of the Frank Lowy empire.

The time to have a succession plan is when the business is beginning to show profits and is over the start-up phase (generally after five years). Failure to have a business succession plan can have massive implications for a business.

### What is a business succession plan?

A business succession plan needs to deal with several things including:

- Death
- Disability; and
- Retirement.

The plan also needs to consider the structure of the business; ie: partnership, discretionary trust, unit trust, company, or a combination of structures. The control of the business needs to be carefully considered and how that control is passed on the happening of certain events.

A simple example of control falling into the wrong hands is:

- the family business is operated in a discretionary trust which was set up by the parents who both control the trust;

- the parents decide to retire and transfer control of the trust to their son Robert who works in the business;
- Robert is married and his parents do not get on with his wife. Robert makes a Will in which he appoints his wife as executor and leaves his estate to his wife;
- Robert is killed in a car accident and through his Will, his wife now controls the trust. His wife begins to distribute income and capital to herself and other members of her family who are included in the class of beneficiaries;
- Robert's parents commence proceedings to have control of the trust removed from Robert's wife. Unfortunately for the parents, the Court determines Robert's wife control of the trust is valid through Robert's Will.

The above example demonstrates the importance of your own personal estate planning (eg: your Will and Enduring Power of Attorney) being prepared in a manner which avoids control of various business related entities falling into the wrong hands.

Behind all businesses are individuals who need to ensure their own personal estate planning is completed having regard to the succession plans of the business.

If the business succession plan is not taken into consideration when you complete your own personal estate plan, on your death there could be unintended consequences which could result in control of your share of the business falling into the wrong hands, let alone the possibility the business may not recover from the disruption and costs associated with taking control back of your share.

Part of the business plan may be to sell the business on the death of the business owner, or on the retirement of the business owner. Tax planning will be required prior to a sale and in some cases, it may be necessary to restructure the business before a sale.

Planning for the succession of a business will invariably be different for each business and involves tax and legal considerations; what a shame it would be for all the 'blood, sweat and tears' of building a successful business to end up with little or nothing to show on your death all because succession planning was not done properly. Hope is not a strategy!

#### Time to take action

If you do not have a business succession plan, now is the time to start the process to implement the plan. At the same time your personal estate plan should be reviewed, or if you do not have a personal estate plan, now is the time to get one done.

#### How can we help

At Bartier Perry we have lawyers who specialise in business, tax and personal estate planning. We can work with you and your other advisors to implement a business succession plan, provide tax advice and strategic advice regarding the business structure. Our team will also work with you to develop your personal estate plan.

Since the importance of business succession planning and personal estate planning cannot be underestimated, we would like to offer to you a one hour meeting free of charge with one of our lawyers who specialise in business succession and estate planning. The purpose of the meeting would be to do a 'health check' on your current business succession and estate planning arrangements.

There is a quote from an anonymous source which says "you can't do today's job with yesterday's methods and be in business tomorrow". That quote could easily be altered to say "you can't do today's job with no succession plan and be in business tomorrow".

We look forward to meeting you.

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# New equipment led the display at HIRE15

HIRE15 – Destination Success – HRIA National Convention  
Adelaide Showground, held 28–30 April, 2015

With 19 entries in this year's Best New Product award (all were on display at the show) and new exhibitors representing 20% of the overall number of exhibitors, this year's Hire and Rental Industry Association (HRIA) National Convention HIRE15 – Destination Success was a dynamic showground for new equipment and services for the hire market.

Amongst the range of new products brought direct to the market by HIRE15 was: a zero emission scissor lift from Genie; 'the world's first true four wheel electric drive hybrid boom' from JLG; an 'anchoring system' for 'fixing' structures to the ground from Baytex; a new range, never seen in this market of gutter or roof vacuums from Kerrick Industrial; a concrete mixing trailer from Process Innovation; a cordless cut-off saw from Stihl; a portable vacuum truck from Vacuum Truck Supplies; and new skid

steer from Vermeer to name a few. New exhibitors to HIRE15 also brought a wealth of new equipment and included: the first-ever HRIA convention truck mounted EWP display from Nifty-Lift; variable message signs and high vis fencing displays from Data Signs; vacuum trucks from Vacuum Truck Supplies; the world's largest boom lift – the JLG 185; truck mounted cranes from Palfinger; and fuel containment tanks from Western Global.

HRIA CEO, James Oxenham said: "Comments from exhibitors at HIRE15 indicated a very positive market response to the exhibition with many sales occurring right off the exhibition floor and lots of sales leads.

"Exhibitors commented on the quality of visitors saying interest in equipment, product and services was high with many visitors to HIRE15 working their way



around the exhibition space with definite buying aims in place," James said.

With keynote speakers and daily industry seminars, the business of hire was very much a main focus as were the live demonstrations outdoors and exhibition display including events, marquees and structure suppliers.

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# HIRE15 – new equipment, new friends, new opportunities

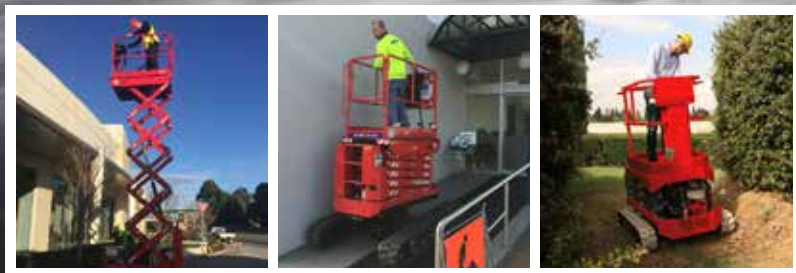






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# Two winners take top honours at the 2015 Hire Industry Excellence Awards

For the first time in the history of the Hire Industry Excellence Awards, two winners took home top honours at this year's awards presentation.

Recognised for their outstanding achievement and industry excellence in front of 300 industry peers at the awards night on Thursday, 30 April, Access Group and Prime Rentals were both acknowledged for their overall business operation and expertise as Rental Company of the Year.

This year Hire Industry Excellence Awards winners included (listed alphabetically):

## **Rental Company of the Year**

Access Group Australia

Prime Rentals

## **Rental Company of the Year (under \$5m) – Uphire**

## **Rental Company of the Year – Events Division – Excel Events;**

## **Supplier of the Year – Hiretech**

## **Supplier of the Year – Access Division – Genie Industries**

## **Best New Product – Baytex Earth Anchors**

## **Best Exhibition Stand – Indoor – Wacker Neuson**

## **Best Exhibition Stand – Outdoor – Genie Industries**

"Nominees are assessed by the judges across almost 50 criteria ranging from presentation, to systems and procedures, OHS compliance, community involvement and customer testimonials," James Oxenham, HRIA CEO said.

"Finalists all say they increased their business and saw increased respect from their existing customer base for their achievement. Just by completing a presentation, you have the opportunity to investigate and analyse your company's Key Performance Indicators," James said.

"Entering the awards is comparative to an industry benchmarking program; it is a comparison between entrant businesses and provides excellent feedback."

Finalists are selected in each of the Rental Company of the Year categories, shortlisting the competition to highlight outstanding industry achievement. This year finalists included:



**Rental Company of the Year – Access Group Australia**



**Rental Company of the Year – Prime Rentals**



**Rental Company of the Year – Events Division – Excel Events**



**Supplier of the Year – Access + Best Exhibition Stand – Outdoor – Genie Industries**



**Supplier of the Year – Hiretech**



**Rental Company of the Year (under \$5m) – Uphire**



**Best Exhibition Stand – Indoor – Wacker Neuson**



**FINALISTS – Rental Company of the Year – Events: Excel Events; Renniks Events; Wow Structures; Your Event Solutions**



**Best New Product – Baytex Earth Anchors**



**FINALISTS – Rental Company of the Year: Access Group Australia; Classic Hire; Preston Group; Prime Rentals; Top End Access**

## **FINALISTS – Rental Company of the Year – Events**

Excel Events  
Renniks Events  
Wow Structures  
Your Event Solutions

## **FINALISTS – Rental Company of the Year (under \$5M)**

All Lift Forklifts  
Allwell Hire  
Baxter Hire

City Hire  
Complete Hire Equipment  
Cowra Hire  
Uphire

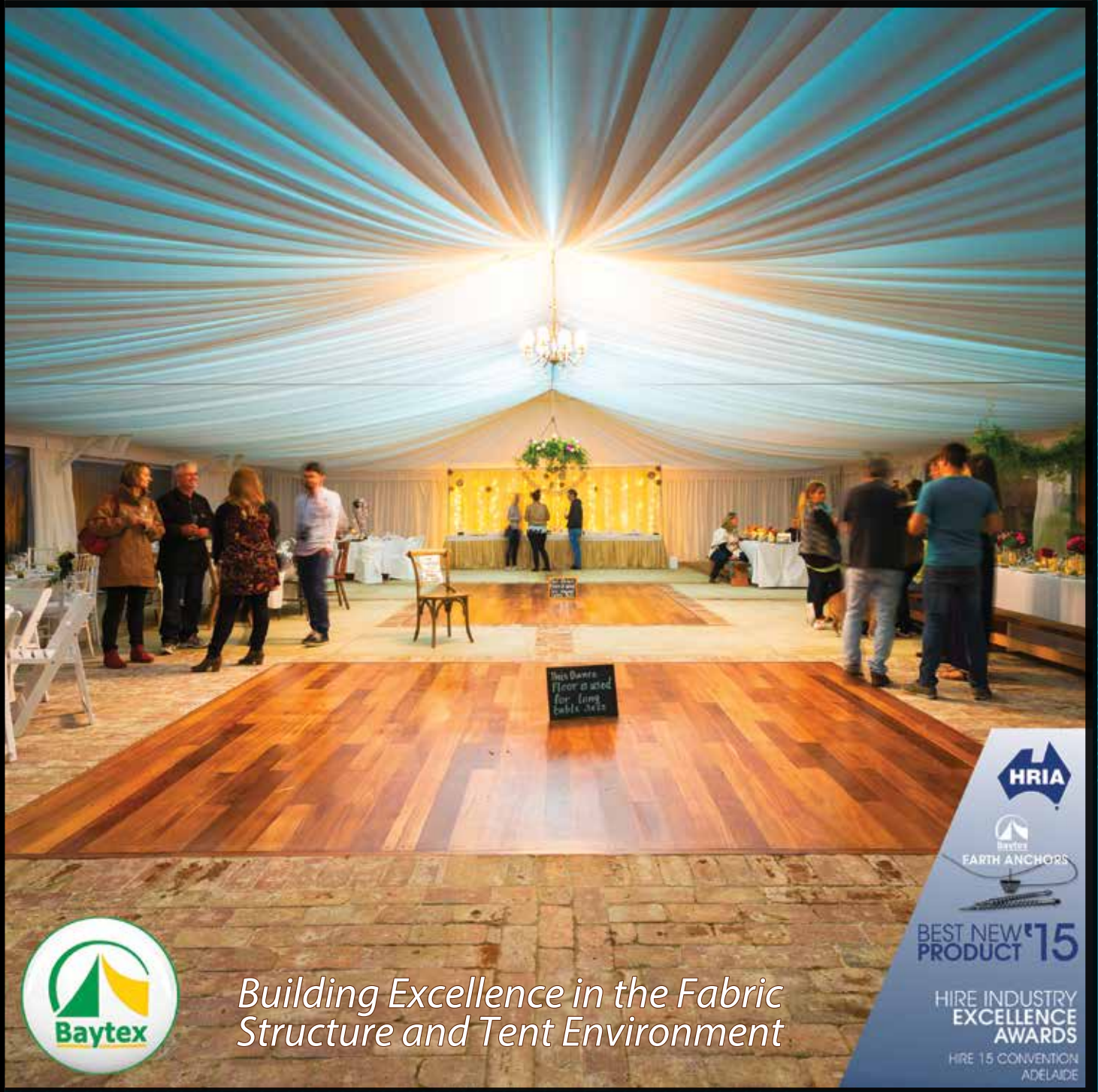
## **FINALISTS – Rental Company of the Year**

Access Group Australia  
Classic Hire  
Preston Group  
Prime Rentals  
Top End Access



# EVENTS **IN** FOCUS

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# Events Division – your Association at work

Tom O'Dowd – National President provides some detail and insight into what has been happening behind the scenes at an Association level for the Events Division.

Tom O'Dowd from No Fuss Solutions has been hard at work, attending state meetings in NSW, SA and recently in QLD, representing the entire Events Division of the HRIA.

## Representation at State level

The Events Division works in with the state committees with Events committee members representing the market on some of the state committees. There is certainly opportunity for greater Events representation at State committee level.

Our current HRIA National President, Jeff Bernard runs Cool Breeze Rentals which is of course heavily involved in Events; past state and current SA Presidents, like Linda Cater Watts, Mark Burton and now Saul Heffernan are all also focused on the Events sector.

## Changing the events industry image

In the past, the Events sector has had an image problem; previously being seen as 'small businesses' which were generally lumped into the small time, 'party hire' mentality.

The reality for our members today is completely different. In general a large event company such as Harrys the Hirer or Butlers would move as much equipment around the country in any one year as the army, if not more.

Events companies are continually working to tight time lines organising logistics, materials and labour, quietly achieving remarkable results on a consistent basis. The Events sector has a lot more going on than just marquee or stage construction.

Large companies such as Coates Hire have sponsored some of the largest events in this country supplying items such as generators, fencing, light towers, portable buildings and more, all of which we associate with construction. Because they were not involved in marquee supply we don't tend to think of them as an events-based company.

While it is entirely appropriate for the Events division to have its own national representation, and own voice to push events related issues, I think we need to be mindful we are all in the hire business. I really believe we should recognise the differences but celebrate the similarities.

## Events Division Training initiatives – gaining National Accreditation

In the past the Events Division has held a marquee erectors course, run by Spencer Tankard in conjunction with the HRIA. This course has been widely acknowledged as a great course. Unfortunately the course has not enjoyed the popularity it should, because opinion and feedback tells us national accreditation is more favourably considered.

With this in mind and following a unanimous show of hands at the seminar in Adelaide at Hire 15, I have begun designing a course for temporary structure erection and took the discussion to an Association Board meeting.

For the course to be successful and gain national accreditation the plan is to fall in line with the Victorian Building Authority (VBA) requirements for its Registered Building Practitioner Certification. The VBA has indicated it is willing to support the initiative in full.

## Association initiatives underway – new Temporary Structures Standard

Together with the HRIA I have been working to provide an Events industry voice for the Australian Building Codes Board (ABCB) during implementation of the new Temporary Structures Standard.

The ABCB released the final draft for public comment in early June. The HRIA made a final submission, then argued strongly on a few points we believed didn't fit, however were unable to secure any further concessions.

The Standard is now in the 'final draft' phase and has gone to the ABCB for ratification. Although not alone in our efforts, I believe we have been successful in winding back a lot of the clauses which would have had a huge impact on our industry and operations; but many challenges for our industry will still exist as a result of this new Standard.

In practical terms the net result of the new Standard is almost every temporary structure will require some form of modification.

This might take the form of additional bracing or increased weights. The final outcome will be dependent on the

individual structure, however, in most cases, engineering input will be necessary. Most states have indicated they will adopt the Standard in its entirety; but NSW remains undecided.

The HRIA and specifically our new CEO, James Oxenham have put a lot of work into this, managing to have the Portable Toilet Code of Practice included as a reference document within the new Standard. To help the industry understand the changes and the impact of the new Standard, the HRIA and I have begun to develop a guide to the new Standard.

## Weighting Guide to be updated

The weighting guide that has served the industry well for the past six years urgently needs to be reviewed. Currently the HRIA and I are focused on this task with three engineering proposals underway.

I am also working towards getting all manufacturers to provide simple, easy to follow instructions and drawings for all their structures, to create an assortment of assembly check sheets so this information could be easily provided on site at time of marquee or structure erection.

I have also applied to become an HRIA Events Division representative on the VBA board to help the Events industry get its voice heard at this important level.

## Events opportunity – 2018 Commonwealth Games

I recently met with Mark Cutler, the Head of Venue Development and Overlay for the 2018 Commonwealth Games Organising Committee (GOLDOC), who provided detail about the Games plans and current status of the setup and planning.

The purpose of the meeting was twofold: to make Mark aware HRIA members are willing and capable of providing the infrastructure required and that the HRIA would offer assistance to this process.

The Association has pitched the same message to the head of GOLDOC Overlay and as of last October the head of GOLDOC Procurement. Mark believes we will see the first of the tender packages start to come out in about a year.

All members interested in Commonwealth Games tenders should register on the ICN Gateway site: <http://gateway.icn.org.au>

# president's message

## What's in it for me?

When we are busy it is easy to overlook important aspects of business we just don't have time to focus on, like keeping up to date with legislative changes, or monitoring industry best practice or understanding the importance of weighting guidelines and how the Building Code of Australia is changing. This is where the HRIA comes in.



HRIA membership, what's in it for me? This is a question asked regularly by prospective new members. Well the answer is as always plenty including: HRNet with real time help from professionals in the field; a DDA consultant ready to provide advice; newsletters; red alerts re stolen goods; and meetings held in each state not less than three times per year to keep you updated on the trends and shared experience of all.

Apart from that the Association acts as your advocate with issues affecting the industry such as PPSA, new ABCB standard for temporary structures, publication of Code Of Practice for Portable toilets, marquee weighting guide. Then as a bonus there's the networking with your frenemies and peers.

As a result of our meeting/workshop in Adelaide at Hire 15 at the end of April, we are currently designing a temporary structures erectors course. I would really love to get your input or feedback on this. We will be looking to have this as a nationally certified course that will show we are serious about the integrity of our industry.

The draft copy of the basic intended course outline is available to anyone interested for comment. Just call head office and ask. The intent is for the HRIA to run this course, lifting the standard of workplace skills across this sector. We envisage this being implemented over a two year, phase-in program.

**Tom O'Dowd**  
Events Division National President

## ON THE COVER: BAYTEX Wedding Venue & Lining System

Old Broadwater Farm Weddings' stunning 'wedding tent' is a 15m x 27.5m twin-peak Alispan Pavilion featuring an Acoustic Lining above gathered Wedding Lining and double-skinned Clear Walls.

One end is a standard gable with the opposing end half an octagon in shape and blended into a high-peaked roof, being one of two along its 27.5m length. The marquee features a 2.6m eave height and a reduced bay width to 4m to allow the building to be erected permanently while complying with the local Building Authority regulations. The marquee has a rated wind speed of 134kph. The roof and walling are all made from Ferrari 702 opaque.

Baytex developed a new product, the Baytex Acu-Term Liner for the brief: a range of 100% polyester acoustic and thermal insulation lining products for marquees and structures, designed for reducing and controlling noise and providing high thermal performance within controlled spaces. They are designed to control reflective sound, to contain (absorb) sound, to significantly decrease heat loss and keep external heat outside a space. Visit: [www.baytex.com.au](http://www.baytex.com.au)



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## Non-traditional stretch marquees take shape

Stretch Marquees & Fabric Structures' recent blog covers interesting facts and information about its business. Here is a Q&A summary.

### Q: What new shapes/configurations are available?

Stretch tents are available in a range of sizes and shapes from 4.5m x 6m up to 20m x 30m. And we can custom make tents to fit individual requirements.

New product offerings planned for the 2015/16 year are:

- Integrated flooring system for the stretch tents for easy deployment on hard surfaces
- Retrofit stretch tent skins for clearspan pavilions and pagodas. Aimed at allowing rental companies to maximise the return on their existing stock while offering a new attractive and innovative style of marquee
- Clear fabric and glazed wall options

### Q: What benefits do non-traditional tent shapes offer?

Non-traditional shapes mean companies can use the stretch tents as part of their marketing and design, rather than creating an event around a boxed tent. The various shapes provide opportunity for structures to blend into the environment, while making it easy to adapt to unusual spaces.

### Q: What are the limitations of non-traditional tents?

It may be more difficult to gauge load capacity on a stretch tent, and you need poles, which are not needed in clearspan tents. Although there are challenges with using stretch fabrics, they present many more opportunities than disadvantages. We ensure the safety of all structures, including load capacity.



### Q: Do Stretch tents require specific types of fabric?

Every tent we produce undergoes checks for manufacturing defects before it leaves our factory. The fabric includes a built in UV absorber for sun and fading protection, plus anti-bacterial agents to increase fabric life and inhibit stains.

### Q: Can stretch tents be printed?

Yes, the tents can be custom printed. Full digital image quality printing is available on all our tents. We use UV dye-sublimation process that includes CMYK + WHITE 5 colour printing to allow digital image printing on all base colours of our stretch tent fabric.

### Q: Do stretch tents present Building Code issues?

We provide engineering documentation and FR certifications for all products. We work with customers to ensure they comply to all relevant international and local Building Code requirements.

Contact: 02 9907 6488 or visit website: [www.stretchtents.com.au](http://www.stretchtents.com.au)

## Titan refrigerated storage & container rental in Australia

UK and Europe based Titan Containers has moved into the Australian market and will offer its range of refrigerated storage solutions, container rental, as well as new and used containers for sale.

Under three years average age, Titan's refrigerated storage containers, ArcticStores, are purpose designed and built for storage applications.

Titan's range includes 10ft, 20ft and 40ft ArcticStore range of sophisticated, low power consumption and user friendly portable refrigerated cold storage containers for local short or longer term rental. Temperature range in ArcticStore ranges from minus 40oC to plus 30oC while the new ArcticStore Ultra Freezer will operate down to minus 60oC.

Where more space than containers offer is required, Titan's SuperStore models provide a flexible solution. The Arctic SuperStore cold room is bigger than typical extra wide, or wide body, cold storage solutions. Floor strength permits motorised pallet lifter and even fork truck operations.

Single phase refrigeration is available in Titan's 10ft, 20ft and 40ft ArcticStore refrigerated containers as well as in 20ft and 40ft Arctic SuperStore cold rooms.

Titan offers locally supplied single phase refrigeration as an alternative where 3 phase power is not available. Titan also offers a range of storage container types with many in new one-trip condition or as used second hand containers, plus a range of DNV containers for the offshore exploration and production sector.

Contact: 1800 538 572 or visit website: [www.titancontainers.com.au](http://www.titancontainers.com.au)

## Total Sanitation Solutions

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## Best New Product 2015: Earth Anchors are a 'game changer'

The 2015 Hire Industry Excellence Award Best New Product winner, Baytex Australia's Earth Anchors are an 'anchoring system' for 'fixing' structures to the ground.

Lightweight and reusable, the Earth Anchor offers heavy-duty load handling with minimum effort. Available in many sizes from 23cm – 120cm and made from high quality lightweight 356-T6 aluminium, the hex head design accommodates easy installation with an impact wrench over many applications. Compared to conventional staking methods, the distinctive design of the Earth Anchor boasts impressive holding power and ease of use.

According to Andrew Lingman, Design Manager for Baytex, the Earth Anchor was first introduced by the US military which used it to hold down quick-erect solar powered communications towers.

Baytex took that standard product and adapted it to hold down marquees with the release of the PE18-33 Earth Anchor.

This revolutionary new 'anchoring' product is developed specifically for the 'holding' requirements of tents, marquees

and temporary or semi-permanent structures.

The Earth Anchor has almost twice the hold down value of a standard stake, Andrew said and is made from aircraft grade alloy.

The flute diameter of the PE18-33 is designed to fit the existing 30mm standard for base-plate staking holes.

This 'game-changing' product boasts significant benefits over conventional staking methods:

- Holding power: superior holding power to conventional pegs & stakes;
- Lightweight: the aluminium advantage: Shipping cost, on-site handling;



- Durability: cast aluminium 356 alloy aircraft-quality, heat treated to T6 specification (no corrosion);
- Ease of use / Reusability: screw-in, screw-out. No more sledge hammering;
- Increased productivity: quicker installation than conventional staking.

Contact: 02 4340 4144 or visit website: [www.baytex.com.au](http://www.baytex.com.au)



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# VIP Ensuite Trailer new to Aussie market

Total Sanitation Solutions has developed a VIP Ensuite Trailer which it launched at the HRIA National Convention HIRE15 in Adelaide in May.

The VIP Ensuite Trailer on display at The HRIA Convention featured a VIP shower/bathroom and separate toilet, however Chris Sharp, Managing Director, Total Sanitation Solutions said the VIP Ensuite Trailer can be configured in multiple ways. It could feature four toilets, or two bathrooms, or two toilets and two showers; whatever configuration is required.

Chris said Total Sanitation Solutions is focusing on the wedding and corporate event market, including backstage facilities for events, and the movie industry. He said the VIP Ensuite Trailer would also be perfect for the home renovation market.

"The Ensuite Trailer weighs just 940kg so it can be towed by any vehicle," Chris said. "It features lockable, foldaway steps, stabiliser legs which can be removed, and runs off a regular LPG cylinder with a fitting to plug in a garden hose."

The idea for the VIP Ensuite Trailer came about when we saw a gap in the market. "In Australia we have the standard portable toilet or a trailer with a portable toilet on it.

"These days there are more and more up market events where people want more luxury in a portable bathroom. The idea to move ahead with this idea came during The Pumper Show in the US. This type of amenity is very big in the US. So we bought four portable bathroom JAG units from the US and brought them to Australia. We soon found after that initial investment it was just too complicated and expensive and difficult logistically to continue to



The VIP Ensuite Trailer from Total Sanitation Solutions can be configured in multiple ways

bring those units out here.

"So we thought we'd do it ourselves. It has taken us the better part of 12 months to get this end result, but we are ready to go

to market with a quality product that suits the Australian market," Chris said.

Contact: 07 3277 5727 or visit website: [www.totalsan.com.au](http://www.totalsan.com.au)

## DDA Advice Line for HRIA members

Assisting with advice about the Disability and Discrimination Act, this helpline is particularly useful for anyone involved

in setting up events and concerned about accessibility to the site (also free to HRIA members)! Visit the HRIA website for more.

## Code of Practice for Portable Toilets

The HRIA Code of Practice for Portable Toilets has been published and is available on the HRIA Website under

'Resources' then 'Information Sheets'. This Code will be reviewed in 2016. Visit: [www.hireandrental.com.au](http://www.hireandrental.com.au)



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# EWPA News + Actions

## Global Incident Reporting

The EWPA incident investigation document tool has been published and is available on the EWPA website: [www.ewpa.com.au](http://www.ewpa.com.au)

This comprehensive incident reporting tool could not have come together without the input and drive from David Single. He and his team of industry experts donated their time to create this 'first of its kind' "EWP Incident Investigation Document." The document was presented during the EWPA seminar at the Convention in May.

## EWPA + TSHA Training Update

The two new training programs went live on Monday, 11 May, 2015.

These are updated versions of the training programs for Yellow Card for EWPs and Gold Card for telehandlers. Through continuous improvement and industry consultation the programs have been developed to provide the latest in product training for the workplace.

The continuous improvement, industry consultation and high standards of both Associations and their Accredited Trainers have resulted in 2 programs that are widely accepted across Australia as relevant, high quality, industry led training. The cards will now have a QR code on the back for Verification of Training, where an interested party can scan and look on the national database for a detailed breakdown of the training. To find trainers and courses near you, visit: [www.ewpa.com.au](http://www.ewpa.com.au) under the 'Trainers' tab.

## TSHA

The Telescopic Handler Association of Australia (TSHA) Registered Inspector

program has been launched. Now the system is up and running it will be monitored by industry experts and updated accordingly. The EWPA envisages this system will be adjusted so it can be applied to the inspection of EWPs.

The TSHA continues to meet quarterly and work through industry issues such as Annual Inspections, Accredited Inspectors, the Compliance Matrix & Training Requirements throughout all industry sectors.

## EWP Training and Operators with ESL

An ongoing challenge for training organisations is to meet the needs of students from all walks of life with varying levels of experience in the industry and some who have little or no English.

The EWPA has produced a policy so students and assessors know exactly what is required to safely complete the Yellow Card Training. With successful understanding and completion of the Yellow Card Training Program, operators can take those skills into the workplace and not put anyone else at risk due to a lack of understanding of the English language. For details on the policy contact the National office on 02 9998 2222.

## Fair Work Commission

The Fair Work Commission (FWC) has made changes to the annual leave provisions in modern awards. These changes will allow employees to cash out annual leave in certain circumstances, and employers to require employees to take 'excessive' annual leave accruals. All employees covered by a modern award will now be able to cash out a maximum of

two week's annual leave in any 12 month period.

Employers now have the power to direct employees to take excessive annual leave if they have accrued more than eight weeks' paid leave for non shiftworkers and 10 weeks' paid leave for shiftworkers. Employers will not be able to make such a direction if it results in an employee's annual leave accrual falling below six weeks.

Visit the Fair Work Commission for more: [www.fwc.gov.au](http://www.fwc.gov.au)

## Fall Arrest Policy

The EWPA has published an updated Fall Arrest Policy with guidance on the use of harnesses in EWPs. Visit the EWPA website for more.

## Maintenance of Batteries in EWPs

The EWPA has produced a guidance note on maintenance of batteries in EWPs over the winter period. Visit the EWPA website under 'resources' and 'information sheets' and ensure your fleet of EWPs start first time every time.

## Safe Use Information Pack

This valuable resource is available for the public to use when assessing the most appropriate EWP to use. It provides a comprehensive guide to machine selection and covers vital information for anyone considering using an EWP in the workplace. Find it on the EWPA website.

## The EWPA is working for you!

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7200 (Audit period March 2015)  
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## on the cover

### The Genie Z-33/18 boom lift – lightweight, compact and versatile

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# Genie SX-180 boom lift finds applications

The Genie SX-180 self-propelled boom lift, capable of telescoping to a working height of 186ft (56.7m), has made a mark for itself and a real difference, in a number of applications throughout Australasia since its 2014 release.



The first Genie SX-180 boom lift was put to use in the construction of a ship-to-shore crane for Lyttelton, Port of Christchurch

The first Genie SX-180 boom lift to be delivered to Australasia went to Auckland-based rigging and welding company Rich Rigging in June 2014 last year. It was put to use in the construction of a ship-to-shore crane for Lyttelton, Port of Christchurch.

According to Rich Rigging owner and operator Murray Rich, the project faced major access and reach shortcomings prior to the Genie SX-180 boom lift's arrival. This unit exceeded the maximum reach of the smaller boom lift already on site by some 10m, proving vital for completing construction of the crane top section.

In the middle of last year, Perth-based Access Group supplied three Genie SX-180 boom lifts for utilisation at the Inpex Ichthys LNG processing facility in Darwin, one of the largest gas projects in the world.

On site, the boom lifts are being put to a wide range of uses as construction of the massive processing facility continues,

with one of their key applications being to replace the use of crane-supported man cages for work conducted at great heights.

Dean Rullo, General Manager and Sales Director at Access Group, said: "The feedback from our clients is the Genie SX-180 boom lifts have been very well received. We've been told they're increasing productivity on the site and enabling costs savings."

In December last year, Brisbane-based Crane Access took delivery of a Genie SX-180 boom, which according to Managing Director Casey Law opened up new market opportunities for the company.

"Previously, any calling we had for equipment with a reach above 50m meant using a truck mounted tower – now the SX-180 boom has changed that, and unlike truck mounted equipment, you don't need a separate operator so it's significantly cheaper to use," Casey said.

Visit: [www.genielift.com.au](http://www.genielift.com.au)

## Online portal innovation enhances customer parts ordering

As part of its commitment to providing industry-best aftermarket support, Genie has unveiled a major improvement to its online parts portal.

Systems enhancements enable customers to place an order directly through the Genie online parts portal rather than having to generate an order for stock and parts by email, as was the case previously. The enhancement makes ordering Genie parts quicker and easier for customers and as a sign of its take up, sales via the online parts portal doubled in May.

Mark Shea, National Group Parts Manager, Forcecorp, a leader in access equipment hire solutions, said: "The Genie parts portal is good because it delivers timely information when we need it and has delivered significant efficiencies in terms of processing customer orders."

Forcecorp, hire solutions group counts firms operating in the mining, building and construction sectors among its core client base, is using the online portal extensively

and was the first Genie customer to hit 10,000 and then 50,000 parts enquiries.

"The new initiative is fantastic because now we can raise a purchase order directly through the portal, receive the order confirmation immediately, with the part delivered the next day," Mark Shea said.

In the past, Forcecorp ordered its parts through the Genie parts facility in Queensland.

"However if the issue arises in Darwin, for example, we can use the portal to check if a local facility has the appropriate part. This can save time and freight expenses.

"The ability to buy directly via the Genie online portal reduces any reason for us to shop anywhere else for access equipment."

Contact: 07 3456 4444 or visit website: [www.genielift.com.au](http://www.genielift.com.au)

## Expanded aluminum product distribution

Genie has appointed service support leader, Access Service Australia (ASA), as the exclusive distributor of its aluminum lifting products in Western Australia and New South Wales.

"The exclusive agreement is a win/win for both companies as it allows us to increase the footprint of our material lifts in WA and NSW, while ASA now offers an expanded range of services to its customers," Peter Stephens, Regional Sales Manager, SA/WA, Terex Aerial Work Platforms (AWP) said.

As part of the agreement, Access Service Australia has the rights to distribute the entire Genie AWP Super Series range and Material Lifts, including the Genie Lift, Load Lifter, Superlift Contractor, Superlift Advantage and Super Hoist. Genie Material Lifts, also known as duct lifts, are ideal for lifting and placing small pallets and bulky objects.

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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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# Niftylift's new world headquarters & plant

UK based EWP manufacturer, Niftylift celebrated the opening of its new greenfield production facility and world headquarters by hosting a special open day at the facility in Shenley Wood, Milton Keynes in early June.

The open day was for both suppliers and customers, with Niftylift welcoming visitors from around the world to take their first look at the 28,000m<sup>2</sup> state-of-the-art facility. It houses Niftylift's Sales & Marketing, Finance, Research & Development and Machine Production functions, with just Service, Spare Parts and Refurbishing remaining at its Stonebridge facility.

Niftylift, represented in Australia by the Nifty team lead by John King, manufactures hydraulic work platforms with working heights ranging from 9m to over 21m mounted on trailer towable, self-propelled, self-drive, track drive, static base and vehicle chassis. The company was founded in 1985 and has production facilities near Barnsley and in Milton Keynes in the UK.

According to reports in UK media, the company has been gradually moving production across town from its old plant in Stonebridge and at the time of the plant opening, had six of its eight assembly lines installed in the massive new building.

The old facility in Stonebridge was purpose built in 1994 but the company had outgrown the site as demand for its boom and trailer lifts has grown. Niftylift will retain the Stonebridge facility for used equipment, repairs, service and rebuilds. In addition to the two facilities in Milton Keynes the company has a fabrication plant in the Nottingham area. The company said the production move went relatively smoothly, and production efficiency and product quality - as measured in faults picked up at the end of the line - have both improved significantly.

Visitors to the open day were able to view and operate examples of Niftylift's entire product range, including Niftylift's award-winning Hybrid range.

There was also an indoor exhibition where visitors could learn about the business, its innovations and interactions with the marketplace and local community. Inside the main hall there was an extensive display covering all aspects of the company and its history. The display included a competition to test your skills in Lean Production assembly techniques.



The new building covers 12,000 square metres of the 28,000 square metres developed space

Niftylift has space earmarked for future development on the Shenley Wood site, with a dedicated R & D Centre and Visitor / Training Centre already planned. The 12 acre site has been planned to manage two more phases of expansion, adding to the current 12,000 square metres under cover - with seven acres (28,000sqm) of the site currently covered with building and yard.

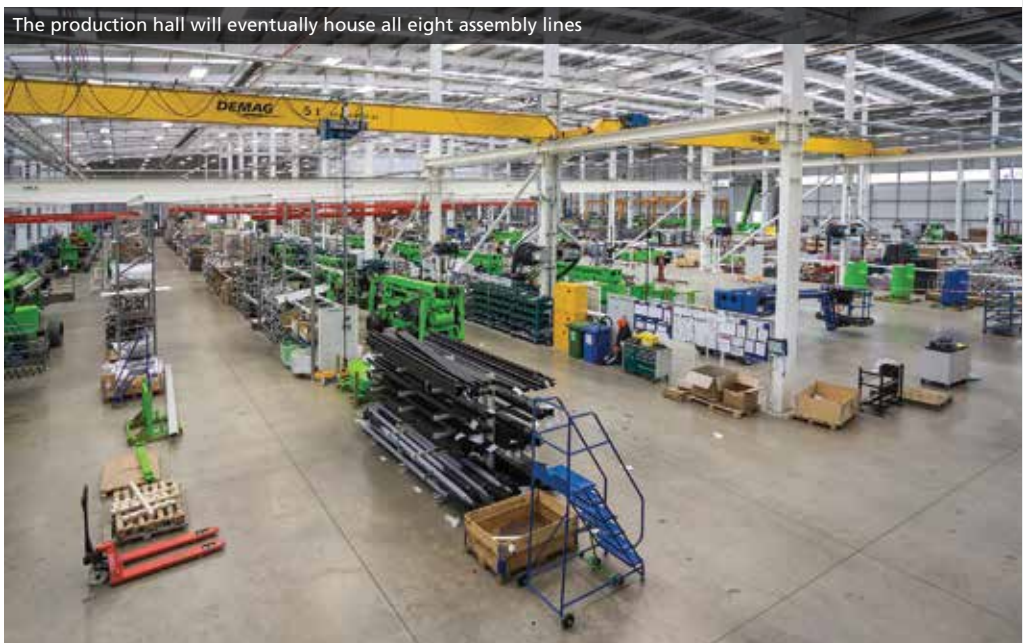
Bringing cutting-edge technology together with environmental consciousness, the new Shenley Wood headquarters is the embodiment of Niftylift's business ethos, the company said. It will open the doors to new employment opportunities within the region and give Niftylift the 'room to

grow' it needs to continue to develop its reputation as a successful, sustainable British manufacturing company and compete on the world stage.

One key objective was to bring all the offices together and offer a better work environment. The environmental aspects of the building include automated lighting that constantly adjusts to make the maximum use of natural light.

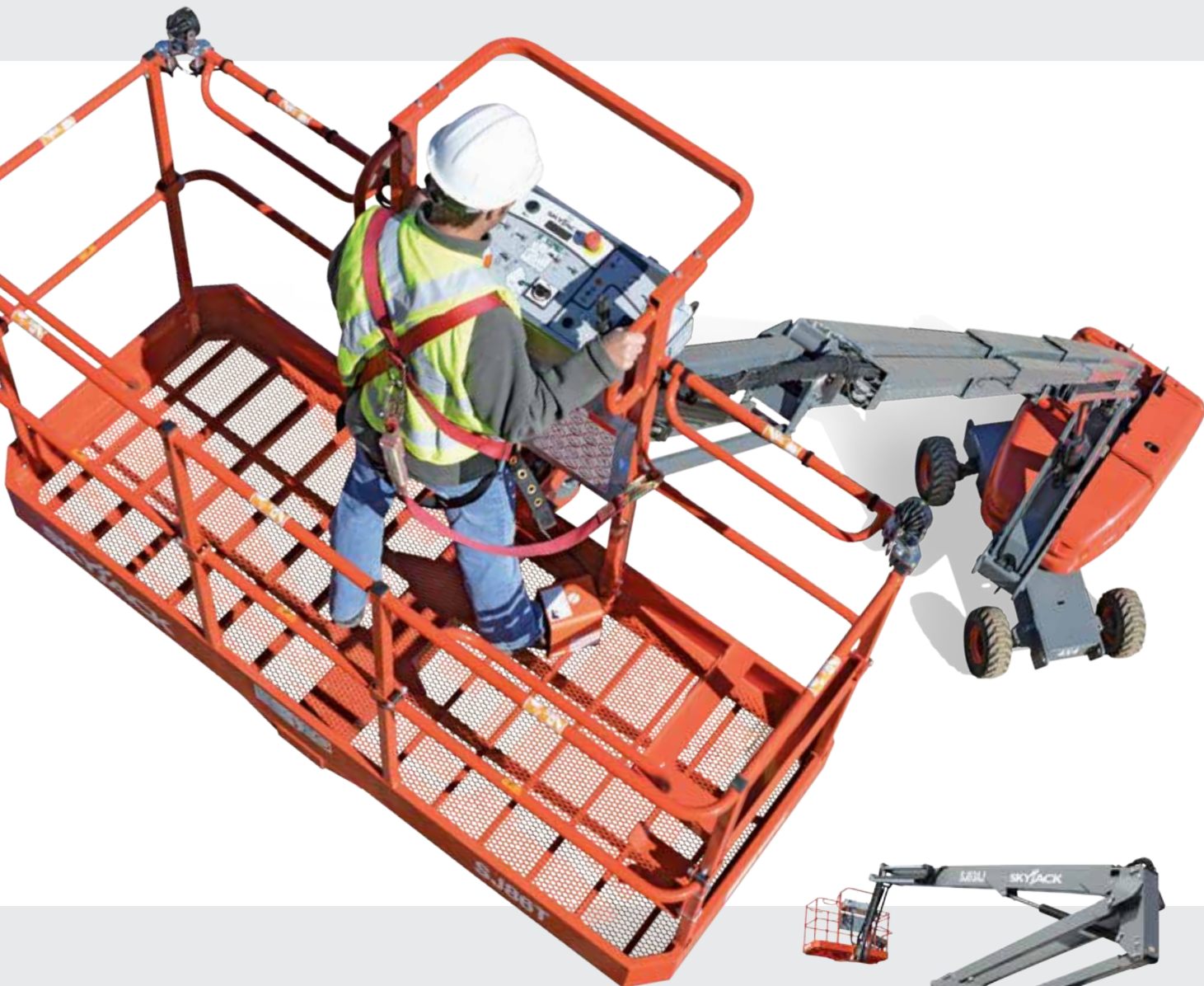
It has been reported the new state of the art facility should take production up to around 80 units a week, with capacity expected to be around 130 units a week.

Visit: [www.niftylift.com](http://www.niftylift.com)



The production hall will eventually house all eight assembly lines

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SJ40/45 T



SJ46/51 AJ



SJ63 AJ



SJ61/66 T



SJ82/86 T

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# Preston Hire crane set to help lift spirits

In a show of support for the Black Dog Institute, Preston Hire has painted its 50th Maeda crawler crane, in its SuperCranes fleet, black, and donated \$5,000 from the machine's hire (February to November 2015) to help the Institute's efforts to improve mental health in the community.

The company also matched dollar-for-dollar (up to \$5,000) on any contributions made to the institute by any Preston Hire customers during that period.

Following a presentation to Preston Hire by Maeda in Japan in December, the Maeda MC-405C arrived in Australia in January 2015 and headed to Queensland for hire.

Preston Hire's Group General Manager, David Serg, said the company is pleased to support the Black Dog Institute, which is a world leader in the diagnosis, treatment and prevention of mood disorders such as depression and bipolar disorder.

"We are a company that does business in a very personal way; we care about our people, our customers and the wider community," David said.

"Sadly we know firsthand, from a tragedy with one of our own team, that mental health issues can affect anyone at any time and the devastating impact it can have.

"So when we purchased our 50th Maeda crawler crane - a proud landmark in our company's growth - we decided to get it

painted black and get behind the Black Dog Institute's valuable work."

The Maeda MC-405C Mini Crawler chosen to wear the black livery is one of the most powerful in the Maeda MC range and a popular performer that will further enhance Preston Hire's SuperCranes fleet, which is comprised of Maeda, Sennebogen, UNIC and Kato cranes in a wide range of models and capacities.

A mere 1380mm wide when stowed and weighing only 5600kg, the MC-405C has an outstanding lifting capacity of 3.83t and an impressive lifting height of 21m using the fly jib.

For hire wet or dry, the powerful black 'beauty' will be an asset on any construction site and David Serg hopes customers will also get behind the Black Dog Institute.

"Our customers count on us to deliver a



In a show of support for the Black Dog Institute, Preston Hire has painted its 50th Maeda crawler crane, in its SuperCranes fleet, black

hire experience that always makes their job much easier; now we're counting on them to help us keep the MC-405C busy so together we can make the lives of people with mental illness that much easier," David said.

For more on the Black Dog Institute, or to donate, visit [blackdoginstitute.org.au](http://blackdoginstitute.org.au)

Contact: 1800 440 550 or visit: [prestonhiregroup.com.au](http://prestonhiregroup.com.au)

## ForkForce appointed distributor of Ausa Telehandlers

ForkForce Australia has been appointed the exclusive Australian importer and distributor for the award-winning European Ausa Telehandlers; adding to its extensive fleet of forklifts for sale and hire.

Ausa was recently recognised as the Best Exporting Company in Europe in the European Business Awards due to their innovation, ethics and international success.

"The European Business Award cemented our decision to choose Ausa Telehandlers to complement the rough terrain forklifts we already have within our fleet. With our famous factory backed five year parts and labor warranty on all of our new equipment including Telehandlers; it gives that extra re-assurance to our customers they're buying a high quality product," Steve Cunliffe, Managing Director said.

Ranging from 1 to 3 Tonne, Ausa Telehandlers are innovative in design and technology, and have superior efficiency

and lower maintenance requirements.

"Put simply, they're high quality and extremely competitive in purchase price compared to their European counterparts showing superior return on investment," Allen Powell, Executive General Manager said.

The compact telehandler range is packed with features exclusive to Ausa including a joystick with integrated arm functions increasing safety and productivity while contributing to reduce operator fatigue. It also exclusively features a front folding cabin which facilitates ease of service. The Kubota engine ensures minimum noise level and fuel consumption, and the Bosch-Rexroth hydrostatic transmission provides smooth and safe operation.



The compact telehandler range is packed with features

Ausa Telehandlers are now available Australia wide through ForkForce Australia.

Visit [www.forkforce.com](http://www.forkforce.com) or phone: 1300 4A FORK

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GENUINE SPARE PARTS



# New 20m articulated boom launch for Haulotte

In line with the HA16 RTJ PRO launched in 2014, Haulotte has announced its new compact, rough-terrain articulated 20m boom, the HA20 RTJPRO.

According to the company, the new HA20 RTJPRO offers an ideal combination of high performance and low weight, the best level of comfort and ease of use, and guarantees a high level of robustness, durability and ease of maintenance.

With a working height of 20.6m, horizontal outreach of 12.2m, and up and over clearance of 8.4m, the HA20 RTJPRO offers a lifting speed of 48 seconds. With capacity for simultaneous movements, the new articulated boom offers Smart Transportability with its optimised weight (9.6 tons) giving it a competitive advantage and is compact thanks to a transport height of 2.93m and a length of 6.5m.

The HA20 RTJPRO provides smooth outreach capacity with high accuracy in the defined work area. Ergonomics of the upper control box make it easier for the operator to understand intuitively how to use the machine; the joystick is handled with one hand. A new ergonomic tool tray brings more convenience for operators. Haulotte said the machine is designed to last, with features including:

- Protection of the upper control box and tool tray using a new material for unmatched robustness.

- Anticorrosion treatment applied on all pivot pins and non-painted parts, increasing their durability by three.
- Fully protected load management system to avoid damage by potential impact.
- Reinforced hoods, conferring rigidity.
- Easy and fast maintenance
- Fully modular platform: eight elements independently replaceable as well as a standard size of sections of guardrail making it easy to repair
- Direct access to key components and regular check points (engine, hydraulic and electric components)
- Swing out engine tray
- Pre-diagnostic screen and plugs to allow the connection to Haulotte Diag in order to achieve a diagnosis when needed.

To alert the operator of potential risk of crushing, the HA20 RTJPRO is equipped with the secondary guarding device Haulotte ACTIV'Shield Bar as standard on the PRO model.

Offering maximum safety, the Haulotte Aerial Work Platforms comply with the latest labour regulations, to European



The HA20 RTJPRO offers a lifting speed of 48 seconds

(CE marking, EN 280) and also international standards (ANSI, CSA, AS).

Contact: 1300 207 683 or visit website: [www.haulotte.com](http://www.haulotte.com)

## More than 1.1 million MEWPs in worldwide rental fleet

There are now 1,120,000 mobile elevating work platforms (MEWPs or AWP – aerial work platforms) in the worldwide rental fleet, up 8% from the previous year, according to new research commissioned by the International Powered Access Federation (IPAF).

The US AWP rental market recorded strong growth of 10% in 2014 to reach approximately \$7.9 billion, according to the IPAF US Powered Access Rental Market Report 2015. The US AWP rental fleet expanded by 7% in 2014 to exceed 500,000 units. Strong demand from the construction sector allowed for fleet expansion and rental rates improvement, while balancing the negative impact of decreasing oil prices.

The Chinese MEWP rental market grew at a rate of 25% to 30% in the past two years to reach approximately 9,000 units.

The European MEWP rental market grew

slightly in 2014 (+1%) and is estimated at approximately €2.6 billion, according to the IPAF European Powered Access Rental Market Report 2015. Fleet expansion continued at a slow pace to reach 285,000 units. The 10 European countries surveyed were: Denmark, Finland, France, Germany, Italy, the Netherlands, Norway, Spain, Sweden and the UK.

Most European countries improved their situation in 2014. France and Finland were the only MEWP rental markets where deterioration continued. Spain and Italy showed signs of recovery after several years of shrinking. The markets in the UK, Germany, Norway and Sweden grew at similar paces, driven mainly by fleet expansion.

The IPAF US and European Powered Access Rental Market Reports 2015 are available in English and can be purchased at [www.ipaf.org/reports](http://www.ipaf.org/reports)



Graphs showing US AWP rental revenue and European MEWP rental revenue







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## New look Preston Hire to deliver more

Preston has been a familiar name on construction sites for the past four decades, particularly with its patented SuperDeck retractable crane loading platforms. However the specialist construction equipment hire company has rebranded as Preston Hire.

The move followed in-depth research among employees, customers and the wider hire community and coincided with the addition of larger cranes to Preston Hire's national mini crane fleet and further expansion of its hire offering with inclusion of site storage container hire.

The company also has a new positioning line, "Count On Us", which Preston Hire's Group Managing Director, Markus Preston, said came out of customer research and reflects a true strength of Preston Hire.

"Our great team, the way we do business and our dedication to our customers hasn't changed," Mark said.

Visit: [www.prestonhiregroup.com.au](http://www.prestonhiregroup.com.au) or contact: 1800 440 550.

## New Manitou telescopic access platform

The Manitou group has broadened its range of telescopic access platforms, with the 260 TJ which features a working height of 26m.

An elevation structure on an articulated fulcrum on the TJ access platforms makes it possible to get really close to buildings for a better working area and productivity gains. The compact dimensions of the 260 TJ (width 2.42m x 10.8m) optimise manoeuvrability on cluttered construction sites. The model features all-terrain characteristics (4-steering wheels/crab mode), and is also fitted with a jib, which will provide greater flexibility to operators.

Fitted with a basket of a capacity of 400kg, the 260 TJ allows three people to work while a (45hp) Kubota Euro III A engine gives the 260 TJ the power necessary to travel over all-terrain surfaces. Combined with electronic management of engine speeds by stages, it allows linear translation of the basket when telescoping the boom, ensuring comfort



The 260 TJ from Manitou features a working height of 26m

and safety for the operator while limiting the environmental impact (reduced consumption and noise). The engine is compliant with European polluting emission standards in force since 2013. Electronic management contributes to making horizontal or vertical movements of the basket during application along the wall of a building. These simulated movements are produced by a unique system of hydraulic flow management.

The Manitou group has introduced the Safe MAN System, a system for protecting the operator from crushing incidents and now available on the ATJ articulated access platforms and the TJ telescopic access platforms. Contact: 02 9517 3174 or visit: [www.manitou-group.com](http://www.manitou-group.com)

# YOU ASKED WE DELIVERED

## INTRODUCING THE NEW HA16RTJPRO

*16 metres in just 40 seconds*



**Haulotte**   
GROUP

# New mini skid steer features increased lifting capacity

Vermeer has introduced the CTX50 mini skid steer, featuring vertical lift arms that allow it to hoist more weight than a similarly sized machine with a radial lift path.

It has a 272.2kg ISO-rated operating capacity and a tipping capacity of 777.9kg.

Vertical lift paths are designed to keep the load closer to the machine, allowing it to lift more than a similar-sized mini skid steer with a radial lift path. A vertical lift path also provides a higher lift height, and the CTX50 has a full lift height of 182.9cm and is ideal for the rental market: compact yet providing superior lift capacity for its size, Steve Reeves, Vermeer National Marketing Manager said.

Rental store customers such as landscape contractors will get good use out of the CTX50 due to the machine's compact size and other features.

"The CTX50 features a powerful 18.6kW Kohler Command PRO electronic fuel-injected gasoline engine and utilises a 4-pump hydraulic system. Two of the pumps power the track drive motors, and the other two pumps provide flow

to the control loader arms and auxiliary hydraulic functions. This design provides dedicated pumps to power specific functions, allowing the machine to be more productive than systems with fewer pumps," Steve said.

An enhanced operator's station features a single pilot-operated joystick for smooth operation and is more convenient to handle than dual controls.

The CTX50 features 17.8cm rubber tracks, and a high-mounted track sprocket design helps keep the drive sprocket out of the dirt to reduce premature wear in tough ground conditions.

The stand-on platform also helps keep the operator out of the mud and debris and provides optimal viewing of attachments during operation.

The universal attachment plate allows for quick change of a variety of attachments, making the CTX50 a versatile machine for a variety of applications.

Visit: [www.vermeer.com](http://www.vermeer.com) or contact: 07 32754888.

The universal attachment plate allows quick change of attachments



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# ConSite automated Data Report Service launched

Hitachi Construction Machinery Australia (HCA) has launched the ConSite automated data report service designed for Hitachi construction machines with satellite system access.

ConSite monitors machines' operational status and alarms, ensuring customers have optimally tuned machines. Operational data is relayed through the satellite and stored in the E-Service database.

The ConSite service then automatically creates an individual machine monthly report which is sent to the customer and the dealer with emergency alarms. The alarm notifications are sent as they occur so customers can identify operational issues in a timely manner.

Robert Wilson, General Manager of Service said: "The ConSite system gives Hitachi owners access to their machines' data information. This gives our customers the ability to improve the management of their equipment and lower operating costs."

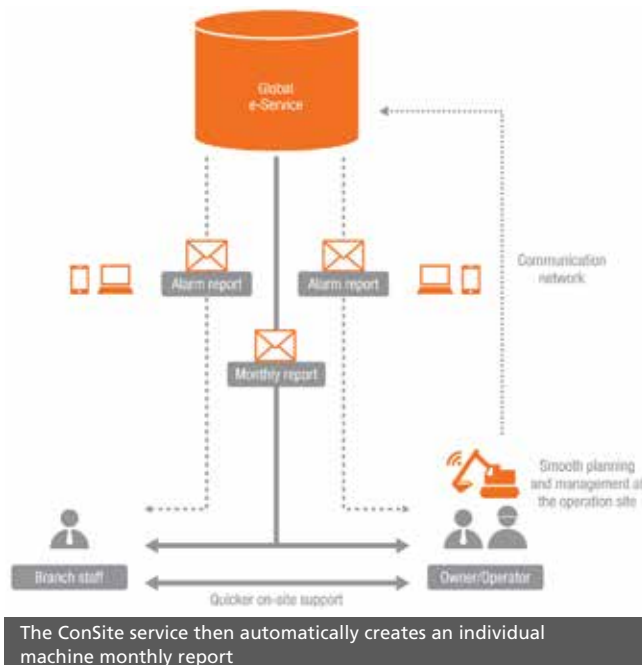
The monthly report allows customers to visualise the daily operating activities and efficiency levels of their machine along with a comparison to other Hitachi equipment of the same class and region. Monthly report data includes machine actual operational and non operational

hours, graphical representation of daily hours and fuel used as well as forecasting future dates and hours to assist with maintenance scheduling.

The monthly report can be viewed through the new Global e-Service Owner's site or email on different devices including laptops, desktop computers, smart-phones and tablets. The new Global e-Service Owner's site also enables each customer to customise the equipment data providing a personalised view.

"The ConSite release further enhances HCA's, continuous expansion with advanced technology and support services to assist our customers achieve the most out of their Hitachi machines" Robert said.

HCA's 24/7 Customer Support Centre will monitor customer's alarms and coordinate the dispatch of the alarms and monthly reports to the nearest HCA branch. HCA



branches will contact their customers to resolve any issues or service requirements.

Contact: 02 9780 6906 or visit website: [www.hcma.com.au/Consite](http://www.hcma.com.au/Consite)

## Kobelco targets rental companies with new minis

Kobelco has launched additional models to its mini excavator range.

Kobelco's General Manager - Sales & Service, Doug McQuinn said: "Rental companies keep customers happy by giving them equipment that is easy to operate, safe, productive and efficient. This is vital because dry-hire customers aren't necessarily using excavators every day and they're often operating in very tight spaces. The same applies to tradespeople, even owner operators, because operating an excavator is only a part of what they do, so they may not be highly experienced.

The SK008 allows each track to move independently for stability on uneven terrain, which makes it simpler and safer even for less experienced operators. The variable undercarriage is designed so the build-up of dirt is ejected automatically when the undercarriage is retracted.

"The models are versatile and are solid performers. They're easy to use but they work hard," Doug said.

The 1.7 tonne SK17SR model has hydraulic retractable side frames for nimble tracking. The frames also have a self-cleaning mechanism that forcibly discharges mud to prevent malfunction in the variable undercarriage.

The 2 tonne SK20R model has guards on all cylinders and boom lights positioned on the underside of the boom to prevent damage caused by contact. The 1 tonne SK008 has a variable undercarriage that allows the left and right tracks to raise and lower independently to correct the machine's angle on slopes. The crawler width can be reduced to 680mm, so the unit will fit through a standard doorway and features folding ROPS canopy.

The 2.6 tonne SK25SR has superior lifting capacity, max digging force and hydraulic flow for attachments, but is light enough to be transported on a trailer even with additional attachments.

Contact: 0427 004 447 or visit website: [www.kobelco.com](http://www.kobelco.com)



The new Kobelco SK17SR is one of the four new models added to Kobelco's mini range



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**TAS** Tasmania Farm Equipment – Prospect, Devonport, Smithton, Bridgewater

**QLD** All Class Construction Equipment – Brisbane, Townsville, Cairns  
Carlisle Tractors – Mackay, Proserpine

**SA** Kubpower – Gepps Cross and Summertown

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# New excavator lifts midi excavator market

The new 65R-1 midi excavator is the latest model in JCB CEA's next-generation range of compact excavators, delivering power, durability and multi-functionality.

Weighing 6.7 tonnes, the JCB 65R-1 is a reduced tail swing excavator that directly replaces the 8065RTS.

JCB CEA Compact Equipment Product Manager Phil Withell said: "The next-generation 65R-1 is the perfect machine, its specification balanced with functional, easy to use features. The range of new features will make every job quicker, easier and more comfortable for the operator."

The JCB 65R-1's digger end is designed to enhance the excavator's digging and placing performance, with improved geometry for better lifting and loading.

With greasing intervals extended to 500 hours, the machine's heavy duty kingpost with re-bushable pivots optimises durability and service life.

The new H frame design of the 65R-1's heavy undercarriage provides stability, strength and rigidity, while the open-centre design allows spoil to fall readily from the carriage. This reduces cleaning time when moving between sites.

A range of tracks can be specified for the 65R-1. The first machines are set to come with 400mm Bridgestone Pro-Edge rubber tracks, which have a rounded shape at the tip of the embedded core-metal wing. This shape reduces stress along the edge rubber, which typically suffers damage when operators run over kerbs.

"Pro-Edge gives a four-fold improvement over tracks with conventional-shaped core metals," Phil said.

"The new dozer profile also enhances the 65R-1's performance. The revised curvature



JCB CEA has launched its latest midi excavator, the 65R-1

of the blade improves the dozing and material roll performance but minimises soil retention when the blade is raised."

The 65R-1 is fitted with a new Perkins 35.7kW mechanical injection Stage IIIA engine, which offers two digging modes. The machine automatically starts in Eco mode but can be switched to heavy mode if more power is required.

A new Bosch-Rexroth hydraulic system improves performance, while offering smooth, precise control and balance. The thumb roller on the right-hand joystick controls the hydraulic flow with 10 selectable flow rates and memory function. Customers have a choice of dual

circuit hydraulics (high and low flow) or just high flow double acting remotes. There is also the option to provide combined flow with the dual circuits providing in excess of 145 litres per minute.

The 65R-1 is also fitted with the JCB Auto-locking hitch, which complies with Australian Standards and the NSW WorkCover Position paper on hitches.

Phil said daily service work on the 65R-1 is easier due to improved access to service points, located beneath the new 100% pressed-steel rear and side bonnets.

Contact: 02 9609 6033 or visit website: [www.jcbcea.com.au](http://www.jcbcea.com.au)



## SYKES SULZER

- ▶ Global pump giant Sulzer has turned to AllightSykes to spearhead its future growth of their submersible dewatering pumps across Australia and New Zealand ■

**FREECALL 1300 255 444**

## New compact track loader is bigger and more comfortable

The new Bobcat T450 compact track loader delivers a bigger and more comfortable cab with more horsepower and higher auxiliary pressures and according to Bobcat Company, is nimble, rugged and tough.

It is a compact machine at 1490mm wide with superior cabin space and design and extra headroom. The operator has an improved suspension seat and mounted ergonomic controls. The exhaust muffler is attached directly to the engine without a flex element to help reduce noise and vibration inside the cab.

A one piece seal offers pressurisation to keep out dirt and debris and an air-conditioning option. Plus, the heating and cooling systems have been given larger capacity to offer better performance in extreme temperatures.

A unique cab-forward design positions the operator closer to the working area of the machine and provides visibility in all directions. The new loader has a large cab door opening for easy entry and exit, offering superior visibility to the cutting edge of the bucket and the corners of an attachment. The operator can see more

clearly, giving better manoeuvrability and accuracy. The window sizes are bigger and there is more glass to increase the line of sight in tight spaces, as well as more visibility to the tracks and back of the machine.

The Bobcat T450 features more horsepower, higher auxiliary pressures, lower ground pressure and increased travel speed when equipped with the optional two-speed drive system. The 61-horsepower engine is a 25% horsepower increase over the previous model, and offers faster dump and rollback cycle times, paired with higher lift and tilt cylinder forces.



The hydraulic systems on M-Series loaders have been designed for higher pressure, 3,300psi, to provide increased attachment performance. Contact: 1300 736 848 or visit: [www.clarkeequipment.com](http://www.clarkeequipment.com)

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# New Loadall rivals larger machines

The next generation JCB 525-60 Hi-Viz Compact Loadall combines compact design with a reach capacity to rival larger machines.

"This new model is ideal for general handling in and around the building site and because it can fit in spaces even below 2m, accessing low height multi-storey and basement car parks or confined areas is easy," Greg Sealey, JCB CEA National Product Manager said.

"The new model replaces the previous JCB Compact Loadall and has an improved design that allows a 2,500kg lift capacity. And the 6m lift height means it can safely lift building materials to second-storey building height."

The chassis is a one piece design that features 25mm thick chassis side plates, making it strong and rigid while still allowing for a tight turning circle when working in confined spaces. The cab is fitted with manual selectable 4WS, offering a choice of front wheel, all wheel and crab steer modes for increased manoeuvrability.

The 525-60 comes standard with JCB's patented technology software, Livelink, which offers increased fleet monitoring capabilities. The software delivers real-time information on fleet management, maintenance, run hours, and security straight to a computer, tablet or mobile.

"LiveLink allows operators to work smarter. It gives peace of mind your machines are well maintained and in good health without having to travel around conducting inspections," Greg said.

With safety a top priority for JCB, the 525-60 has a low boom pivot point for increased visibility to the right hand front and rear wheels, which is of paramount importance when working in confined areas. Also improving visibility is the low-set bonnet, which gives off-side visibility. The bonnet is specially designed to open wide enough to give easy access to the service points, all of which can be reached from ground level.

The 525-60 is powered by a 55.4kW (74hp) JCB Diesel by Kohler Tier 4 final engine that doesn't require any form of after treatment such as AdBlue or diesel particulate filter, reducing the cost of maintenance and overall ownership.

The 525-60 was developed by JCB in response to growing demand for a smaller sized machine that delivers reach capabilities that, in the past, have

only been seen in larger telehandlers.

"Versatility is the number one feature that can help ensure return on investment when purchasing equipment for your operation," Greg said.

"The more tasks each model is suited for, the greater your product utilisation. That's what makes this generation of Loadall telehandlers superior."

Contact: 02 9609 6033 or visit: [www.jcbcea.com.au](http://www.jcbcea.com.au)



The new JCB 525-60 telehandler is a compact machine that brings big power

## Efficient control of roadside vegetation

Roadside vegetation control is an ongoing challenge for regional councils that have to manage intrusive growth, often along more than 1000km of roads.

Excessive vegetation may obscure safety signage or otherwise impact driver and pedestrian visibility of intersections, drains, poles and other infrastructure. Outdated equipment or inappropriate work practices may consume tightly controlled financial and manpower resources.

One regional Council has addressed this challenge through the acquisition of a Takeuchi TB295W 10tonne excavator from Semco. This wheeled machine is mobile on roads and is fitted with an FAE DML/HY mulcher driven by the excavator's 45.5kW hydraulic flow that optimises the power delivered to the cutter head, leaving plenty in reserve to handle other functions simultaneously.

The Council said its excavator/mulcher combination has satisfied its need for more efficient vegetation and drain control. Physical demands on operators may also be more demanding than necessary through constantly craning their necks for a clear view of vegetation close to poles and wires. The excavator's two piece boom provides extraordinary reach and control and permits working in-close around the machine itself.

According to the Council, they have found the excavator mulches heavier material than before as their previous equipment was more of a 'groomer' than a mulcher. The excavator's two knuckle boom is also able to reach mulching height to remove overhead tree growth to clear the way for trucks and buses.

The TB 295W is performing multiple tasks by using the quick hitch to change from mulcher to mud bucket to clear drains, needing only a few seconds to re-attach the mulcher. While the excavator's 30km per hour road speed is a big bonus, the Council said the greatest benefit is increased productivity while keeping the operator happy and more efficient.

Contact: 02 9833 6000 or visit website: [www.semco-group.com.au](http://www.semco-group.com.au)

Takeuchi TB295W on Council roads








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## Managing night time noise

Community tolerance for noisy projects is always a challenge for contractors and night works are especially prone to complaints, according to Ray Lee from Echo Barrier, who said managing noise up-front is essential to maintaining good will.

While night works offer many community advantages, including keeping busy roads operational during peak hours, Ray said noise management becomes a major obligation after dark.

"People are understandably more sensitive to noise at night and the social media age has made it very easy for people to raise concerns, sometimes even before there's an actual issue. It's not unusual for people to head straight to Facebook with their worries about a sleepless night when they see a crew setting up for night work.

"Having noise mitigation products in place will not only help keep the volume down, it will reassure stakeholders. Getting on the front foot like this is a good way to address concerns before they turn into complaints," Ray said.

Ray said choosing a product like Echo Barrier can help contractors maximise their night working opportunities, minimise headaches for the organisations they deliver work for, and improve their capacity to win night work contracts.

"Just as an absolute commitment to safety has become a requirement for councils and developers, so too will noise management become a 'ticket to play' in our industries. The key for contractors will be to use noise mitigation products that keep noise to acceptable levels, are cost effective and are simple to set up."

Echo Barrier is a portable barrier that attenuates noise and can also help with dust and debris control.

"Echo Barrier can be set up or removed in a very short period, which is important when you are opening and closing a worksite every night. It can also be quickly redeployed as the project progresses, and it's highly visible, so your community will immediately understand you have noise management in hand."

Echo Barrier temporary acoustic barriers for construction sites are easily fitted to temporary fencing or scaffolding and reduce noise by 10-20dB(A). For locations with high rise buildings, Echo Barrier has some new innovations like an acoustic tent.

"Echo Barrier works by absorbing rather than reflecting sound and our products have been developed by acoustic engineers to work in the real world, not just in the lab," Ray said.

"The barrier reduces the impact noise and drone of construction equipment. By reducing these frequencies, the barriers make it easier for people to talk over the noise, use their phones, or watch TV."

Contact: 02 8006 1131 or  
[www.echobarrier.com.au](http://www.echobarrier.com.au)

Community sensitivity combined with social media access means people sometimes start airing concerns about noise even before night work begins





## Metro LED lighting tower suits Australian conditions

JLG's new Metro LED Lighting Tower is purpose-built using ISO9001 standards in Australia, with features designed to suit Australian conditions.

According to Arron Cooper, Product Manager at JLG Industries, results of recent surveys highlight what is important to light tower owners: proven reliability, prompt supply of parts and service - especially into remote locations and transportability over long distances.

"The JLG Metro LED will also help users save on fuel. Extra low voltage, high-output LED lights, in combination with fuel-efficient engines and start/stop controllers, greatly reduce fuel consumption," Arron said.

"Electricians are no longer needed for 'Tag and Test' because the towers have a 48-volt DC extra low voltage system. A quick-disconnect light head makes short work or disassembly."

Operators will find it easier to comply with noise regulations thanks to the new exhaust system, sound proofing and quieter running engines on the JLG Metro LED.

"JLG Metro LED Lighting Towers are designed for side-by-side loading on trucks, allowing seven units to be transported on a standard semi-trailer or 11 units at a time on a B-Double. This will produce significant savings for rental companies, contractors and their customers," Arron said.


"While the list of standard features on the JLG Metro LED is impressive, they can also be customised to almost any application with a host of options and accessories, many of which are available in kits.

"For customer convenience and peace of mind, all JLG products are backed by JLG's industry-leading Ground Support network. Factory-trained technicians are available at JLG workshops across the country. Or, they can reach most jobsites with an extensive fleet of field service vehicles, all equipped with IVT and spare parts.

Visit [www.jlg.com.au](http://www.jlg.com.au) or call 131 554 or New Zealand: +64 9276 1278.



The JLG Metro LED will also help users save on fuel




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# Variable Message Signs – multiple purposes

Variable Message Signs (VMS) manufactured by Data Signs are trailer-mounted self-powered via solar panels, with inbuilt satellite GPS tracking which can be used for traffic management on road projects.

Built to Australian Standard 4852.2-2009, the portable VMS boards are also used as large size electronic advertising signs. For example, fire authorities can display Fire Danger Rating information on DataSigns' colour VMS signs.

According to the company, Data Signs was the first manufacturer in the world to develop the 5-colour LED variable message sign. As an option, a radar unit for radar speed readout and radar data logging capabilities can also be fitted.

The DataSign-VMS are available in three sizes. The smallest is the DataSign-A; mid-size is the DataSign-B and the DataSign-C is the largest model. Each size is available in 5-colour or amber-only (the 5-colour model has a '5' appended to the model number). The DataSigns - A, B and C are all fitted with disc brakes, as standard.

The DataSign VMS range features all solar powered signs. The solar tilt/rotate system developed by Data Signs allows the operator to tilt and rotate the solar array to the optimal angle and heading to capture the most sunlight each day. By rotating the bottom edge of the solar array to face due north and tilting the solar array slightly for summer and more for the winter season, the amount of sunlight hitting the solar array each day increases and so keeps the battery bank fully charged.

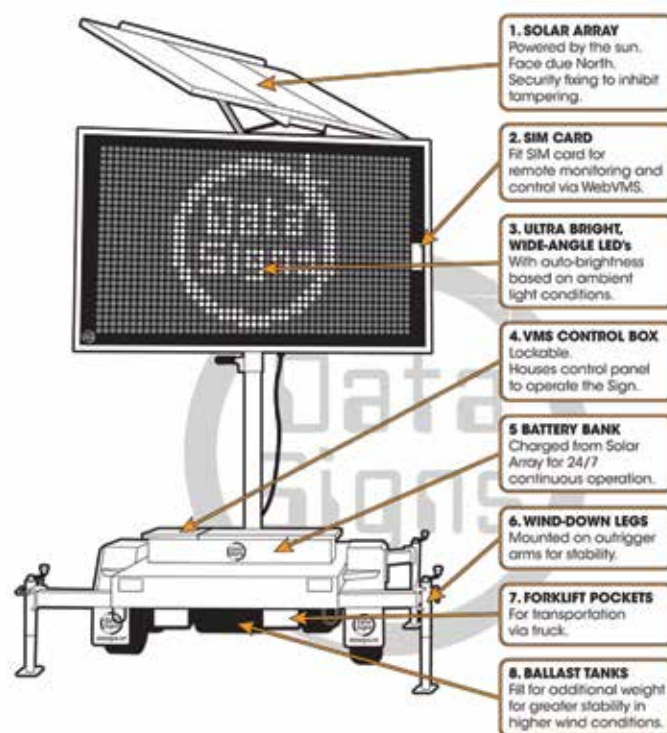
The use of WebVMS is included as part of the Data Signs purchase. WebVMS2 is cloud based technology offering full redundancy and seamlessly enabling users to monitor and program messages on the VMS from anywhere with any internet-enabled device such as tablet or mobile phone. From any popular internet-connected phone/tablet/laptop, this web-based application allows users to:

- monitor the DataSign (check battery voltage, message running, LED light output, etc);
- check position (via on board GPS satellite tracker module);
- create and upload message for display with ease;
- schedule message displays for different times;
- setup the radar (if option fitted).

The only ongoing fee for use of the WebVMS will be from the telco for the SIM card fitted to the sign. Data Signs recommends using a \$10-a-month plan with Telstra.

Data Signs can even organise the SIM card and fit on your behalf during the final QA check in the factory so when the VMS board is received, it just has to be turned on (small fee applies), then logged into WebVMS and the sign is ready to go. WebVMS is for exclusive use with Data Signs' manufactured products.

Communicating with the VMS can also be done locally at the sign via: VMS computer, when fitted to sign; or PC connection using the Data Signs' VMS designer software.



Personal animations can also be created with VMS Animator. Contact: 1300 850 785 or visit: [www.datasigns.com.au](http://www.datasigns.com.au)

## Lightening the load with a smart investment

**CAPS' (Complete Air and Power Solutions) range of portable lighting towers from Allmand, have been fine-tuned over 75 years and deliver consistent performance.**

Manufactured in the US, the lighting towers are built tough with technology and engines from brands including Catapillar and Kubota.

The Allmand lighting tower range features adjustable metal halide lamps that offer a greater light output than most alternatives comparable in size and price. The towers use a six-section, hydraulically actuated automatic lift mechanism to elevate lamp heads to almost 8m above the ground in 25 seconds, while adjustable stabiliser outriggers allow the units to withstand wind gusts of up to 100kph.

Complying with Australia's regulations and standards, Allmand towers safety

features include environmental fluid containment systems, battery isolation and emergency stop buttons as standard, with options such as fire extinguishers and auto start/stop controllers also available.

The Allmand range includes the popular Nite Lite Pro II, Maxi Lite ML6V and ML8V, and Port-A-Lite. Contact: 1800 800 878 or visit: [www.caps.com.au](http://www.caps.com.au)

The Allmand lighting tower range features adjustable metal halide lamps





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# Traffic controller moves into equipment hire

Temporary traffic management/control equipment and services provider, Altus Traffic recently moved into equipment hire (as a division of its business), to provide a single point of contact for clients' traffic management projects.

In operation for the past 13 years in Australia and nine years in the US, Altus Traffic will now offer: trailer mounted VMS (Message Boards), in both amber and five colour; trailer mounted arrow boards; portable traffic lights; and trailer mounted lighting towers, for hire.

The company has plans in place to increase its equipment range for hire range over the next 12 months and beyond.

Altus Traffic's core business is to provide temporary traffic management/ control and traffic management planning. Altus Traffic works with road authorities, councils and private entities on traffic management planning requirements to ensure the safe and controlled movement of motorists and pedestrians around worksites. Safe traffic management is provided by using traffic management temporary signage, arrow boards, accredited traffic controllers and delineators. Altus Traffic is ISO 9001 Quality Accredited and OH&S AS4801 (Occupational Health and Safety) Accredited.

As a supplier of traffic management and engineering services, Altus partners with organisations to design and implement strategic traffic solutions for infrastructure projects and can provide:

- Traffic management service 24 hours a day, 365 days a year;
- Accredited traffic controllers;
- Traffic management planning;
- Hazard assessment;
- Planning and assessment approvals (from main road authorities);
- Hazard and job safety analysis on all sites;
- Equipment hire (arrow boards, VMS boards, traffic lights etc.);
- Labour hire and accredited traffic controllers.

"Altus Traffic has built a business around controlling and managing risk. We deliver safe and efficient traffic management, traffic planning and traffic control systems.

"We meet with clients on site to review the scope of works and assess the risk and lead to advising on traffic management, traffic planning and traffic control requirements to best suit the site,"



Altus Traffic's core business is to provide temporary traffic management/ control and traffic management planning

Anthony McDaid, Business Manager – Hire, Altus Traffic said.

Altus works with stakeholders in major construction, utility and infrastructure projects to develop transport planning strategies that will achieve integrated and sustainable transport systems based on the growing needs of the Australian population.

Transport planning and traffic engineering skills include micro-simulation modelling, transport planning, road safety and signal design for land use planning and public transport projects.

Safety and risk assessment is a major consideration in traffic management and control. While the company ensures JSA/ SWMS site safety and site-specific hazard audits are completed on all jobs, Altus Traffic also offers complementary risk assessment services including:

- Project Traffic Management Plans (PTMP) – A detailed assessment of the traffic risks associated with a project including traffic management staging or generics. A PTMP can have the advantage of standardising project particulars, specific procedures and risk responses, which saves time and money on implementation and future planning activities.
- Complex Traffic Management Plans (TMP) – Traffic Management Plans

which show the various stages of work, including the signage and devices required for each stage. Each ATMP can be customised to go into the level of detail required, from basic documents to more complex multi-stage arrangements, with site-specific risk assessments.

- Traffic/Construction Staging Plans – How the construction should be completed and staged to minimise impact on the road network, reduce the number of stages and amount of temporary works, and make best use of traffic management resources.
- Traffic Capacity Assessments – The use of advanced micro-analytical traffic evaluation tools to provide estimates of capacity and performance statistics (delay, queue length, stop rate), to determine the impact of changes to intersections or the network. This type of modelling is done globally to provide evidence to road authorities that new or temporary arrangements will not adversely affect network performance.
- Invention Solutions – Altus Traffic is equipped to produce or invent a solution to meet requirements. Previous solutions have ranged from noise management overlays, to the unusual but effective 3D generic traffic management diagrams.

Contact: 02 9674 1063 or visit website: [www.altustraff.com.au](http://www.altustraff.com.au)



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# Australian designed and made lighting towers

LDC Equipment designs and manufactures lighting towers in Australia including its Solar Lighting Tower and Terra Light.

The Solar Lighting Tower is self-sufficient, operating without noise, petrol or ongoing servicing and relies solely on the sun's energy (with battery backup). It can be programmed to turn on and off by light sensor, by timer or manually as required, and delivers high performance lighting.

Features include: powder coated not painted; long service life, low maintenance costs; AGM batteries (which offer zero maintenance); and an actuator to tilt solar panels towards the sun. The Solar Lighting Tower also comes with a robust Australian made trailer.

Harnessing the power of the great Aussie sun, the Solar Street Lights are a cost effective, green alternative to powered street, pathway and perimeter lighting.

Using 2 x 70W multi-crystalline high efficiency solar panels in conjunction with 2 x 80AH sealed maintenance free batteries, the Solar Street Light unit runs its 30W LED lamp from sunset to sunrise in a fully automated operation.

The Solar Street Light can be used in a variety of applications as a permanent fixture or as a temporary solution.

After recently having the light certified by a NATA approved



The new 4000 Watt 'Terra Light' from LDC Equipment is a powerful, low glare lighting system

testing facility, the 30W LED Solar Street Light can be used for both P3 local area roads and P3 pathway lighting. Further testing has declared the light water resistant and still fully operable to 4.8m, making it ideal for low lying flood prone areas, the company said.

Unique features of the Solar Street Light include: complete light set up – 30W LED Bridgelux chip; operation up to six consecutive days without sunshine; water proof, anti-theft access door to battery compartment; self-cleaning lens on light head; easy to install and assemble; once installed – maintenance free; and no power required to operate.

The new 4000W 'Terra Light' from LDC Equipment is a powerful, low glare lighting system, mounted on a 9m telescopic hydraulic mast and powered by a Kubota diesel engine with a 7KVA Linz generator enclosed in a robust trailer. It offers large area lighting in a compact mobile format.

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 wasted into space. The name Terra Light (Terra meaning 'Earth', and Light – meaning 'Illuminate') literally means to 'Illuminate the Earth'. The controls for the unit include an automatic 24/7 timer with automatic Sunset/sunrise compensation or a simple to use manual setting, both with a multitude of safety interlock features. With a back-lit LCD screen and user friendly controls, the interface is easy to use.

With a rigid polycarbonate diffuser rather than a balloon, the Terra Light delivers a more even spread of light to a 360° radius, without shadows.

The Terra Light simulates as close as possible to real daylight conditions within a 50m diameter of the tower, offering the ability for better judgement in work sites, the company said.

Features of the new Terra light include: auto start/stop; Australian made lamps and head; intelligent user friendly display; sunset clock; seven day programmable timer (wherever you are on planet earth); built in fail safe features; auto restart; rigid design (no balloon); error diagnostics and a 12 month warranty.

Contact: 07 5529 1188 or visit: [www.ldcequipment.com.au](http://www.ldcequipment.com.au)

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# Clean roads for Darling Square construction site

When Sydney's Darling Square project opens in December 2016, it will include a commercial and residential urban village with the first stage of the \$2.5 billion redevelopment of Sydney's Darling Harbour adding seven towers housing 1400 apartments.

Constant movement of construction vehicles on and off the site means adjacent busy vehicle carriageways had to be kept clear of muddy soil being deposited on the road surface. Contractors Christie Civil used a compact water cart of 4,500 litres capacity to clean the roads twice daily.

Christie Civil's site engineer, Royce Choe said: "We needed a compact watercart that was small enough to take up minimum space on the site and could be operated by any of our site workers holding a standard car licence.

"Manoeuvrability is important for us. There is not a lot of space to move, as well as limited space available to park equipment while not in use. We also had to ensure the watercart is fully maintained with all documentation and reports that meet the requirements of the site safety regulators," Royce said.

The Watercart was provided by TWS Hire.

"Christie Civil is typical of our construction customers who need the latest equipment that's reliable, fully equipped for the task and will meet the most stringent requirements of site inspections," TWS Hire's General manager, Bill Bastian said.

"Rather than continually upgrade older trucks, our policy is to regularly add new equipment that will more than satisfy the needs of our customers. We're offering the latest generation equipment that is totally site compliant.

"Increasingly, suppliers like ourselves are required to submit equipment for pre-hire inspections where we have to produce mechanical and operability certificates issued by a registered mechanic. Under these circumstances it makes sense to ensure all our vehicles have been maintained diligently in top condition," Royce said.

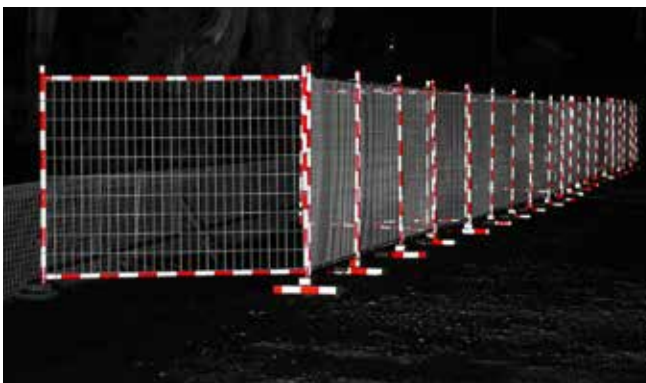
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The Watercart was provided by TWS Hire

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# TECHTALK

## Hand Arm Vibration (HAV)

Hand-arm vibration (HAV) is vibration transmitted to the hand and arm during the operation of hand-held power tools and hand-guided equipment, or holding materials being processed by machines. Hand-arm vibration is commonly experienced by workers who regularly use tools such as compaction equipment, concrete vibrators, jackhammers, chainsaws, garden care equipment, grinders, drills etc. Painful and permanent injury to hands and arms may result from high levels of exposure to vibrations when operating such equipment. HAV can cause a range of conditions collectively known as hand-arm vibration syndrome (HAVS) and specific disorders such as carpal tunnel syndrome, 'tennis elbow' and 'vibration white finger'.

HAV is quickly becoming a WHS issue in the Australian construction market and contractors need to take measures to reduce the HAV exposure of their employees. Presently there are no mandatory exposure levels in Australia, although in Europe there are mandatory levels which may be used as a guide. However employers need to ensure they are making appropriate risk assessments to limit employees' exposure to HAV.

HAV is measured where the operator holds onto the machine and a measurement is recorded. An example of recorded measurement would read like HAV 5.4m/s<sup>2</sup>. (5.4m per second squared). Some equipment manufacturers print these measurements in their operator's manual or even label their equipment with HAV values to help guide their customers. If not they should have the figures available upon request. A contractor should select tools that can be used with the daily vibration exposure of the operator remaining below 2.5m/s<sup>2</sup> averaged over an eight hour working day. If this is not achievable, consider changing or rearranging the task so this can be met. Sometimes it is not possible to reduce exposure to below 2.5m/s<sup>2</sup> however you should never allow a worker to be exposed to more than 5m/s<sup>2</sup> over an eight hour day.

### How to reduce HAV exposure

Make an informed decision when purchasing equipment. Do some research and choose equipment that is designed to help reduce lower HAV exposure.

Assess the risk and manage the time workers are using equipment. Alternate workers that are exposed to higher HAV levels when using equipment.

Train workers to understand and recognise their own exposure levels, fatigue and operating posture.

### How manufacturers are helping reduce exposure to HAV while using their equipment

- The introduction of remote controlled equipment has greatly reduced operators' HAV exposure. Other benefits include reduction in noise, exposure to fumes, exposure to vibration when using compaction equipment and minimise exposure to trench collapse.
- Designing equipment for reduced HAV levels, dampening operators handles etc.



HAV is quickly becoming a WHS issue in the Australian construction market

- Ergonomically designing equipment to help reduce fatigue, for improved hand and arm positioning.
- Labelling equipment to guide operators as well as employers on the level of HAV exposure.

Contact: 03 9549 0000 or visit website: [www.au.wackerneuson.com](http://www.au.wackerneuson.com)



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## Extended length SRLs for added fall protection versatility

Capital Safety has launched its new DBI-SALA Nano-Lok Extended Length range of Self-Retracting Lifelines (SRL's).

Nano-Lok Extended Length compact SRL's provide extended lifeline length when working at height. The additional length increases the anchorage options and provides added mobility and versatility where fall protection is required.

"Depending on the model selected, they provide up to 1.6m more lifeline to the user, in a compact, lightweight, easy-to-use unit," Rick Millar, Technical Manager for Capital Safety Australia & New Zealand said.

Belonging to the Nano-Lok family, these new SRL's have the same feature set making them compact and lightweight. They can be used in place of lanyards and directly attached to any



harness, reducing fall clearances. Designed for ease-of-use, these SRL's are unobtrusive to the user when worn and provide the ultimate in work site flexibility.

The new Nano-Lok Extended Length range consists of two single leg webbing lifeline models with either a snap or scaffold hook designed to cover the majority of applications. DBI-SALA's i-Safe intelligent safety system utilising RFID technology is built into each Nano-Lok Extended Length SRL to track inspections, control inventory and manage information.

Capital Safety, a fall protection company and a leading designer and manufacturer of height safety, confined space and industrial rescue equipment with 20 operating sites worldwide, is home of the DBI-SALA and Protecta brands.

Contact: 1800 245 002 or visit: [www.capitalsafety.com.au](http://www.capitalsafety.com.au)

# SAFETY NOTES... SAFETY NOTES...



## Bobcat operator killed

A man was killed in Melbourne's south-east in early June after getting out to free his bogged bobcat – which then rolled on top of him.

The man, in his 30s, was operating the bobcat on a nature strip when his bobcat became bogged and he exited the cab in an attempt to free it. Police believe after he did so the machine moved, causing critical injuries to his head.

*WorkSafe Victoria – Safety Soapbox – 25 June, 2015*

## SA High Risk Work: convert your licence

SafeWork SA is urging workers to convert any Certificates of Competency or old style tickets issued between January 2005 and September 2010 to the national high risk work licence before the deadline of 1 September 2015. This is the final year of the five year transition period for workers to convert their qualifications to the Licence to Perform High Risk Work. It is a legal requirement to hold a valid licence if you operate a forklift, crane, hoist or pressure equipment, or if you perform scaffolding, rigging and dogging work. Failure to convert to the national licence means you are not able to legally operate high risk plant. To convert your licence call the High Risk Work Conversion Line on 1300 975 909 and have your original certificates, tickets or Notice of Satisfactory Assessment on hand. For a single fee, multiple high risk work qualifications can be converted and listed on one new licence. For more information, visit:

[www.safework.sa.gov.au](http://www.safework.sa.gov.au) (Forms and Fees / High Risk Work).

*WorkSafe Victoria – Safety Soapbox – 12 June, 2015*

## Red Imported Fire Ant Restricted Area Update

The boundaries for the Red Imported Fire Ant Restricted Area have been revised.

Changes are made to the Red Imported Fire Ant Restricted Area to reflect changes to the risk status of suburbs and localities as new infestation is detected or areas are cleared of infestation following completion of all required treatment and surveillance activities.

An updated Red Imported Fire Ant Restricted Area map, a declaration notice and details about the movement controls within the high and low risk restricted areas are available online at website: [www.daff.qld.gov.au/fireants](http://www.daff.qld.gov.au/fireants)

## Trade Skills Assessment and Gap Training QLD

Funding is now available for trade workers to have their skills recognised – at no cost to the employer – as part of the Trade Skills Assessment and Gap Training program.

Benefits to employers include: increased supervision ratio for meeting apprenticeship requirements; and increased worker knowledge, capability and productivity. Worker benefits include: no cost RPL; gap training options; nationally recognised qualifications.

Contact TAFE Queensland SkillsTech by phoning 1800 654 447.

## The danger of carbon monoxide

In the list of Reported Incidents in Safety Soapbox, one item involved a number of workers overcome by carbon monoxide when a petrol driven cutting saw was used inside a room with little ventilation.

Carbon monoxide (CO) is a poisonous gas emitted during the use of petrol, gas and to a lesser extent, diesel powered combustion engines. Because CO is colourless, tasteless and odourless, in poorly ventilated workplaces it has the potential to go undetected and therefore build up to dangerous and even fatal levels.

CO if inhaled, interferes with the movement and use of oxygen in body tissues and can cause chemical asphyxiation by displacing oxygen from the bloodstream. Most people can tolerate small amounts of CO without noticeable ill effects but prolonged exposure causes headache, drowsiness, irritability, reduced judgement and motor skills, convulsions, unconsciousness, coma and death.

When using combustion engine powered equipment such as concrete cutters, brick saws and generators, there is always the potential for the equipment to contaminate the atmosphere. CO from equipment setup and operated outdoors can accumulate inside structures through open windows, doors or vents. A safe work method statement (SWMS) needs to be prepared for the work and appropriate controls identified to ensure CO does not accumulate and put people at risk.

*WorkSafe Victoria – Safety Soapbox – 12 June, 2015*

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## Uncovering hidden financial losses in the hiring and rental industry

Bill Cowie Founder and CEO of Move Yourself Trailers has designed a simple system called Vipertrak that helps businesses keep track of expensive machinery and vehicles and disable them remotely but can also assist in tracking possible lost income by checking billable hours on machinery. The following is an account of the latest statistics on Heavy Vehicle Theft in Australia Published in February 2015 (source ncars.on.net) which shows the value of vehicle tracking.

### By Debra Silver, Vipertrak

In Australia alone reported heavy vehicle thefts increased by 23% for the period 2004–2014 which was largely due to a 45% rise in plant and equipment thefts. And by comparison, thefts of heavy trucks increased by 12%. In 2014, the total estimated value of reported heavy vehicles stolen was \$51.2 million.

Some other key findings were: in the same period the largest increase was in profit motivated theft. Profit motivated heavy truck thefts increased by 186% and profit motivated plant and equipment thefts increased by 60%.

Although the increase of heavy vehicle theft has not been uniform across Australia according to the report, South Australia was the only state to record a decrease, whereas some states showed an increase, as high as 319% in New South Wales. Queensland 79% increase for profit motivated theft, 84% increases for Victoria and Western Australia 261% increase all for profit motivated theft as opposed to short term theft or joy riding.

So in 2014 alone 1,873 heavy vehicles were stolen across Australia. Of these 1,873 vehicles 1,164 were heavy trucks, 698 were plant and equipment and 11 unknown heavy vehicle.

But when we talk about the true cost of theft it is always much higher than the actual cost of the loss of the machinery or vehicle stolen. There are other factors to be considered other than increased insurance premiums and excess payments.

There is the additional cost of replacing that machine and also getting a replacement machine to the required location. This could easily include extra staffing costs and possibly accommodation and transit costs not originally factored into your quote. Not to mention the time down while waiting for replacement as well as time spent with all the stress.

With heavy machinery traditionally having universal keys and with these machines not having Vin numbers to trace it's no wonder the theft rates are getting higher

and costing Australian businesses losses.

Then there is the 'other type of theft' which is the billable hours. How many times have you suspected your machinery is being used outside the leased agreement? The fact is potentially:

- 1 You're losing out on extra income.
- 2 Your bottom line is affected with extra costing associated with the servicing and maintenance of your machinery.

This type of theft is rarely thought of as theft and in normal cases can be very hard to prove or disprove.



The true cost of theft is always much higher than the actual cost of the loss of the machinery

Vipertrak is an Australian owned and run business with Australian based support.

Contact: 0408 474 162 or visit website: [www.vipertrak.com.au](http://www.vipertrak.com.au)

## Pilot Air helps BJR stay on track

When looking for a partner for its workshop, Brad Jones Racing (BJR) found the perfect combination of technology, service, reliability and price from the compressed air specialists at Pilot Air.

Brad Jones Racing has been involved in motor sports for over 20 years, growing from what was once a small workshop in the regional NSW town of Albury, to these days running a production workshop with multiple CNC machines, a paint booth, mechanics area and sub-assembly zone.

With three cars in the current V8 Supercar series and three more in the development series, the workshop cannot afford any downtime, while at the same time, requiring its suppliers to keep up with the exacting demands of V8 Supercar racing. This means having the right compressed air system throughout the facility is crucial for both on-going production and overall efficiency.

One of the problems the BJR team was experiencing previously was not having

the right amount of clean, dry air flowing to their CNC machines.

BJR Team Owner Kim Jones said: "Pilot Air has the ability to tailor your air needs and supply the correct equipment to do the job. Being experts in their field, like us, they know reliability is one of the keys to business longevity."

With over 30 years compressed air experience, Australian-owned Pilot Air designs, manufactures and offers sales, service and installation of air compressors, compressed air delivery systems and components.

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Brad Jones Racing chooses Pilot Air



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"Exhibitors commented on the quality of visitors saying interest in equipment, product and services was high with many visitors to HIRE15 working their way around the exhibition space with definite buying aims in place." James Oxenham, HRIA CEO.

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# PPSA update for hire businesses

**The 90 day 'PPS lease' is set to be abolished but plenty of pitfalls remain.**

**By Oliver Shtein – Bartier Perry**

The Personal Property Securities Amendment (Deregulatory Measures) Act 2015 became an Act on 25 June, 2015 assented to by the Governor-General.

The amendment means there will no longer be a lower 90 day threshold for the existence of a 'PPS lease' security interest. The 90 day threshold previously applied to 'serial number registrable' goods including motor vehicles (as defined in PPSA), aircraft and their engines and watercraft.

Once the amending Act takes effect, a uniform threshold of one year will apply to all kinds of hires of goods, whether or not the goods are of the serial number registrable kind.

While the abolition of the lower 90 day time threshold for some goods is welcome for hire businesses who hire out serial number registrable kinds of goods, it is important to note:

- the amendment still awaits proclamation before taking effect. This should happen sometime in the next six months. Until then the current law applies;
- an 'indefinite' hire will still be a PPS lease from inception. So the PPSA will still catch very short term hires of even few days or hours if they don't have a contractually agreed end date of less than one year. It is likely the indefinite hire concept will be taken out of the PPSA in due course but that reform is some time away and has yet to be formally proposed by Government;

- hires of more than a year will still be caught by PPSA as 'PPS leases' and we note option periods are counted towards the one year;
- any hire that functions 'in substance' as a security interest will also still be caught by PPSA from inception – for example: rent to buy or hire purchase arrangements;
- the amendment will only apply to transactions entered into after it commences.

While the amendment will reduce the number of hires that give rise to 'PPS lease' security interests, it does not abolish the concept of serial number registration.

So where there is a PPS lease or other security interest in respect of serial number registrable goods it is important to consider whether to make a serial number registration to gain the benefits of specific registration. Those benefits are mainly around protection against loss of ownership through a wrongful sale by a customer.

## Further reform – a priority for the hire industry

The hire industry continues to press for the complete abolition of the PPS lease concept so no typical hire would fall into

the PPSA. Hires would only fall into PPSA if they otherwise qualify as a security interest in substance. Typical hires in the industry would not meet that test because it would usually be satisfied only in finance-type transactions such as finance leases, instalment sales or hire purchase.

If the industry is successful in its submissions, typical hire businesses would not have to worry about PPSA.

This question of PPSA and the hire industry is with the Government following tabling of the Whittaker Report in Federal Parliament in March this year. Unfortunately that report did not recommend changing the law in the way the industry has been urging.

The way the Government responds to the Whittaker Report will be critical for the industry because it is likely to shape the scope of the legislation for some time to come. The HRIA and EWPA have urged members to make known to their local member of Federal Parliament their concerns about the risks and expense they face caused by the Act. The responsible members of the Government are the Attorney-General George Brandis and the Parliamentary Secretary with responsibility for reduction of red tape, Christian Porter.

Visit: [www.bartier.com.au](http://www.bartier.com.au)

## Time to re-frame, repower or renew at fabrication facility

Crommelins' new purpose-built fabrication facility builds heavy duty steel roll frames for all Crommelins products and can help with replacing frames for existing Crommelins products or make custom frames to specifications.

The service is especially useful for portable powered equipment out of service because of a damaged frame or an un-serviceable engine.

The new roll frames can be powder-coated in corporate colours or galvanized. Subaru petrol and diesel engines are also available, to repower most brands of engines that



Covered in cement, this Drive Unit needs a major overhaul

have become unserviceable or too costly to repair. Subaru engines are backed by a three year warranty. Crommelins products are assembled and tested in the West Australian manufacturing department and each piece is built to suit the hire industry or customised to suit specific needs for any industry.

Crommelins understand the demands on products used in the hire industry and state: "Nothing is too hard for us."

Visit: [www.crommelins.com.au](http://www.crommelins.com.au) or contact East Coast 1300 650 659, West Coast 08 9350 5588.

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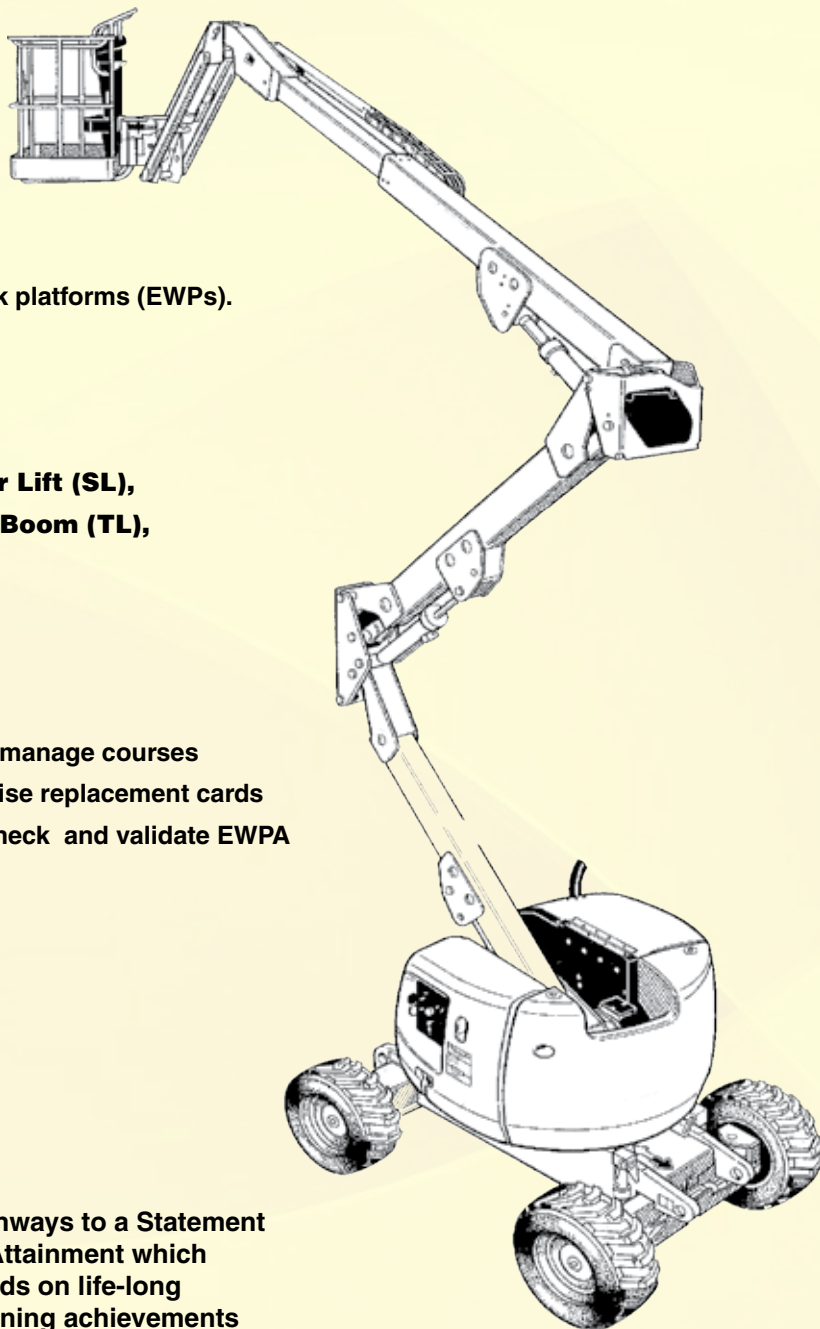
The Yellow Card program, developed in consultation with manufacturers, owners, hire companies and state regulators, is designed to ensure the holder has been trained in the safe use and operation of various types of elevated work platforms (EWPs).

### The Yellow Card program:

- One (1) day training program
- Complete singular or multiple machine classes  
**Machine classes: Vertical Lift (VL), Scissor Lift (SL), Self-Propelled Boom (BL), Trailer Mounted Boom (TL), and Truck Mounted Boom (TM)**
- Licence features operator photo

### EWPA website:

- Find and book training courses online
- EWPA Accredited Trainers can login to create or manage courses
- Report lost Yellow Cards / Update Details / organise replacement cards
- Verify Licence Numbers - online search tool to check and validate EWPA operator licence numbers



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*NB: If the use of a boom-type elevated work platform with a height or reach of 11m or more is required, a valid National Licence to Perform High Risk Work class WP, issued by a Work Health and Safety Regulator must be held.*

**T: 02 9998 2222**

**[www.ewpa.com.au](http://www.ewpa.com.au)**





# Bridging the gap with radar technology

When RoadTek were required to scan the iconic Bribie Island Bridge to locate sub-concrete rebar, they hired the new Hilti PS 1000 X-Scan system Ground Penetrating Radar from Kennards Hire Test & Measure.

Originally constructed in 1963, Bribie Island Bridge is the only road link between Bribie Island and the mainland. The purpose of the project was to secure 3m long and 800mm wide prefabricated steel structures to the bridge at various anchor points. These sections create bays along the outside edge of the bridge to allow cyclists and pedestrians to pass safely.

Incorporating the latest in radar technology, the Hilti PS 1000 X-Scan system available from Kennards Hire Test & Measure can detect rebar, tendons, metal and plastic conduits, glass-fibre cables, voids, cavities and wood in dry concrete structures up to 300mm in depth. This enables concrete structural analysis and helps avoid costly errors caused by hitting concealed objects when drilling anchor holes or through holes, breaking out openings and diamond coring and sawing work.

The compact all-in-one hand-held scanner is easy to use and offers a real-time view of concrete sub-structures for direct on-site evaluation and is capable of producing top view scans plus cross-sections. PC software provides images for data analysis, evaluation and report generation. RoadTek is a commercial business within the Department of Transport and Main Roads and provides transport infrastructure solutions throughout Queensland.

The rebar centres vary throughout different elements of the bridge, from 100mm to 300mm. The PS 1000 X-Scan system provided a high degree of accuracy, which was critical for this project because specifications were extremely tight. Kennards Hire Test & Measure worked cooperatively with the site project coordinator and arranged for an induction of the radar equipment on a Friday and



The Hilti PS 1000 X-Scan system available from Kennards Hire Test & Measure

provided team members with additional instruction on the use of the unit. Much of Kennards Hire Test & Measure equipment is also calibrated to NATA specifications. Visit [www.kennards.com.au/testandmeasure](http://www.kennards.com.au/testandmeasure)



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## New Smartdrive design pumps up the savings

WA based Pumps Australia's latest high pressure cleaner – the PX15-280SD puts out 4000psi at an economical 15 litres per minute and applies a couple of innovations to help drive longer operating life, reliability, cooler running, as well as lower maintenance and operating costs.

The Honda IGX 13HP auto throttle control engine with load sensing, forms the heart of the new machine.

John Warne, Pumps Australia CEO said: "Making use of the Honda IGX engine's ability to down revs when the engine is not being put under load, our Smartdrive system works using our unique integration with that sensing system to disconnect the high pressure pump entirely when the trigger is released. That means the pump simply can't run dry.

"When pumps are left running for as little as two minutes plus, water in the head of the pump quickly reaches 60°C and keeps on climbing to the point where seals fail," John said.

"Because the Smartdrive system disconnects the pump when the trigger

is released, heat from the engine ceases to flow to the pump and it cools during the time it is not pumping; effectively reducing heat wear and tear adding to the life of the machine.

"Our Smartdrive system not only avoids running a pump dry but also avoids the gradual heat induced wear and tear that occurs when the pump is left running even for short periods with no flow from the gun."

The team at Pumps Australia have patented their new Smartdrive technology.

Another new development that was triggered by necessity is the boiler ignition system also incorporated into their new model. Available as an option, the Honda petrol powered pump can offer the extra benefits of hot, (100°C at the gun) or cold pressure washing.

Designed to meet mining industry safety requirements the team again utilised the Honda engine's ability using the 20amp charge circuit to enable a 12v DC supply



The PX15-280SD puts out 4000psi at an economical 15 litres/min

that generates 20000v for the 30L capacity boiler ignition.

The pump is a quality unit by Annovi Reverberi, Italian manufactured with ceramic pistons, brass head, S/S valves, bronze con rods and German water seals.

Contact: 1800 790 915 or visit website: [www.pumpsaustralia.com.au](http://www.pumpsaustralia.com.au)

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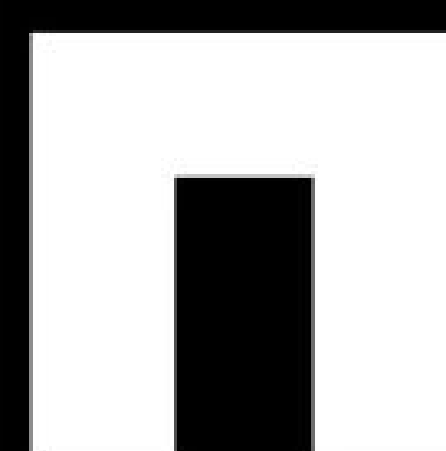
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## Benefits of long-term air compressor hire

According to Air Powered Services long-term hire provides flexibility and is perfect for companies who want to conserve capital and allow room to adjust the amount of machines they have on projects.

A long-term hire is any equipment hire a company keeps for six months or more. Companies pay a flat rate each month to use long-term hire. Air Powered Services offers all its equipment for long-term hire.

According to the company there are several reasons for choosing a long-term hire over a purchase or a short-term hire, including:

- It allows you to quickly scale your equipment requirements up or down as your needs change. If you only buy equipment, it can be time-consuming and expensive to purchase every bit of equipment needed for a specific job.
- No need to worry about maintenance. With a long-term hire from Air Powered Services, the cost of on-site maintenance is included in the monthly fee. Air Powered Services said it will come on-site and fix any problems with the machine.



Long-term compressor hire provides flexibility

- A long-term hire helps conserve capital. If your company needs to maximise its liquid cash, a long term hire will help prevent investing a large amount of money in compressors.

With 20 years of compressor hire experience in Australia, Air Powered Services compressors are selected to provide the best in air pressure performance resulting in a long-term hire price point that is easy to handle, offers stress-free maintenance and access to some of the best air compressors when and where you want them.

Contact: 1800 247 769 or visit website: [www.airpoweredservices.com.au](http://www.airpoweredservices.com.au)

## Mobile & stationary compressor solution

The compact M 57 Utility from Kaeser combines the advantages of a modern stationary screw compressor with the location flexibility of a portable compressor. Powered by a diesel engine, the unit does not require an external power supply, providing a mobile but stationary portable compressor solution.

The M 57 Utility was primarily developed to be installed as a stationary compressor on the flatbed of a truck. A fixed crane eye on the top of the unit's housing makes loading easy, while forklift pockets in the closed environmentally-friendly base frame ensure safe, dependable manoeuvrability via a fork-lift truck.

The compact M 57 Utility from Kaeser at work



Equipped with an advanced rotary screw compressor, the M 57 Utility provides performance, energy efficiency and user-friendliness. At the heart of each unit lies a durable rotary screw compressor block featuring Sigma Profile rotors, which use 15% less energy compared to conventional compressor block rotor designs, according to the company.

Kaeser's efficient 1:1 drive design eliminates the transmission losses associated with gear or V-belt driven systems, since the compressor block is directly driven by a water-cooled, 4-cylinder Kubota diesel engine. Additional advantages include a compact design as well as power efficiency.

With a drive power of 36kW, the compressor has an effective free air delivery of 5.1m³/min at 7 bar. The standard version is designed for operation in ambient temperatures from -10 to +50°C. A low temperature model is available which can be used to ensure a dependable supply of quality compressed air at ambient temperatures to -25°C.

Visit [www.kaeser.com.au](http://www.kaeser.com.au) or phone: 1800 640 611.

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2-4 September, 2015 – Perth

Visit: [www.cica.com.au](http://www.cica.com.au)

### BAUMA CONEXPO AFRICA 2015

15-18 September, 2015 – South Africa

Visit: [www.bcafrica.com](http://www.bcafrica.com)

### BICES – BEIJING, CHINA 2015

22-25 September, 2015 – Beijing

At the New Beijing International Exhibition Center.

Visit: [www.e-bices.org](http://www.e-bices.org)

### 3RD IRC RENTAL CONFERENCE 2015

21 September, 2015 – Beijing

Swissotel Beijing & Hong Kong Macau Center. Visit: [www.khl-group.com/events/irc/](http://www.khl-group.com/events/irc/)

### ITALIAN CRANES & ACCESS SHOW

1-3 October, 2015 – Piacenza, Italy

Visit: [www.gisexpo.it](http://www.gisexpo.it)

### CONEXPO LATIN AMERICA – CHILE

20-24 October, 2015 – Santiago

Visit: [www.conexpolatinamerica.com](http://www.conexpolatinamerica.com)

### INTERNATIONAL CONSTRUCTION EQUIPMENT FORUM (ICEF) 2015

2-3 November, 2015 – Amsterdam

Visit: [www.khl.com/icef](http://www.khl.com/icef)

### WORLD CRANE & TRANSPORT SUMMIT 2015

4-5 November, 2015 – Amsterdam, the Netherlands

Visit: [www.khl.com/events/](http://www.khl.com/events/)

### WORLD DEMOLITION SUMMIT 2015

6 November, 2015 – Amsterdam, the Netherlands

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