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# The mind numbing reality that is the PPSA

**Tim Nuttall, owner of Access Hire in Victoria and Past President of the EWPA, has been working away behind the scenes for years now to help correct the legal imbalances of the PPSA – a piece of legislation enacted by our government that allows privately owned assets to be seized by administrators and liquidators. And the entire hire industry is at risk. The biggest issue is in convincing our members this could actually happen to them – that someone can steal your equipment even though you can prove you are the legal owner of that equipment.**

The PPSA is the most complicated piece of legislation since Federation. The latest position for the associations (HRIA and EWPA) is we've got the attention of the Attorney General's Department. Staff members of the Department visited two rental companies in Victoria to help them better understand the problems the PPSA brings to the hire industry.

"We've put a submission to the Attorney General on the back of the Whittaker Report. The Whittaker Report (a review of the Personal Property Securities Act 2009 by Bruce Whittaker, tabled before Parliament on 18 March 2015) considers the effects of the legislation on the hire industry and recommended removing indefinite hire from the Act. This recommendation is good, but Whittaker left in a one year threshold which means any hire that runs longer than a year is still affected by the legislation.

"To put it in layman's terms, the current legislation means if you hire a machine for one day, or one week or one month or longer, you need to secure your asset on the PPSR (Personal Property Security Register) before it leaves your hire yard.

The Whittaker Report has made great strides for the hire industry, but, it is still only a report to date nothing has changed. It has not been enacted in legislation yet and the hire industry is still at risk.

The Repeal Day Legislative changes and Whittaker leaves the threshold at one year –

which is fine for smaller hire companies, but for bigger hire companies and those who have equipment going out for longer terms, the risk is high. Whittaker also addressed rehire but he had no solution. Most rehires do not run for longer than a year so if indefinite hire is removed, re-hire could be ok.

There is a recent example of how catastrophic the PPSA can be when things go wrong. A hire company hired a 60 tonne forklift (original cost \$215,000) to a customer. They registered on the PPSR. They changed it over for maintenance. They thought they had 15 days to register the change-over (this is not the case). Their customer went into administration and the forklift has been lost to the administrator. It is hard to believe we have a law that extinguishes title to assets.

Even if you try and do the right thing, a simple clerical mistake can result in assets being seized. To have that sort of legislation in place in Australia is mind numbing. The HRIA and EWPA approached the Australian Banking Association to talk about changes we felt needed to be made to make it fairer for our industry. Our proposal is to remove indefinite hire and extend the threshold to three years, so ordinary hires don't need to be registered on the PPSR and remove a section in the Corporations Act that can catch companies out. By making it a three year threshold, anything over that would be considered a security interest but this resolves most of our problems.

There is a strong argument general hire, ie: ordinary every day hire, is not a security interest and shouldn't be included in the PPS Act.

The Banks were slow in coming back to us and said they weren't that keen on the PPSA themselves but they won't take action for change.

The whole intent of the PPSA was to make getting finance easier. The PPSA has had the opposite effect. It took a little while for the banks and financiers to realise but the PPSA creates a whole new level of risk for hire companies. It has become much more complex and the risk level is making financiers very anxious.

We think the Attorney General's office is currently rewriting the Act to remove indefinite hire and remove the Corporations Act. We also have an agreement with the Banking Association to remove indefinite hire up to two years; this will cover up to 98% of hire contracts and effectively take the general hire industry out of the PPSA loop. It would be better if it was three years.

Finally I would like to acknowledge one of the key players in our struggle to get our predicament heard in the right places. A Queensland Senator, John (Wacker) Williams has been instrumental in assisting our plight. We applaud the assistance and guidance we have received from him through the legislative and parliamentary process. I would also like to recognise the contribution of Gary Kerr for his unwavering



**EWPA**

## ACCESS IN ACTION

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CIRCULATIONS  
ADDITIONAL

6,953 (Audit  
period Sept 2015)  
CAB Member  
since March 2010

commitment as well and James Oxenham (HRIA CEO) and Oliver Shtein of Bartier Perry for their continued support and advice. For now, we all need to remain vigilant; get Master Agreements in place and/or register our equipment on the PPSR correctly. Remember: one little clerical error can still see our equipment gone.

## hot topics

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## on the cover

### Trailer mounted boom lifts from Haulotte

Trailer-mounted boom lifts from Haulotte Group raise the bar and redefine how all trailer mounted boom lifts are measured. Trailer-mounted booms have many advantages over other traditional aerial and scissor lifts because they provide more versatility, are easier to transport and offer the most reach for the least cost.

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## Get more height with a Versalift, without a larger GVM

Aerial Access Australia, Insulated EWP suppliers has introduced a new product model; the Versalift VST52I which is a big brother to popular model the VST40I.

Marketing Co-ordinator Michelle Cave said the VST52I differs in the height reach up to 16.9m although it can be fitted to the same size cab chassis as its little brother with two sets of stabilisers for extra stability.

“Both the VST40I and VST52I are very popular with vegetation management and have already secured good orders,” Michelle said.

“The VST52I is designed for chassis up to 12 tonnes. With a working height of 16.9m, the tower is mounted to the middle making it ideal when access from the rear of the vehicle is required.

“Its low weight design allows better drivability and better access in urban areas. The telescopic and articulating configuration is already proven with other

VST models for many years making this an attractive investment.

“If you’ve ever thought about purchasing a Versalift, there’s no better time than now. While stocks last, Aerial Access Australia has a special offer on their VST52I model. With a lead time of 6-8 weeks, you can have your EWP at work returning your investment sooner.

Features on the new Versalift VST52I include: height to bottom of platform 15.4m; horizontal outreach 9.2m; generous bucket size 0.61m(W) x 0.61(D) x 1.07(H); bucket capacity 160kg; insulation rating 66kV/33kV; minimum GVM 12T; bucket rotation through 180° for ease of positioning; side mounted telescopic upper boom for low stowed platform; and non-lube bearings used to



The Versalift VST52I is a big brother to popular model the VST40I.

ensure low maintenance.

Contact: 1300 654 591 or visit website: [www.aerialaccess.com.au](http://www.aerialaccess.com.au)

## Dave Single – a lifetime of service to the EWPA honoured

At the EWPA NSW general meeting in mid-August a dedicated access industry member’s continuing commitment to improving the level of safety and awareness around operating EWPs was honoured.

Dave Single who has long been a passionate advocate for the access industry was honoured in front of industry peers with the presentation of an EWPA award in recognition and appreciation for his hard work, dedication and continued support of the EWPA.

“Even after his retirement due to ill health, Dave has worked on many projects in his own time all aimed at

improving the industry we work in,” James Oxenham, CEO of the EWPA said.

“He has drafted documents, provided feedback, led initiatives for best practice and kept up to speed with the access industry globally as well as here in

Australia. Dave’s passion for the industry is second to none and we thank him for his ongoing contributions as we strive to continually improve the level of safety and awareness around operating EWPs,” James said.

## Compact and efficient spider lift

The Monitor 1380 is a compact and efficient 13m spider-lift suited to commercial contractors.

Simple and strong, the 1380 has a long track assembly which ensures stability and traction on slopes and soft terrain.

According to the company, long-travel stabiliser legs allow the 1380 to set up and work on all types of surfaces. Being dual power, the 1380 operates indoors and outdoors.

The expandable tracks can be retracted to a narrow width of only 780mm to provide access into very confined areas.

The compact dimensions of the 1380 allow it to fit inside a lift in a factory, providing ease of access to all floors of the building. The basket can be quickly and easily removed with just one pin.

The zero tail-swing design allows it to work safely on a footpath without the danger of the rear of the boom swinging out into traffic or hitting other obstacles. And the long fly-jib affords excellent up-



The Monitor 1380’s expandable tracks can be retracted to a narrow width of only 780mm

and-over flexibility.

Contact: 1800 025 024 or visit website: [www.monitor.net.au](http://www.monitor.net.au)

Dave Single with the award on left with EWPA NSW President, John Glover



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## Another warning on falsified High Risk Work Licences

WorkSafe has issued a further warning to carefully check High Risk Work Licences after discovering another falsified licence.

WorkSafe WA Commissioner Lex McCulloch said WorkSafe had recently been alerted to a licence that had been altered to include a class of high risk work for which the owner had not been trained.

"In this latest instance, a licence was presented to an engineering company in Geraldton," Mr McCulloch said.

"They became suspicious after not being able to confirm WorkSafe had issued a licence for all the classes listed, and sent a copy to WorkSafe requesting a check.

"Upon further investigation, it was found the licence number was registered to the man who presented the licence, but he did not legitimately hold a licence for all the classes of high risk work listed.

"The man actually held a licence for dogging, vehicle loading crane and forklift, but had added the code for basic rigging, a class in which he had not been trained.

"The added class on the licence was printed in a different type and size font from the original, so it looked suspicious straight away.

"High Risk Work Licences are only issued to workers who have been appropriately trained and have the skills to perform high risk work safely and competently.

"They apply to anyone engaged in work considered to be 'high risk', including scaffolding, dogging and rigging work and the operation of cranes, hoists, pressure equipment and forklifts.

"I urge potential employers or anyone in control of a workplace to satisfy themselves that anyone they are thinking of employing for high risk work has the experience they claim to have.

"Always sight the original High Risk Work Licence card. Don't be satisfied with an emailed, texted scan or photo of the licence. Anyone who has concerns about a High Risk Work Licence can verify the details using the WorkSafe licence and registration search.

"If the person or all the classes claimed cannot be found on the licence and registration data base, contact WorkSafe so the issue can be followed up."

Contact WorkSafe on: 1300 307877 or visit: [www.worksafe.wa.gov.au](http://www.worksafe.wa.gov.au)

## TMHA launches EWPS in first non-Toyota product offering

Toyota Material Handling Australia (TMHA) has broadened its material handling product range with the introduction of a new range of EWPs (elevated work platforms), the first non-Toyota product to be offered by TMHA.

The EWPs are part of the demonstration fleet at major TMHA branches and went on sale in August.

TMHA National Brand Manager Bob Walmsley said the new range of EWPs were originally planned as an extension to TMHA's rental fleet to enhance its goal of being a true 'one-stop shop' provider.

The chosen EWPs are made by Italian company Bravi Platforms. TMHA has a distributor agreement with Bravi and will be the sole importer into Australia providing full support for the product, including maintenance contracts.

The Bravi EWPs were subjected to an extensive research and testing process to ensure they were up to Toyota's high standards, Bob said.

"We wouldn't offer a product we weren't 100% confident in, so we put the Bravi units through an extensive 12-month internal evaluation process to ensure they were up to Toyota's industry-leading standards while being well suited to local applications," Bob said.

TMHA is distributing all six models of Bravi platforms and expects the three most popular will be the Sprint, with a

TMHA has launched a new range of EWPs from Bravi



90kg material load capacity and maximum platform height of 3,350mm; the Leonardo HD, with 180kg platform capacity and platform height of 2,900mm; and the Lui 460, featuring a 280kg platform capacity and maximum platform height of 4,620mm.

Bob said the Bravi Sprint has a number of unique features that set it apart from other products.

"Unlike its competitors

it has a single mast which is operated via an integral hydraulic cylinder. This removes the need for chains and linkages with fewer moving parts and no need for regular lubrication and maintenance.

"Another unique feature of the Sprint is its load platform can be raised or lowered by the operator via an electric motor. This adjustment has to be done manually on competitors' similar products, which means taking the load off the platform before manually tilting and adjusting it. That's a huge inconvenience when you're in an elevated position," Bob said.

At TMHA's request Bravi made a number of other changes to the standard specification to suit the local market. These include a safety feature that cuts the hydraulic lifting system if the interlocking gate is not closed correctly, operator platform service lock, and a recess added to the cover to enable it to be used for storage.

Other features of the Bravi Sprint include a high capacity, maintenance-free battery that can provide up to 30km travel with a single charge and six monthly service intervals.

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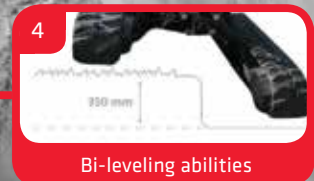
1 Compact collapsible cage



2 Easily towable at 1990kg



3 Access challenging terrain



4 Bi-leveling abilities

1.3m

## New boom adds to JLG fleet for NZ access hire firm

New Zealand access hire specialist Hire Towers has a fleet made up almost entirely of JLG machines.

Based in Onehunga, 8km south of Auckland's city centre, Hire Towers has been serving the greater Auckland area and surrounding regions since its establishment in 1962 and is known as a specialist in access equipment.

Since buying into the business 25 years ago, Hire Towers' Director Kerry Farmer has been a driving force in maintaining the company's reputation and a key decision maker in purchasing the 83 JLG machines that make up the majority of the Hire Towers fleet.

"Hire Towers acquired its first JLG machine in 1994, a couple of years after I entered the business," Kerry said.

"We have 85 machines in the fleet now, booms and scissor lifts and 83 of them are JLG – which says a lot about our belief in JLG equipment. We pride ourselves on our service and equipment being the highest standard, and guarantee our machines will complete the work efficiently to save our customers' time and money, and you can really only do that when you do provide the best."

Delivering equipment to make difficult access jobs easier, Hire Towers' most recent fleet addition was the JLG 520AJ Articulating Boom Lift.

"This offers fast lift speeds for increased work efficiency plus an industry-leading work envelope and capacity, it was the ideal machine to add to the Hire Towers fleet."

Along with the quality and performance of his many JLG machines, Kerry Farmer was also pleased with the service and spare parts support from JLG.

"We do have a service technician on staff, but primarily JLG does the servicing and they do a good job with that. Their service and parts supply is very good and we strictly use JLG parts," he said.

JLG Sales Executive – NZ, David Morris,



JLG Sales Executive – NZ, David Morris on left with Hire Towers' Director Kerry Farmer

said: "Hire Towers is a great company and a great team to work with and our relationship is going from strength to strength as we work to meet their needs and support their promise of excellence."

"We're very proud of our reputation for service, on-time delivery and safety; and JLG helps us deliver that," Kerry said.

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

## New distributor builds strong platform for aluminium products

Genie Australia has appointed Platform Sales Australia as the new distributor of Genie aluminium products in NSW and the ACT.

Platform Sales is taking the full range of material lifts and AWP series equipment of push around vertical lifts manufactured by Genie to market, including the Genie Lift (GLs), Superlift Advantage (SLAs), Superlift Contractor (SLCs) and Super Hoist (GHs) models.

The latest agreement with Genie takes the Platform Sales narrative the full circle for Directors David Collins and John Lyon, who launched the Sydney-based firm with the support of the AWP leader, almost a decade ago.

"We were approached to sell Genie products after growing our own reputation for importing specialised EWP products," Platform Sales Director, David Collins said.

"As one of the first retail agencies to represent Genie in Sydney, it is fitting the new alliance leaves Platform Sales distributing the full range of aluminium

products, thus cementing our long-standing relationship.

"We have never associated ourselves with products purely to make a quick sale. It's about quality in this industry, and if you don't have reliable machines, you'll end up paying for it," he said.

"If there are product problems or warranty issues, this creates complications for distributors. However, this is never an issue with Genie, thanks to its high-levels of service and support recognised as the best worldwide.

"US-designed products are important as they give us confidence we are marketing reliable, high calibre machines. Ultimately, you have to be happy with the products you are selling.

"Moving forward it is clear the strong Genie and Platform Sales relationship will continue to provide rental companies



Platform Sales is taking the full range of Genie material lifts and AWP series equipment

with highly reputable, quality machines across NSW and the ACT, and we are looking forward to building this partnership."

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## Equipment financing options as banks tighten lending

Several of Australia's leading banks are experiencing weak financial results driven by an increase in bad and doubtful debt charges, Adam Phillips, Country Manager, Terex Financial Services (TFS) said.

"The trend is already contributing to tighter lending practices which are expected to drive more rental companies to equipment finance specialists to fund their purchases," Adam said.

"The banks have suffered from increased loan defaults in the home mortgage space, and as a result, we're seeing restricted lending in other areas such as for equipment finance.

"Equipment finance specialists, such as TFS, have been established to provide financing solutions for rental companies, and other equipment buyers, to tailor lending and payment packages specifically structured to complement customers' cash flow and budgets.

"Genie and TFS are an integral part of the access industry – so we understand the dynamics of the hire industry and equipment market far better than the average banking institution," Adam said.

"We believe this perspective is always valuable to our customers – but it is especially important in a tight lending environment where traditional banks

only see risk in our industry, while we see opportunity. We can work with customers to create financing solutions that will help them to achieve their business goals.

"Given their more general approach to lending, it is not surprising traditional banks view loans for access equipment as

riskier than lending against cars and trucks, which they regard as easier to dispose of in cases of default.

"When lenders see risk, it is only natural they tighten credit and charge higher rates. Equipment financing specialists bring a different perspective. This helps specialist finance partners such as TFS to provide funding when other sources have dried up.

"In addition, specialist lenders with a better understanding of customer business dynamics and risk, including TFS, can maintain competitive rates and



Adam Phillips, Terex Financial Services

offer loan terms and payment plans, which better match equipment lifecycles and cash flows.

"TFS can also help assist in all areas of asset management, from the analysis of future equipment values through to the disposition of used equipment, which traditional banks cannot do for customers," Adam said.

"Obtaining financing is often a time consuming task, so TFS works hard to provide a flexible and responsive service.

"Unlike a traditional bank, it is a one-stop shop for an equipment customers' financing solutions, including trade-in programs, cash flow management and working capital conservation and ownership and lease options. Because TFS understands customers' businesses, it can help get them the equipment they need with financial solutions based on each business's goals and objectives."

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

## Secondary guarding system standard on Manitou access

Perth based materials handling and industrial equipment supplier, LiftRite Hire & Sales is promoting the Manitou range of access machines which now come with the secondary guarding, Safe Man System as standard equipment.

According to LiftRite's Business Development Manager, Nic Marston, Manitou is demonstrating its commitment to improving safety of EWP operators and adding additional value to the range.

The ManiAccess range includes: four electric models ranging from 9.9m to 17m working height; five articulated booms ranging from 11.8m to 20m working height; and two boom lifts from 26m to 28m working heights.

"These units are rental ready, well built, specified and excellent value providing features designed to reduce downtime," Nic said.

Liftrite offers the Manitou 160 ATJ Plus which features a 400kg or three person basket; 4WD all terrain capability; Kubota diesel power with three steering modes;

8100kg tare weight; 16.25m working height; 8.94m reach; 425mm ground clearance; onboard diagnostics and the Safe MAN System.

The Man'Go 12 has a 230kg or two person basket; 4WD all terrain capability; Kubota diesel power; 4150kg tare weight; 11.91m working height; 6.69m reach; 320mm ground clearance; onboard diagnostics and the Safe MAN System.

"Since 1983, we have built an unrivalled reputation throughout Perth and across Western Australia, for the sales, hire and maintenance of new and used materials handling and earthmoving equipment, from well-known and trusted industry-leading manufacturers Manitou, Gehl and Kalmar," Nic said.

Contact: 08 9455 2077 or visit website: [www.liftrite.com.au](http://www.liftrite.com.au)



The Manitou range of access machines from LiftRite Hire & Sales now have the secondary guarding, Safe Man System as standard



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## Genie maintenance schedules slash costs by up to 30%

Genie Australia has introduced a raft of consolidated maintenance protocols, as part of its Genie 360 Support program that will potentially reduce the maintenance costs of a Genie scissor or boom lift by up to 30%.

“Genie 360 Support takes care of every aspect of our customer’s AWP needs from initial sales and service through to technical support, operator training, and maintenance,” Mitch Ely, Genie National Operations Manager, Terex AWP said.

“By carefully scrutinising the maintenance criteria on Genie machines, analysing their operating histories, warranty data, customer feedback, design criteria and overall performance of a particular machine class, we have reduced our maintenance requirements.

“These schedule amendments will save money for our customers, slash down time in the workshop and generate more productivity, which is what Genie 360 Support is all about.

“For example, 250 hours was a standard trigger for an engine service for all Genie elevated work platforms. After

reviewing engine performance data, we were comfortable with extending this service interval out to 500 hours. For customers with large Genie fleets, return on investment will be increased due to less parts expenditure and improved utilisation.”

Similarly, the requirement for hydraulic oil replacement was every two years, a procedure which can be costly for rental companies. Under the new schedule, Genie is recommending the replacement of hydraulic oil only as required.

“Likewise some of our products operate reduction hubs in the wheels. Previously, the reduction hub oil was changed annually. Now it’s changed every two years,” he said.

“By extending certain parts of our maintenance schedules, we are reducing maintenance running costs by up to



Genie has reduced maintenance requirements

30% and reducing hours off the time the machines are out of action in workshops.”

As part of the ongoing AWP leader’s commitment to continuous improvement, Genie separated the maintenance requirements from the service manuals and consolidated these into one maintenance manual for boom and scissors respectively, Mitch said.

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

## Electric scissor lifts offer extraordinary access with productivity

Haulotte’s Optimum 8 electric scissor lifts available from United Forklift and Access Solutions offer economical 24/7 performance inside and outside, with manoeuvrability and 230kg lift capacity.

The 2016 model Optimum 8s, with a forward speed of 5km/h, 1.5m turning radius and integrated safety features, are backed by United Forklift and Access Solutions’ nationwide service and support network.

Optimum 8’s asynchronous AC motors facilitate smooth precision movements in difficult-to-access places, while ensuring the safety of its operators and clean, green, operation. Its narrow turning radius means operators can manoeuvre in restricted spaces.

“Optimum 8 is swift and sure-footed to ensure optimal productivity with its working height of 7.7m and drivability at full height up to its platform height of 5.77m. Its smooth load elevation and driving, with even, proportional movements, from the AC motors, translate into on-the-job comfort, confidence and safety for operators,” United’s National Access Product Manager, Andrew MacDonald said.

Optimum 8 features include: compact dimensions (0.79m width, 1.9m length)

will get through standard doors without needing to use folding guardrails; optimal weight and configuration to allow operation in winds up to 45kmh while maintaining full load capacity; automatic protection against pot holes and ability to traverse obstacles; plus can mount truck ramps while being transported; intelligent counterweight design in the back of the chassis; counterweight integrates protected non-skid steps and storage area for charger plugs and optional electrical plugs; hydraulic hoses halved (from 10 to 5) and hydraulic cylinders reduced from four to three; maintenance-free AC motors with no carbon brushes to be replaced; extra protection against weather corrosion for pins, screws, bolts and paint, complemented by waterproof connectors to safeguard electrical circuits against humidity and corrosion.

Haulotte ACTIV’Screen embedded diagnostic device is easy to operate and provides key information including tilt, overload, breakdown, necessary maintenance and battery level. The

Optimum 8 electric scissor lift safety features include an intelligent counterweight design



system enables technicians to program, repair, calibrate and control the machine without other tools.

Contact: 131 607 or visit website: [www.unitedequipment.com.au](http://www.unitedequipment.com.au)

## Instant Access expands its EWP fleet with eight new Manitous

Manitou secured an order for eight new Manitou 160ATJ+ high capacity 45ft elevating work platforms (EWPs) from Instant Access for use in Sydney infrastructure projects.

The Manitou 160ATJ+ 45ft EWP is part of the ATJ Range, articulated diesel range, and has a capacity of 400kg (up to three people), which is approximately 75% higher than a standard 45ft EWP, Manitou said.

Working height 16.25m, outreach of 8.95m and overall weight 8100kg the 160 ATJ+ operates in rough terrain operations.

Instant Access has a long history of involvement in Sydney's major infrastructure projects and will utilise the Manitou 160ATJ+ on a major tunnel construction project.

"The 400kg capacity is set to boost the safety and operations within these tunnel operations and the ability to support three people and tools, means less movements

and less risks involved in carrying out the daily tasks underground," Stephen Fraser, CEO of Instant Access, said.

"As a specialist access solutions provider, a key part of our growth strategy is to add complimentary products to our EWP range and we see this as a great opportunity to partner with Manitou on this key infrastructure project."

Richard Green, General Manager – Access Hire Division, said: "We are proud of our ability to specialise and tailor our product offering to meet the customer's specific needs. The Manitou 160ATJ+ is ideally suited to these major infrastructure projects and being able to supply a unique product like this to our clients is very exciting."

Instant Access is a provider of access



Instant Access has eight new Manitous

equipment including aluminium scaffolding, mobile towers, EWPs, swing stages and other specialised access solutions.

Instant Access currently operates eight branches in three Australian states and two branches in New Zealand.

Contact: 02 9517 3174 or visit website: [www.manitou.com](http://www.manitou.com)

## JLG standardises SkyGuard system

JLG Industries has made the SkyGuard enhanced control panel protection system standard across the JLG portfolio of boom lifts.

When activated, the SkyGuard system stops all functions in use, then temporarily reverses most functions that were in use when the system was activated. This reverse functionality is the only feature of its kind in the market, Corey Raymo, Category Director – Global Booms said.

"Making the SkyGuard system standard on our booms is a big step forward for JLG and a real game changer for the access industry," Corey said.

"The issue of operator safety is the number one priority for us at JLG and the driver behind many of our product innovations, which is why we feel it's so important to offer SkyGuard to our customers as standard equipment, included in the price of the machine."

Visit: [www.jlg.com](http://www.jlg.com) or call 131 JLG.



## Manitou fills a bucket for St Vincent de Paul

In mid-July, Manitou Australia organised a special event to celebrate and show its support to the Manitou Group Elevation Week.

The concept was simple: collect as many clothing items as possible and fill a Manitou bucket in one day. In only a couple of hours, the challenge was already completed.

200kg of clothing items: jeans, t-shirts, coats and shoes were collected from MAU Staff and even from Dial A Dump Industries (DADI) which is one of the leading waste management service providers in New South Wales.

The 200kg of clothing was then delivered to the local St Vincent De Paul Charity Association in Sydney; an Australian association with more than 40,000 members and volunteers, who assist people in need and combat social injustice across Australia.

LiftRite Hire & Sales, an Australian Manitou Dealer, also organised its own Manitou Fill A Bucket day at its local head office in Perth, Western Australia. LiftRite's initiative was very successful, filling a whole bucket as well.

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

## Yellow Card Training Program audits

The EWPA (Elevating Work Platform Association Australia) is conducting a series of audits to ensure its Yellow Card Training Program continues to be recognised as industry best practice. The audits which began in September focus

on quality delivery, training outcomes and compliance from EWPA Accredited Trainers. Individual assessments will be delivered and discussed with the relevant trainers. Contact: 02 9998 2222 or visit: [www.ewpa.com.au](http://www.ewpa.com.au)

## New line of electric scissor lifts from Snorkel

Snorkel's new line of electric scissor lifts offers a heavy-duty all-steel construction, with six models in the range.

The range includes the 5.79m S3219E and 7.9m S3226E which offer a 250kg lifting capacity, while the 4.6m S3215E and 6.1m S3220E offer higher lifting capacities of 272kg and 408kg respectively. The largest models in the range are the 7.9m S4726E and the 9.8m S4732E, with lifting capacities of 454kg and 350kg.

According to Ahern Australia, the new scissor lifts feature a dual shear design scissor stack with oversized end pins, which are over 80% stronger than the industry standard, to increase stack rigidity and increase the overall life.

Glenn Martin, Ahern Australia Managing Director said its unique pinkeeper design is more robust than previous designs, and is easy to assemble and disassemble.

"The scissor stack is fitted with maintenance-free rollers instead of traditional wear pads, for a long working life, and stainless steel plates underneath the rollers protect the chassis from paint damage," Glenn said.

"A common replacement part in the rental industry, the kingpins have been enhanced by a factor of six to eliminate breakage, especially from forklifts when moving the machines. The S3219E and S3226E both have 75mm kingpins and the S4726E and S4732E both have 100mm kingpins. All new Snorkel slab scissor lifts have a 90° steering design for better job-site maneuverability, and the drive motors are protected from damage and debris by 6mm steel plates. Wheels are fitted with a single wheel nut, which is designed to reduce maintenance time between jobs.

"Another common replacement part in the rental industry is the upper control box. On the new Snorkel electric scissor lifts, the upper control box is hard mounted, which helps to reduce loss, damage and theft. A power outlet is fitted as standard into the control box," he said.

Ahern recognises efficient maintenance is an important factor for rental customers, and the new Snorkel scissor lifts feature



Snorkel's new line of electric scissor lifts has six models in the range

an innovative 'inside-out' tray design which makes light work of servicing the equipment.

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

## Re-rental access business expands in NSW and Victoria

Queensland Access is expanding its re-rental access business into NSW, Victoria and beyond with a larger fleet of access equipment.

According to Queensland Access' Casey Law, the company has a fleet of specialist and large EWP's along with the high volume standard range. These units can be hired on a daily, weekly or monthly arrangement but only as re-rental, cross hire or wholesale rental to existing and new rental companies and not directly to end user customers.

"Hire companies of any size and setup can utilise the service and both general hire as well as specialist access hire companies. It stops people having to buy surplus or specialist equipment for customers or helps them chase some larger customers without over investing or hiring from the opposition," Casey said.

Crane Access, sister company to Queensland Access, has been offering this service in Queensland for 15 years.

"We started Crane Access in 2003 hiring only to other rental businesses in South East Queensland and the Northern Territory. Through Queensland Access Equipment, 'our sales and service arm'

we saw a need for a bank of specialist equipment that rental companies could not necessarily justify due to low utilisation or to buy a large number of one kind of units for the busy periods. In the past, hire yards were hiring from their opposition and inadvertently advertising the equipment to their opposition's customers.

"We leave the majority of our units clean skinned and often have the company sub hiring stickers off us for longer hires to give the appearance the machine is part of their larger fleet.

"The biggest benefit our service provides is it gives access to instant fleet expansion without relying on capital outlay or utilising their direct competition equipment.

"To save money and pass savings on to the rental companies utilising our service, all units will be constantly floating between the states (QLD, NSW and Victoria); we have service and storage facilities in all capital cities.

"To access the service, rental businesses can contact us direct via phone or email/website," Casey said.

"We will open low doc accounts for all EWPA and HRIA members.

"We have a range of specialised, large booms and general rental access units on offer, including Nifty's range of low weight EWP's; 80ft to 180ft Genie; Skyjack and JLG booms, track units and RT scissor lifts.

"We want to be Australia's first call when hire companies need extra EWP's to keep up with customer demand.

"The benefits of re-rental are great for the hire industry. It enables you to add to your fleet for short term or seasonal demand; retain availability on all your equipment despite long term rentals; grow new markets and customer base with access to equipment not normally in your fleet; and it supplements Capex."

Contact: 07 3279 1099 or visit website: [www.qldaccess.com.au](http://www.qldaccess.com.au)