

HIRE AND RENTAL NEWS

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL INDUSTRY ASSOCIATION LTD

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APRIL/MAY 2015 VOL16 NO4

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HIRE AND RENTAL NEWS

APRIL/MAY 2015
VOL16 NO4

HIRE AND RENTAL INDUSTRY ASSOCIATION LTD
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on the cover

The Genie Z-62/40 Articulating Boom

A compact and hardworking unit, the new Genie Z-62/40 boom lift offers an outstanding working envelope, vertical and horizontal reach, manoeuvrability and servicing. It also provides significant enhancements over the model it replaces, the Genie Z-60/34.

The Genie Z-62/40 boom lift has a larger working envelope than its predecessor. This will help reduce rental companies' inventory costs.

Weighing just 9,934kg (21,900lbs), it has zero tail swing, and minimal front turntable tail swing. Overall, the Genie Z-62/40 boom lift stows to the compact size of 7.58m (24ft and 10.5in) with the jib tucked.

The Z-62/40 boom lift was designed with serviceability in mind and has enhanced access to electrical and hydraulic service points.

Contact: 07 3456 4420 or visit the website: www.genielift.com.au



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president's message

We're all working for ourselves but the HRIA is working for us!

What a whirlwind year it has been already! It feels like the weeks and months are flying by. It's great to know our industry is growing and thriving in Australia.

Overall Australia's economic growth has increased over the previous 12 months from 1.9% to 2.7% but this may seem just a number when dealing with the daily challenges of a busy hire company. Much uncertainty lies ahead but we must remain optimistic and look for smarter and better ways to create and sustain business.

With an ever growing focus on customer service, our businesses are responding and in turn sowing the seeds for future success.

There is increasing awareness in the marketplace of the compelling business case around the relative merits of hiring; what contractors and end users need versus purchasing and owning it.

At a time when the economy is fluctuating and uncertain, hiring's desirably cost-effective and beneficial business edge extends business options. We should all be heavily promoting these facts.

You might think you know all the factors in favour of hiring but have a look through

the following (a brief but not exhaustive list) - some of these may surprise you – and your customers!

The benefits of hiring

- Hiring meets expected demand quickly and easily, without huge capital outlay, the worry of depreciation, repairs, maintenance and storage problems, or knowing whether that piece of equipment will ever be needed again.
- Hiring equipment is fully tax deductible.
- Hiring allows business to offset outlays, recoup operational costs, and limit overall capital equipment purchases.
- Hiring enables a wider range of jobs outside what the end-user might normally do by providing a huge range of modern equipment ready to go.
- Hiring allows new equipment to be trialled, on the job without any capital outlay or the need to take on new debt.
- Hiring provides reliable, well-serviced and well-maintained equipment, which is fully supported by education and instruction on the safe and correct use.
- Hiring, not buying, frees up scarce capital in the short term.
- Hiring helps business meet peak demands by offering and supplying more equipment when business is at its busiest.

And while we're talking about the benefits of hiring, let's look at the benefits of our industry Convention.

On behalf of the HRIA and EWPA we welcome our members, suppliers, presenters and visitors to our 2015 HRIA Convention in Adelaide. While we all look forward to this event as a time to possibly reward staff, socialise with colleagues and explore the local nightlife, it would be remiss of me to not highlight the importance of our National Convention.

With a huge investment from suppliers and industry professionals it is critically important to the future success of this event you all come away with something to value add to your business.

I've been attending the HRIA Convention for many years now and always find something of value to take back to my business. Below are three areas we can all benefit from at the HRIA Convention.

1. Networking – This is without doubt the biggest value-add of the whole Convention. It's an opportunity to mix and meet with industry personalities and competing business; gain new insights over a drink and discuss the merits of business tactics or marketing efforts or sales techniques or delivery and transport regulations. There is no better forum for discussing the things we all face in our hire industry business. If you've never been to a Convention then you won't know of the true camaraderie and friendships that can form – even across competing platforms. It's true!

2. Getting involved – It's one of those life truisms – you get back what you put in! And it's never more so than with the HRIA, your industry Association and your involvement at the Convention. You can be as involved in the options and social activities at the Convention or you can choose to relax and enjoy a slower and more personal show – BUT – know the more you get involved and join in the social activities, the more you will learn and the more you will benefit!

3. Learn more about what the Association can provide for you – Did you know you can attend State meetings? These offer the same opportunities for networking and education as the National Convention! Did you know the HRIA offers HR advice? And provides updates on



Jeff Bernard, National President



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legislative and regulation changes? Did you know you can access a whole raft of complimentary services – just by being a member? Now's the time to find out how your Association can work for you!

If it's relevant to hire then you will hear about it at the Convention. It is all about education and for the HRIA this is a vital

element of the National Convention.

If you're not registered yet, there's still time to get online and plan your show visit. If you have a hire business in Adelaide or South Australia, I hope to see you in beautiful Adelaide.

Jeff Bernard
National President

GRA countries represent \$US75.4b revenue

The 13th annual meeting of the Global Rental Alliance (GRA) was held at The Rental Show 2015 in New Orleans.

All GRA member associations were present, including: Brazilian Rental Association, (ALEC); Canadian Rental Association (CRA); European Rental Association (ERA), Belgium; Hire Association Europe (HAE), UK; Hire & Rental Industry Association (HRIA), Australia; Hire Industry Association of New Zealand (HIANZ); and American Rental Association (ARA).

Agenda items discussed focused on advancing the business success of members and promoting the image of the equipment rental industry throughout the world. Current member priorities and initiatives within the associations were shared, as were trends and industry developments. Topics addressed included technological trends in the industry and status of implementation in the associations, best practices in safety, regulatory issues, and the GRA International Rental Business Leadership Program administered by the ARA Foundation. Discussion on membership trends and growth included the

recruitment and involvement of young professionals, or the next generation of rental owners.

The agenda also included a review of the global survey initiative of the GRA, with release of a 2013 combined rental revenue figure among the GRA associations representing \$US75.4 billion. This figure represents a 3.2% increase over 2012 rental revenues, as calculated by IHS Economics. Discussion was held on the economic forecast for member countries in 2015 and the level of rental penetration.

The ARA and the CRA provided a preview of their associations. With a group objective to continuously learn about the industry worldwide, a guest presentation was received from the Japan Construction Rental Association.

Conference dates are available on the GRA website. A mid-year webinar meeting will be held in August 2015. The next Annual Meeting will be at The Rental Show 2016, 21-24 February, in Atlanta, Ga.

Visit: www.GlobalRentalAlliance.com



(L-R): (Seated) Chris Wehrman, Chief Executive Officer, ARA; James Oxenham, Operations Director, HRIA; Allan Siscic, Marketing, ALEC; Dave Mintenko, President, CRA; Michel Petitjean, Secretary General, ERA; Graham Arundell, Managing Director, HAE; Phil Tindle, General Manager, HIANZ. (Standing) Paul Phelon, Chairman of the Board, ARA; Terry Turner, President, ARA; Peter Lancken, Representative, HRIA; Fernando Forjaz, President, ALEC; Tim Ranson, Vice President, CRA; Adrian Watts, Chairman, HAE; Tim Mikkelsen, President, HIANZ.

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It's a good job well done! Our unsung heroes from the hire industry

This is a small acknowledgment to the many unsung heroes in the hire industry who freely give up their time and effort to volunteer their services where and when they can. Sometimes you become visible – even if only briefly!

And so in January while viewing news segments online, our editor happened across a news item about the bushfires in the Adelaide Hills and Tony Abbott touring the devastation, talking to volunteer firefighters. And up popped one of these unsung heroes, Peter Evans from Hoppt, meeting and greeting the PM!

The prime minister joined South Australian Premier Jay Weatherill to tour the grounds of the Sampson Flat bushfire, which burned through the hills for six days.

Mr Abbott told volunteers: "This has been a major incident. You have responded magnificently to all of the challenges."

Mr Abbott said the efforts of emergency workers in the face of awful conditions had been remarkable.

"The courage, the professionalism, the dedication has been simply exemplary," Mr Abbott said. "But for those efforts, we could be looking at a much greater cost."

Well done Peter and to everyone else out



For the many unsung heroes in the hire industry who freely give up their time and effort to volunteer

there who donates time, energy, money and services tirelessly and above the call of duty, over and over again. Often your input goes unsung, but this time we were watching!

See more at: www.skynews.com.au/news/top-stories/2015/01/08/pm-to-tour-adelaide-hills-bushfire-zone.html#sthash.KCpKxH2v.EheTqQLr.dpuf
Source: Skynews.com.au

HRIA Industry Code of Practice for Portable Toilets now online

The Code of Practice for Portable Toilets has now been published and is available online on the HRIA website.

Visit: www.hireandrental.com.au in the downloads section.

This is a good initiative and a great point of reference for those hire companies dealing with portable toilets. The HRIA offers thanks to the committee who spent much time reviewing this document and

the state authorities for their input.

The Code of Practice for Portable Toilets will be reviewed in early 2016, when we will invite members to comment on content once more.

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PayPerLead.Marketing is a new concept in Australia from the UK which links prospective customers to sales leads.

According to Steve Hand CEO, the way it works is a customer requests a quote, PayPerLead.Marketing delivers the warm lead to one specified company for an agreed fee.

"We only supply each lead to one nominated company," Steve said.

The company sells its services by asking two questions: Would your business benefit with a constant flow of leads of people wanting to hire your product from you? And would you like to know how to secure those leads without spending a single penny upfront?

Then it advises if you answered yes to those questions, watch a five minute video on how PayPerLead.Marketing can make this happen.

"Our leads are from potential customers that are already searching the internet for your product or service. Our experts have years of experience in finding those leads. We then use various systems to establish which of these are looking to get a quote and purchase now. These are the leads we deliver to you," Steve said.

"We never try to find customers for you by cold calling. We only use the internet to find leads that are actively looking for you already.

"Once you agree to work with us, we pay all the costs involved in finding you those customers. You only pay for the qualified leads we provide. In some cases we may be able to give you a small number of leads to demonstrate just how good they are before you agree to work with us. If we don't have any free ones to give away, don't worry, you don't pay a penny until after we supply the leads.

"PayPerLead.Marketing's service is this. We give you the leads and then invoice you at the end of the month. You will already be 100% assured of the quality of the leads we have provided before we send you a single invoice. And we don't ask you to sign any contracts. In the unlikely event you wish to stop receiving our leads, just tell us and we stop marketing for you," Steve said.

The company said it recommends adding corporate branding to the PayPerLead.Marketing mini site. "This will give your company greater online presence and can increase the quantity of leads."

The company notes however, the mini site it builds remains the property of PayPerLead.Marketing.

Contact: 02 8007 3350 or visit: www.payperlead.marketing



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WINNER of SpitzLift Light Weight Portable Crane

The winner of the competition from our Fenraury 2015 issue is Stephen Purchase from Hindmarsh Hire in Brougham Street, NHILL, Victoria. Congratulations Stephen!

Stephen takes home the prize with this fab reason for attending Hire15 in Adelaide: "Cleaning portable toilets makes me frown, so I would love to attend HIRE 15 at the Adelaide Showground."

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Teletrac and Navman Wireless combine

Navman Wireless and Teletrac, two leaders in the GPS fleet and asset tracking space, have merged to create one of the world's largest global telematics organisations.

The combined company will be run by an executive management team from both Teletrac and Navman Wireless.

TJ Chung, Navman Wireless president and chief executive officer, will lead the joint company. The company will continue to operate under both the Navman Wireless and Teletrac brands and support all current customers and platforms.

"It became clear in our race to become the predominant global GPS fleet and asset tracking solution, the leverage of combining Navman Wireless and Teletrac was in the clear best interest of both companies' current and future customers. We realised both companies were highly synergistic and we had the opportunity to leap forward by partnering strength on strength," TJ Chung said.

The combined resources of Navman Wireless and Teletrac will expand the company to a more geographically diverse

market, with offices in the UK, Australia, New Zealand, Mexico and the US.

"With the strength of a combined research and development capability, budgets and a world-class engineering team we will be paving the way for future innovation. The merger of two leading telematics companies will allow customers to benefit from a further enhanced feature offering, setting us apart in the industry," Ian Daniel, Vice President Asia Pacific, Teletrac said.

Teletrac and Navman Wireless GPS-based fleet optimisation products and services, include real-time vehicle tracking and analytics that enable companies to monitor, measure and improve operational costs and efficiencies. The joint company's technology currently tracks more than 500,000 vehicles owned by over 40,000 organisations on five continents.

Visit: www.navmanwireless.com.au and www.teletrac.com

National Forklift Championships date set

The Australian Warehousing Association (AusWA) has set the date for the final of the National Forklift Championships 2015.

It will be held on Friday, 21 August, 2015 in Brisbane. Current Forklift Champions will be looking to defend their title from the championships last year at the Construction Training Centre in Brisbane.

According to AusWA, many organisations requested a championships date earlier in the year so it doesn't conflict with the Christmas rush and gives everyone time to prepare.

AusWA also notes companies can organise in-house events and use the information kit provided by AusWA on request.

Contact 07 3375 4114 or email: admin@auswa.asn.au

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Fork Force now distributor of AUSA Rough Terrain Forklifts

Fork Force Australia has become the exclusive Australian importer and distributor for AUSA Rough Terrain Forklifts.

Ranging from 1.5 to 5 tonne, AUSA Rough Terrain forklifts are innovative in design and technology, and have superior efficiency and lower maintenance requirements.

The AUSA exclusive 4WD FullGrip system allows the user to engage and disengage the 4WD from the joystick controls. The Kubota engine ensures minimum noise level and fuel consumption and the Bosch-Rexroth hydrostatic transmission provides smooth and safe operation.

AUSA Manager – Oceania, Campbell Emmerson said: "Fork Force's substantial marketing and product support will allow us to continue to share our commitment to provide quality leading edge equipment to the material handling industry."

Fork Force Australia Managing Director, Steve Cunliffe said Fork Force is dedicated to supplying customers with equipment to suit their application needs, by offering a vast range of forklift solutions with flexible

ownership options including Rent-To-Own and Hire-Try-Buy.

"Fork Force also has an extensive hire fleet, national support and spare parts network, to keep customer production levels optimised.

"Fork Force is 100% Australian owned, and has been in operation for over 15 years providing a one-stop shop for sales, hire and service of both new and used forklifts.

"Through a well-established network of branches and service agents, Fork Force offers the best forklifts on the market and ensures quality and reliable after-sales service.

"The AUSA range of premium rough terrain forklifts complements our product line up, offering our customers a wider range of solutions to meet their material handling needs."

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AUSA Manager Oceania - Campbell Emmerson and Fork Force Australia Managing Director Steve Cunliffe join forces now Fork Force is Australian distributor for AUSA Rough Terrain Forklifts



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US equipment rental industry forecast to grow

A strengthened economy, growth in employment and lower gas prices at the pump, generating increased disposable income, all spell favorable news for consumers as well as the equipment rental industry in the United States.

Overall, the American Rental Association (ARA), through its ARA Rental Market Monitor subscription service, forecasts equipment rental industry total revenue growth of 8.1% in 2015 to reach \$38.5 billion in the US, including all three segments – construction/industrial, general tool, and party and event.

Construction/industrial rental revenue is forecast to increase 8.5% in 2015 to \$26 billion, with general tool projected to grow 8.3% to \$9.9 billion and party and event to show a 4.5% increase to \$2.7 billion.

"The equipment rental industry continues to grow at a fast pace with strong equipment rental demand within all markets," Christine Wehrman, ARA's executive vice president and CEO said.

"While the news focuses on the energy sector of the economy, our industry is fortunate to have a balanced marketplace

in which rental is in demand and energy represents only one of those markets. Rental companies have always been flexible in meeting customer demand by adapting quickly to changing markets. The industry growth forecast remains more than double that of the overall economy."

"The number of positive offsets in commercial construction, multifamily housing, healthcare and manufacturing help to counteract the drop in oil prices and contribute to the strong 2015 growth projections for the equipment rental industry," Scott Hazelton, Managing Partner, IHS Inc said. IHS is a global source of information and insight and compiles data for the ARA Rental Market Monitor.

Also, a decrease in oil prices does not mean the energy sector growth stops.

"Natural gas and oil extraction growth will likely be slower in 2015 and 2016, but it is important to note extraction actually

increases, just at a slower rate, even with lower oil prices," Scott said.

Projected revenue increases for equipment rental due to more direct and indirect demand from the energy sector may be lower now than previously expected, but Scott said the other rising segments for the equipment rental industry will remain a positive factor for 2016 as well.

"IHS already had projected softness in the energy markets in 2016, so the quick drop in oil prices now presents less of a change in the overall forecast for the equipment rental industry," Scott said.

The forecast for Canada calls for 3.7% growth in 2015 to \$4.1 billion, with growth of 6.3% expected in 2016 to nearly \$4.4 billion.

"We continue to monitor our industry on a quarterly basis to ensure our members have the best information available," Chris Wehrman said. Visit: www.ARArental.org

Plant Assessor MDG 15 Assessment for mining industries

Plant Assessor has developed a special assessment purpose which incorporates the specific additional requirements of MDG15 (Mining Design Guideline, a term coined by the Mines Safety Regulator in NSW) over and above a standard Plant Assessor assessment.

According to Plant Assessor, if you are involved in the supply of equipment to the mining and extractive industries in NSW, you will have encountered MDG15.

MDGs contain comprehensive guidance on specific safety issues and are increasingly used outside NSW where the local jurisdiction does not have definitive guidelines in the particular area covered by the MDG, Plant Assessor said.

MDG 15 (Guideline for Mobile and Transportable Equipment for Use in Mines) sets out the safety requirements for the design, manufacture and operation of Mobile and Transportable Equipment for Use in Mines. MDG15 was first published in 1992, and revised in 1994,

Requirement	Explanation
Information	Produce a plant safety file including the following information – <ul style="list-style-type: none"> • Design documents • Design registration & item registration • Risk documents • Maintenance records • Accident register Install compliance plate on machine with the following information as a minimum – <ul style="list-style-type: none"> • Date of manufacture • Serial number • Tare & gross of machine • Axle loads • Maximum number of people for which seating is provided
Emergency stop devices	Ensure that at least two emergency stop devices are installed in the normal operator area and adjacent the boarding point to the machine
Fire suppression	Ensure that fire suppression system is fitted with a manual trigger point in the operator cabin and adjacent the boarding point is fitted Ensure that a fail safe valve is fitted to the fuel supply line for machines with an internal combustion engine Ensure that automatic fire suppression system is fitted with alarm, power shut down device and engine shut down device with appropriate timing depending on machine type
Fire resistance	Ensure that engine compartment and operator area are separated by minimum 2hr fire resistant fire wall Ensure that engine compartment and operator means of egress have minimum 2hr fire resistant shield
Fuel lines	Ensure all fuel lines are metal or metal braided
Fluid & pneumatic lines	Ensure that all fluid & pneumatic lines are routed separately, fire resistant and labelled
Pressure systems	Ensure that it is possible to relieve the pressure from hydraulic systems, steering systems, accumulators and pressurised fuel tanks from the vicinity of one of the emergency stop points at ground level
Lighting	If machine is capable of more than 8 km/hr then dual globes must be fitted to blinkers, services brake and retardation lights
Labelling	Ensure all isolation points and emergency egress locations are labelled with instruction and warning labels Ensure that accumulators and spring brake chambers are labelled
Machine visibility	Ensure machine extremities are delineated by lighting, reflectors or reflective tape
MDGs contain comprehensive guidance on specific safety issues	

1997 and 2002. Because this is a special assessment purpose and contains considerable additional inspection items, Plant Assessor said it has chosen to make it an opt-in assessment purpose to avoid any confusion among users that have no need for MDG15 assessments.

Some of the questions in a MDG15 assessment will require reference to OEM manuals, removing of guards and covers, and in some instances confirming certain matters with the machine's manufacturer to ensure the requirements are met.

The table developed by Plant Assessor provides an overview of the more detailed application of existing PA requirements and mine department specific requirements.

Contact: 1300 728 852 or visit: www.assessor.com.au

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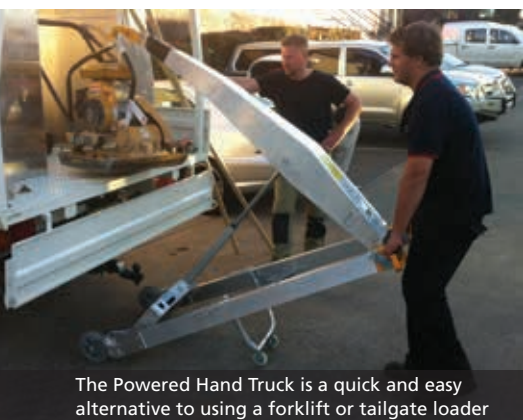
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Powered Hand Truck goes national

When Makinex designed and produced the Powered Hand Truck in 2012, its success was due to it solving a problem consistently occurring within the rental industry.

"Being able to pick up small plant machinery, generators, plate compactors, compressors and load them into a variety of customer vehicles such as vans, station wagons, utes, with just one person and without putting strain on the operator's back is of upmost importance in the rental industry," Makinex CEO Rory Kennard said.

"Over the past year Kennards Hire has



The Powered Hand Truck is a quick and easy alternative to using a forklift or tailgate loader

seen firsthand how popular the Makinex Powered Hand Truck is resulting in an improvement in measured safety.

Twelve months ago Kennards Hire took a trial of the Powered Hand Truck in 10 stores. After seeing the benefit to staff and customers Kennards Hire has decided to now roll them out nationwide," Rory said.

James Alessi – Kennards Hire Branch Manager from Wollahra said: "I was involved with the trial Kennards conducted on the Powered Hand Trucks (Onelift) last year during my time at the Alexandria branch. Since we received the new model a few months back I have noticed the unit has improved features because we can now lift an extra 20kgs."

According to Rory, the Powered Hand Truck is a quick and easy alternative to using a forklift or tailgate loader and can be used anywhere.

Contact: 1300 795 953 or visit website: www.makinex.com.au

New website offers enhanced user experience

Hitachi Construction Machinery (HCA) has launched its new website – www.hcma.com.au to enhance user experience.

National Marketing Communications Manager, Amanda Michael said the enhanced functionality such as the dealer locator incorporating GPS technology means customers are able to get directions to the nearest HCA branch from where ever they are at the time of their search.

"The new site features seamless navigation to get customers directly to the information they're after," Amanda said.

An efficient search function delivers concise search results, options to filter and a new search result display.

"Whether they access the site with their phone, tablet, laptop or desktop, customers will appreciate the accessibility. Other enhancements include the integration of the online Solutions magazine and HCA's careers website," Amanda said.

Visit <http://youtu.be/31R836WbUOI> to watch the YouTube video.

Trench collapses prompt safety warning

WorkCover reminded businesses and workers about the dangers of excavation work following two serious trench collapse incidents earlier in the year.

Two Sydney workers were admitted to hospital after a five-metre deep trench caved in on them. Early findings indicated it could easily have resulted in the deaths of both workers.

General Manager of WorkCover's Work Health and Safety Division Peter Dunphy said it was absolutely critical such high-

risk work be carefully planned, safety precautions put in place and conditions monitored during excavation work.

"It is also important the business owner or site manager collaborate with workers to fully assess any potential risk before any excavation work starts," Peter said.

"There will be times when additional

measures are needed because the conditions assessed earlier may have changed due to unforeseen circumstances, such as water seepage."

Further information is available in the Code of Practice Excavation work, visit: www.workcover.nsw.gov.au or call WorkCover on 13 10 50.

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Value: \$65,000,000

Commence Date: 15/06/2015

Developer: SA WATER

ILLOWA MALVERN EAST MALVERN EAST, VIC

Construction of a four storey building with apartments, two level basement car park.

Value: \$15,000,000

Commence Date: 4/05/2015

Builder: IRELAND BROWN
CONSTRUCTION

UNIVERSITY OF SOUTH AUSTRALIA GREAT HALL SPORTS RECREATION & CULTURAL FACILITY PACKAGE E ADELAIDE, SA

Proposed construction of a Great Hall underneath Hindley Street incorporating sports, recreation & cultural facility.

Value: \$50,000,000

Commence Date: 15/12/2015

Managing Contractor: MOSSOP

CONSTRUCTION & INTERIORS

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Value: \$120,000,000

Commence Date: 20/07/2015

Contractor: YILGARN ESPERANCE
SOLUTION

SYDNEY TROPICAL CENTRE ROYAL BOTANICAL GARDENS - BIOME SYDNEY, NSW

Redevelopment and refurbishment of the Sydney Tropical Centre includes demolition of the Pyramid glasshouse & foyer, removal & transplanting of trees.

Value: \$13,371,000

Commence Date: 29/05/2015

Builder: COCKRAM CONSTRUCTION

ALICE SPRINGS HOSPITAL TEACHING & TRAINING FACILITY & FIRE RECTIFICATION

The Gap, ALICE SPRINGS, NT

Construction of teaching & training

facility theatre, plus fire rectification works including fire sealing.

Value: \$31,000,000

Commence Date: 22/06/2015

Developer: DEPARTMENT OF
INFRASTRUCTURE

ABC PAPER & PAPER MILL WETHERILL PARK, NSW

Construction of a new warehouse facility additional storage tank & associated pump & piping, with ventilation fans.

Value: \$18,130,000

Commence Date: 31/07/2015

Builder: CIR CONSTRUCTIONS

HMAS ALBATROSS-HELICOPTER AIRCREW TRAINING SYSTEM (HATS)-PROJECT AIR 9000 PHASE 7 NOWRA, NSW

Phase 7 Helicopter Aircrew Training System facilities at HMAS Albatross & the Jervis Bay Airfield.

Value: \$65,000,000

Commence Date: 8/06/2015

Managing Contractor: LEND LEASE

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Hiring intentions rise with looming housing boom

More jobs are set to be created by the looming housing boom according to the latest national survey of Australia's building and construction industry.

"Master Builders Australia's National Survey of Building and Construction shows employer hiring intentions rose in the December quarter 2014 to their highest level in seven years," Peter Jones, Chief Economist of Master Builders Australia said.

"Confidence in the building and construction industry continues to grow with the Survey recording a sharp rise in expected building activity to levels not seen since the GFC," he said.

"The Survey indicates builders, particularly residential builders, see higher industry activity coming in the next six months," Peter said.

"The index measuring profitability of building firms recorded its best result in nearly four years with more than 60% of respondents expecting profit levels to increase over the next six months," he said.

"2015 will see the benefits of the looming housing construction boom increasingly flow through the supply chain to boost the wider economy with the Survey recording a sharp rise to a seven year high in builders' intention to invest in plant and equipment," Peter said.

"The commercial construction continues to suffer from weak business investment and conditions have a long way to go before they could be described as healthy. The Reserve Bank's decision to cut official interest rates should help to reboot confidence," he said.

"A lift in business confidence and pragmatic reforms to increase productivity are also needed if the industry is to play a greater role in helping to meet the gap in investment and job creation left in the wake of the declining resources boom," he said.

Contact: 02 6202 8888 or visit: www.masterbuilders.com.au

Pirtek USA acquired by Pirtek's Australian founders

The Duncan family, who founded global franchise platform, Pirtek Fluid Transfer Solutions, has acquired Pirtek USA. The acquisition increases the Pirtek footprint and adds to its global presence.

This acquisition by the Duncan family creates further synergies across the Pacific, while strengthening Pirtek's existing partnerships in Africa, Canada, China Mongolia, NZ and Singapore.

"As a group, this will allow Pirtek to broaden the customer base with a high level of corporate strength and stability, while increasing market share," Pirtek International Director, Glenn Duncan said.

There are over 400 Pirtek Service and Supply centres and mobile units globally, 97 of those in Australia. Pirtek USA opened its 50th Centre in Milwaukee. Contact 134 222 or visit: www.pirtek.com.au

Pirtek started in Australia in 1980 and now services 23 countries through over 400 centres globally



How can paperless inspection application assist the hire industry?

By Naaman Shibi at www.pervidi.com.au

We will use the term 'Inspections' in the widest possible definition that encompasses a variety of activities performed against a piece of equipment. This includes data collection, periodic inspections, daily visual inspections, weekly/monthly inspections, semi-annual/annual audits, pre start checks, job safety analysis and tracking of deficiencies and corrective actions.

Therefore, the same Paperless Inspection application can address a myriad of issues and business processes within the hire and rental industry, including pre/ post rental conditions, fall protection safety checks, pre start checks, Job Safety Analysis, Lifting inspections, etc.

If done correctly, automating inspections can simplify daily processes and speed up tasks compared with paper-based data collection. For eg: using barcodes or RFID tags can expedite daily routines with minimal effort and simple setup. Using features such as 'quick pass,' which records the results of your visual inspections with literally 'one click,' is another way to improve efficiencies. Using speech to text (converting your speech to text and reports) capabilities is another way to save time while recording the inspection/audit result in the field.

Comply with Standards, Regulations and Manufacturer Manuals

Electronic paperless inspections can be based on pre-defined checklists for each type of equipment which reference standards and guidelines and ensure all required information is easily accessible. Many of the hire and rental companies in Australia use a variety of Australian standards, which link their inspection findings with the appropriate regulations or instructions. Electronic references of such requirements save an enormous amount of time and ensure reporting is timely and accurate.

Paper based activities require significant time investment and/or administrative assistance to ensure they are performed on time. Paperless inspection application can automatically send reminders and alerts, ensuring you are informed when inspections are due and alerted when they become overdue or corrective action is required.

Have you ever tried 'hunting for' documents and records, finding they often seem to be 'misplaced' or even worse - cannot be found at all? A few years ago we received a call from one of our customers who was using our software to conduct fire safety inspections. They had a fire in their facility and the fire investigator who was investigating the fire wanted to see their inspection records for the specific floor in which the fire had occurred.

To expedite access to their information, they called to ask for assistance, and a few minutes later we provided them with the information in a spreadsheet. To our surprise, they called us back about an hour later 'beaming with delight' stating: "Thank you, the fire investigator left". How can one put a dollar value on such occurrences?

Supports BYOD/CYOD implementations (Bring/Choose Your Own Device)

Automating inspections usually includes a number of tools that enable electronic data collection, such as iPads, Tablets or mobile phones. Supporting industry-standard devices and allowing hire and rental companies to use their own devices can significantly reduce the overall implementation costs of such inspection management systems. Contact: 03 8862-6485 or visit: www.pervidi.com.au



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ARA Rental Benchmark Service surpasses 50 participants

Rouse Analytics added five new rental company participants to its Rental Metrics Benchmark Service recently and now provides rate and utilisation benchmarking services to 52 equipment rental companies across the US.

Rouse Analytics, in cooperation with the American Rental Association (ARA), launched its benchmark reporting service in January 2011 with initial participants United Rentals, Hertz Equipment Rental Corporation, H&E Equipment Services, NES Rentals, and Neff Corp.

Over the past three years Rouse Analytics added 47 rental companies including Ahern Rentals, Sunstate Equipment, BlueLine Rental, 27 Caterpillar dealers and 17 independent rental companies and heavy equipment dealers.

"We long believed rental companies needed a way to measure performance on rental rates and key operating metrics and we're proud to have collaborated with the ARA in their development of the ARA Rental Market Metrics standard utilised in our Rental Metrics Benchmark Service," Gary McArdle, EVP and COO, Rouse

Services said.

"The rapid growth of our Rental Metrics Benchmark Service demonstrates how valuable this information is to rental companies and we're looking forward to additional growth."

Chris Wehrman, CEO of ARA said: "We created the ARA Rental Market Metrics to improve visibility regarding the importance of industry standards. We are pleased with the success Rouse Analytics has had in implementing the metrics and providing benchmark information."

Through its Rental Metrics Benchmark Service, Rouse Analytics collects invoice level transaction data and nightly fleet snapshots from participating rental companies and reports industry benchmarks for rental rates, physical utilisation, dollar utilisation, fleet age, and other key performance metrics at a

local market level. Participating rental companies receive a summary level comparison of their rental rates and other key performance metrics to local market benchmarks every month at no charge and then have the option to purchase more detailed reporting.

Rouse Analytics' Rental Metrics Benchmark Service is a groundbreaking innovation in business intelligence for the equipment rental industry. This reporting tool is the exclusive source for cat-class level comparisons of rental rates and key performance metrics. Rouse Analytics allows equipment rental companies of all sizes to compare their performance to peers in their market. Rouse Analytics has experienced exponential growth, currently tracking nearly \$10 billion per year in rental revenue.

Visit: www.rouseservices.com/analytics

A new look for Baseplan Software

Baseplan is again expanding its software offering with the development of a brand new user interface (UI). The new development will not only make it even easier to use Baseplan Enterprise, but also bring fresh new features to the solution offering.

Over 7,500 hours of man time were devoted to the development of the latest iteration with Baseplan recruiting the help of key clients to make sure that the system was functional and well accepted.

"Engaging clients in R&D is very important to us. It's important to them. It is always our goal to ensure any improvements made to the product benefit the client. After all, they are the ones using the system," Andrew Ferry, President & CEO said.

The new UI will bring a fresh look to the ERP (Enterprise Resource Planning) offering and provide many of the modern features commonly found in newer applications. However, this is much more than just a visual update. Baseplan, working closely with its clients, included many modern features that would take the system even further in its efficiency. It is leaner and more accommodating for new and inexperienced users of the system.

"This new interface for Baseplan Enterprise is yet another example of

Baseplan looking to take advantage of emerging technologies and techniques to benefit the user. We wanted to make sure this wasn't just a new look, but most importantly, were also bringing new and enhanced features with it," Andrew said.

Some of the new features include:

- The ability to auto-resize forms for different monitor dimensions.
- Customised captions.
- The application can be skinned to a client's preferred colour scheme.
- The option to have multiple forms open at the one time as opposed to multiple instances of the application.
- Searchable menu tree that can be hidden on demand.
- A new home page that can display internal content from the company portal.
- All forms to be refactored to use the new Enterprise grid which has extensive user customisation options,



grouping options and search features.

- Forms can be 'popped-out' and dragged to a second monitor if required.

Baseplan has a continual improvement strategy in place. The heavy investment into R&D will continue across the year with the business working on additional interfaces for Vertex and SmartEquip, while additional functionality for the Sales Quotes module is currently in the pipeline. Furthermore, projects are underway for release later this year which will see significant enhancements to Baseplan's mobility offering.

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Does your business need a key employee development plan?

By Laura Rogers, Associate Partner, Fordham Business Advisors

It should come as no surprise key employees often have aspirations of (one day) running your business.

Employing and developing such people provides excellent opportunities for you as an owner. It can be lonely at the top, but you don't need to be the only one driving! Of course it also provides a clear path to succession and ultimately your retirement! However, what we generally find is key employees - although exceptional in their current role - naturally have shortcomings in some essential areas. So successfully guiding their transition into a leadership role is essential.

Firstly, you don't need to do this on your own - Fordham can assist! As a first step, we need to be able to clearly identify your own goals as the business owner, and exactly what you are trying to achieve.

Next, we conduct one-on-one interviews with your key people. This allows us to understand their goals and where they see themselves, now and in the future. Rather than developing plans based around perceived goals and skill levels, it is crucial to gain insight directly from employees. This also ensures they are actively engaged in the process.

Then, we conduct a comprehensive SWOT analysis (that is, Strengths, Weaknesses, Opportunities and Threats). This identifies key areas and skill gaps that require attention (and they will exist).

Finally, we review a detailed job description for the role you are aiming to implement. This ensures the final action

plan will focus on the appropriate areas of development for the role, and you receive a return on your investment!

By following this process you are investing resources in your best people (and planning to retain them), and developing an extremely robust succession plan that will ultimately benefit you, the business owner.

Input from you, interviews with your employees, the SWOT analysis and the aspirational job description are all considered in conjunction with one another to prioritise key development areas. Agreed priorities are formulated into an action plan for the employee to adhere to and achieve their goals. This forms the



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basis of their personal development plan, which is monitored and assessed - an important living document to achieve your collective goals!

As a result of this process, your key employees feel genuinely valued and therefore empowered. They are actively motivated to achieve their goals and have a time frame to work within and in assisting them with their goals, you and your business are also benefiting! The heavy lifting is being shared. The business is growing. You have a very real exit strategy (should you eventually decide to exit the business)!

Finally, this process sometimes identifies a misalignment of goals between the parties involved. For example, the employee may have aspirational goals beyond their capabilities. In such cases, Fordham is on hand to act as an impartial third party, able to objectively deliver hard messages in an unemotional yet empathetic environment.

If you believe this process may be of assistance to your business, contact Richard van der Merwe, at Fordham Business Advisors on 03 9611 6066 or visit: www.fordhamgroup.com.au. Fordham is part of the Perpetual Group.

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Bigger means better for Allcott Hire

As a growing equipment hire business, Allcott Hire has invested heavily over the past few years to meet the needs of the bigger end of the market, and has partnered with JCB Construction Equipment Australia (CEA) to give customers what they require.

Allcott Hire Business Development Manager Adam Watson said the Allcott brand was launched in 2012 with the consolidation of three businesses, including Active Hire, which had been established for 25 years. The merger and rebranding came after a lengthy partnership buy out which left sole ownership to husband and wife team, Mike and Dale Cotter, hence the name 'Allcott'.

Allcott Hire employs approximately 200 staff at branches and divisions on the eastern seaboard, from the Sunshine Coast to outer Melbourne and the ACT.

Although they serve customers from weekend DIY through to large construction companies and government agencies, Adam said there has been a strategic move to focus on larger, more specialised products.

"Our range of equipment is constantly changing and expanding to cater to our growing customer base. Our partnership with JCB CEA has assisted us to focus on



Owen Parker from JCB CEA pictured with Adam Watson from Allcott Hire accepting delivery of their new JCB machinery

their larger items like excavators, rollers and telehandlers," he said.

"We want to deliver a complete package to customers, delivering tried and tested equipment including specialised machines. Our goal is to offer customers the best range of tools, plant and equipment and the very best service and value for money in the industry."

Allcott Hire has added a substantial number of JCB mini excavators and large compaction rollers and telehandlers to its fleet and in partnership with JCB CEA has been able to make on-the-spot purchase decisions to meet their customers' needs. Because JCB CEA works so closely with Allcott Hire, they are able to anticipate what orders may come in and have brand new machines delivered to client sites within 48 hours.

"We have tens of thousands of pieces of equipment on our books but sometimes customers need something very specific for a major project. JCB CEA has been working very closely with us to ensure they have stock to suit when a customer needs something special. We recently purchased a telehandler that went on hire to the organisers of the Sydney Festival, and we're about to take delivery of the first JCB 525-60 telehandler in NSW."

"We also know the machines are very reliable. They're tried and tested. The hire industry is the hardest game there is, with machines going to different worksites and different operators so we need to be sure we can give our customers machines that are sturdy and user friendly."

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Personal Property Securities Act (PPSA) Whittaker Report out

The PPSA continues to affect the Hire Industry and already this year the industry has seen shipping containers seized by liquidators due to lack of registration on the PPSR.

Hire industry assets are at risk because of the effects of the PPSA and the HRIA

continues to lobby the government on behalf of its members.

The Whittaker Report was released at the end of March and the Association is still determining the ramifications. First reading indicates Indefinite Hire has been sorted to the industry's satisfaction, in as much as

it appears hires can go out for up to a year before the equipment must be registered.

Ultimately, this report does not give us what we wanted which was to have hire exempted from this legislation, or if not, to permit three years of hire before registration on the PPSR is required.

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PERSON of INTEREST – Donna Anderson

Donna Anderson, Project Manager, NQ Exhibitions, based in Cairns, gives us an insight into the events market today. As Donna points out she is “very much on the retiring end of the industry while Beth and Pat (her daughter and son-in-law) are on the new and growing end.” Donna is also an Event Judge for the Hire Industry Excellence Awards.

Q: How did you get into hire?

A: Donna: My family migrated to Australia from Papua New Guinea in 1978 and purchased a small machinery hire business in Cairns called Paramount Hire.

Q: What is NQ Exhibitions doing now that it wasn't doing 10 years ago?

A: Donna: NQ Exhibitions is very much a dedicated exhibition supply company. It now has new owners, my daughter Beth and her partner Patrick Williams acquired the business off my husband Peter and I in July of 2014. Beth is the third generation in our family to own and work in our exhibition hire business. The business now has a broader focus and works on projects such as the G20 Finance Ministers Meeting, held in Cairns in September 2014 as well as international, national and regional conferences. Beth and Patrick bring an enthusiasm to hire Peter and I applaud. They see opportunity and embrace the challenges and possibilities.

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

A: Beth: As a team we are working very hard to reduce the business' overall carbon emissions. Living and working in this very ecologically special area of Australia we too are the keepers and ensurers for future generations. This covers the creation and building of an exhibition, through to being responsible for educating exhibitors about carbon friendly products and freight carbon emission responsibilities. Our interest was sparked when we began to calculate the volumes of waste produced by an exhibition. It was considerable enough for our team to sit up and take notice. We believe as an industry we should take responsibility for the outcomes of our work. We discovered over 80% of material being disposed of post exhibition, could indeed be recycled and re-used if not by ourselves then by others.

Q: What is happening in event hire?

A: Beth: With the advent of low priced imported goods from China the hire industry is certainly feeling the consumer pinch for lower prices. The desire and focus on service appears to have been

superseded at times by the consumer's requests for cheaper solutions. This is being compounded by inter-industry competition and a tighter hire market. In spite of this pricing shift, hire companies are expected to be at the forefront of innovation in their field/s. What was once about form and function is now about impact and influence. Hire products are expected to assist clients with the outcomes of their project or event, making the consumer see the client as valid and holding gravitas. Essentially hire has shifted in purpose from a product or series of products available for hire to assist the client and their end consumer, to assisting the hirer to influence and impact their consumer and the consumer's choice. We are now facilitators and creators whose purpose is to drive product performance.

Q: How is the events market faring economically and strategically?

A: Beth: Strategically I think Australia's hire, event & exhibition industry has positioned itself well in the international market. Domestically I think we still have work to do on encouraging the growth of the regional business events sector. Pricing strategies will be a hot topic for most companies. The question on everyone's lips is 'How can we cut the price any lower without compromising on service?' This is followed by: 'At what point do we say NO, in order to protect our brand?' As labour intensive businesses feel the squeeze across Australia I would like to see more inter-industry communication in the deciding of strategy and direction of our industry, thus reducing everyone's economic vulnerability. Economically, there is far more competition in the Australasian hire market today than there was even 10 years ago. Hire is seen as a 'can do' career and more people are joining the industry. Associations such as the HRIA are important in providing the glue in which the new members can learn from



Donna Anderson

the old and vice versa.

Q: How important is profitability? What factors should the industry be monitoring?

A: Beth: Profitability is essential as it is the purpose of business. Hard work and dedication no longer ensure your business will be profitable. A high degree of strategy and innovation is required to ensure success. A profitable business currently appears to be a business

that has mastered economy of their labour and has good cohesion between the varying departments of their business. The industry should always be monitoring government legislation and its effect on hire businesses, employees and clients, paired with unwavering attention on international trends and developments.

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

A: Donna: In the event supply industry it was the arrival of 'The Structure'. Whatever the brand, the day these arrived was the day the industry 'grew up' in Australia.

Beth: The advent and utilisation of technology in all aspects of our businesses. The use of technology in the hire industry has been the single biggest driving force for the development of logistics and sales management on a daily basis. From stock control to 3D CAD drawings, technology has helped bring hire into the next generation, and it will continue to drive us further into the future.

Q: And into the hire industry future?

A: Beth: As the next generation comes through I would like to see greater co-operation between companies with the support of the HRIA. Idea sharing, mentoring, strategy panels, apprenticeship and educational programs. We have a lot to offer each other and should not be afraid to work together. A cohesive industry is a strong industry.

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Industry's first RFID integration with rental inventory management

Point-of-Rental software and Positek RFID are together announcing the first fully integrated RFID solution for inventory management software in the rental industry.

By integrating Positek RFID with Point-of-Rental inventory management software, asset counts are automated, giving rental businesses the unique ability to update inventory based on RFID scans.

Applying this technology to the linen business, Prime Time Party Rental, a long time Point-of-Rental customer, served as the beta-test site for the new service. Utilising either stationary or fixed RFID readers with Positek tagged items, instantaneous counts are added to Point-of-Rental software to validate contracts, plus charge for missing or damaged items.

Prime Time Party Rental was the perfect customer to test the RFID capabilities. The company has a proven track record of excellent customer service and top-notch rental products to meet and exceed the expectations of clients.

Bart Nye, President of Prime Time Party Rental of Dayton, Ohio is exuberant about where RFID can go in the rental industry. "My drivers love RFID! They love the assurance of getting the right items to the right customer."

"Even more, having asset history per item gives rich ROI on each individual item and I now have the ability to write off a linen at its true usage in the cycle."

"Even more, having asset history per item gives rich ROI on each individual item and I now have the ability to write off a linen at its true usage in the cycle."

In the rental industry, linens are returned in bags and then hand-counted. This manual process is fraught with errors and results in missing and wrongly classified linens, which can negatively impact customer relations.

With RFID, multiple orders can be checked in immediately and accurately with the click of the RFID reader. "With rental inventory so deep and wide, it's imperative to keep track of everything in real-time, second by second, and now, with the click of a button, I can," Bart said.

Bart first approached Positek about tagging linens with RFID tags over four years ago.

"Since then, the technology enhancements in RFID have made that dream a reality and with all my assets tagged, I now know truly where all my losses are."

Prime Time for RFID with Point-of-Rental

Bobby Olsen, Senior Applications Analyst for Point-of-Rental, was instrumental in driving the programming to ensure the integration between Point-of-Rental and Positek RFID.

He said: "This is an exciting time for our company and our customers. Our rental stores can now eliminate or reallocate huge amounts of labor spent counting, and even more importantly, they can improve customer service by knowing if any items are missing at pickup and which customer should be billed for missing items."

CEO of Point-of-Rental Software, Wayne Harris said: "Adding these best-in-market RFID capabilities to our software gives our customers the ability to reduce labor and asset costs, and increase customer satisfaction."

The Internet of Things is a growing conversation in the rental industry, as more and more equipment is dispatched with embedded devices, telemetry and GPS, this technology will become more essential and less of a nice-to-have.

"A number of technology trends have started to affect the rental industry," Wayne Harris said.

"These changes have come through the use of rental mobile apps on smart phones, tablets and the expectation of connecting to your business 24/7."

Wayne said linen and party markets are a great first test of RFID and that tool and equipment markets can also have big benefits with these new RFID capabilities. Trends in the tool rental industry may be less concerned with tracking assets in the field and more concerned with easy dispatch using RFID and capturing customer signatures for deliveries and pickups.



Jason Albus, Director of Application Development for Integrations and Internal Software at Point-of-Rental, also emphasised the critical importance of these technology trends in the rental industry.

He said: "Across the board, Point-of-Rental recognises the potential of mobile apps (including our Mobile Workforce app) for

real-time processing. This pushes business systems further into the yard and field with less reliance on paper and eliminates the errors inherent with re-keying information."

Positek RFID was formed in 2001 to provide process improvement solutions based on RFID. The company has been a technology vendor in the textile maintenance industry since 1973, serving thousands of rental customers in uniform, linen, party, medical, tuxedo, dry cleaning, hospitality and more.

"We are excited to partner with Point-of-Rental to open new markets to the exclusive capabilities of RFID in the rental industry," Jeff Markman, President of Positek RFID said.

Positek RFID's UHF and unique reading and software solutions provide the ability to read large quantities of tagged items, even hundreds of pieces of laundry instantaneously.

"In addition, the new interface between our companies' software products gives rental companies a seamless and complete RFID solution."

Contact Greg Bennett via email: greg@point-of-rental.com

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Transport companies make long haul commitment to workplace health

In response to data that shows many transport workers are at high risk of developing chronic disease, particularly Type 2 diabetes and heart disease¹, two transport companies have begun implementing a new program from WorkCover NSW called Get Healthy at Work.

More than 850 workplaces across New South Wales (NSW) have made a pledge to support healthier lifestyles by embracing the new free workplace health service.

Get Healthy at Work is a \$12 million NSW Government initiative that makes it easy for businesses to support workers in making healthier food choices, becoming more physically active and maintaining a healthy body weight. Participating workplaces can also use the service to support workers who want to quit smoking or reduce their alcohol intake.

In Sydney, TNT Australia made a number of changes at its Enfield worksite to support workers in making healthier food choices and exercising more. These included overhauling its canteen menu boards to offer healthier options, 'traffic light' stickers

in each truck to remind drivers of healthy eating choices and new partnerships with local associations, gyms and health insurers to offer better deals for employees.

Employee engagement was another benefit the business attributed to the enhanced focus on health.

In Tamworth, Carey's Freight Lines has launched both weight loss and fitness challenges as part of a workplace health program developed with support from a Get Healthy at Work workplace health provider.

General Manager of WorkCover's Work Health and Safety Division, Peter Dunphy, said: "For truck drivers, the lifestyle of long hauls, shift work and fast food means obesity, diabetes and heart disease can often be major health issues.

"Simply planning ahead for better food, or making healthier choices such as drinking water instead of soft drink can have a huge impact on weight and general wellbeing."

Workers in the manufacturing, construction and agriculture industries are also at high risk for chronic disease.

In addition to the individual health benefits, businesses that value workplace health have been shown to benefit through improved worker morale, productivity, staff attraction and retention, and corporate image. In the longer term, reductions in absenteeism as well as workplace injuries and claims could also be achieved.

About Get Healthy at Work

Developed by WorkCover NSW in partnership with NSW Health, Get Healthy



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at Work gives businesses access to an accredited workplace health provider who can help set some health goals, supported by a simple action plan tailored to the needs of the business and its workers. Alternatively, businesses can choose to develop their action plan independently using Get Healthy at Work's interactive training tutorials and easy-to-use resources, tools and templates to guide

them every step of the way.

As part of the service, workers at participating businesses are offered a free and confidential 15-minute health check to assess their risk of Type 2 diabetes and heart disease. At-risk individuals are then provided with advice and referrals to set them on the path to better health. The health check can be completed online or

with an onsite health practitioner during work hours.

Visit: www.gethealthyatwork.com.au or call WorkCover NSW on 13 10 50.

(Endnotes)

1 Analysis by PriceWaterhouseCoopers in 2010 using results from the National Health Survey, combined with industry data sourced from OHS bodies across Australia.

Overweight workers tip scales on sickies

According to a recent German study, overweight workers are much more likely to take sick days than their slimmer and presumably healthier workmates.

The study of almost 8000 workers found obese workers took nearly 90% more sick days than workers considered to be of 'normal weight'. Researchers at the Hamburg Centre for Health Economics concluded this excessive 'sickie' rate had a formidable contribution to industry in lost productivity costs. Workers classed as overweight, meanwhile – not obese – were found to take about 31% more sick days than their slimmer colleagues.

The research team concluded excess weight was a significant contributing factor to absenteeism, disability, and premature mortality. Sick leave duration of obese workers was also found to be more prolonged than non-obese workers.

While there was no shortage of workplace health programs, evidence pointing to financial returns was inconclusive, researchers said. Australian research suggests successful health programs could

see businesses experience up to three times more productivity, less sick leave and injuries, as well as higher morale. Research also reveals healthy workers are fitter, more aware, alert and resilient against illness, and less likely to sustain manual handling injuries. See the new Get Healthy at Work service run by WorkCover NSW and NSW Health.



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Crommelins' popular T4 NBN Trencher sold out

Crommelins has reported its NBN Trenchers have sold-out and there is a growing waiting list for new orders, National Sales Manager, Kevin Kitchen said.

"The T4 Trenchers have been really popular because they are compact, lightweight and are really portable. Their width of 610mm means they can fit down skinny pathways and you can get really close to walls and fences which NBN Contractors find really handy," Kevin said. "Ground Trenchers or Cable/Reticulation Trenchers come in a range of sizes and can weigh up to 700kgs and are usually designed to dig big continuous trenches. A Crommelins T4 NBN Trencher weighs only 110kg and is designed for portability and for small residential jobs like reticulation and recently connecting houses to the National Broadband Network."

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US reaffirms business engagement to Asia

US Ambassador to Singapore Kirk Wagar has reiterated America's and American business' engagement in Asia through increased economic cooperation, helping the region reach its economic goals, create jobs, develop infrastructure and enable new domestic enterprises.

Speaking at the 2015 APCAC Business Summit, an annual meeting of American chambers of commerce across Asia-Pacific, hosted by the American Chamber of Commerce in Singapore (AmCham), Ambassador Wagar addressed continued US interest in Asia, supporting the region's growth through expanded trade engagement and increased US-Asian business partnerships.

"The expanded trade engagement and our enhanced military cooperation with allies and strategic partners in the region underscore the US government's commitment to building a bright future in this region on all fronts -- economic, cultural, political, and security.

"In Southeast Asia, projections for rapid urbanisation and a swelling middle class means there will be significant infrastructure needs as well as increased demand for consumer goods," Ambassador Wagar said, in his keynote address at the Summit held in March.

Minister Lim Hng Kiang, Ministry for Trade and Industry, Singapore, emphasised the importance of the US relationship with

countries like Singapore.

"The US and Singapore enjoy a long partnership and American companies have made significant contribution to Singapore's economic development. The evidence of our strong economic relationship is all around us. Today, the US is our largest foreign direct investor with investment stock worth US\$154 billion. There are over 3,660 American companies present in Singapore," Minister Lim said. Held at the Marina Bay Sands Expo and Convention Centre, this year's APCAC summit was attended by more than 450 private-sector executives, diplomats and government leaders from the region.

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president's message

What do members want? Protection, meetings and safety

After a slow start the first quarter has been a busy one by all accounts. The new year began with a soft economy, a weakened dollar and a host of challenges facing the big corporate sectors.

Even though unemployment has also been tipped to rise and growth has only been tipped at 0.5% for the past few quarters, it seems the general population is continuing to live its life – spending still on eating out and retail, against all rationale. This has buoyed the rental sector, among others, which has been good for business in general. The latest BIS Shrapnel Forecasts bode well for a steady increase in construction in 2015/16

The issues around secondary guarding seem to be gathering steam. Recently Worksafe Victoria held a meeting in Melbourne which was attended by EWPA representatives, tier one construction companies, OEM's, various unions and a number of Victorian and interstate regulators. It was a forum in which there was some very robust discussion and a number of the issues were highlighted. It was agreed by all parties the mission of the gathering was to eliminate deaths by crushing in aerial platforms. It became evident there is no silver bullet and a multi level approach by all parties is going to be needed. It was also noted job safety assessments need to be a priority and all members must be aware Safe Work Method Statements (SWMS) are not a generic assessment. They must be specific to the site and an all-encompassing assessment conducted prior to EWP operation.

Having just read an interesting report entitled "Mobile Elevating Work Platform (MEWP) incident analysis" published by the UK's Health

and Safety Executive (HSE) in 2013 it indicated of 290 incidents 47 involved trapping or crushing, with 83 incidents from falls and 82 incidents where an EWP has turned over. So while we focus on the prevention of crushing we shouldn't forget we are all daily involved with high risk plant and should not forget we also need to continue to promote the safe use of harnesses and safe selection of EWPs as well as perform site assessments prior to starting any job at height. Safety is paramount when working at height.

The Melbourne meeting followed what was a very successful NSW state meeting at Force Access' refurbishment facility in Homebush. After a brief meeting the majority of the OEMs had their version of secondary guarding on show. From comments we've received from members it was greatly appreciated.

The EWPA website now features a guide written by our technical expert, Peter Wenn, explaining the various types of secondary guarding options, and the advantages and disadvantages for each type. You can also find links to IPAF information sheets.

If you have attended a meeting you will note there is a question about incidents involving EWPs. This is an important discussion and it is not a finger pointing exercise. In order to prevent accidents from happening as an industry we need to understand their causes and until we do we will not be able to come up with solutions. To facilitate incident reporting in each state, the EWPA has implemented a new

program where members can report incidents.

We recently sent out a quick survey to NSW members to see how they feel about meetings. A quick look at the results confirmed what I had thought; members prefer breakfast meetings, approximately four times per year which include some sort of speaker, product or site visit. We will take this onboard and endeavor to make the meetings as interesting and informative as possible.

After quite a lot of work the Telehandler Annual Inspector Program is being released through the Telescopic Handler Association (TSHA). This program has been developed as a method to convey a 'Proof of Competency' for members and their employees who service Telehandlers. To obtain an inspector photo ID card the applicant will be required to meet certain criteria. We are initially rolling this card out to the TSHA and once confident our system is working correctly we will be rolling this out to cover the inspection of EWPs.

The EWPA Yellow Card program has been revised and is out for review. The plan is to launch the new program in May 2015. The Association is in the process of planning half day courses around Australia prior to the roll out and trainers will be presented with the new program before it goes live.

A new feature of the new Yellow Cards is a QR code printed on the back. The code will take the user to the EWPA's database where they can verify the training online.

Rick Mustillo
EWPA National President



EWPA

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The catapult effect and why all boom EWP operators must wear a harness

By Phil Middleton – EWPA Training Director – EWPA guidance notes and Yellow Card training, industry standards, supplier manuals and operator training instructs all operators of boom type Mobile Elevating Work Platforms (MEWP), to wear a full body harness or lanyard or a fall arrest system when operating a boom.

There is a real risk of serious injury or death from being catapulted out of the basket if the machine suddenly changes height (eg: driving over a gutter or dropping off an edge on a slope), or if the boom swings, jolts or tilts away from the machine's centre of gravity. Operators may not be in any position to avoid violent movement of the basket, but correct use of a harness or fall arrest system can prevent the operator from being thrown out.

What triggers a catapult effect is a combination of forces placed on the machine; when it drops off a gutter or uneven ground; it's a sudden stop due to lack of suspension which creates a deflection in the boom section and expels energy in an up or down motion.

Why is the catapult effect is so dangerous?

- Even a small movement at ground level will create a whiplash effect at platform level.
- The higher you are, the faster you will be thrown forwards – or sideways – or backwards.
- In an accident, the platform might tilt – providing less protection than you think. Professional boom platform operators never leave anything to chance.

Probably the most dangerous of these effects is if an EWP is driving down a gutter or off a drop of some kind, reversing, basket first. The catapult effect will be in reverse which causes the operator to be pushed to the floor. While there is an upward bounce on the machine itself, most of the energy is moving down.

While there's a critical warning the

operator should heed, in some cases, the drivers tend to keep reversing, thinking if they go slower they can mitigate the potential for this effect. But that's not so.

Once it comes to the front wheels dropping down, the motion of the EWP will ensure a true catapult effect where the deflection of the boom is in an upward motion and the operators are bounced upwards and out of the basket area. For operators that have not worn a fall arrest system the consequences can be catastrophic. But for operators wearing a fall arrest system there can be no complacency placed on the fact

...the motion of the EWP will ensure a true catapult effect where the deflection of the boom is in an upward motion and the operators are bounced upwards and out of the basket area.

a fall arrest system will protect them from harm; even still, in most cases injury will result.

Once the operator is catapulted they will travel to the end of their lanyard and then will be jerked back down towards the basket of the EWP and it's the impact with



the basket that injures the operator.

To minimise injury consideration should be given to a full body harness with an adjustable lanyard be used in lieu of the standard 2m lanyard to provide work restraint. The lanyard should be adjusted to be as short as possible and must have an energy absorbing device.

A work restraint system should normally consist of a full body harness connected to a lanyard with a shock absorber which is connected to an anchor point on the MEWP basket. From the anchor point, the lanyard length should be short enough to prevent a person reaching a position where they could fall. Do not use retractable type fall arresters unless they are by design suitable to be use on a horizontal plain.

To manage the risk of catapult operators must not mobile an ewp over rough, uneven ground or over drop offs. To drive an ewp from one level to another a suitable ramp must be constructed or used that is within the machines gradability and the ewp must be in the retracted state.

General Equipment Rentals buys scissor company

General Equipment has purchased Melbourne Scissor Lift Hire giving the company and its customers access to an extended fleet of scissor lifts and knuckle booms and additional lifting equipment such as telehandlers, duct lifters, forklifts, crane jibs, safety cages and more.

Melbourne Scissor Lifts is now located at 125-131 Woodlands Drive, Braeside. General Equipment Rentals owns and

operates a fleet of tilt tray delivery vehicles to ensure hire equipment is delivered on time every time. Contact: Melbourne

Scissor Lifts on 03 8787 9338 or General Equipment Rentals on 03 9580 8888 or visit website: www.gerentals.com.au



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Australian release of Z-62/40 articulating boom lift

Genie has released its Z-62/40 articulating boom lift in Australia. According to the company it is a compact and hardworking unit, and has an outstanding working envelope, vertical and horizontal reach, manoeuvrability and servicing offering enhancements over the model it replaces, the Genie Z-60/34.

The new Genie Z-62/40 boom lift will be a highlight of the Hire and Rental Industry Association (HRIA) Convention in Adelaide from the 28th to 30th April, 2015, Brent Markwell, Genie Territory Sales Manager NSW & ACT said.

"Genie has completely re-envisioned the previous model boom lift to make the new Z-62/40 boom better fit customer needs in today's marketplace," Brent said.

"We increased the height, outreach, transportability and key features while decreasing the overall weight."

In designing and producing the new Genie Z-62/40 boom lift, the goal was to build on the strengths of the previous model, and enhance them, according to Brent.

"It's an evolutionary process whereby the new model offers features and key product specifications that customers ask for and desire the most."

The Z-62/40 boom lift increases the working height from 20.39m (66ft 4in) to 20.87m (67ft 11in), compared to the old model. It provides more horizontal outreach with a maximum of 12.47m (40ft 11in) compared to 11.05m (36ft 3in) previously. The platform can also be lowered to 2.26m (7ft 5in) below ground level. This lift delivers up-and-over clearance of 8.13m (26ft 8in), and has a 1.52m (5ft) jib with increased vertical rotation of 135 degrees, up from 90 degrees on the older model.

"The Genie Z-62/40 boom lift has a larger working envelope than its predecessor. This will help reduce rental companies' inventory costs, because previously they

would have needed to buy a significantly larger and more expensive machine to achieve the extended reach and capabilities of this new model," Brent said.

"Furthermore, all these benefits are enhanced by a machine that's compact and highly manoeuvrable. Weighing just 9,934kg

(21,900lbs), it has zero tail swing and minimal front turntable tail swing. Overall, the Genie Z-62/40 boom lift stows to the compact size of 7.58m (24ft and 10.5in) with the jib tucked."

The unit has four wheel drive and full-time oscillating axles to maximise the terrainability even when elevated and a tight turning circle. The inside turning radius has been reduced to just 2.36m, down from 3.04m on the old model. Four wheel steer is also an option, and in that mode the machine is even more manoeuvrable, since it can be 'crab steered' into the tightest position. In addition, the Z-62/40 boom lift has outstanding gradeability, being able to climb gradients of up to 45 degrees.

"Another great benefit for users of this



machine, particularly in terms of ease of use and productivity, is its Genie Fast Mast boom system. With this, operators can descend and retrieve needed tools or materials and quickly return to working height. Also, the dual parallelogram lift linkage allows precise positioning of the platform on the jobsite for improved accuracy," Brent said.

The Z-62/40 boom lift was designed with serviceability in mind and has enhanced access to electrical and hydraulic service points. A swing-out engine tray allows for easy access to either side of the engine assembly to quickly service the starter, exhaust or filters. This reduces service cost and down time to help maximise ROI.

Visit: www.terex.com

Secondary Guarding still a hot topic

The issue of Secondary Guarding is being discussed with regulators, fleet owners, manufacturers and end users to establish clear guidelines on their use and misuse.

Recent EWPA State meetings have included displays with demonstrations of the various systems.

EWPA Technical Director, Peter Wenn, has also written a guide on Secondary Guarding explaining the various types with

advantages and disadvantages. This, along with IPAF information sheets are available on the EWPA website and members are encouraged to refer to them when they get customer questions on this matter.

Visit: www.ewpa.com.au

Australian Standard 1418.10 Review

Australian Standard 1418.10 is now under review. The EWPA has representatives on the review panel who are able to provide valuable contributions during the review.

Any changes to the Standard will affect the access industry in Australia so it is important the EWPA is a part of the process and the association thanks those involved for all their hard work.



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High ground clearance	✓			3 mode steering	✓		
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Work safe and smart at height

IPAF's Smart PAL Card (Powered Access Licence) is improving safety by controlling access to MEWPs and thus eliminating unauthorised use.

The Smart PAL Card contains a data chip that can be read by card reader devices fitted to machines. Card reader devices can in turn be set up to accept certain data which will allow the machine to be operated. They can be programmed so a machine will only start if the cardholder (operator) is trained in the relevant machine category.

The data stored on the card, such as the operator name, number and categories trained in, is also printed on it, which means the Smart PAL Card can still be used as a standard version. It is not compulsory to fit card readers on machines and the PAL Card is a recognised qualification on many job sites. Smartcard technology simply brings more options and opens up possibilities.

The Smart PAL Card creates a unique relationship between the operator and the mobile elevating work platforms (MEWPs). Depending on the hardware and software system being used together with the Smart PAL Card, the information contained on the system around this operator/MEWP relationship can be used to identify whether or not the operator has previous training and experience on a particular make, model or type of machine and therefore whether

training and familiarisation is required prior to use. Managers and supervisors can ensure if the operator's licence has expired and not been renewed, the Smart PAL Card will not unlock the MEWP.

The Smart PAL Card is increasingly being used together with access control telematics by companies such as AFI, Genie, HSS and Nationwide to manage the use of MEWPs.

Companies incur heavy costs due to unauthorised use of equipment. A majority of breakdowns occur when machines are operated by inexperienced personnel. Operators come with different skill levels; some are qualified, but others are not.

Smartcard technology helps protect both end-users and the platforms they are operating. PAL Cards can help managers keep their MEWP operations smart, and help keep operators and equipment safe.

More details at www.ipaf.org/smartpal



Smart PAL Cards have the potential to make machine access and use safer and more secure

Terex AWP extends management team

Terex Aerial Work Platforms (AWP) has boosted its management team with the appointment of Kurt Kinder as its new Regional Sales Manager for Queensland and PNG, while Malcolm McIntosh has accepted a role as Quality, Training and Technical Support Manager.

Sales specialist, Kurt took up the position in early January and assumes the position formerly held by Brian Clifford, who has been promoted within Terex Utilities.

Brad Lawrence, General Manager, Terex AWP Australia said: "Kurt has had some 16 years experience in the commercial, industrial and construction sectors of the AWP and rental equipment industry.

"In addition to his corporate experience, Kurt also owned a rental equipment company for five years, which means he

well understands our customers' needs and how best to meet them."

Malcolm McIntosh joined the Genie team in February from Sargent Rental & Maintenance where he was the firm's Chief of Maintenance, Operations in Australia. In this role, Malcolm was responsible for all service and quality issues according to Mitch Ely, National Operations Manager, Terex AWP.

"Malcolm will be rolling out the revised plans for our technical department and will manage our training, quality assurance and technical support services," Mitch said.

"He'll be focused on overseeing the



Kurt Kinder

transparency of our business in Australia and the Asia Pacific." Malcolm is leading a team of four technical experts based in Perth and Brisbane. Visit: www.terex.com



Malcolm McIntosh

Safety and Incident Reporting a new initiative

Incident reporting at EWPA State meetings continues to be a valuable source of information for members.

The EWPA is constantly looking to promote best standards and safe

operation of EWPs. Learning from these incidents and sharing the information helps the industry remain informed and highlights any areas that need to be addressed.



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Articulating Booms

Skyjack's Articulating Boom Lifts are designed for versatility. Superior positive traction and terrainability is provided by the axle based four wheel drive used in many of Skyjack's product designs, which accounts for a proven low maintenance, rugged and reliable drive train.

***Key highlights include:**

- 360° continuous turret rotation and zero tail swing
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- True vertical rise—boom arm will move vertically without drifting forward or back
- Industry leading up and over reach and clearance
- Durable and repairable fibre glass covers
- Working heights between 14.1 m (46' 5") and 19.38 m (63' 7")

*Some features model dependent



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Skyjack introduces motor controller for DC scissor platform line

Skyjack's new motor controller device for its line of DC scissor platforms is already featured as part of its line of vertical mast lifts.

Applying it to the company's range of DC scissors gives the equipment closer control, better efficiency, longer working time between recharges and quieter operation.

Malcolm Early, Vice President of Marketing for Skyjack said the device manages the DC electric motor that drives the scissor platforms, delivering only the power required to complete any operation. This improves performance without overcomplicating the machine's design and also maintains the features and benefits customers love on their Skyjack DC scissor platforms.

Benefits of the motor controller include:

- Longer battery life – Because the controller delivers only the power required by each operation, overall working life between charges is increased.
- Lower energy consumption – With the new design, recharging time is also shorter, reducing energy consumption, lowering cost and improving

environmental credentials.

- Better maneuverability – The new power delivery to the mechanisms allows enhanced steering settings, which leads to better maneuverability. This is particularly useful in confined spaces. In addition to better steering, travel speeds are optimised.
- Quieter operation – Because the motor output is no longer set to its maximum, noise levels are reduced.

To begin, the technology will be available on all DC scissor platforms sold in Europe, Asia and Australia. Trials are planned for other markets and Skyjack welcomes requests to



Skyjack has a new motor controller device for DC scissor platforms

participate in these trials.

Visit: www.skyjack.com

Telesafe for telehandler annual & major inspections

Manitou Australia has launched Telesafe, an Annual & Major inspection program to assist owners to meet the requirements of AS2550.19 and secure the resale value of their telehandler by ensuring their equipment safely performs the way Manitou designed it to.

Current Australian Work, Health and Safety (WHS) legislation requires a duty of care to ensure the safe operation of their equipment and it is the responsibility of the owner to ensure any safety risks associated with the use of their equipment is minimised.

Provided by Manitou Authorised Dealers and performed by Manitou Competent Technicians the Telesafe inspection program involves:

- a program of comprehensive 131 point

manufacturers' annual inspections

- a program of comprehensive 164 point manufacturers' major inspections
- an AS1418.19 compliance check at each inspection
- fitment of a permanent record of inspection
- a declaration of compliance and full completed inspection documentation

Telesafe also keeps record of an inspection compliance history and notifies the owner directly when the next inspection is due, as well as providing all the necessary documentation for their own records. If the owner requires copies of the inspection documentation, this can be provided by the Manitou Authorised Dealer. Manitou Australia has developed a dedicated website to assist owners in their process for inspection:

www.telesafe.com.au When someone buys a Manitou Telehandler, they will automatically be registered onto the Telesafe program, so when the Telehandler is due for its annual inspection, they will be notified by mail.

Manitou recommends the inspections are carried out with a 1000 Hour Major Service to minimise downtime of the Telehandler.

The Telesafe program ensures a Manitou Telehandler has been inspected by a competent Manitou Technician and passed as safe to use as the day it was delivered to the owner. Owners can be sure they have complied with obligations under the WH&S Act 2011 and the Manitou Telehandler meets all legal requirements under state and national legislations.

Visit: www.telesafe.com.

or visit: www.youtube.com/watch?v=PUFNgtOS2gA#t=12 to see the video.

Telesafe, an Annual & Major inspection program



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Learn more at www.jlg.com.au/H340AJ-2

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Mantis work platform attachment aids versatility

The new Tadano Mantis Work Platform, an aid to the versatility and productivity of Tadano Mantis crawler cranes, is custom designed and manufactured by Tadano Mantis in the US.

The Tadano Mantis Work Platform is a personal lifting device which allows operators to safely work at height. The platform has a load capacity of 340kgs with the deck measuring 1828mm x 914mm. The Work Platform includes a 428kg test weight that can be utilised for certification.

The platform, weight and arm have all been designed to be compatible with every model in the Tadano Mantis crawler crane range. An adaptor designed for each model makes the connection between the boom and the platform. The Tadano Mantis range of crawler cranes comprises nine models from 27 tonnes to 120 tonnes.

According to Bill Dunn, Tadano Mantis Sales Manager for Tadano Oceania: "By attaching the Tadano Mantis Work Platform to the boom extension of a Tadano Mantis crawler crane, an aerial work platform is provided in a matter of an hour. The Work Platform attaches with pins rather than bolts, making the process

quick and tool free. There is no need to bring on a dedicated boom lift to the job and incur the hire, transportation and other associated costs of extra equipment. It also means the work site is not cluttered with additional equipment," Bill said.

"Often the need for an aerial work platform is relatively short term, maybe just a few hours. The Tadano Mantis Work Platform is a quick, easy and cost effective way to provide a work-at-height option.

"The capability of the Tadano Mantis crawler crane to handle rough terrain allows workers to access locations that would otherwise be impossible to access even with a 4WD boom lift," Bill said.

The Tadano Mantis Work Platform attaches to the end of the Tadano Mantis crane's first section of fly jib with a series of pins and a purpose designed and certified adaptor. Once fitted the work platform is ready for work. The platform itself is a heavy-duty all steel construction with a



The Tadano Mantis Work Platform is a personal lifting device

self-levelling capability.

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Declining market, but strong message for TSHA

2014 has been an interesting year for the TSHA in the context of a declining market for new sales (total sales for Telescopic Handlers in 2014 being 30% less than 2013).



Resources and mining obviously had an impact on the sales as spending on new mines has fallen sharply as we are all aware. However, other areas of industry and agriculture are continuing to discover the benefits of the telescopic handler for onsite materials handling and I believe the future is certainly still bright given the significant benefits of using a Telescopic Handler.

In relation to the TSHA in 2014 we somewhat reflected the activity in the overall market. Membership was relatively flat, inquiry flat, but conversely we didn't have as many negative impacts or questions from our sometimes zealous community.

The positive impact was seen in the reduced number of questions about TH licencing, use, etc of TSHs which we all see as a good thing because the markets' understanding of TSHs is now greatly improved as acceptance of the product and concept has matured.

In relation to achievements for 2014 the following initiatives of the TSHA were a highlight:

- Annual inspection checklist
- Licence matrix
- Gold Card training program penetration

We still see a strong need to promote the safe use of TSHs and to ensure better education of the users of telescopic handlers. Moving into the future we plan to work closer with other associations, especially in the area of joint training initiatives.

Other initiatives included the industry's response to Safework Australia's licencing classification. The Victorian election stopped any momentum the industry had in the agricultural market but even so, we still had plenty of positives to build on.

I strongly encourage members to push membership to a wider audience. Membership expansion is a key focus for 2015 and a long term question for the Association's relevance and longevity. Long term the TSHA has great value even if the current lull is allowing us to 'relax'. Just like the versatility of a telescopic handler I am sure we'll see plenty more uses and challenges for the TSHA in 2015 and beyond.

Lastly thanks to the executive team of the TSHA for their efforts in 2014 and to the team who support us through the EWPA.

Stuart Walker
TSHA President

Telehandler Annual Inspector Program

The TSHA is working on developing a telehandler annual inspector program photo id card for members and employees who apply to the EWPA. It will be issued as a 'Proof of Competency' inspection card. The telehandler annual inspection checklist is already on the EWPA and TSHA webpage.

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TELEHANDLERS

Safety and performance a winning combination

According to specialist Merlo telehandler dealer Shayne Morrall, versatility, safety and reliability are three key reasons Merlo telescopic telehandlers are playing pivotal roles in a variety of Australian projects and businesses including the events industry.

"With sporting and lifestyle events adding hundreds of millions of visitor dollars to the economy each year, venue operators are looking for versatile equipment to help them prepare for events," Shayne said.

Among Shayne's customers is Melbourne and Olympic Parks, which uses a Merlo P25.6 telehandler at its facilities that include Rod Laver Arena, Hisense Arena, National Tennis Centre, AAMI Park, Westpac Centre and Olympic Park Oval, on tasks ranging from moving huge pot plants to unloading trucks for rock concerts.

Shayne said the P25.6 is well suited to customers who need an all-round performer.

"Merlo P25.6 offers versatility and a compact profile so it can be used in confined spaces. It also offers high performance and superior operator comfort, plus it's very quick," he said.

"It has better specs than anything else in its class and is a true utility machine."

The key features of Merlo telehandlers are their compactness, visibility and load management system. They are standard with 18 inch rims and tyres and the ground clearance is excellent.

The machines have fast hydraulics for a high level of responsiveness and they operate at a maximum travel speed of 36kph.

"The Merlo P25.6 has a fork attachment, which comes as standard and an optional bucket which can be used for loading spreaders. You can change the attachments easily and it's all operated through the cab. It's one-button, hydraulic pick up and release; it's a pretty user friendly machine."

Safety is a key design feature of the 2.5 tonne P25.6, which offers excellent load management to prevent the machine being overloaded, tipping or dropping its load.

"It has a Level 2 load management system, which is standard in our machines. The weight ratio is automatic and you can't overload the machine. It will stop in that position until you bring it back down within its parameters. It's just a press of the button to lower the boom and then you go off again."

Merlo telehandlers' stability is enhanced by the 'Merlo Ring of Steel', a solid ring of cold bent 70mm steel bar that completely surrounds the steel frame. It acts as a counter balance eliminating the need for intrusive counter weights extending out from the machine's profile.

Braking on all four wheels further improves safety.

Merlo telehandlers come in 21 different models, ranging from 2.5 tonnes up to 7 tonnes.

Shayne said an important point of difference with Merlo machines is every model has a full-sized cabin that offers superior operator comfort.

Merlo telehandlers also offer excellent visibility, giving the operator an



Safety, performance and versatility is what makes the Merlo P25.6 telehandler ideal for a wide range of uses

unobstructed 360-degree view from the cab.

"The boom sits lower than the operator so you can see everything," Shayne said.

Merlo telehandlers feature a hydrostatic drive for ease of use, which further improves operator comfort.

Visit: www.merloaustralia.com.au

Haulotte to launch new products at Intermat

Haulotte plans to launch a range of new products at Intermat on 20-25 April 2015 in Paris-Nord Villepinte, France.

The France-based manufacturer will present a new 20m articulated boom, the HA20 RTJ, similar to the 16m HA16 RTJ launched last year.

There will also be a major upgrade to its Star vertical mast range with new features including a tough polymer RMI cover that also provides easy maintenance. A remote diagnostics system and hook on the rear of the machine are other features.

In addition, the HTL series of telehandlers will be the first to offer Tier IV final engines a year ahead of the regulation coming into force, according to the manufacturer.

And teasing the market, a new undisclosed product will also make its debut.

Haulotte is holding back on any other details but promises it will be a major addition to its range.

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

EWPA and TSHA training update

The new training programs will be launched in May 2015. They are updated versions of the existing Yellow and Gold card training, mapped to the new units

of competence. There will be a roll out of training material and all trainers will be invited to provide feedback on the new material before it goes live.

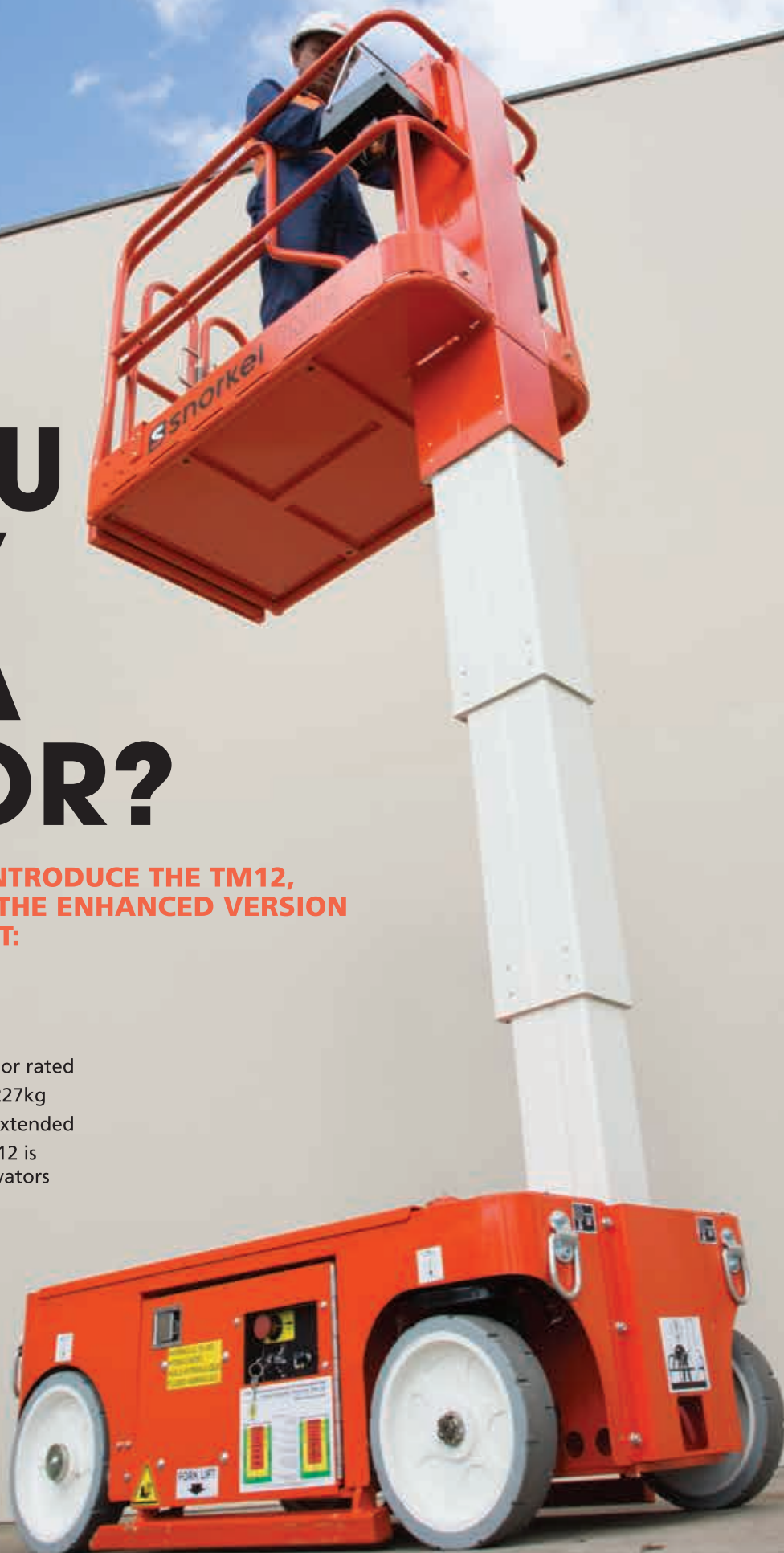


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Australia's highest profile business event

GL events ExpoNet was the team behind the design, project management and supply of the venue fit-out works for the 'friendliest' and 'best' in G20 Summit history.

Identified as the most notable government event in 2014, the Group of Twenty (G20) Leaders' Summit was hosted by the Department of the Prime Minister and Cabinet.

The event was attended by world leaders, their delegations, other international organisations including the United Nations, World Bank, World Trade Organisation, as well as over 2,500 international and national media representatives. Among the world leaders were USA President Barack Obama, Germany's Chancellor Angela Merkel and UK Prime Minister David Cameron.

The principal contractor – a joint venture, GL events ExpoNet, was appointed as the official venue fit out supplier. The G20 Summit was held across a wide scope of venues including the Brisbane Convention and Exhibition Centre (BCEC), city hotels, Brisbane Airport, Parliament House, offsite

dinner locations and outdoor areas.

The expert team at GL events ExpoNet provided project management and event equipment including furniture, signage, custom constructed features, staging equipment, production, outdoor facilities and audiovisual requirements.

By far the most significant portion of the venue fit out works was the temporary overlay of the BCEC. The team designed, constructed and provided infrastructure for multiple areas of the venue, such as the international media centre, the bilateral



The expert team at GL events ExpoNet provided project management and event equipment

meeting rooms, the leaders' area and the welcome to country presentation area.

The international media centre for the G20 was the size of two football fields with installation requiring 22 days and utilising 120,000m² of BCEC venue meeting spaces. Visit: www.exponet.com.au

Dual fresh water tanks in twin unit

The Sapphire 380 twin unit from Australian Portable Toilets is manufactured with dual fresh water tanks to maximise water usage and minimise servicing allowing chemical to be added to the flushing tank while the hand washing tank remains clean.

The unit is ideal for occasions, events and locations where water is limited. With a modern design and patented twin sheet roof, the Sapphire 380 twin features four certified lifting points as standard and has a large door opening (720mm wide x 1890mm high), according to the company.

The walls and doors feature large flat areas for signage, recessed ventilation

ports to keep rain out, a spacious interior, and extra-large hand wash basin. A large vent pipe allows gasses to efficiently disperse and the design includes space for handbags to be placed. A foot pump permits hands free washing and the unit features a non-slip self-draining floor.

It also features a single filling point for fresh water, roof lighting, rotary door

handle, toilet bowl with stainless steel flap providing a positive water seal to keep odours at bay, and wide heavy duty plastic skids for easy manoeuvrability. The twin unit is also equipped with a double skin cabinet for strength and durability.

The Sapphire 380 twin weighs 165kgs and holds 130 litres water. Call: 1800 766 933 or visit: www.portabletoilets.net.au

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president's message

Golden opportunities

Here we are at the start of another convention in another year with a golden opportunity for catching up with industry friends and colleagues as well as time for making plans for the future.



There is a sad note to this year's convention in that we say goodbye to our illustrious leader, Phil Newby. We all know how much value Phil has added in his contributions to the Association over his time at the helm. I would like to offer a public and personal thank you to Phil for his guidance and friendship.

There are as always many challenges facing the events sector. Many of you will have noted that although a busy season, decisions on projects, from the client's perspective, are coming in later than usual. It seems a lot of this is tied to ticket sales, which in turn is providing members with another layer of difficulty in the event preparation and planning.

The new Australian Building Codes that will cover temporary structures will most likely come into force later this year. These new Codes will be a new resource for the events market and hopefully help reduce confusion in the marketplace.

Thanks once again to members who have contributed submissions in response to the ABCB draft.

We have tried very hard to make this something that will provide an Australia wide consistent approach. However be warned there are a few big changes associated with the new Codes, my belief is the new Codes will affect all players in the events sector. Finally, come visit us in Adelaide and I will hope to see you at the Events dinner!

Tom O'Dowd
National President - Events

Two chairs in one

Alloyfold's Bella Evolution chair offers two chairs for the price of one. Start with the Bella Slat, clip in a cushion and it becomes the Bella Evolution.

Alloyfold said its customers appreciated the benefits of the strong, comfortable and lightweight Bella chair but found it hard to choose between the sporty, easy to clean Bella Slat and the Bella Cushion with extra comfort. So the company developed a chair which offered both options, ensuring the seat cushion clips in easily for a hassle free transition.

The Bella Evolution is made from high strength resin which offers the appearance of wood but with the benefit of zero maintenance. It is lightweight with no metal inserts and the seat snaps in and out in seconds. The interlocking system for easy stacking ensures excellent storage and the flexibility in the resin ensures comfort. With a two year warranty, the Bella Evolution has passed AS/NZS 4688:2000 with a load limit of over 800lbs, and is available in black or white.
Contact: 1 800 287 025 or visit: www.alloyfold.com



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Business Events major driver of economic activity

The first report in a decade on the Australian business events sector confirms it is a major driver of the Australian economy and has enormous potential for dramatic growth in the post-mining boom.

The report commissioned by the Business Events Council of Australia (BECA) shows in the last financial year, 37 million people attended more than 412,000 business events held across Australia, and provided 179,357 jobs.

The key figures show business events:

- contributed \$28 billion in direct expenditure
- value added \$20.3 billion
- critically supported Australia's GDP with a total economic contribution of \$23.1 billion over one year
- provided major benefit to regional areas with 178,000 regional events hosted.

The study titled, *The Value of Business Events to Australia* was conducted by the global research firm EY and co-funded by the Australian Government, under the T-QUAL Grants Program and the Australian business events industry.

The study shows the number of people participating in business events is highly significant when compared to other major public events. For example, 37 million business event attendees equates to eight times the attendance at Sydney 2000 Olympic Games, 25 Sydney VIVID festivals and 530 Australian Open tournaments.

Matthew Hingerty, Chairman of BECA, said the study provided compelling evidence of the direct and indirect impact on the Australian economy and will demonstrate why governments and industry should continue to invest in the sector.



The Australian business events sector is a major driver of the Australian economy

"Business events are an economic powerhouse – they foster trade, export, investment, diplomacy, education and knowledge transfer. They also generate employment, tax revenue and stimulate the visitor economy with their benefits spreading across both city and regional economies.

"This study demonstrates the enormous reach of business events beyond their tourism contributions and reveals how business events support all industries to deliver their goals; acting as levers to do business, launch new ideas, identify trends, spread news of research breakthroughs and equipping people to meet the challenges of change," Mr Hingerty said.

Minister for Trade and Investment, The Hon Andrew Robb AO MP said: "The high-yield economic benefits of hosting business events are key contributors to the government's economic diplomacy agenda and are highly effective vehicles for driving industry growth, which is in keeping with the government's trade and investment priority areas."

While the report reveals the strength of the

business events industry in Australia, on an international level, Australia has slipped in its rankings from 13th in 2012 to 16th in 2013, in the latest International Congress and Convention Association (ICCA) rankings. ICCA measures the frequency of rotating association meetings taking place in 90 countries around the world.

"The report gives strong evidence of the power of our industry, however, on a world stage, we are losing market share. We believe the business events sector is the 'sleeping giant' of the Australian economy. With an end to the mining boom and the decline in manufacturing, the sector has the ability to be a leading force for Australia's future prosperity.

"This study will enable the business events sector to prove its dimension, influence and potential and provide a compelling picture of the power of business events.

"However, the business events industry and governments must work together to leverage this great opportunity before us," Mr Hingerty said.

The full report is available at website: www.busesseventsouncil.org.au



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HTS Australia expands into a larger warehouse

HTS Australia has moved to a larger warehouse at 15 Ketch Close, Fountaindale NSW and its new 1600m² warehouse is stocked with marquees and integrated flooring for both P series and F series Höcker structures.

As the official Australian subsidiary of German based Röder HTS Höcker, the company specialises in the design, manufacture and supply of temporary and semi-permanent clear-span demountable tent systems.

HTS Australia carries a range of PVC covers and various sizes of clear walls and limited sizes of clear roofs and gables.

The family name Röder spans over 50 years' association with the tent industry. The new company was launched in 2001 by leading industry expert Heinz Röder. An industry innovator, he was able to draw upon almost half a century of experience and knowledge gained through the years as owner of Röder AG. Established in 1959, Röder AG was sold in 1994 when Heinz Röder relinquished his involvement.

The company has witnessed rapid growth

since its inception and today is considered a leading global force within its specialist market. The company manufactures a diverse range of self-supporting, modular clear -span tent structures which are available in clear -span widths ranging from 3m-60m.

Innovation and technology are the company's key driving forces with substantial investment in the production processes playing a major role in the company's development. The company continues to invest in its state-of-the-art, 64,000m² tent manufacturing facility based in the region of Kefenrod, Germany. This facility enables the company to produce its vast range of high quality products in-house. This ensures all customers receive optimum service levels, including short manufacturing lead-times, quality control, competitive prices and products which

are designed and built to the highest standards.

The company currently employs a direct workforce of more than 200 people, with the majority having been employed since its early days. All employees are highly skilled and trained within their area of operation and encouraged to gain new skills and develop professionally within the organisation. The company prides itself on its high staff retention rates and positive employment ethos.

HTS Australia takes pride in being aligned with the genuine German manufacturer of Höcker Structures which have proven to be one of the most widely used structure brands in the event industry worldwide.

Contact: Jeff Stevens 0447 476 337 or Roger Makin 0447 462 537 or visit: www.hts-australia.com.au



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Onwards and upwards! Farewell Mr Newby!

Our illustrious leader for the past 16+ years - Phil Newby – is moving onto greener and more relaxed pastures. So you know Phil, you will be sorely missed. Here are some messages and personal comments and farewells from a few of your colleagues and friends in hire! And from all of us to you - thanks for the memories!

For 16 years you have managed the HRIA as if it was your own! The Association has improved out of sight in all areas.

You have fought the good fight against the ridiculous regulations and helped members thrive. Thanks for all this, and for being such a nice bloke.

All the best
Andy Kennard

I would like to thank you for the support you gave me and my family during my term as South Australian State President.

We wish you all the best in retirement and look forward to seeing you ride through the Barossa for many Tour Down Unders to come.

Mark Burton
Barossa Valley Hire

I have had the pleasure of knowing Phil all of the time he has served the EWPA and worked closely with him during my time on the executive and as president of the EWPA. Both the EWPA and the HRIA are what they are today due very much to the drive and dedication provided by Phil. He has had the unique ability

to be across all the activities of both the EWPA and the HRIA over his many years as Executive Director.

Phil I am so glad our paths crossed all those years ago and I wish you all the very best in your retirement.

Bernie Kiekebosh
Haulotte Australia (Retired)



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From the United States, we send our thanks to Phil for his leadership within the rental industry in Australia and worldwide, and for his fine friendship we have been fortunate to enjoy. The American Rental Association (ARA) is extremely appreciative of our good working relationship with HRIA staff and volunteers, and we thank Phil for his leadership and cooperation that has made this possible. HRIA is a true partner with the ARA in the Global Rental Alliance,

for which I give Phil primary credit. The hospitality and kindness extended to ARA leadership and staff by HRIA through these many years has been most appreciated and enjoyable. Through the friendship we have shared many a laugh or two, and many good memories as a take away. We wish good health, happiness and much joy to Phil for a job well done!
Christine Wehrman, CEO
American Rental Association

Phil congratulations and thankyou for the work you have done over the past 16 years for the HRIA/EWPA. Your skill, dedication and energy has been instrumental in growing the HRIA for us the members with the philosophy of always improving services to members. Not only have you grown and improved the HRIA nationally you have built a great trust, respect and rapport with our international counterparts where we are held in the highest regard. Phil I wish you all the very best for the future and again sincerely thankyou for the work you have done!
Mark Scarce
Camden Hire

The Statesman's aptitude with a comedic attitude. Well done Phil on leading the Association through a difficult period of Nationalisation and then through a process of significant growth in both membership

and capability, and still have people think you're a good bloke....not easy to do.
Allen Besseling
Kennards Group

I first met Phil at a Speakers Showcase back in 2002 – he came up to me afterwards and said "I like your style, I think we might be able to use you for one of our Conventions. Stay in touch." I did - and a year later I found myself at Jupiters learning the ropes of the world of HIRE and RENTAL. Since that year I have MC'd the annual Convention a number of years and I've enjoyed seeing the way Phil calmly

goes about his business, keeping things on track, keeping everyone happy, chatting with exhibitors and the big HRIA personalities, all of whom clearly hold him in high esteem. It's been a pleasure getting to know the industry and the characters who work there – but especially working with Phil, a true gentlemen, a man who looks way too fit and healthy for his age, a man whose accent always

reminded me of a character from a British children's movies, like 'Mary Poppins' or 'Chitty Chitty Bang Bang'. Phil, you'll be missed and Conventions won't be the same without you. Good luck in the next phase of your life – and if you ever miss Convention life, maybe we could just 'hire' you to attend for a few days.
Andrew Klein
Convention MC

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My first memory of Phil was when I met him in the Kennard's Hire head office in Sydney where Peter Lancken, then national association president Peter Walden and I interviewed him for the position of CEO of the proposed new HRIA national body. During the interview I could see Phil had a huge amount of experience in the hire industry which both Peter Lancken and I saw as a bonus for what we were trying to achieve in the creation of the new association.

In May 1999 I was elected as the first National President and it was our job to lobby all state associations to join the HRIA. The three of us toured the country pushing the case for becoming one body. We got to learn a lot about each other's passion for the industry in that time and a lot about each other.

The success and the growth of the HRIA and EWPA and our national office and conventions is a testament to Phil and his team for their dedication to the job.

It has been an absolute pleasure to work with someone who I cherish as a dear friend and colleague. We had some good and bad times in the early days together but the good times well outweighed the bad.

Gary Kerr
Kerr's Hire

The industry has seen many changes over the years, and Phil has always been on top of things and pro-active by getting information and then letting the members know, so we can make informed decisions.

My best wishes to Phil on his future endeavours!!

Maurice Rivera
Oldfields Advance Scaffold

I first came to a HRIA conference on the Gold Coast in the early 2000s. I can't remember which year exactly, but what I do clearly remember was how the conference and exhibition stood out from any other exhibition or conference.

Other conventions had social programs and other exhibitions were larger or had bigger crowds, however the HRIA had one major factor that set it apart, people contributed! At the HRIA a spirit of inclusiveness, almost family has flourished with people swapping stories and ideas, genuinely enjoying each other's company.

None of this happens without leadership, and to me this was evident at my first introduction. Many people make up a good team but ultimately a team needs

leadership and a direction. Without argument Phil has brought this to the HRIA, his analytical style and sense of humour are strong personal assets he has shared with us all. The association is in a sound financial position and remains an important focal point for members all of which can be attributed to Phil's vision.

When I had the opportunity to serve the association in a small way Phil made sure I had the resources and support I would need to be effective. Thanks Phil, you will be missed you know that, your legacy being you leave the association in good shape with a strong future.

Tom O'Dowd
No Fuss Event Hire
+ Events National President

In all my years in business I have come in contact with many associations, federations and bodies and none have been run as effectively or efficiently as the HRIA. I believe Phil is the difference; he has so much passion and belief in what he does, he just keeps on doing it. Phil has been a great mentor. He has been a good friend and most importantly Phil has always brought humour to his involvement within our industry, he will be sorely missed.

Luke Geelan
Shore Hire

Thanks for all the support and information sharing you have given the Hire and Rental Association of New Zealand over the years. It has been a pleasure catching up with you at both the Kiwi and Aussie conferences. Wishing you all the best to where ever life may take you now.

Tim Mikkelsen
HIANZ President

I want to pass along my appreciation for the time and effort Phil has put in as CEO.

Congratulations on a job well done and a big thank you for a wonderful 20 years. I don't know about you but it feels like a long time to me!

When Phil came into the role the association was pretty disjointed and fairly ineffective. Phil worked with us to improve services for members and today, compared to 20 years ago - our association has seen a big improvement! Phil is leaving a great legacy.

I can't talk out of school too much - after all, Phil is a pretty straight laced type of guy - but he has been a great friend to the industry and to me personally and to all the folks at Kennards too and no doubt to many more! Thanks for the memories.

Peter Lancken
Kennards Hire



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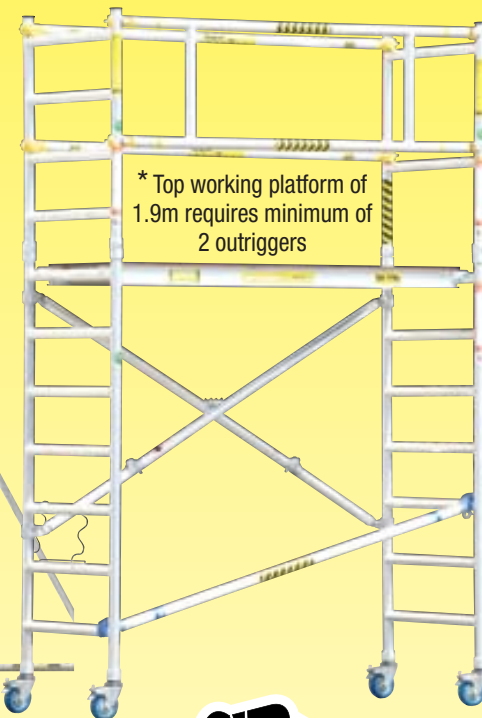
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Portable compressor includes robust PE enclosure

The Mobilair 50 portable compressor from Kaeser Compressors now features a new durable, corrosion and scratch resistant, double-skinned polyethylene sound enclosure.

Beneath this new enclosure are a number of user benefits including performance and energy efficiency as well as a user-friendly and environmentally-friendly operation.

According to the company, delivering enough compressed air power for three breakers, or one 'heavy duty' tool, this 5m³ class portable compressor is lightweight and combines flexibility with environmentally-friendly operation.

The Mobilair 50 portable compressor from Kaeser is powered by a water-cooled, four-cylinder turbo-diesel engine, which directly drives the flow-optimised Sigma Profile airend. Direct drive eliminates the transmission losses associated with other systems, providing more air for less fuel.

Service life and efficiency are enhanced through low motor and airend speed, which assists in keeping noise emissions to a minimum. The Mobilair 50 is able to simultaneously power up to three breakers and is suited to impact borer applications.

The Mobilair 50 has an operational weight of less than 750kg making these portable compressor units very manoeuvrable.

The Kaeser patented 'Anti-Frost Control' is useful when ambient temperatures are lower, protecting air tools against freezing, corrosion and potential damage.

All metallic body components are zinc-primed and powder coated to ensure long-term protection. Operation is made simple via a single control switch and user-



The Mobilair 50 features a new corrosion- and scratch-resistant PE sound enclosure

friendly icons. The Mobilair 50 portable compressor features a 32.5kW drive motor, standard working pressure 7 bar and with free air delivery 5.0m³/3min.

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

30W LED Solar Street Light provides green alternative

LDC Equipment has developed a 30W LED Solar Street Light to provide a cost effective, green alternative to powered street, pathway and perimeter lighting.

Using two 70W Multi-Crystalline High Efficiency Solar Panels in conjunction with two 80AH sealed maintenance free batteries, the unit will run its 30W LED lamp from sunset to sun rise in a fully automated operation.

Nik Morcus, LDC Equipment National Sales Manager said: "After recently having the light certified by a NATA Approved testing facility, it is able to be used for both



30W LED Solar Street Light

coated black in colour, and with a marine

P3 Local Area Road Use and P3 Pathway lighting.

"The Street Lights are first hot dipped galvanised and then powder coated black in colour, and with a marine

grade alloy light head, these will be sure to withstand the harshest Australian weather conditions. Complete with anti-theft lockable battery compartment, it has also been tested to be fully submerged up to 4.8m vertically and still operate to its full capacity, perfect for low lying flood prone areas," Nik said.

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Hydraulic power source adds horsepower

The redesigned PS-20HC is the latest addition to Little Beaver's line of hydraulic power sources.

With a Honda GX630 engine and a 10-gallon-per-minute hydraulic flow, it can power any hydraulic hand tool or equipment that requires hydraulic power for extended periods of time.

Little Beaver President Joe Haynes said: "The most recent improvements were increasing the size of the hydraulic oil reservoir and fuel tank to a 5-gallon capacity for extended use.

"The power source's 5-gallon hydraulic oil reservoir is twice the size of the previous model and uses a larger radiator and electric fan to reduce the heat generated from the 10-gallon-per-minute flow. This allows it to deliver robust power for Little Beaver's Big Beaver auger drill rig or one of its Lone Star Drill rigs. It can also power other hydraulic tools, like jackhammers, chain saws, and post drivers.

A Honda GX630 engine with electric starter powers the PS-20HC. Little Beaver also offers the PS-20HC with a Kohler diesel engine for remote sites.



Little Beaver's newly redesigned PS-20HC features 5-gallon hydraulic oil and fuel reservoirs

The PS-20HC is an environmentally sound hydraulic power source for markets with strict, clean air regulations. Non-permeable fuel tanks and fuel lines, a vapor recovery system and a special, ratcheting gas cap prevent harmful volatile organic compounds found in gasoline and diesel fuel from escaping the PS-20HC. Little Beaver also offers an optional charcoal recovery canister that captures additional particulates and meets California EPA emission standards. The PS-20HC comes mounted to a three-wheeled steel carriage.

Visit: www.littlebeaver.com

Mitsubishi's 3-wheeled star

Available through MLA Holdings, Mitsubishi's series of 3-wheel electric forklift trucks, the FB13-20TCB series, offer compact design and manoeuvrability, are effective in confined working areas such as narrow warehouse aisles and containers and i equipped with a 48 volt battery, efficient AC Power traction and hydraulic motors and regenerative systems.

All FB-TCB series forklift trucks are installed with the AC Power control system which integrates travel, hydraulic and electric power steering functions. The trucks also now come with a higher IPX4 rating, which means the forklift and its systems are protected against water spray, making them safe to operate in rain. The FB-TCB range includes safety improvements including its integrated speed control on slopes. On an upslope, if the accelerator or brake pedal is released, the truck will only roll backward at a speed of less than 1 km/h.

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1st Choice Group chooses Toyota Huskis

A family run Gold Coast earthmoving company has expanded and upgraded its fleet, commissioning two new Toyota Huski skid-steer loaders.

1st Choice Group based at Upper Coomera also has a new tipper truck built by Hino, another member of the Toyota group of companies.

The company commissioned its new Toyota Huski 5SDK-8 skid-steer loaders late last year, one as a replacement for an earlier model Toyota 4SDK-8 and the other as an additional unit.

Company principal Travis Northcott and wife Kassie have always used Toyota Huski skid-steer loaders since founding the company in 2006.

"Toyota is tops for reliability, operator-friendliness and serviceability," Travis said.

"The serviceability is impressive; I know from doing the service in-house. There is easy access to the key components and the fact so little maintenance is required keeps the machines 'in the dirt' for longer." Travis said his Huski skid-steer loaders perform a wide range of general contracting and civil works across south-

east Queensland.

"Being in the earthmoving industry is not just a job for our family-run business: it is what we do best and what we know best.

"In terms of civil works, last year we completed a 10-acre mushroom farm at Yalata, halfway to Brisbane. More recently we completed a new service station/convenience store on the Gold Coast," he said.

General contracting work includes working with plumbers, electricians and landscapers.

"We bought our 700 Series Hino FS2848 truck four months ago to haul our tag trailer, which weighs 20 tonnes when loaded. I am looking for longevity, so I chose a truck from a proven brand with power and a big gearbox," he said.



1st Choice Group commissioned its new Toyota Huski 5SDK-8 skid-steer loaders late last year

The Toyota Huski 5SDK-8 is one of six Huski skid-steer loader models offered nationally by Toyota Material Handling. It has a spacious cabin opening for smooth entry and exit, along with an easy-to-read instrument panel and low vibration and low fatigue control levers, providing outstanding operator comfort.

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New products built to perform

In March 2014 Generators Australia launched its Remote Series to one of the country's largest LNG projects, Wheatstone, in WA's Pilbara.

The Australian designed generator brings together the global power of Deutz and Kubota engine technology and its robust fully contained design is built to withstand the harshest and most remote conditions.

To build on this high performance product Generators Australia has now launched a range of Remote Series generators ranging from 5kVa through to 3,000kVa. In addition Generators Australia is also launching new ancillary equipment across Australia.

The new products include:

- Fuel Cells (1000L, 2000L and 4500L)
- Load Banks (100KW and 500KW)
- Distribution Boards (32amp, 63amp and 220amp)
- Leads (32amp 3 Phase Leads, 63amp 3 Phase Leads and various sizes for generators).

As distributors, Generators Australia is able to deliver these products for long and

short-term use, all backed by full service and technical support.

Generators Australia also utilises a dedicated internal transport and logistics division with secure GPS tracking and same day advance delivery notification which adds to the brand's appeal, and ensures rapid mobilisation to local, regional and remote sites.

According to Tim Helfers, Generators Australia generators are extremely flexible, easy to set up and use and can be easily loaded with a telehandler or forklift.

"While early interest in this equipment has been from industrial sectors such as construction, agriculture, oil & gas, mining and manufacturing, Generators Australia



Generators Australia has launched a range of Remote Series generators

is expected to also attract attention from other markets such as hospitals, shopping centres and telecommunications, where a reliable standby emergency back-up power supply is required.

Interested distributors can contact Tim Helfers 0429 935 398.

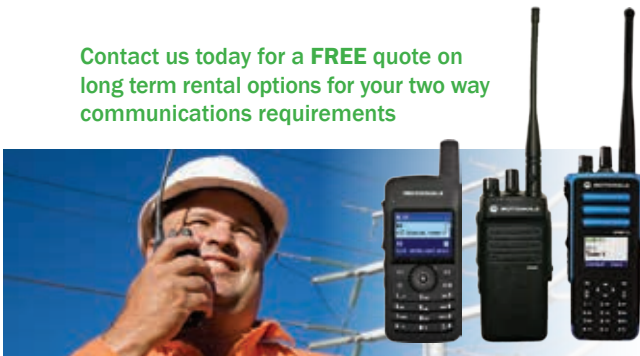
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Barrel light tower diffuses glare

Australian heavy equipment manufacturer, Nepean Transport has re-released its low-glare diffused light tower because of the increasing need for lighting with subdued glare by various industries.

"The Nepean NightOwl Barrel Light offers exceptional lighting while reducing accompanying glare to help improve safety as well as work productivity," Jason Watson, General Manager, Nepean Transport said.

The Nepean NightOwl Barrel Light features a hard polycarbonate light diffuser which subdues glare. This disperses the light from the tower to reduce high glare and allows users to work unimpeded.

Designed and built by an Australian company for local conditions, the Nepean NightOwl Barrel Light provides exceptional lighting capability with widespread, 360° site illumination thanks to 4000W of power from four metal halide lamps.

"This equates to 1000W more power and 20% more light when compared to other low-glare alternatives. The NightOwl

Barrel Light can be tailored to industry specific needs and is also available with a mine specification pack."

Easy to operate, the Nepean NightOwl Barrel Light features a push-button mast. The four-stage, telescopic hydraulic mast has a height of 10m when fully extended. An emergency stop button provides additional operator safety and the unit comes with an optional seven-day timer with auto start/stop.

The Nepean NightOwl Barrel Light is mobile and has a retractable drawbar that allows easy sideways loading onto flatbed trucks. The drawbar can also be extended for conventional towing. The unit also features four lifting eyes, four



tie-down points and two forklift pockets. Manual outriggers are fitted as standard.

The light tower features a high quality, sand blasted, zinc rich primed and powder coated finish in a range of colours. Every unit comes with checker plate mudguards and the unit is also fully banded to contain oil and fuel spills. The Nepean NightOwl Barrel Light also boasts a 140L fuel tank, which provides 80 hours of operation.

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Correction: Little Beaver February 2015 issue

On p61 of the February issue of Hire and Rental News, we inadvertently ran the incorrect image with the story on Little Beaver auger blades.

The story: 'Auger blades and points cut maintenance costs and time' should have featured the image as below.

We apologise for any confusion or misunderstanding.

Visit: www.littlebeaver.com



Little Beaver's heavy duty, snap-on augers use specially designed steel and carbide blades and tips

New orbital floor sander with weight system

Floor sander specialists, Hiretech has launched the HTF-2 Orbital Floor Sander with added weight system designed to optimise sanding performance on hard wood floors and floating floors with hard surface finishes.

The new HTF-2 Orbital Floor Sander adds up to 30kg of sanding pressure via a simple 'clip on clip off' weight system. Simply fill the HTF-2 sanding weight with dry builder's sand and clip on to the machine. David Krusza at Hiretech said the HTF-2 delivers a more aggressive grinding action that ensures even the most challenging floor sanding jobs can be completed quicker. It also allows users to achieve optimal results on any type of wood flooring.

"Engineered to give a swirl-free sanding performance, the HTF-2 Orbital Floor



Sander is easy to use because it glides effortlessly over any surface with fingertip control and can be used to sand in any direction due to its oscillating action.

"The HTF-2 features a unique 'peel and stick' abrasive system - simply press the self-adhesive sanding sheet on to the machine's sanding pad. A powerful vacuum system picks up the fine dust created during the sanding process, which is collected

in a disposable Hiretech paper dust bag for easy disposal," David said.

Contact 02 9625 9337 or visit website: www.hiretech.com.au

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Competition closes: 23 July 2015

Winner will be notified by: 30 July 2015

Next evolution of Gehl large-frame skid loaders

Manitou Australia has released the Gehl R Series Radial-Lift Skid Loaders in Oceania. This all-new line includes three radial lift skid loader models – the R190, the R220 and the R260.

Offering an enhanced operator station with an integrated digital display, improved visibility all-around, pressurised cabs, Tier IV engines and a high-powered hydraulic system, the R Series radial-lift skid loaders fall into the large-frame category.

When equipped with optional counterweights, the rated operating capacities range from 2,110lbs (957kg) on the R190 to 2,780lbs (1261kg) on the R260. Lift heights reach up to 120.5" (3061mm) on the R190 and 123" (3124mm) on the R220 and R260. These large-frame loaders come with emissions compliant Tier IV Yanmar engines that incorporate DPF (diesel particulate filter) technology. This engine technology is environmentally sound and does not require fuel after-treatments, such as urea.

These machines also feature maximum torque ratings from 173ft-lbs (235Nm) on the R190 to 206ft-lbs (279.3Nm) on the R260. The R Series skid loaders come with high-powered auxiliary hydraulics with excellent flow ratings and precision controllability. Achieve flow rates from 31.5gpm (119L/min) on the R190 to 35gpm (132.5L/min) on the R220 and R260 with the high-flow configuration. Breakout forces deliver optimal digging and lifting performance. Faster cycle times further enhance productivity.

The operator's compartment features

a new side-folding restraint bar and armrests with multiple adjustments to enhance operator comfort and safety. Joystick and hand/foot control towers are fully adjustable and the mechanical or air-ride suspension seat options deliver outstanding comfort. The skid loader can be customised with three control options; T-bar, joystick, and hand/foot. Pressure-relieving hydraulic couplers make attachment changes simple and safe. Excellent service access is achieved on the R Series models through the extra-wide rear door and engine hood. Other features include the manual Quick-a-Tach or hydraulic Power-a-Tach attachment systems, HydraGlide ride control and the



The Gehl R Series Radial-Lift Skid Loaders

Hydraloc safety system.

Visit: www.gehl.com/evolution

Extending forklift market leadership

According to Toyota, forklift industry sales results for 2014 show Toyota Material Handling Australia (TMHA) retained overall national forklift market leadership for the sixth consecutive year. TMHA also said it has a market share of 35.8% of the internal-combustion counter-balance forklift market.

The official Australian Industrial Truck Association (AITA) industry sales results for 2014 show TMHA delivered in excess of 4,450 forklifts in 2014.

This represents a total market share of 32.4% which the company said reflected an increase of 3.8% on 2013 figures.

Battery-electric forklifts accounted for just over half (50.7%) of Toyota forklift deliveries.

TMHA will release new models this year, one being a new range of Toyota 8-Series battery-electric sit down reach trucks.

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

New drilling air compressors

Redstar Equipment has introduced a high-pressure, compressor solution for the drilling industry and for truck/rig mounting applications with a capacity of 1200cfm and an operating pressure of 330psi.

"The drilling industry has been asking for mechanical rather than electronic engines. The Cummins mechanical engines are tried and tested, are covered by International Cummins warranty and allow for easy maintenance and repairs in the field compared to electronic alternatives," Amit Bhargava, Product Manager Portable Energy for Chicago Pneumatic said.

"All regular service points for air, oil and separator filters are accessible through one service door.

"The new RCPS 1200-330 high pressure compressor has been designed to be

compact and low weight to allow for extra space for boosters and other ancillaries to be mounted on the same trailer.

"The low height makes it possible for these compressors to be mounted on drill rigs with enough clearance for the drill mast when lowered for transport.

"These compressors are supplied without integrated fuel tanks to allow customers the flexibility to customise this element. Customers will save more than 2tonne in weight, 1m in length and 0.6m in width compared to the competition," Amit said. Features include: the smallest footprint on the market making it ideal for

rig/truck mounting, (it saves space); the lowest weight on the market (reduces transport costs); and lowest height on the market (allows for rig integration meaning the mast can be lowered).

Contact: 1800 733 782 or visit: www.redstarequipment.com.au

Redstar's CPS Compressor is a high-pressure, compressor solution for the drilling industry and for truck/rig mounting applications





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Upgraded Rollgliss NoWorries Descenders

Re-designed for improved performance and greater capacity, Capital Safety has launched the re-designed DBI-SALA NoWorries Double Stop Descenders.

Belonging to the Rollgliss Technical Rescue range of products, the descenders' have been upgraded for improved performance and tested to multiple standards to increase the descenders certification and use criteria. While most changes to the device will be difficult to see, Capital Safety said it has substantially improved the performance of the NoWorries Double Stop Descenders, with enhancements including: a more comfortable and ergonomic handle, smoother operation in descent, lower co-efficient of friction when up-hauling/belaying or using the device within a progress capture system, and increased efficiency when used on a slope or with lighter weights.

Additionally, testing to multiple standards has increased the descenders' certification, ratings and use criteria. Constructed from aircraft grade aluminium the descenders



NoWorries Double Stop Descenders

are stronger and lighter, now featuring a 300kg working load limit and an improved maximum descent of 200m.

The descenders are available in two models to suit either 10.5-12.0 or 12.5-13.0 kernmantle rope. These versatile controlled descent devices are ideal for working at height or rescue applications.

Contact 1800 245 002 (AUS), 0800 212 505 (NZ) or visit: www.capitalsafety.com.au

New petrol and diesel generators

Makinex petrol and diesel generators offer the latest in alternator technology, are smaller and more compact than other models, provide greater robustness with a galvanized frame, are more fuel efficient and easier to manoeuvre, store and transport, according to Makinex CEO, Rory Kennard.

"Makinex is happy to boast our generators are 15% more efficient than other brands and with a casing size of 668 x 548 they are also the most compact," Rory said.

"This means you can store our little power hubs anywhere you like; on the



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Makinex petrol and diesel generators offer the latest in alternator technology

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"Makinex Generators have been designed and developed to withstand harsh Australian weather conditions so you can feel confident you'll always have power," Rory said.

Makinex is now offering a 'Try Before You Buy Option'.

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

Leaks found fast with hydrostatic tester

A new portable hydrostatic tester from Australian Pump Industries will detect leaks and check the integrity of water pipes.

The 100 bar (1400psi) electric machine, called the Aussie BB100HTP, is compact and cost effective.

"Leakage from bad joints, corroded pipes or leaking valves can cause a huge amount of damage and cost a lot of money to fix," Aussie Pumps product manager Hamish Lorenz said.

"Detecting leaks or testing hidden pipes inside buildings or underground is simple with our new 100 BAR tester," he said.

The tester consists of a reliable high pressure triplex pump that is easy to service and maintain. The pump is powered by a heavy duty 2.2kW four pole single phase electric motor.

"Being electric is a huge advantage when it comes to use indoors. Power is readily available, the unit is quiet and doesn't produce exhaust fumes," Hamish said.

The machine features a double gauge and double valve system that enables the



The new Aussie portable electric drive hydrostatic tester makes leak detection simple

pressure to be locked off in the line after pressurisation. The testers are equipped with a pressure regulation valve that is infinitely variable.

Australian Pump builds machines for use in applications of up to 7,000psi (500 BAR).

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New exclusive distributor for dewatering equipment for hire

Vortex Hire is now the exclusive distributor of Hüdig in Australia offering hire, sales and service for dewatering equipment.

Hüdig has been manufacturing pumps in Germany since 1902. Its range, now available through Vortex Hire in Australia, includes the Hüdig diesel – vacuum – unit.

The diesel driven water pump and vacuum generator provide a constant delivery of a water air - mixture. The air separation chamber which is connected in series before the water pump separates the air which entered together into the conveying pipe from the water. So the water pump will only discharge water.

Mounted on galvanized skid, the diesel vacuum unit features special equipment (HC 522/06) including: noise protection canopy, noise level 86dB(A); tank volume: 226 l sufficient for 73 hours; self-priming water pump; rotation vacuum generator without lubrication, low maintenance type. And special equipment (HC 522/07 Longrun): galvanized tank-frame-skid, noise protection canopy; tank volume 511l, enough for one week continuous duty; and motor oil capacity 5 litres.

The Hüdig Electric-Vacuum-Unit has an

electric driven water and vacuum-pump which provides a continuous flow of the water-air mixture. Within the large-volume vessel a separation of air and water takes place. The water will be discharged by a Grindex submersible pump and the vacuum is built up by a dry-running rotation vacuum generator and is almost maintenance free. (Noise level: 52dB(A)).

The Hüdig piston pump features: skid-mounted with oil-leakage-pan for all unit-liquids together; fuel tank capacity 142 litres (sufficient for one week continuous operation). Advantages of the system include: extended oil change intervals by enlarged oil sump engine; long life-time and less maintenance by robust design; automatic lubrication system; oversized

The Hüdig Electric-Vacuum-Unit has an electric driven water and vacuum-pump



bearings; low piston-speed; sea- and brackish water consistent; optimal access by over-sized doors; and easy removable cover. In pairs the units are stackable. The exterior frame construction protects against shock impacts.

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Soft Lights – Low Glare Diffused Lights

The Podlite soft light option by Powerlite offers a certified IP66 rating that prevents dust and moisture from entering the assembly so light output on the ground remains good.

According to the company, light on the ground is the only way to show the advantages of any lighting tower and the Podlite has up to 100% more available light, fully backed up by test results, on the ground than any other soft light.

The design of the Podlite also means there is light immediately below the lights eliminating any dark areas and shadows, with no need for additional cooling fans which reduces maintenance costs. Once installed no maintenance is required other than cleaning the cooling fins or the outside of the polyethylene lens which can be washed down with a pressure washer.

Using LED technology with the standard option of a four position dimmer switch the Podlite uses almost half the power consumption of any other soft light saving on overall fuel costs, the company said.

The three head Podlite producing a total of 225,000 lumens illuminates instantly



and requires no cool down time to re-illuminate. The Podlite can be retro fitted to any vertical mast lighting tower or is also available as a single light, producing 75,000 lumens.

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

Moving 15 tonnes with one hand

To relocate a 15 tonne thermo-forming food packaging machine without damaging a newly coated epoxy floor, Kennards Hire Lift & Shift supplied factory relocation company KMB Group with two sets of Air Skates.

Air skates enable heavy loads to be moved on a cushion of air across a smooth surface. The regulators allow heavy objects to be lifted in a very controlled manner, which cannot be achieved with the same precision when jacking with mechanical skates.

"Normally to move a machine of this size it would need to be separated into several sections," Darren Brown, Managing Director of KMB Group (Australia) said.

"Utilising the Air Skates from Kennards Hire Lift & Shift negated this and production was able to resume at full capacity again within 24 hours.

"The biggest advantage of the Air Skates is the ease of multi-directional movement."

Visit: www.kennards.com.au/liftandshift

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No more SIM based GPS tracking

Black Knight Global Tracking Systems an Australian development from NanoTag Technology and distributed by Harcor, uses a custom connectivity to seamlessly select the best GPS and telecommunication signals anywhere in the world, pinpointing the device from 5 to 15m.

Kevin Partridge, Special Projects Manager at Harcor said: "There are no hidden fees or roaming charges. This makes Black Knight great for an OE to distribute the Black Knight anywhere in the world without the need to select a local SIM card carrier.

"At 25 grams and smaller than a box of matches, Black Knight is the smallest and simplest way to protect your investment, with: 'one-button' start, and simple online activation; real-time tracking via smartphone, with unsurpassed accuracy; global coverage; virtual 'geofence' alarm around your vehicle; and high-security asset protection with NanoTag microtagging tools."

With real time tracking, built in connectivity and no additional roaming fees, low cost monthly connection with the first 12 months connection included, the Black Knight also has android and iPhone tracking apps and PC tracking options.

"Black Knight is the only tracking device that can be used across the globe, connect

to satellites and telcos in over 250 countries without having to change to a local SIM card to connect," Kevin said.

"The majority of competitor GPS tracking devices use a local carrier SIM card. This renders them insecure and expensive. SIM cards are easily replaced, meaning the device can easily be compromised as a tool to track down a stolen asset. Also a SIM card makes a tracker expensive, adding \$30/month plus penalties for early withdrawal, global roaming charges, etc," Kevin said.

"When tracking with a SIM card, the owner's communication to the device is mainly via texting codes. Black Knight uses data only via M2M (Machine2Machine connectivity) and not SMS and will update its position 265,000 times per month, every 10 seconds.

"Most courier companies update their position back to base every 3/4/5 minutes. This is not an option for Black Knight. We update every 10 seconds so we can trace the stolen vehicle or equipment accurately.

"For Black Knight, 10-second updates become a safety feature for offshore boating and anyone tracking the boat from a mobile device will be able to receive up to date reports."

Contact: 02 9454 4200 or visit website: www.harcor.com.au



At 25 grams and smaller than a box of matches, Black Knight can be hidden easily

Maintenance video series

Little Beaver, manufacturer of earth drills and augers, has launched a how-to video series about maintaining its mechanical and hydraulic earth drills, posting the series on Little Beaver's YouTube channel and website:

www.littlebeaver.com

Little Beaver developed the videos to aid operators and technicians in maintaining drilling equipment in construction, landscaping and fencing applications. In addition to step-by-step maintenance instructions, they provide information on best practices and tips for getting the most out of Little Beaver's long-lasting equipment.

The first video provides an in-depth tutorial on replacing the core of the flex shaft on the mechanical earth drill, with a Little Beaver expert performing each action. It also addresses possible issues or potential setbacks with advice on how to troubleshoot. The videos can be viewed at www.youtube.com/LittleBeaverInc or at <http://www.littlebeaver.com/video/>

CALENDAR OF EVENTS

ACE EXPO 2015

14-16 May 2015 – Brisbane

The Australian Construction Equipment Expo Queensland - Eagle Farm.

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

ERA CONVENTION 2015 AND INTERNATIONAL RENTAL EXHIBITION

3-4 June, 2015 – Rome, Italy

"Sustainability as an Opportunity" will take place at the Melia Hotel. Visit: <http://erarental.org/en/events>

CICA Conference 2015

2-4 September 2015 – Perth, Australia

Visit: www.cica.com.au

BAUMA CONEXPO AFRICA

15-18 September 2015 – Johannesburg, South Africa

Visit: www.bcafrica.com

BICES 2015 – CHINA

22-25 September, 2105 – Shanghai, China

The Beijing International Construction Machinery Exhibition and Seminar – the New Beijing Exhibition Center.

Visit: www.e-bices.org

CONEXPO LATIN AMERICA

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

www.conexpolatinamerica.com/EN

ACE Expo 2015 – Victoria

12-14 November 2015 – Melbourne

The Australian Construction Equipment Expo Victoria – Melbourne Showgrounds.

Contact: 02 9556 7999 or visit: <http://aceexpo.com.au/victoria>

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