

HIRE AND RENTAL NEWS

OFFICIAL PUBLICATION OF THE HIRE AND RENTAL INDUSTRY ASSOCIATION LTD

www.hireandrental.com.au

FEBRUARY 2017 VOL18 NO3

Your vision became
our story.



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Temporary Delineator

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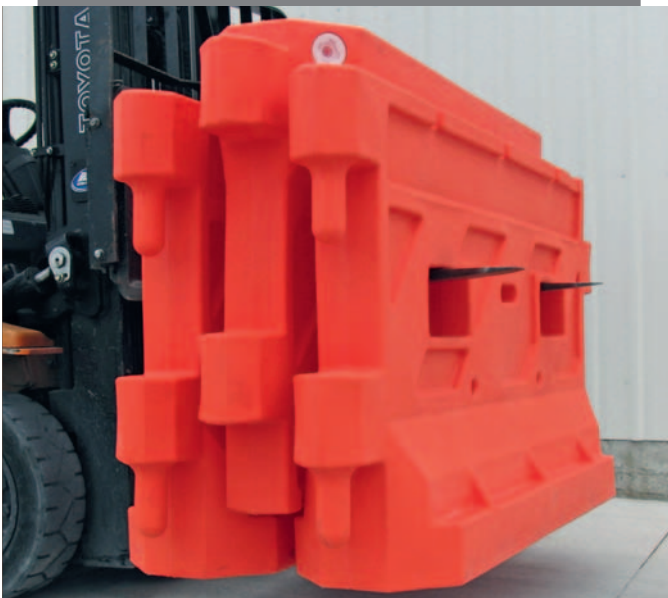
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Secure Connection	Yes
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Movable	Yes
Adaptive Radius	Up to 90°
Weight	18kg
Length	2000mm
Height	1000mm
Base Width	380mm



HIRE AND RENTAL NEWS

FEBRUARY 2017
VOL18 NO 3

HIRE AND RENTAL INDUSTRY ASSOCIATION LTD
ABN 70 093 630 847

HRIA BOARD OF DIRECTORS

President: Jeff Bernard
Tel: 0439 885 188

Vice President: Braden Murrin

Tel: 0407 429 423

Past President: Mark Scarce
Tel: 02 4647 6666

Chief Executive Officer: James Oxenham
Tel: 02 9998 2255

Operations Manager: Nicolas Chiew
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WA President: Brad Booth
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EVENT DIVISION
National President: Tom O'Dowd
Tel: 03 9212 2500

HRIA

PO Box 1304, Mona Vale NSW 1660
Tel: 02 9998 2255 Fax: 02 9998 2299
Email: info@hireandrental.com.au
Web: www.hireandrental.com.au

PUBLISHER – HRIA

Tel: 02 9998 2255
Web: www.hireandrental.com.au

EDITORIAL

Editor: Allison Leo: Punctuated Media
Tel: 02 6687 2607 Email: allieleo@bigpond.net.au

ADVERTISING & PRODUCTION

Publisher & Business Development Manager:
Michelle Grady
Tel: 0414 332 550
Email: michellegrady@hireandrental.com.au

CIRCULATION

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CIRCULATIONS
AUDIT BOARD

6,533 (Audit period September 2016)
CAB Member since March 2010



Onsite secures JLG Metro Pod order

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on the cover

Baseplan Enterprise wins in the softech business awards

The Softech Business Awards 2016 have been announced and Baseplan Software is the proud recipient of two awards:

- Best for Rental Management ERP Software – Australia; and
- Most Innovative Integrated Business Management Package – Baseplan Enterprise.

The Softech Business Awards were launched to commend the most dynamic companies that offer innovative solutions and support to their customers. Baseplan Software delivers the only true end-to-end business management solution on the market.

“From everyone at Baseplan Software, we would like to thank all our loyal customers for their continued support.” Andrew Satterley, Global CEO. Contact 1300 837 142 or visit www.baseplan.com

president's message

HRIA offering great value services for members

Happy New Year! I hope you've had a wonderful holiday season. We're on our way into an exciting year and I'm looking forward to working with the HRIA to provide the best solutions to the challenges we will face as an industry.

Being a member of the HRIA offers a wide range of services and benefits and we are continuing to build on the activities identified as being 'great value to members'.

I wanted to share a few of the resources provided to all HRIA members our company (Cool Breeze Rentals) has utilised as a HRIA member.

Fordham Business Advisors

We are in the process of restructuring our business into a company from a Trust. Our corporate structure was no longer appropriate for a number of reasons which included our growth over 15 years, changes in corporate legislation and the need for asset protection.

We were well aware from the outset this was a complex undertaking and we

needed to do this once, and do it right.

We turned to Fordham Business Advisors for its expert advice. It was overwhelming at first to comprehend all the considerations such as Capital Gains Tax, Stamp Duty, depreciation and the list went on, but over the course of several months and with careful planning, Fordham navigated us through this maze to an outcome we anticipate will provide our business with the capital, cashflow, stability and protections to make us stronger and

enduring in these uncertain times.

This restructure has been particularly reassuring for an owner of a seasonal business such as ours.

Fordham has been a valued partner to Cool Breeze and we recommend taking advantage of the one hour free structure review the company has offered exclusively to HRIA members.

Mason Sier Turnball (MST)

MST's HRNet has been an integral resource to our workplace relations queries relating to our nationwide staff. Over the years, Chao, James and the friendly MST team have been ready to provide professional advice to our business ranging from immediate answers to one-off queries relating to seasonal casual staff, parental leave and allowances.

MST has also provided us with invaluable support for those rare, on-going complex issues that can arise. This type of issue can be very stressful and distracting for a business owner while trying to keep the wheels turning. MST recently held our hand through a difficult employment issue relating to a general protections issue and provided the calming, professional advice we needed to make the right choices for our situation. MST understands the hire industry and provides timely, affordable solutions to

allow us to get on with our real business.

Arthur J Gallagher

Tied into the abovementioned General Protections issue were the costs to have our matter heard in court. In a review of our insurance policies we were fortunate to have been given sound advice from Arthur J Gallagher. There has been a growing rate of claims relating to this in the insurance industry and our Arthur J Gallagher

"MST recently held our hand through a difficult employment issue relating to a general protections issue and provided the calming, professional advice we needed to make the right choices for our situation...."

representative encouraged us to take out an extension on our Management Liability Insurance policy to include coverage for this type of claim. We took their advice but only truly understood how valuable that decision was when our claim arose at a later time. We were quoted approximately \$45,000 to take what we considered our very strong case to Court, just to get our side of the story heard. This expense would have undermined our seasonal cash



Jeff Bernard, National President

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flow at the time and would have been critically distracting to the running of our business during the busy events season. Thankfully, we were able to successfully lodge a claim and all costs associated with fighting this matter were fully covered for what was a comparatively minor excess, thanks to our insurance coverage. Suddenly all the stress and worry was gone and we could concentrate again on the business. I hope an employee never takes out a vexatious claim against you but for peace of mind, please check your policies and make sure this eventuality is covered. It's worth it.

The upcoming HIRE17 Conference and past Conventions

HIRE17 is on track to offer our members an exciting change. There's been an enormous amount of hard work and some significant decisions made in shaping this year's Conference. It's been great to see the HRIA office, Board of Directors and our HIRE17 committee step up to the challenge of putting this all new Conference format together.

Over the past decade, there is no doubt our conventions and exhibitions have provided a fantastic opportunity to gather information for our businesses and meet new friends, colleagues and suppliers in our industry. HIRE17 will continue this tradition with a combination of familiar fixtures plus new, innovative and interactive features.

I encourage everyone to join us for an action packed two days at Rosehill Gardens and I look forward to seeing you there. On behalf of all our board members and HRIA staff I wish you and your family a prosperous 2017.

Jeff Bernard
National President

Master Agreements – Updated

The HRIA has updated its Master Agreements in line with the 'Unfair Contracts Regime' under Australian Consumer Law (ACL) regarding small business contracts and what constitutes an 'unfair term.'

This regime for small business contracts came into effect on 12 November 2016. The updated Master Agreements can be found on the HRIA website under Member Services at: www.hireandrental.com.au

Global Rental Alliance (GRA)

The GRA exchange program's Brandon Gilbert from Coates Hire recently completed his North American exchange with two rental companies in Los Angeles and San Diego as well as a leadership Conference in Chicago. Brandon worked with Tony Murray from American Rentals in Long Beach, California and the Thomas family in their business BJ Rentals in San Diego.

The HRIA will be hosting the next GRA Exchange participant in May 2017.

Brandon attended the Annual ARA Leadership Conference while on his exchange, where he met the ARA Board of Directors and 65 other rental industry professionals from around the world.

You can read about Brandon's travels online through his weekly blog at: www.theglobalrentalalliance.com

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Major players in dewatering industry join forces

Vortex Hire and the Mobile Dewatering Group recently merged to become the leading Australian dewatering specialist organisation.

Mobile Dewatering (MDW) is based in Western Australia and south east Queensland and Vortex Hire in NSW. The expanded group can now provide specialist contracting and hire expertise in product and environmental services across a national geographic footprint.

According to James Sebbes, Mobile Dewatering Group, the company has participated in most major projects in Western Australia providing a total solution to water management from design and environmental controls to the supply of pumping equipment.

"Customers are able to choose packages from dry-hire to turn-key that include

preparation of dewatering management plans, obtaining extraction and discharge licenses, risk management, installations and operation of discharge water treatment equipment," James said.

MDW was the recipient of a CCF Earth Award in 2014 and 2016.

Vortex Hire provides pumping services in NSW including sewer bypass works and is now expanding its branch network to Wollongong building opportunities in Sydney and southern NSW.

"Vortex Hire offers solution based hire and contracting services focused on providing individually tailored approaches, utilising its specialist hire

fleet and resources to achieve cost effective outcomes for customers," Gil Milton at Vortex Hire said.

"Across the Group our team can provide a total solution to water management from expertise in pump project design, management and contracting, environmental management and the right product for the job. Our staff are highly skilled, mine inducted, and can assist in preparing compliance reports to meet environmental regulations," Gil said.

Contact Vortex Hire 02 4966 0737 and MDW 08 9250 4995 or visit: www.mdwgroup.com.au and www.vortexhire.com.au

Temporary power specialist targets Australian market

Power distribution specialist, ide Systems, is branching out to Australia with its range of British-made power distribution equipment.

The equipment includes distribution units, transfer switches and power cables for sectors that need temporary power.

The company started the expansion with its recent delivery of an Australian order for a range of bespoke 400A power distribution boards.

The company has adapted many of its electrical products destined for the Australian market, such as using the red, white, dark blue and black colours for power cable insulation. With 22 years of experience, customising and delivering power distribution products, the company is ideally placed for the individual challenges of the worldwide market.

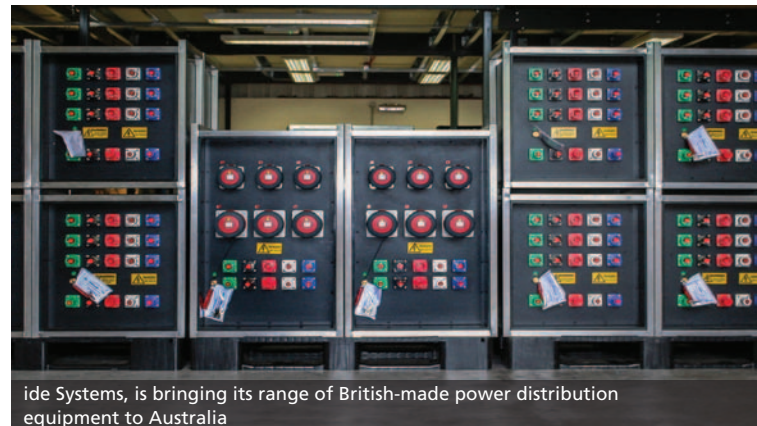
"We knew from our research the quality and cost of power equipment is a big issue in the Australian market and this is one of the reasons we targeted the country," Matt Collins, Business Development Manager at ide Systems said.

"A lot of the power distribution equipment in Australia comes from one of its nearest manufacturing nations, China, where quality isn't always up to standard.

"Because Australia's electrical standards and principles are very similar to ours

here in the UK and because we can match international air-freight delivery times, we can offer our Australian customers competitive power distribution solutions.

"Our Australian expansion is just one step towards achieving our global outreach. We are currently selling our products worldwide and we will soon be introducing our



ide Systems, is bringing its range of British-made power distribution equipment to Australia

rental service to UAE Dubai."

Contact: +44 (0) 1543 574 111 or visit: <http://idesystems.co.uk/>

Update fleets with quick and easy finance

Crommelins has teamed with Mildura Finance to secure competitive rates and terms to suit specific needs of the rental customer and provide a cost-effective solution for leasing needs.

Kevin Wilson, CEO at Crommelins Machinery Sales, said with 57 years' experience in the rental industry, Crommelins said it knows how hard it is to keep an equipment fleet refreshed and up to date.

"Crommelins Finance provides 12, 24, 36 and 48-month leasing options with

approval being provided within four hours in most cases without the need for extensive documentation. It can also be used for other equipment (including vehicles) allowing you to deal with one trusted supplier," Kevin said.

"With assistance like this your hire business can get back to making money with brand new quality Crommelins equipment without a strain on your cash flow."

Contact: 1300 650 659 or visit website: www.crommelins.com.au



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Kennards Hire builds its NZ business and settles in Tauranga

Kennards Hire has continued to build its family-owned business with the acquisition of Tauranga Hire – its 17th branch in New Zealand.

Kennards Hire has 170 branches across New Zealand and Australia. Following the branch opening in Hamilton in August last year, the Tauranga branch opened as Kennards Hire on Monday, 31 October.

Tom Kimber, General Manager of Kennards Hire New Zealand said: "Being the largest city in the Bay of Plenty, Tauranga is an exciting step for our network of hire equipment branches. By extending our footprint into Hamilton's neighbouring region, we are well-situated to help make our customers' job easy."

"Infrastructure projects, housing and commercial construction are all projected to see strong growth over the next few years," Tom said.

In true Kennards Hire form, the current team will be joining the family. Kris

Wright and the team will remain behind the counter at the branch.

"The name above the door may have changed but the faces and excellent customer service remains strong," Tom said.

"The team at the Tauranga branch will continue to give their customers, both current and new, great customer service and a wide range of well-maintained, modern and reliable equipment designed to make every job easy.

"Kennards Hire customers in New Zealand can also take advantage of our industry-leading online hire website.



The Tauranga branch opened as Kennards Hire on Monday, 31 October

Hire online day or night and pick up your equipment at your local branch or have it delivered direct to your door.

The new Kennards Hire Tauranga branch is located at 52 Burrows Street, Tauranga.

Contact 07 571 6542 or visit website: www.kennardshire.co.nz

PPSA Second transition ended January 30 – are you aware?

According to EDX's Malcolm Poslinsky, not many creditors are aware of the second transition period for the PPSA which ended on 30 January 2017.

"Creditors impacted are those with migratory security interests: meaning those securities migrated from other registers by the Registrar on commencement of the PPSR. These security interests have been protected against defects in registration during the transition period, but unless these defects were fixed by 30 January 2017 they may be invalidated," Malcolm said.

"Back in 2012 the PPS Registrar migrated security interests from all existing registers on to the PPSR. The vast

majority of these registrations were from ASIC and REVS.

"The information contained in these registrations was in many cases incomplete or non-compliant with PPS Regulations, leading to the decision defective registrations would be effective for a transition period, to allow a period of grace for secured creditors to remedy the defects.

"The grace period was scheduled to end on 30 January 2017, so secured creditors

who haven't yet acted need to now, or face the risk of their migrated security interests being open to challenge.

"EDX can help secured creditors to become PPS compliant. We can:

- identify relevant security interests;
- complete an assurance review to identify defects in registrations; and
- process amendments and/or new registrations to remedy the defects and ensure the desired level of protection."

Contact Malcolm on 0401 991 817.

ARA board names new Executive Vice President/CEO

The American Rental Association (ARA) board of directors has named Tony Conant to the position of executive vice president/CEO, which became effective mid-November last year.

He succeeds Christine Wehrman, who retired after 16 years with the association.

Tony Conant will be the fourth executive vice president/CEO of the ARA since its founding in 1955. He most recently served as Chief Operating Officer (COO) at the Institute for Supply Management (ISM) headquartered in Phoenix.

Tony has spent more than 20 years

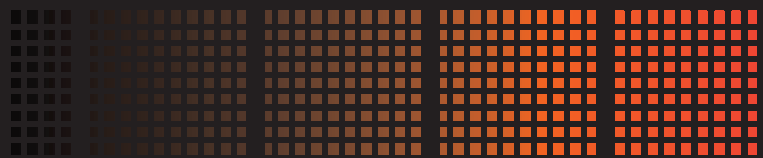
developing advanced practices in operations and supply chain at world-class companies, including Intel, BASF, Whirlpool and Bank of America. Previously, he was the Vice President Of Operations And Share Services at One Touch Direct, an innovative direct marketing company, where he oversaw 200% revenue and headcount growth in his five-year tenure.

"Hallmarks of the organisation are innovative and strategic thinking that represent the equipment rental industry very effectively. I look forward to building upon that ARA legacy."

Visit: www.ARarental.org



Tony Conant



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Aussie Pumps wins earthmover award for innovation

Aussie Pumps has won the Earthmovers & Civil Contractor Award for innovation in 2016. Australian Pump won the award for innovative product design for its big 150lpm hydrostatic test rig which were an export success in 2016.

With stiff competition from Liebherr, Hitachi & Komatsu in this category, Australian Pump Industry were delighted to win the prestigious award.

Aussie Pump's Chief Engineer John Hale said Australian Pump is the country's biggest manufacturer of hydrostatic testers building a range of machines from 20 bar to 500 bar and with flows up to 150 litres per minute.

"The machines are all fitted with a double valve, double gauge system that enables them to operate safely in hydrostatic test applications for water and gas pipelines.

"For lower pressure applications the company uses Udor diaphragm pumps. These simple positive displacement pumps provide reliable pressure and flow combinations ideal for hydrostatic test applications. The Aussie Kappa 150, the winning machine, delivers 150lpm flow with the pump capable of handling up to 50 bar pressure," John said.

"The machines all offer integrated control systems with inline strainers as standard. The Kappa 150 is engine drive configuration with the pumps driven through a reduction gear box to prevent the possibility of over speeding."

A Mine Boss version comes with a heavy duty 38mm galvanised frame fitted with balanced lifting bar. Emergency stop, lockable battery isolation, a dry cell battery and integrated fire extinguisher are part of the kit. Bundled trays are optional. Diesel drive versions are also available with a Hatz air cooled engine.

"We design machines with the operator's safety and convenience uppermost. It's nice to see an Australian manufacturer win," he said.



Australian Pump Industry's Chief engineer John Hales and Warwick Lorenz Managing Director with the design innovation award

"We believe form does follow function. In the case of high pressure machines our functional innovation charter emphasises safety aspects of the machine," John said.

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

Rallying the troops for the FIA Rally Championship

With over 10kms of temporary fencing, 2.25kms of scrim, 200 portaloos and 20 lighting towers, the Coffs Harbour Rally was a massive logistical effort for Kennards Hire which provided and installed equipment and infrastructure for the final stage of the FIA World Rally Championship.

Konrad Stempniak, Kennards Hire's go-to-man for the Rally, worked with a team of 12 dedicated operational staff members on the event, while Heidi Stevens, Local Area Marketing Manager oversaw the extensive marketing campaign enjoyed locally and seen globally.

Konrad said: "We supplied around 600 plant hire items; 2.25kms of Kennards Hire scrim, 10kms of temporary fencing and crowd control barriers, 20 lighting towers, 200 portaloos, 80 water barriers, 30 site sheds, 80 diff generators: the list of equipment is extensive, but it's all to ensure the rally ran as smoothly and as safely as possible. We worked to some incredibly tight deadlines and delivered ahead of schedule on a consistent basis."

Bumping in all equipment began on 7 November, allowing 10 days for Konrad and his team to facilitate the completion of the hands-on part of the job.

"Kennards Hire is no stranger to these types of large scale jobs. We're the major hire equipment partner for the Summer of Surf series as well as The Block television series. However, each job presents its own set of unique opportunities. Since Kennards Hire has a great policy of investing in our people, the skill sets required to deliver on an event of this magnitude are able to be sourced from within which makes massive jobs like this much easier," Konrad said.

As naming-rights sponsor, Kennards Hire contributed the plant hire equipment and threw its marketing weight behind the event.

Heidi Stevens said: "We've found working alongside

our operations team has been an incredibly effective way of servicing the events industry. Through our experience we see immense value adding our expertise on every level to each event."

The Kennards Hire team began building the game plan for the rally in March, 2015.

Kennards Hire Rally Australia will return to the Coffs Coast in the closing round of a new-look FIA World Rally Championship on 16-19 November 2017.

Kennards Hire provided and installed equipment and infrastructure for the final stage of the FIA World Rally Championship



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Liftrite takes on Kobelco distributorship in Western Australia

From 1 October 2016, LiftRite Hire & Sales became the Kobelco dealer for Western Australia, with Loadex withdrawing from this market.

LiftRite was founded in 1983 to provide materials handling solutions to the construction, mining and agricultural industries and also operate in the compact construction equipment market.

“The Kobelco franchise complements our existing business. With our size and reputation, we have been offered other franchises over the years, but have rejected them because they do not fit into our business model,” LiftRite Sales Director, Jack Przytula said.

“Our research showed Kobelco has an excellent reputation and Glenn Alderton is returning to handle Kobelco sales at LiftRite after managing excavator sales for our previous franchise. Glenn has been singing the praises of Kobelco,” Jack said.

While LiftRite has handled compact equipment, it is no stranger to large equipment, with some of the materials handling equipment it carries having capacities of over 50 tonnes.

“With the size of our workshop and the three overhead cranes, we could handle 12 of the largest excavators Kobelco makes at one time,” Jack said.

About around 60% of the LiftRite staff is involved in service and support and there are 12 service vehicles in the fleet.

There were preparations for a smooth transition of the Kobelco agency. Technicians and sales staff underwent training in Kobelco equipment, including the new Kobelco Generation 10 excavators and information from Kobelco on sales patterns and the existing machine population was invaluable when setting up parts and service inventories.

General Manager – Sales & Service for Kobelco, Doug McQuinn, said the Western Australian market is bouncing back.

“Kobelco is proud to be partnering with LiftRite as it build its presence in the excavator market. With a reputation in Western Australia for outstanding service and reliability, it’s a natural partnership fit for both Kobelco and LiftRite,” Doug said.

Jack has high expectations for the partnership of LiftRite and Kobelco,



LiftRite Hire & Sales is the new Kobelco distributor in WA

believing the combination of the quality and advanced features of the Kobelco excavator range and LiftRite’s focus on service and support will see Kobelco reach around 30% of LiftRite’s turnover. With LiftRite’s directors working in the business, Jack sees advantages for customers compared to larger corporate distributors.

Contact: 0427 004 447 or visit website: www.kobelco.com

Chadwick Forklifts relocates to bigger premises in Victoria

Family owned and operated Chadwick Forklifts, based in Victoria, has relocated to bigger premises in Braeside after a period of growth.

Cliff Chadwick started Chadwick Forklifts ‘from scratch’ in 2003 as a used forklift supplier. The business moved into its previous premises in 2004 (at 90 Levanswell Rd, Moorabbin). According to Cliff the businesses’ biggest change came in 2011 when Cliff’s wife to be, Melissa joined the business after 15 years in the industry. The business then became focused on rentals.

“With the growth of the rental business came the development of a service team to support the rental fleet,” Cliff said.

“With a service division of six workshop techs and vans, combined with an ever expanding rental division, Chadwick Forklifts outgrew Moorabbin.

“On 1 December last year, Chadwick Forklifts relocated to much bigger

premises at 9 Wyman Place, Braeside. In the industry, Chadwick Forklifts is colloquially referred to as Chadwick’s, and our new signage has reflected this,” Cliff said.

“The new premises are only five years old and have excellent truck access, something Moorabbin was sadly lacking. Braeside also has a filtered wash bay and modern office facilities, including meeting and training rooms.”

According to Cliff, after a significant capital commitment to rental equipment over the past 12 months, including 12 new 2500kg forklifts, six new Manitou buggies and three new Manitou telehandlers, targeted growth over the next 12 months will be retail service.

Paul Piccinini (Service Manager) and Hasan Salih (Operations Manager) have been charged with targeting the service of the thousands of forklifts sold by Cliff over the past 13 years.

Contact: 03 9587 2777 or visit website: www.chadwickforklifts.com.au

Chadwick Forklifts has relocated to bigger premises in Braeside, Victoria



Supporting water services operations with telematics

To assist Queensland Urban Utilities (QUU) keep track of their assets while delivering drinking water, recycled water and sewerage services to 1.4 million customers, Queensland Urban Utilities uses telematics provided by Pinpoint Communications.

According to Meyer Diederick, QUU Business Development Manager, ensuring incidents and inquiries from customers across the Brisbane and Ipswich regions, as well as the regions of Lockyer Valley, Scenic Rim and Somerset are responded to in a timely fashion, with the necessary personnel and equipment, is of critical concern to Queensland Urban Utilities.

"Assisting in delivering effective and efficient service the Q-Hub project was developed to compile data from a number of relevant sources. Q-Ops is one of five focus areas Q-Hub is built to address. This system is used to monitor and manage Queensland Urban Utilities' assets," Meyer said.

"The Q-Hub application gives Queensland Urban Utilities an holistic view of assets, jobs and vehicle location information," Meyer said.

Q-Hub shows the QUU assets on a map, which is overlaid with work orders, as well as vehicles and plant. It gives a real-time view of assets, incidents and where crews are at the same time.

"All relevant data is presented on a single screen, making it much simpler to assess where the closest crew or equipment is. In the management of essential utilities such as water, the time saved under the new system can make a huge difference.

"To keep track of all of its assets, Queensland Urban Utilities uses telematics. With GPS data feeding into Q-Hub – not just from vehicles, but from other plant and machinery such as excavators, generators and compressors – the team always knows precisely where their assets are and are able to get the closest suitable crew to the job quickly.

Selecting the right team to send to each



To keep track of all of its assets, QUU uses telematics

job, and what equipment they will need, is all done through the efficient Q-Hub system. Just one of several information feeds that flows into Q-Hub, Pinpoint Communications' telematics solution is part of the system that helps QUU serve their community.

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Breakthrough technology takes home international award

The 2016 Pro Tool Innovation Awards (PTIA) featured some incredible new industry equipment, with each category boasting stellar competition, David Morton, CEO of Australian company Magswitch Technology said.

“Magswitch Technology was fortunate enough to take out an award within the ‘Corded Power Tools’ category thanks to our innovative and unique magnetic drill press: the MagDrill Disruptor 30.

“This drill utilises patented shallow-field magnetic technology that offers an incredibly strong grip, even on steel as thin as 1/8 inch. On top of this, the patent-pending base automatically pivots to conform to any pipe 3 inch or larger - a feature that caught the judges attention in a big way,” David said.

“Another contributing factor was

the engineering behind the MagDrill Disruptor 30s power distribution, since no electricity is required for the magnets to be effective. This means more power goes to the motor, resulting in increased efficiency and safety because the magnetic grip will not be lost if there is a sudden loss of power to the device.

“We are excited to receive such an accolade for our flagship drill and thrilled to announce the MagDrill Disruptor 30 is available in over 800 United Rentals outlets across the US,” David said.

Visit: www.magswitch.com.au



Magswitch Technology won with its magnetic drill press: the MagDrill Disruptor 30

Has there ever been a better time to invest in materials handling equipment for your rental fleets?

by Andrew Satterley

On the surface, investing in your equipment may seem like a large capital expenditure – and it can be. However, the reality is whether it be forklifts, access equipment, cranes or associated equipment, the cost has never been lower and the technology and features, never better.

Everything from telemetry helping manage the health and ongoing cost of your asset, safety, improved comfort, functionality and overall performance to rival the advances being made in the automotive industry. All of this combined with very low finance rates and a steady market demand suggests investing in these assets makes good business sense.

Rental rates are never guaranteed though and there is always someone willing to rent it out cheaper than ‘average’ rates within your market. Three tips to assist when investing in your fleet:

- Shop around. This may seem obvious but many rental companies are brand loyal and this can mean they are paying more than they should, as well as missing out on key items such as longer service frequencies, extended warranties or features such as telemetry. Take the time to test your preferred brand against the market. You may still stay with ‘your’ brand, however gain some additional benefits, features or price points.
- Ensure you have a good asset management system. One of the largest investments for any business is the operating system, and it is the strength and capabilities of that system that will play a significant role in understanding, managing and ensuring the return on your assets. You must be able to manage the financial aspects of the equipment, utilisation, selling rates and overall profitability, while also effectively managing the running costs to maximise your return. Finally, your system should bring the asset management into the rental hub (rental dockets, transport, mobility, etc) and seamlessly link all the data. At a glance, you should be able to view profitability by individual asset and your system should be your trusted ally in determining future purchases.
- Exploring rental mobility functionality is a must today and this should form an integral part of your operating system.
- Funding. The time is right to broaden your funding options beyond the

traditional banks. Interest rates are at an all-time low, however, this is not always reflected in the offerings given to businesses looking to fund capital expenditure. So test the market, challenge the rates offered and look outside the banks. The rates, term and end financial position are all key considerations and all can vary depending on what model you wish to adopt or what model a particular institution wants to offer. Being diligent here can increase your return for the life of the asset as well as return on disposal at life end.

In summary, some parts of the economy have cooled, however, most states are experiencing consistent investment in building and construction and with low interest rates and low cost of equipment the time is right to invest in your fleet. The key is to invest smart, challenge traditional decisions and see what the market can do for you.

Contact: 1300 837 142 or visit website: www.baseplan.com

Hire Industry Excellence Awards open for 2017

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The must attend industry event of the year, the Hire Industry Excellence Awards and the HRIA Gala Dinner is the biggest social event of the hire year! Network with the who's who of hire and rental in Australia and around the world.

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London's phone booths revamped

And now for something new from London: Bar Works, a New York-based co-working company is converting London's iconic red telephone boxes into small offices for entrepreneurs.

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A subscription costs \$29 per month for 24/7 access to the booths. Once someone subscribes, they get a key, but has to reserve a booth with Bar Works' app.

According to the company, why sit in Starbucks and buy coffee when you can sit in one of its Work Stations and focus on the job before that important meeting or presentation at less than the price of two



cups of coffees a week without the extras it offers? Why indeed?

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How to get the best tax outcomes on the sale of a business

Taxes which are relevant to the selling and buying of a business or shares in a company include capital gains tax, income tax, stamp duty and GST. If your advisor gets the structure wrong then thousands of dollars will end up in the hands of the ATO. Leigh Adams Business Lawyers helps business owners in the sale and purchase of their businesses and in the sale of shares they own in their trading company. In conjunction with your accountant, we can get the structure right for you. This generally means more money for your superfund and your retirement. Leigh Adams discusses how he can help reduce tax when selling businesses.

The seller has access to the CGT discount

Our client John Smith owned all the shares in Smith Pty Ltd. John set up Smith Pty Ltd 20 years ago and bought the shares he owns for \$1.00. They are now worth \$10 million. When Smith Pty Ltd was set up, its assets including the goodwill of the business were also worth just \$1.00.

John wanted to sell the business and he had instructed his broker to list Smith Pty Ltd as the vendor on the sales advice form. We informed him Smith Pty Ltd would realise a taxable capital gain of \$10 million and after paying tax at the current corporate rate of 30%, it would leave Smith Pty Ltd with after-

tax cash of \$7 million. That would be distributed to John as a fully franked dividend of \$7 million (with the remaining \$1 a return of capital). John would then be subject to top-up tax on the unfranked dividend of approximately \$2 million leaving John with \$5 million in cash.

However, we explained if John were to sell his shares in Smith Pty Ltd, then after taking into account the 50% CGT discount (under Division 152 of the Income Tax Assessment Act 1997), he would realise a taxable capital gain of only \$5 million (assuming a top marginal rate of 50% for simplicity's sake). The tax payable by John would be about \$2.5 million leaving him with \$7.5 million cash.



The savings we could achieve by John selling his shares, rather than Smith Pty Ltd selling the business, was \$2.5 million. John's wife, who had been an accountant in her early years but had not practised as such for over 20 years, argued Smith Pty Ltd could sell the business and lend the proceeds of sale to John (forever). Of course, we explained the proposed arrangement would attract the operation of Division 7A of the Income Tax Assessment Act 1936 and in order to avoid the loan being re-characterised by the ATO as a taxable dividend to John, a benchmark interest rate would have to be charged and loan repayments would have to be made.

Non-resident sellers

What if the shares of Smith Pty Ltd were held by UKCo, a company which is a tax resident of the UK?

One of our clients was in this very situation last month. Smith Pty Ltd did not own Australian real property and UKCo held the shares on capital account (ie: UKCo is not a share trader and did not acquire the shares in the ordinary course of a business or as part of a profit making undertaking or scheme). In this situation, no Australian tax would be payable on the sale by UKCo of the shares in Smith Pty Ltd – although UK tax (currently 20%) may be payable by UKCo on that profit.

But if Smith Pty Ltd sold its business assets it would pay \$3 million in tax (as in the first example). While it could remit the after-tax proceeds from the sale as a fully franked dividend to UKCo with no further Australian tax payable, selling its business assets would still leave the total Australian tax cost at \$3 million.

If UK tax of more than \$3 million was payable in relation to either transaction, and a full tax credit was available for the Australian tax, then UKCo may be indifferent as between an asset sale and

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a share sale because of the tax set-off arrangements between the two countries (ie: because of the foreign tax credits allowed between the two countries).

But we explained generally non-resident companies prefer to pay less Australian tax because of difficulties in claiming full foreign tax credits and difficulties in claiming their own domestic tax concessions to bring their overall UK tax bill below the Australian corporate rate of tax. So in this circumstance, the shares were again sold.

No access to CGT concessions

This often occurs. Take the example of an Australian company with a wholly owned Australian subsidiary. Should it sell its shares in the subsidiary or have the subsidiary sell its own assets?

Our client was recently in this situation. The CGT discount and non-resident CGT considerations were irrelevant (and normally are) in these circumstances. Nevertheless the seller, Smith Pty Ltd, had carry-forward capital losses of \$3 million. The directors wanted to sell its wholly owned subsidiary, Subsmith Pty Ltd (Subsmith – our client), both members of

the same tax consolidated group.

Subsmith's assets consisted of plant and equipment and Subsmith had been advised by its former advisors its sale would realise an accounting and tax loss of \$1.5 million if Subsmith sold them. Subsmith also had goodwill and the advisors had said Subsmith would realise a profit on the sale of the goodwill of \$2.5 million. So if Subsmith sold its own business, Subsmith had been told it would realise a profit of \$1 million (being \$2.5 million - \$1.5 million).

We agreed with Subsmith that by contrast, if Smith Pty Ltd sold its shares in Subsmith, then Smith Pty Ltd would realise the same profit – \$1 million – which would be a capital gain for Smith.

A share sale has the effect of netting all underlying gains or losses into one gain or loss of a capital or revenue nature (depending on the nature of the shareholding). In this instance, the \$1 million capital gain incurred by Smith would be set off against its carried forward capital losses of \$3 million leaving a balance of losses to be carried forward of \$2 million.

Nevertheless, we convinced Subsmith to sell its own assets. Subsmith's former advisors had not taken into account the effect of the sale on the consolidated group. Subsmith's sale of its own assets would result in an improvement of the tax position of the consolidated group. The consolidated group would derive a capital gain on the sale of the goodwill of \$2.5 million. That gain would be sheltered from tax by its capital losses of \$3 million. This would leave a carry-forward capital loss balance of \$0.5 million. In addition, there would be a deductible revenue loss of \$1.5 million on the sale of the plant and equipment which it could use against other taxable income.

Other matters to be taken into account when considering buying and selling businesses and shares are buyer preferences and the capacity of the seller to declare dividends, the status of franking credits, proposed earn-out arrangements, the application of GST, stamp duty, purchase price allocation and other matters.

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Succession ... putting it off is much easier!

By Richard van der Merwe and David Hinchey

When a business owner is in their 40s surely it's way too early for them to contemplate the future of their business, family and wealth? Too many other demands on valuable time and resources? If your 50s represent the best years of your knowledge, skill, growth, rewards and authority, it is obviously too early to contemplate succession! At least many business owners believe so.

Then succession planning must be something for those in their 60s, right? For males born around a century ago (1901-1910 to be precise) the average life expectancy was a mere 55 years. Life expectancy for males born a century later is around 80 years. Now, full of energy and wisdom, the business owner has a new zest for life!

So we turn to those in their 70s and octogenarians. Are they ever going to let go? Are they invincible? Do they intend to die at their desk? Amazingly, we meet a few who believe exactly that. Having undertaken literally hundreds of succession planning projects over the last few decades, we have heard all of the stories, and plenty of the excuses:

- There is nobody who can manage this place when I am not here.
- I have never been healthier and I already have insurance (of some sort).
- Who is going to take over? One of my kids is a lawyer and not interested, and the other one already works in the business ... and they can't possibly do it!
- I don't know what my business is worth. Who would buy it anyway?
- Maybe I should just find someone to run it for me while I go off to France to live off the dividends?

Sounds crazy, but these are commonly heard statements. The problem is

underlying each comment is a myriad of complex circumstances. They form a puzzle that is often impossible to solve objectively in the head of the business owner alone. So putting off any form of planning becomes an easy option!

However:

- Owners do get sick and sometimes suddenly die on the job (yes, we have had a few over the years).
- Without a proper management structure the business is usually hopelessly owner dependent - this makes an otherwise profitable business significantly lower in value.
- There are lots of alternate futures for the ownership of the business, including children, relatives, management, competitors, trade sale or even IPO. However, finding your future owner and grooming your business for sale can take many years.

Surprisingly frequently, a buyer might just knock on your door. However you may not be 'investment ready'. The opportunity may slip between your fingers if you have not undertaken some form of succession planning.

Fordham has developed a planning process to address issues relating to clients' future plans. We help to identify and prioritise issues and clarify their vision for the future. We determine specific tasks which should

be undertaken to maximise the success of the process. We document this process and provide a subsequent report.

Extracting issues encompasses such factors as: income tax planning; corporate structures; Capital Gains Tax; asset protection; building wealth outside the business; retirement planning; investment management; estate planning; life after business; intergenerational wealth planning; family office; philanthropy.

Naturally, we encourage all our business owner clients to take succession planning seriously. Ironically, the side benefits on the business performance, profitability, accumulation of wealth and improved lifestyle can be a very pleasant side benefit!

Contact 03 9611 6066 or visit website: www.fordham.com.au

This article has been prepared by Fordham Business Advisors. It is general information only and is not intended to provide advice or take into account objectives, financial situation or needs. To the extent permitted by law, no liability is accepted for any loss or damage as a result of any reliance on this information. This information is believed to be accurate at the time of compilation and is provided in good faith.



Richard van der Merwe

HRIA and Apprenticeship Support Australia

The HRIA has teamed up with Apprenticeship Support Australia to promote careers in the hire industry and make it easier for hire companies to find and recruit new staff.

James Moran the General Manager from Apprenticeship Support Australia presented at the HRIA NSW State meeting on 10 November at the Artarmon branch of Kennards Hire.

Traineeships and apprenticeships apply to a range of roles from traditional trades through to office roles, drivers and general yard hands.

The presentation with all the information

you require about taking on an apprentice can be found on the HRIA website in the members' section information sheets.

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Is the sharing economy also sharing responsibility for safety and education?

The recent consumer trend towards a sharing economy, where consumers dedicated to reducing mass consumerism and reducing the 'second hand economy boom' is leading to the introduction of online rental pop-up portal businesses.

These online rental pop-up portals promote opportunity for the general public to showcase equipment and wares for rent online. Equipment an individual might have sitting at home in the garage can be listed for rent. Online customers select what they'd like to hire and the equipment changes hands with some standard terms and conditions agreed to by the two parties.

These rental portals combine the services and equipment offered by potentially thousands of individuals - such as bouncy castles, popcorn machines, marquees and items like bicycles and tents; into a one-stop search-book-compare shop.

The online rental portals are promoted as an aid for customers needing items for hire nearby. Of course, the comparison factor is huge too. With consumers now well versed in shopping online and comparatively too, being able to source equipment locally online is a fabulous opportunity. And some rental companies are jumping on board too, offering equipment for rent via these portals.

Everything is available in these portals and is limited only by what members of the general public (or rental businesses) put up online for rent.

Equipment available via these online rental pop ups ranges from rental services for parties and events, DIY power tools, sporting equipment, kids toys, camping gear, musical instruments, catering supplies, picnic blankets, surf boards or even billboard opportunities – human or otherwise.

But the HRIA is concerned the bigger picture is being ignored.

James Oxenham, CEO of the HRIA, said: "What we as HRIA members need to ask is: how can an online provider (like these pop-up portals) guarantee all the equipment listed as available for rent, has been regularly maintained in line with Australian Standards. Will proper instructions and education be provided at the time of hire?"

"In recent years there has been a raft of

new legislation creating uniformity for Australian business but simultaneously tougher working conditions right across the board for all industries," James said.

"This has occurred as every market has worked to adjust their businesses and conform to the new operating requirements.

We as HRIA member companies are adhering to these strict operating requirements, but are the pop up rental portals?

"Changes in legislation in recent years relative to the hire industry have included changes in:

- workplace health and safety;
- training and licensing;
- privacy laws and marketing to customers; and
- the biggest hurdle for the hire industry in recent times, the introduction of the national property registration system – the Personal Property Securities Act.

"We as HRIA member companies are adhering to these strict operating requirements, but are the pop up rental portals?" James said.

A major benefit of hiring is the education and instruction on the safe and correct use of equipment operators receive upon hiring from reputable hire companies such as HRIA members.

"For the hire industry, safety of the operator and liability for use of the hired equipment are prime considerations.

"For the general public utilising the services of an enterprise such as an online renting forum, when it comes to hiring equipment, safety has to be paramount," James said.

"If equipment is being hired out by the general public, where is the responsibility for the safe instruction and education of

the end user? Who is ensuring Australian Standards are met, the correct level of servicing and repairs have been carried out by a competent person and Workplace Health and Safety regulations are observed? In the event of an accident, who is responsible if the accident is caused by non-compliant faulty machinery, or operator error?"

"Online pop up rental portals may not necessarily accept responsibility for the equipment transaction or what follows in that transaction; they may merely be providing a forum for potential hirers and hirees to meet.

"It all comes down to education, safe operating procedures, maintenance and quality equipment.

"Hiring's cost-effective and beneficial business edge extends business options. This does not necessarily translate to a domestic or personal hiring situation arising from an online, non-professional rental forum. Does the hiree have an ABN? Can they provide a tax invoice?"

"Hiring equipment from rental businesses is fully tax deductible which makes good economic sense. By hiring, businesses can offset any outlays, recoup some of their operational costs and limit overall capital equipment purchases, while enabling a wider range of jobs outside what they normally do," James said.

"Hiring is a smart alternative to buying outright and whether you are a business or a private operator there is a serious proposition to consider. People are increasingly seeing the advantages of becoming more hire-conscious.

"But it definitely pays to ensure you seek professional assistance and advice from professional operators and the HRIA recommends its member hire companies to ensure end users receive the best equipment which complies with Australian Standards, with the best instruction and the safest loading/unloading and operational advice."

Contact the HRIA on 02 9998 2255 or visit: www.hireandrental.com.au

Honda's HCT Excellence Award service winners recognised

Toowoomba Service Technician Shane Phillips, of Motor Mecca, was the winner of the 2016 Honda Certified Technician (HCT) Excellence Award.

Launched in March to the Honda Power Equipment Dealer network, the award offers recognition to service technicians and their dealerships for commitment to HCT training and skill development.

Four service technicians were selected as Regional Winners to attend the final presentation in Melbourne:

- David Briggs - Central Gippsland Mowers (VIC);
- Shannon Hornby - Geraldton Mower & Repair Specialist (WA);
- Mark Woodgate - JH Williams & Sons (NSW); and
- Shane Phillips - Motor Mecca (QLD).

The presentation held at Honda's national office in Melbourne was attended by Honda's Power Equipment Technical Trainer, Keir Harrex who presented the trophies to the Regional Winners.

Honda's Training Manager Lincoln

Bowdern said:

"Honda realises the valuable roles service technicians perform within a dealership and this is not to be overlooked. This award was established to recognise and reward those technicians that not only support the HCT program but who are keen to further develop their own skills and career pathway within the Honda network.

"Congratulations to Shane Phillips on taking out the inaugural award and to the finalists for their efforts achieving the Regional Winners' award," Lincoln said.

Finalists received a prize package which included a trip to Melbourne with flights, accommodation, trophy, apparel package



The four regional service technicians with national winner, Shane Phillips (far right)

and tickets to watch the V8 Supercars at Sandown Raceway, from the Paddock Club. Shane Phillips, as the national winner, also received \$2,000.

"I thought HCT Training was a great way to further my career and better my knowledge about Honda products. I benefited a lot from this course and it feels like all my hard work has paid off," Shane said. Visit: www.honda.com.au



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What are the risks of accepting an electronic signature on a commercial contract?

By Priti Joshi, Lawyer, Bartier Perry Lawyers

If your business accepts a commercial contract that has been signed electronically, there is a risk the contract will not be enforceable against the person that had allegedly signed it if the electronic signature was applied without authority.

To combat this risk, you may consider sending the electronically signed document back to the party that allegedly signed it to obtain their separate confirmation they had in fact considered the document and applied their signature electronically.

Recent contract law case

This use of electronic signatures in contracts was recently considered by the New South Wales Court of Appeal[1]. Briefly, the facts of the case are:

- Williams Group Australia Pty Ltd (Williams), a supplier of building materials, approved a credit application which was electronically signed by IDH Modular Pty Ltd (IDH) using a technology called HelloFax.
- The credit application required the directors of IDH to personally guarantee the obligations of IDH (such as the payment of all moneys owing to Williams by IDH). The guarantees were also electronically signed using HelloFax.
- Williams supplied building materials valued at \$889,534.35 to IDH on credit.
- IDH went into liquidation. Williams sought to enforce the personal guarantees against the three directors of IDH, to make them pay for the monies owed to it by IDH.
- One director of IDH, Mr Crocker, challenged the enforceability of the personal guarantee, arguing he didn't affix his electronic signature to the document using HelloFax and it had been applied by someone else in his organisation without his knowledge or consent.

Enforceability of the contract

Williams argued: Mr Crocker was bound by the guarantee because he had acquiesced to his signature being electronically applied to contracts by other people in his organisation. In

support, it argued other people had access to Mr Crocker's HelloFax password, Mr Crocker had failed to change his password to the system and accordingly the person in his organisation had applied Mr Crocker's electronic signature to the personal guarantee with his apparent authority.

Even if Mr Crocker had not given apparent authority to any person to apply his electronic signature, he was subsequently aware of and had consented to being bound by the guarantee by:

- signing other credit applications noting Williams as a trade referee; and
- placing purchase orders with Williams.
- Williams was required to disprove Mr Crocker's evidence he did not know he personally committed to the guarantee. Ultimately, Mr Crocker won and was not required to personally pay the monies owing to Williams by IDH.

Position at law

The Court found:

- Williams' ability to rely on the electronic signature and enforce the personal guarantee against Mr Crocker required Mr Crocker to have held out the person who had applied his electronic signature had his authority to do so. Williams failed to prove Mr Crocker had made any such representation.
- Mr Crocker would have required full knowledge of all the material circumstances under which the guarantee had been signed in order to have ratified the application of his signature to the guarantee after the fact. While Mr Crocker could access



Electronic signatures may not be enforceable

the list of signed documents through the HelloFax system, the list did not note the directors had provided a personal guarantee.

The Court commented there was some authority that would support the conclusion placement of a 'genuine' electronic signature on a document without any authority may amount to forgery, however it was not required to decide on this point.

Accepting contracts with an electronic signature

This case is a timely reminder while accepting a contract with an electronic signature may be very convenient, if the electronic signature is applied without the relevant party's consent or knowledge (and essentially, forged) the Court may not uphold the contract against the party that allegedly signed it.

As with any transaction that may be susceptible to forgery, making appropriate enquiries can ensure the document is properly authorised and enforceable.

This article is intended as a source of information only. No reader should act on any matter without first obtaining professional advice.

Contact Bartier Perry on 02 8281 7868 or visit: www.bartier.com.au

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www.ewpa.com.au

president's message

It's all about working for members and our industry

Now the crazy season is over it's a bit of a shock we are already well into the 2017.

Looking back over 2016 it was quite a busy year as far as the EWPA was concerned. We managed to finalise a number of projects we have been working on, including:

- Super boom training
- Registered Inspector program
- Revision and update of several guidance documents (these can be found one click away from our home page www.ewpa.com.au using the blue tab 'Information Sheets').

Several EWPA members have been working on the revision of AS1418.10, so we thank them for their efforts and we are represented at an International level on the technical committee looking at the standardisation of controls.

During the past year, we also started to build bridges with associations from New Zealand, USA and Europe. Logically this makes sense as we are all working toward the same goal of producing safe machines, educating the users on correct machine selection and use and ensuring the equipment is maintained correctly. For example, we are more than happy to help our colleagues in New Zealand with any programs we have been working on, such as the Registered Inspector program and we are about to launch the Super Boom training program which will be relevant to all users of the largest booms now available in the market. We are also excited to be working on the MEWP Supervisors course which Europe has had great success with and I know for certain it will be well received here in Australia.

The team at Mona Vale is already working with the various State committees planning events for the coming year. It became quite evident during the year the most successful meetings are those located at a members' facility and are even better if combined with a speaker or event.

We have also had some excellent joint meetings with the HRIA. This brings together the rental companies and the access industry in one location with the benefits being increased attendance, more networking, sharing of knowledge and opportunities to discuss the latest developments affecting industry.

If you would like to host a meeting, please get in touch with your State President or the EWPA National office (02 9998 2222). They'll ensure invites are sent out, catering is organised and the meeting formalities are all taken care of. Having spoken to members who have hosted meetings during the year it was pleasing to hear nothing but positive feedback. It is a chance to really showcase your business and have people attend who might not otherwise know what your business can offer in the way of products and services.

Later this year, HIRE17 will be showcasing new technology, products and services, keeping delegates together with two full days of conference, equipment display and tailored networking events. I look forward to seeing as many of you there as possible at this important annual event. The event is well-supported by the access industry and will take place from 10-11 May 2017 at Rosehill Gardens, Sydney. The Conference program has been designed to include plenty of time to meet with industry colleagues, including meal breaks in the exhibition area, a conference welcome party, ClubHire after parties and the Hire Industry Excellence Awards and Gala Dinner - so please be sure to register soon.

Best wishes to all EWPA, TSHA and HRIA members for a safe and prosperous 2017.

Rick Mustillo
EWPA President



Rick Mustillo



EWPA

ACCESS IN ACTION

FEBRUARY 2017
VOL18 NO 3

ELEVATING WORK PLATFORM ASSOCIATION OF AUSTRALIA INC ABN 32 545 830 419

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EWPA & TSHA

PO Box 1304, Mona Vale NSW 1660

Tel: 02 9998 2222

Fax: 02 9998 2299

Email: info@ewpa.com.au Web: www.ewpa.com.au

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Aspac's Kronos has a walking chassis

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.

Innovation, customer proximity, and local presence worldwide have allowed Haulotte Group to become a global manufacturer of people and material lifting equipment. With the acquisition of BilJax, the Haulotte product line has expanded to include scaffolds, trailer mounted boom lifts and event staging and seating.

Visit: www.haulotte.com.au



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Access Sales & Spares has taken on the Merlo Melbourne Dealership (Telehandlers)

Haulotte

NEW STAR 6
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Nomadic Skylift launched in Australia

Aspac has launched Kronos, a 'Nomadic Skytower' with a walking chassis and aerial sky lift which it claims reinvents the concept of all terrain and extreme access gear.

First introduced in Germany in March 2016 by Teupen Germany, the Kronos is compact and has a low transport weight of 17500kg, vertical reach of 43m, horizontal outreach of 16.4m and load capacity up to 400kg.

It offers gradeability in every kind of terrain, including slope angles of up to 17°. In rough terrain, the Kronos can reach driving speeds up to 10kph, using its 157hp Deutz diesel engine which features a 430 litre tank.

With a 230V (EU) power outlet in the ergonomically shaped basket with eyelets for safety belts and tool tray and battery powered emergency lowering the Kronos also features a fully-hydraulic, automatic levelling system with outrigger setup monitoring and P-Matik parallel-stabilisation.

The Kronos also features telescoping upper and lower boom, trapezium-shaped aluminium profiles made of high strength steel and all functions are available from one control panel.

Other features include: electric-proportional controls with intuitive operator guidance; robust, lockable control panel with integrated operation

and display function; self-levelling platform with fully-hydraulic levelling system; corner-mounted, 180° turnable basket for extra flexibility; boom rotation via high-performance slew ring, worm gear and hydraulic motor and start-stop switch of combustion engine in the basket.

Accessories include safety harness; automatic boom function cut off by a monitoring system of the access stair locking system; coming home and memory function - a given point on the working diagram can be saved and returned the boom back at the push of a button; and a lifting device (300kg load capacity).

"Industry innovation does not happen regularly but when it does the result can be a spectacular fusion of technology that brings a complete game changer to the market," Aspac's Martin Eade said.



Aspac's Kronos, is a 'Nomadic Skytower' with a walking chassis and aerial sky lift

"And that's what the Kronos brings to strategically thinking businesses who are looking for an edge as well as the potential for industry leading ROIs in a market that is increasingly competitive.

"This fusion of Swiss and German technology and engineering is backed by one of the world's most comprehensive warranties and after sales support available across the country," he said.

Contact 03 9796 4254 or visit website: www.aspacgroup.com.au

Standards Australia and global representation

AS/NZS 1418.10:2011 Cranes Hoists and Winches – Part 10 Mobile Elevating Work Platforms Project Committee: ME-005 Cranes. The draft is now open for public comment.

EWPA members are advised they can view the draft and any incoming comments online at the Standards Australia website.

Members simply enter their Standards Hub login details. For EWPA members who do not have a login to SAI Global, you can view the document in the

member services area of the EWPA website and respond with any comments to: info@ewpa.com.au before the Public Comment Closing Date: 08/02/2017. The EWPA will pass these comments on to Standards Australia.

In other news, the EWPA now has global representation with the International

Standards Organisation.

The EWPA now has two representatives sitting on the ISO TC214 committee reviewing the standardisation of controls in EWPs. The next meeting is in Seattle in March then Sydney will be hosting a meeting in May 2017, two days prior to the HIRE17 Conference.

Guidance Note: Unfair Contracts under Australian Consumer Law

The EWPA has produced a Guidance Note to assist members in dealing with the 'Unfair contracts regime' under Australian Consumer Law (ACL), with some points to consider regarding small business contracts and what constitutes an 'unfair term.' This regime for small

business contracts came into effect on 12 November 2016. It can be found in the member area of the EWPA website under 'Contracts and Insurance'. Visit the EWPA website: www.ewpa.com.au for more information and a copy of the complete Guidance Note.

The EWPA advises members the Guidance Note has been produced to assist members and is not legal advice or a substitute for legal advice. Members are advised to seek their own legal advice on specific implications for their businesses.

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Stramit launches innovative crane to roof solution

Stramit, Australian manufacturer of steel building products, has launched the Crane to Roof solution – a specially made roofing product delivery truck and mounted crane in one.

The HIAB XS 288 E8 HiDuo crane mounted on a Volvo FM 8x4 with a 13.5m trailer, custom built for Stramit, was developed for mid-tier roofing applications.

According to the company the solution is ideal for residential, multi res and light commercial building projects, as well as hard to access locations such as narrow sites.

“The compact and efficient design of the vehicle can get close to a building site, eliminating the need for a separate crane to be set-up on site,” John Bull, Stramit Group Marketing Manager said.

“With the product arriving at the same time as the crane there’s no need to coordinate delivery times, thus saving on handling the product and in turn reducing possible product damage.”

Stramit’s Crane to Roof unit is designed to reach a height of 23m, and will lift a maximum sheet length of 18m, and a maximum load of 2 tonnes. Featuring stabiliser legs at the rear and on the sides



The HIAB XS 288 E8 HiDuo crane is mounted on a Volvo FM 8x4 with a 13.5m trailer

of the unit, which are for stability only and not lifting, unlike conventional slew or AT cranes, this design aspect makes the unit suitable for nearly all worksites under five degrees slope. Additionally, set up times are significantly reduced with the stabiliser legs being fully engaged within five minutes. Once in position, the unit is ready to lift the Stramit roofing product within 15-20 minutes.

The Stramit Crane to Roof solution is also safe and reliable with fully trained crane operators using wireless technology to

best position product into the desired location, increasing safety and efficiency. A further advantage of the wireless technology is the option of a combined Driver and Dogman package allowing tasks to be completed faster and at a lower cost. Crane to Roof unit is available within a 100km radius of Stramit’s metro locations in Brisbane, Sydney and Melbourne.

Contact Brisbane: 07 3803 9999; Sydney: 02 9834 0900; Melbourne: 03 9237 6200 or visit www.stramit.com.au

New Italian design Dingli Boom Lift range

The new Italian design Dingli Boom Lift range was launched at Bauma China in November last year.

Ray Bengowski, Dingli’s Managing Director, Dingli’s Karen Vella and Darren Baxter from Access Sales & Spares, the Dingli distributor in Victoria were present for the launch.

There are eight models in the new range (four articulating and four telescopic) with platform heights of 14m, 18m, 22m and 26m.

Designed in Italy by telehandler specialist Magni the machines fully comply with the latest versions of EN280, ANSI and ISO standards.

Dingli is in the process of obtaining design registration for these products and expects to have them available to the Australian market by March 2017.

According to Ray, all eight models have a revolutionary 4x4 axle drive system,

improved traction and are more fuel efficient than other models.

“Including these eight new booms, Dingli had in excess of 50 machines on display at the Bauma show this year,” Ray said.

“The Rizer S036-RS which launched in Australia early 2016 was also a popular model on the show stand along with the Raptor MV095J and as always the E-Tech S06-E.”

Zhejiang Dingli Machinery Co currently has three manufacturing facilities in Deqing, Zhejiang covering a total area of 200,000m² and will be commencing work on facility four in early 2017.

Also in November Dingli

Australia employed a new salesman for the Queensland region, Daniel Miller. Daniel comes to Dingli with seven years’ experience in capital equipment sales. Contact Daniel on 0428 833 388 or via email at qldsales@dingliaustralia.com.au

Contact: 1300 623 622 or visit website: www.dingliaustralia.com.au

The new Italian design Dingli Boom Lift range was launched at Bauma China



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Star tracked bi-levelling scissor lift offers new dimensions of safety and value

A bi-levelling compact tracked scissor lift that can safely traverse slopes and terrain where access equipment previously could not operate is being introduced to Australia by United Forklift and Access Solutions.

The Athena 850 bi-levelling tracked scissor lift levels on its axis in longitudinal and lateral directions to operate on slopes and undulating terrain where conventional scissor lifts cannot operate, United Forklift and Access Solutions' General Manager, Sales, Marketing and Distribution, Trent Osborne said.

"Conventional scissor lifts are typically limited to slight inclines of 2-4 degrees, whereas the Athena 850 scissor lift handles with assurance and safety, terrain variations up to 50cm front and back and 38cm side-to-side on uneven terrain, or inclines up to 20 degrees, Trent said.

"Marketed under the headline 'the only one of its kind in the universe,' the compact and versatile Athena 850's outstanding design and performance won both the international (IAPA) and HRIA Award, Best New Product of the Year – Access for 2016. With a minimum operating width of 1300mm, basket capacity of 250kg and a maximum working height of 7.9m, the machine has many uses.

"Tracked scissor lifts already existed before the Athena, but what makes this machine unique is its bi-levelling technology, which is found only on the Athena," Trent said.

"The Athena is built tough for indoor and outdoor work, where its design and functional superiority removes limitations inherent in conventional mobile scissor lifts. This greatly extends the machine's safety versatility and value in the workplace."

Safety, versatility and workplace efficiency features include:

- Compliance with AS1418.10-2011;
- Gradeability of 25 degrees, side slope 21 degrees, operating and driving safely on inclines of up to 20 degrees with two-axis automatic levelling constantly monitored to ensure safety;
- Elimination of concerns about machines not being operable on-site because of the slightest inclines or the machine being too big or heavy for the site conditions. Athena 850 weighs 1700/2190kg, depending on specification and operates on steep driveways, disabled access ramps, footpaths and small access corridors;
- Elimination of many safety hazards inherent in the common practice of "packing the wheels" of scissor lifts on job sites. This can create potentially lethal situations where the accidental flicking of a switch to 'Drive forward' instead of 'Descend' can turn into a potentially fatal mistake;
- Ground clearance of up to 350mm makes easy work of rough terrain, urban obstacles and loading and unloading without special trailers tracks that operate independently so operators can get in close;
- Automatic accelerator, bi-levelling undercarriage, electrohydraulic proportional commands, direction control, easy drive system, automatic control of inclination;
- Compact Hatz 1B40 diesel engine with 220V 2KW auxiliary electric pump and 220V 1KW power generator which makes it possible to operate the scissor lift indoors and in areas where the use of combustion engines is not allowed;
- Kit for high speed (maximum 2.2kph);
- Onboard power source in the basket



United Forklift and Access Solutions is introducing the Athena 850 to its line up

for hand tools and lateral levelling for moving at heights plus/minus 4 degrees.

"The Athena is simple to control and extremely adaptable to difficult and undulating terrain and worksites, indoors and out. Its structure has been designed to resist overload, with high-resistance steel lifting mechanisms," Trent said.

The Athena 850 scissor lift complements United's broader national ranges of forklift and access equipment, including CAT forklifts, Elevah personal stock pickers and Konecranes lift trucks in capacities up to 65tonnes.

Contact: 131 607 or visit website: www.unitedequipment.com.au

EWPA and the Australian Constructors Association collaborate

The EWPA has been working with the Australian Constructors Association (ACA) on the safety of EWPs in the construction industry. Machine selection, operator training and product familiarisation have been identified as

critical to safe operation of the EWPs. The EWPA will launch its EWP Supervisor course which will be a great tool for the construction industry, where multiple EWPs can be operating on site at any one time. The ACA is able to provide direct

feedback from Tier One Construction companies on issues relating to EWPs and according to the EWPA, this consultation process is very useful in the production of training material and guidance notes.



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Access Sales & Spares partners with Merlo

Melbourne based Access Sales & Spares has taken on the Merlo Melbourne Dealership (Telehandlers) offering the full range of Merlo telehandler products from the compact series, starting with the P25.6 through to high capacity series P72.10.

Located in Sunshine, in Melbourne's inner west, Access Sales and Spares covers a 250km radius and greater still if it is closer than other dealers. The new dealership will also see the company offer a vast range of Merlo Genuine attachments and parts, as well as onsite and workshop service and repairs.

Merlo approached Access Sales & Spares in 2016 to take on the dealership.

Darren Baxter, Managing Director of Access Sales & Spares said the company's reputation preceded the move to Merlo.

"We have an ever growing cliental base of telehandler customers and are very much focused on backing and supporting products we sell," Darren said.

In 2016 Merlo Group Australia launched its 'new generation' of Telehandlers.

"From the ground up.... new cab and

chassis designs are packed with new features and options, as show cased at the Hire and Rental show last May," Darren said.

"Many new factors can be seen with the 'new generation', such as European tier 4 class low emission engines, better safety features, more comfort, greater efficiency and outstanding performance.

"Access Sales & Spares is also able to offer great interest rates and terms with the backing of Merlo Finance, so the return on investment is simply a no brainer," Darren said.

"Predominately our business is within the access industry suppling new and



Access Sales & Service has taken on the Merlo Melbourne Dealership (Telehandlers)

used access equipment, our new product range of consists of Dingli, Skyjack and Niftylift. Merlo products now complement the rest of our line up giving us a diverse and complete range of equipment for all areas of industry.

Contact: 03 9312 3835 or visit website: www.accesssalesandspares.com

Snorkel adds to its manangement team in US and UK

Snorkel has added three new appointments to its management team.

Jamie Graham has been appointed Vice President of Product Support, based at Snorkel's global headquarters in Henderson, Nevada. Reporting to Snorkel CEO, Matthew Elvin, this is a new role to provide direction at an executive level to product support and spare parts functions globally. Jamie also has responsibility for the same functions for Xtreme Manufacturing, the majority stakeholder in Snorkel.

The Vice President of Product Support will be responsible for delivering after-sales support for Xtreme and Snorkel equipment, across all functions including spare parts, service, technical support, technical documentation, service bulletins, warranty policy and technical training.

Jamie previously held the position of Director of Product Support, USA, and Director of Operations for Snorkel, and was based in the Snorkel manufacturing facility in Elwood, Kansas.

Jamie will be supported by Tony

Deatherage, who has been appointed Service Manager, The Americas for Snorkel and Xtreme. In his new role, Tony will have the increased responsibility for Xtreme Manufacturing telehandlers, plus Snorkel, as well as an expanded territory which includes North and South America.

Tony is tasked with the management and coordination of the day to day after sales support requirements across the region, which includes the management of regional field support teams, service training, warranty, and distribution of technical documentation.

Tony has over 23 years of experience within technical service and training at Snorkel. Starting in 1993 as an assembly technician, he went on to hold multiple positions at the company, including regional service representative roles and product support facilitator. In 2010, Tony was promoted to service manager at Snorkel's manufacturing facility in Elwood.

In the UK, Snorkel has appointed John Gill

as Director of Manufacturing Operations. John has responsibility for leading Snorkel's Vigo Centre production facility in Washington, Tyne & Wear in the UK.

John will provide direction and strategy to Snorkel's UK manufacturing facility, to ensure production goals are met or exceeded, while delivering on all key metrics, including health and safety, product quality, and production and supply chain efficiency.

John joins Snorkel from Terex Corporation, where he held the position of General Manager and Operations Director for Coalville and Malaysia. John started his career with British Steel before joining Komatsu UK in 1987 in production engineering. During his 14 year tenure with Komatsu, John held positions before being promoted to Manufacturing Director in 1997. In 2001, John joined JCB as Managing Director for JCB Heavy Products, transferred to JCB Loadall, where he spent a further five years as Managing Director of the telehandler division. Visit: www.snorkellifts.com



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Boom lift delivers performance and energy efficiency

Businesses using the fuel-electric Genie Z-60/37 FE articulating boom lift since its global launch in April 2016 have been able to cut costs and their carbon footprint, while getting increased performance and versatility from their aerial work platforms according to Brad Lawrence, Genie General Manager, Terex AWP.

“Suitable for indoor and outdoor use, the Genie Z-60/37 FE is driven by high-efficiency AC motors and combines advanced diesel power and four-wheel-drive performance with the energy efficiency and quieter operation of compact, low-weight electric-powered booms. It can travel 25% faster than other typical diesel-powered units,” Brad said.

“The Genie Z-60/37 FE boom lift is a revolutionary approach to our mid-size Z-boom family and it adapts to our customers’ increasing needs for high performance, high efficiency and low emissions.

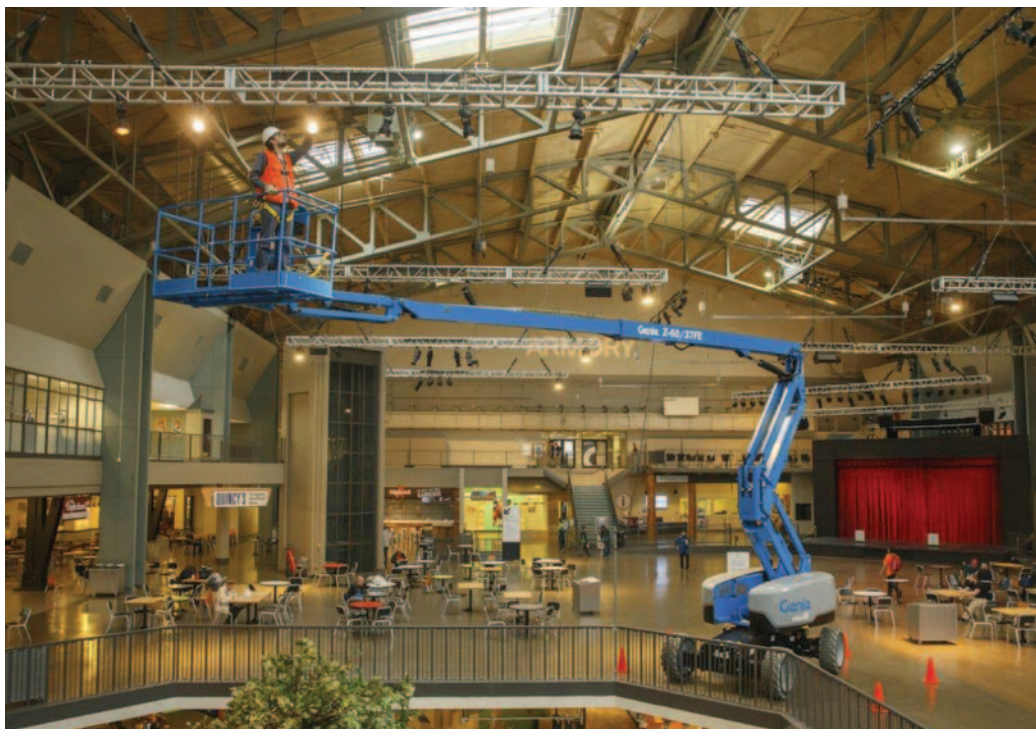
“When operating in full-electric mode, the Genie Z-60/37 FE boom lift offers a full day of emission-free performance on a single charge, and in hybrid mode it runs for more than a week on a single tank of diesel.

“In hybrid mode, an environmentally friendly 24-hp diesel powered generator constantly monitors the charge of the 48V DC battery pack, keeping it topped up and then automatically shutting off to minimise fuel consumption. In extreme battery usage conditions or after heavy full-electric operation, the hybrid power system can provide a bulk charge in around four hours,” he said.

“When an operator is climbing hills or taking on rugged terrain, the hybrid system can provide power directly to the AC motors, combining the power of the diesel-driven generator and the 48V DC battery pack.

“On long-term jobs, even when on-site power is not available, this machine is versatile enough to handle tasks ranging from work on rough and unprepared ground to indoor applications where it’s important to keep noise and emissions to a minimum,” Brad said.

The Z-60/37 FE boom lift shares the robust quality and rough terrain performance that make the Genie Z-62/40 and S-60 boom lifts popular he said.



In electric mode, the Genie Z-60/37 FE boom lift offers a full day of emission-free performance on a single charge

“Our Z-60/37 FE boom also offers the advantage of being sufficiently lightweight and compact to handle tasks in confined spaces,” Brad said.

The Z-60/37 FE boom lift is equipped with foam-filled, non-marking all-terrain tyres, and offers 45% gradeability and ground clearance of 33cm (1ft 1in) as well as being able to travel 25% faster than other typical diesel-powered units, the company claims.

“Operators will also appreciate full-time active oscillating axles that increase wheel contact on irregular terrain and its fully sealed AC motors which operate even while submerged under 91cm (3ft) of water.

“The Genie FastMast system enables the boom to be moved from full height to below grade and back, shortening ground-to-top lifting time with the use of just one boom control. Like all Genie booms, it enables operators to vertically track walls by simply raising or lowering

the secondary boom without needing to re-position the machine.

“The fuel electric Genie Z-60/37 FE articulating boom will be on display in May at HIRE17 and will be available in Australia in Quarter 2 2017,” Brad said.

The Genie Z-60/37 FE boom lift provides 20.16m of working height, 11.4m of horizontal outreach and 7.4m of up-and-over clearance. It is equipped with a 1.5m jib offering 70° up and 65° down range of motion and a 160° platform rotation. It boasts a narrow footprint and a low 58cm tail swing. The platform comes in widths of 1.8m and 2.4m. The capacity is 227kg and it can take on board two people across the entire working envelope. A side-entry swing gate and front sliding mid rail are standard. The 2.4m platform comes with an additional side sliding mid rail, opposite the gate. With a weight of 7,530kg and a stowed length of 8m, it is easily transported on a standard truck.

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* Please contact us to discuss which services are applicable and suit your needs.

New premises, new website, new business focus

All Lift Forklifts & Access Equipment has opened a new branch in Melbourne (8 Windale Street, Dandenong) to provide a higher level of service for its growing customer base in the greater Melbourne area.

According to All Lift Forklifts & Access Equipment's Managing Director, Dean Kretschmer the company's customer base has grown so significantly over the past three years the new premises were necessary to provide dedicated space to store and prepare machines for new and existing customer hires.

"The new warehouse also allows a central place for our technicians and hire specialists to gather each morning to assess how the business / hire equipment is travelling," Dean said.

All Lift Forklifts began operating May 1998 specialising in the hire of 1.5 tonne to 2.5 tonne LPG and electric powered forklifts. The business now has over 800 machines in its hire fleet including forklifts, all terrain forklifts, telehandlers and elevated work platforms (man lifts, scissor lifts and knuckle booms – diesel and electric).

"The access side of the business is relatively new however it has allowed All Lift Forklifts to expand within the hire sector at an exceptional rate and even resulted in a business name change in the past 12 months – All Lift Forklifts & Access Equipment.

"All Lift Forklifts has carved out a specific sector of the market, specialising in rough terrain units such as all-terrain forklifts and telescopic handlers (with currently more than 150 of these units in the fleet). But our bread and butter still remains in warehouse forklifts and material handling," Dean said.

"All servicing and maintenance is handled by six on road technicians, available in Sydney 24/7 and in the fully equipped workshop in Rydalmere while freight is handled by the All Lift 10 tonne and 13 tonne tilt tray services.

"Opening the Melbourne branch will increase customer service and satisfaction. We are a boutique hire company and we pride ourselves on answering the phone first time, every time and providing an efficient turn around, no matter what the issue.

"We are a focused and motivated plant machinery hire business specialising

in the hire and sale of rough terrain units such as all-terrain forklifts and telehandlers. Being fully independent with a young driven team of hire specialists and having a fleet where the majority of equipment is less than five years old, we can confidently supply the latest model units with the most competitive pricing in the industry, when and where the customer requires.

"All legal and safety requirements are closely monitored and maintained to ensure an easy handover of hire equipment every time. Our machine servicing and maintenance is of the highest standard and thoroughly upheld in line with industry standards.

"We launched a new and improved Sydney / Melbourne website recently which we hope will generate more buzz around the new Victorian premises.

"Matthew Nemes is the new Victorian State Manager and will be leading the Victorian team into a big 2017. We plan to purchase new rental machines for



All Lift Forklifts & Access Equipment has opened a new branch in Melbourne

Victoria and NSW to keep our fleet up to date and in supply for our customers."

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Aerial platforms with batteries feed ecological needs

Whether truck or track mounted, battery-powered aerial platforms are ideal for work in indoor spaces, or where pollution from engines or noise is not allowed.

Truck-mounted platform with battery, the CTE B-LIFT 17E from CTE Aerial Platforms, is versatile with 16.6m of working height, 11.3m of outreach, and 250kg capacity. The more than 500Ah battery guarantees 1.5 hours of continuous work which when exhausted, recharges with PTO or electric power.

Compact, self-propelled track mounted platform with battery, or 'spiderlifts', CTE TRACCESS 170E and CTE TRACCESS 230E deliver 48v electrical motors, lithium batteries 100Ah or 300Ah that offer respectively an autonomy up to 2.5 or five working hours, as well as compact dimensions to pass through standard doors. CTE TRACCESS 170E reaches 17m of working height, 7.5m of outreach

and 200kg of capacity; CTE TRACCESS 230E reaches 23m of working height, 12m of outreach 200kg of capacity.

The CTE B-LIFT 17E has been awarded by SAIE INNOVATION – TOWARD ZERO IMPACT at the SAIE Exhibition 2016.

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The CTE B-LIFT 17E from CTE Aerial Platforms has 16.6m working height



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Workplace ladders upgraded to safer, swifter performance

A global range of ladder systems and access equipment purpose-built to provide solutions to major workplace safety and efficiency issues is being introduced to Australia by United Forklift and Access Solutions.

United has been appointed exclusive national distributor for the Elevah range which is focused on enhancing workplace efficiency while preventing accidents and falls from lower heights.

The Italian-designed-and-built range includes the Elevah 40 Move, a self-propelled aluminium personal access lift with a class-leading 4m working height that has won the International Powered Access Federation (IPAF) Product of the Year award for low-level access.

The first vertical mast (access) and order picker (forklift) products to be distributed in Australia include the Elevah 40 Move Stock Picker, as well as the Elevah 51 Move Stock Picker with up to 5.1m working height and the Elevah 65 Move Stock Picker with a working height of up to 6.5m.

All Elevah products to be distributed in Australia respond to the latest European and global safety regulations applying to traditional ladder systems, United Forklift and Access Solutions' General Manager, Sales, Marketing and Distribution, Trent Osborne said.

"While these have resulted in more cumbersome and heavier conventional systems, the light and safe Elevah systems have provided a totally new and more efficient solution to an old problem. The Elevah range offers the greatest lift heights in its class at a competitive and affordable rate," he said.

Elevah products, manufactured by Faraone Industrie, feature safe working platforms with built-in protection cages for operators and nimble performance for safe operation even in crowded or restricted spaces. The compact and versatile access machines each feature tight turning performance with a high turning radius that enables the machinery to turn virtually within its own footprint, Trent said.

Major advantages include it being safer than conventional ladder systems, helping to reduce preventable falls in the workplace from relatively low heights.

In NSW alone, between July 2011 and 31 May 2016, 3,168 workers were injured

in falls from ladders, including two fatalities at a total cost of \$54.5 million to the NSW workers' compensation system.*

Nationally, in the eight years from 1 July 2003 to 30 June 2011, 37 workers died following a fall from a ladder.**

Safety features including side entrance with sensors which stop the cage opening; dual operator presence device; anti-tilting device; electronic slope monitoring; overload monitoring.

The Elevah range complements United's broader national ranges of forklift and access equipment, including CAT forklifts and Konecranes lift trucks in capacities up to 65 tonnes, as well as the full range of Haulotte access equipment.

* SafeWork NSW – SafeWork NSW issues ladder safety warning, www.safework.nsw.gov.au/news/media-release/safework-nsw-issues-ladder-safety-warning

** SafeWork Australia – work-related injuries and fatalities involving a fall from height, Australia, www.safeworkaustralia.gov.au/sites/SWA/about/Publications/Documents/812/Falls-from-Height.pdf



The Elevah 40 Move has won a global award for low level access

Contact: 131 607 or visit the website: www.unitedequipment.com.au

Konecranes launches new technician training centre

Crane service organisation, Konecranes, is launching a new state-of-the-art technician training centre in Sydney to provide its technicians with industry-specific training on crane use, service, maintenance and inspections.

The new technician training centre, which has a strong focus on efficiency, safety and operations and standards compliance, complements the existing centre in Perth and covers technical, electrical, product-specific, maintenance, inverter and inspector training.

"A major advantage of our training centres is not only does it refresh the knowledge the technicians have acquired at TAFE or college, but it provides them with training specific to industrial applications, and comprehensively prepares them for real-world tasks they'll be performing,"

Martin Davies, National Technical Training Manager, Konecranes said.

"The training programs involve a mixture of theoretical and practical components, and give our technicians all the required skills to be OEM and Standards compliant," Martin said.

The training centres feature advanced simulators, delivered straight from Konecranes head office in Finland, so trainees can practice using cranes and associated equipment in a safe environment that mirrors real-world conditions.

"We don't just cover Konecranes equipment either – we provide training for cranes and equipment from other manufacturers too."

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TVHPARTS

A new use for used hire equipment

As we start the new year, Stuart King of Swan Hill Hire in Victoria reminds us not everyone in the world has it as good as we do here in 'the Lucky Country'.

Stuart is a Director on the Board of 'Changing Nations' and a founding member – a philanthropic trust with a mission to change nations by engaging with less fortunate third world communities to train and skill people so their lives may be transformed.

And he is calling on the hire industry in Australia for help.

"I would like to engage the hire community to contribute older and/or under utilised plant, tools and equipment which we could collect and freight to Uganda," Stuart said.

"Equipment we ship, (we have the ability to get containerised freight there) can be used in building, construction and farming projects and in the trade training centre we plan to establish."

Currently the Changing Nations focus is on Uganda, a country war torn and ravaged by unrest. It has been a very volatile area in the recent war years – the region was terrorised by the LRA led by Joseph Kone, with many massacres/mass graves, forced child soldiers and child brides, Stuart said.

"We have moved away from the traditional 'aid' model to a training model which will enable communities to be self-sufficient rather than reliant on external support.

"Currently our main focus is the community of Pader in Northern Uganda – a community devastated by war and

conflict since the 1970's. One of our main aims in the next three to five years is to establish a secondary school and trade training facility where we can train the next generation in skills such as farming, building and construction and mechanical skills.

"Changing Nations would not just be educating students but also be educating the community as a whole in order to prosper and advance them by giving them greater understanding of how to do farming, building, mechanics, etc.

"I have experienced firsthand the construction equipment, or lack thereof, in Uganda. The classic example is the use of bamboo/stick scaffolding to construct multi storey buildings – it is actually pretty incredible what good old fashioned hard manual labour (and no safety parameters!) can achieve. I've witnessed wheelbarrows of brickies mud being wheeled up ramps inside stick scaffolding to the third storey of a building. It is not primitive – they have cars, trucks, machines, etc – however in the more remote areas where we are focusing there is less of this, and often where they are available there are not competent operators or people to maintain/fix machinery."

This is where the hire industry could come into play.

"In the short term budding philanthropists could contribute financially to assist in the acquisition of




Changing Nations is calling for used hire equipment to help Ugandans in need

land and construction of the secondary school and training centre," Stuart said.

"In the longer term, my vision is the hire industry can assist by donating surplus and/or disused equipment for shipping to Uganda for use in training and commercial projects. There may also be opportunity for those experienced in training to provide training in Uganda.

"For me, Changing Nations is an opportunity to give back to those in need, and provide specialist skills and support to develop a region that has massive needs. Success in business is not all about me or just us, but about being able to use our resources to help and develop others in need."

Contact: 03 5032 2107 or email Stuart on: stuart@swanhillhire.com.au




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Toyota's Bravi EWP's move into La Trobe Valley

Toyota Material Handling Australia's (TMHA) Gippsland service agent has introduced a new TMHA product line in its rental fleet, commissioning the first Bravi LUI 460 elevated work platform (EWP) sold by TMHA in Victoria.

With a fleet of 60 Toyota rental forklifts and four mobile service vans, Latrobe Valley Forklifts services all the power stations in the valley and a large territory from Drouin in the east to the NSW border and from the ranges to the coast.

Rob and Kelly Mustoe founded the family owned business in 2002 and it has been a TMHA agent since 2005.

Rob Mustoe praised the manoeuvrability of the new Bravi Lui 460 EWP, saying it is far better than anything he has previously encountered.

"We see the Bravi EWP's being very popular with local contractors," he said.

"I have already had interest from a lead-light window maker who needs a work platform to access church windows." TMHA is distributing four models of Bravi EWP's. It expects the three most popular will be the Sprint, with a 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 platform height of 4,620mm."

The Bravi Sprint is expected to be the volume seller and is aimed at large retailers who need a fast and agile EWP solution in warehouses and shop floors.

At TMHA's request Bravi made a number of changes to the standard specification. These include a safety feature that cuts the hydraulic lifting system if the interlocking gate is not closed correctly, an 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.



Latrobe Valley Forklifts proprietors Kelly and Rob Mustoe with the new Bravi LUI 460 EWP

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ALERT – Tyres on Telehandlers

Issued by the TSHA December 2016

Did you know research undertaken by a major telehandler manufacturer indicates a 5% reduction in tyre pressure from the manufacturer's specified values can result in a 30% reduction in capacity at certain points on the load/height/radius curve?

This could result in the vehicle overturning. Tyres deflect/distort under load and they have a significant effect on telehandler stability and load carrying ability.

An example of the importance of properly planning tyre replacement occurred when a telehandler operator checked the tyre pressures on his machine. Having completed the checks, he was walking away when one of the tyres exploded!

A subsequent investigation revealed the tyre, which had recently been replaced, was a 14 ply with a 3.5 tonne load rating, rather than the manufacturer's specification of 16 ply with a six tonne rating. The contractor also found the tyre had been ordered from the company's approved supplier by asking for a tyre for the model of the telehandler, without mention of ply or load rating. A subsequent check of other machines on site found a third of them were fitted with incorrect tyres.

The effect of tyres on stability

Tyres play a vital part in the stability of telehandlers. Stability can be adversely affected by issues such as:

- mixing tyres from different manufacturers;
- incorrect ply rating;
- differences in diameter of tyres on the same axle due to differential wear;
- low tyre pressure;
- high tyre pressure;
- uneven tyre pressure;
- substandard repairs;
- tyre repair, replacement and maintenance for pneumatic tyres only. Foam filled tyres are not user serviceable.

Tyre pressure check

- Tyre pressures should be marked on the chassis adjacent to each wheel.
- Pressures should be checked daily



For pneumatic tyres, when any cut, rip or tear is discovered that exposes sidewall or tread area cords in the tyre, measures must be taken to remove the tyre from service immediately

when cold.

- If necessary inflate tyres to correct pressure as stated in the manufacturer's operators manual.

**Personnel inflating
tyres should stand
a minimum of 3m
away from the tyre
and outside the likely
explosion trajectory to
avoid injury in the event
of a failure.**

- Personnel inflating tyres should stand a minimum of 3m away from the tyre and outside the likely explosion trajectory to avoid injury in the event of a failure. This will require 3m of airline between the nozzle and the airline trigger mechanism.
- Personnel should ensure they stand to one side of the tyre facing the tread when inflating.
- Tyre valves should be checked to ensure they are not leaking. Valve stem caps should always be replaced.

Tyre damage

All tyres should be inspected daily as follows:

- the tread and side walls should be checked for bulges and separation;

- The tread and side wall should be checked for cuts.

For pneumatic tyres, when any cut, rip or tear is discovered that exposes sidewall or tread area cords in the tyre, measures must be taken to remove the tyre from service immediately. Arrangements must be made for replacement of the tyre or tyre assembly.

Tyre and wheel replacement

Replacement tyres should be the same size, ply and brand as originally installed; refer to the appropriate parts manual for ordering information. If not using an approved replacement tyre, the tyres must have the following characteristics:

- equal or greater ply and load rating than size of original;
- tyre tread contact width equal or greater than original;
- wheel diameter, width and offset dimensions equal to the original;
- approved for the application by the tyre manufacturer (including inflation pressure and maximum tyre load).

Unless specifically approved by the telehandler manufacturer, a foam filled or ballast filled tyre assembly must not be replaced with a pneumatic tyre. So when replacing tyres ensure the ply and pressure ratings are as per manufacturer recommendations.

Visit: www.tsha.com.au or contact the national office on 02 9998 2222.

EVENTS **IN** FOCUS

OFFICIAL BULLETIN OF THE EVENTS DIVISION OF THE HIRE AND RENTAL INDUSTRY ASSOCIATION LTD



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president's message

Rewind the Never Ending Story



When the kids were little our Saturday night treat was to go to the video store and pick out a video, this would become the evening's entertainment. We were not unique, we were doing what most families did; a movie and a big shared bowl of microwave popcorn was the norm. We must have watched "The NeverEnding Story" 20 times.

Video shops were part of our lives and they were big business. Movies made over half of their take from video sales and rentals. Economic migrants to Australia had to invest \$500k in a business and the video store fitted the bill nicely. At one stage a video store a week was opening somewhere across Australia. There was the Australian Video Rental Retailers Association (AVRRA) and each year there was also a conference, this was a vibrant industry that confidently predicted it would drive cinemas out of business within a short period of time.

However as with all things times change, "The NeverEnding Story" did end. The internet, Foxtel and then Netflix combined with piracy all made impacts into the video stores and the way we enjoyed weekend family entertainment.

The video industry first countered the threats with a lower cost offer, then a multi deal offer. In the end most stores were offering the product at around 30% of the price they started with, this had little to no effect on the market. The market place had changed and for one reason or another, they did not see it coming.

On the 25th of October last year the

AVRRA closed its doors for the last time, signalling the end of the video rental industry. In this is a lesson for us all, no industry is immune to change.

We don't have to look far to see the changes in our lives and the way business is done. The taxi industry is under pressure from the ride sharing services like Uber. In turn Uber itself is now under pressure from drivers who wish to be classed as employees and not contractors, see the same issue for Deliveroo. Test cases are being run at the moment in the UK and USA. Restaurants and takeaway food outlets are under pressure from services like Homecook and there are plenty more examples.

It seems like every service you can think of will be offered by private citizens, who will theoretically have lower overheads than conventional bricks and mortar establishments. The model will vary in each case, however generally a company will offer the service online and the fulfilment of service will be by private individuals, registered with the online provider.

This challenge is already in our industry but is set to grow over the next short period, the business model is simple; who

has the thing I need, at the best price, closest to me?

In event hire we have seen the back yard market diminish dramatically as people move into smaller size lots and venues offer free room hire. The market place as with entertainment, has not necessarily disappeared but has changed shape and direction. Major events are very budget driven, there is constant pressure to drive down the prices and find a more efficient way of doing the job.

Most of the events businesses I have visited run a pretty lean ship and have already squeezed out the most efficient way of doing the job. Cutting prices is therefore not the answer to the problem; the shortfall can't be made up by simply pretending that we will do it smarter. The cost of compliance will continue to rise and this should also be considered as a major part of your budget.

Costs should not be absorbed in silence; they must be passed on if we are to take advantage of the fact we are meeting all regulations. Who would you rather deal with; a company with insurance, service history, maintenance plans and solid OH&S practices, or just get a cheap price? It will be our compliance, stock

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offerings and our service that will set us apart from the private citizen. We need to make this apparent to all prospective clients and target our marketing to highlight our strengths.

The increase in safety awareness has been a great boon to our industrial hire industry. There is an ever increasing number of access machinery available. However as a counter to this, there is virtually no hire for small electrical hand held tools, because it's often cheaper to purchase them; again a changed market place.

We have to look at what we offer as a way of setting our business apart from the others:

- What is our unique selling proposition?
- What's better about us?
- Why would the customers beat a path to our door?
- Are we relevant to our market place?
- Do we have what the customer wants?
- Do we have control of our costs?
- Are we analysing the trends?
- Is our business ready for sale?

If your answer to all of this is 'we are cheaper than our competitors, so no need to worry' then you might want to look up "The NeverEnding Story", it was about a young warrior trying to stop a dark storm from engulfing the world he lived in.

We need a strong business plan and a vibrant association to survive change and remember: change is not always bad. Our association works hard to maintain relevance to its members, and as with any association, it relies upon the members being involved. Apathy breeds apathy but strength comes from the passion of the members.

At your state meetings we will be surveying what you believe you need from the association, gathering feedback and working on providing continued improvements to what the HRIA can offer to you. It is vital everyone gets involved in this and gets behind the opportunity to bolster the way the association can continue our commitment, assisting you to grow your business.

The power of an association is in harnessing the collective intelligence and energy of its members. There will always be challenges, but we know our industry. Challenges create opportunities. A strong association in tune with members' needs is a valuable asset to all. Collectively we are more likely to see trends and solutions than individuals working alone.

You have the knowledge, the imagination and a vested interest in securing your future; do you have the will to get involved? We can't stop change but we can certainly be part of it.

Tom O'Dowd
National President - Events

Updated Weighting Guide

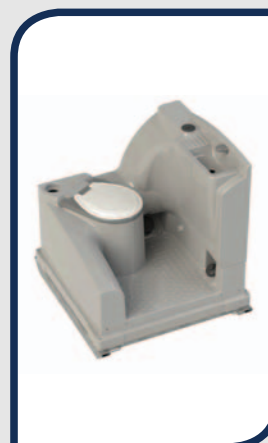
An updated version of the HRIA Weighting Guide is now available on the HRIA website (www.hireandrental.com.au). The association offers thanks to Events President, Tom O'Dowd, for consulting with industry on the guide and producing a revised document complete with tables and photographic examples of marquee configurations. This is a great resource for the industry and members are urged to get online and take a look.



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Revising the weight on our minds

By Tom O'Dowd – National President – Events

The HRIA recently updated the revised weighting guide; this was an update from the guide's launch in May of last year. The revised guide adds a number of explanatory photos and a new addition to the tables providing an option for a lower wind speed.

It would be fair to say the guide sparked a lot of fairly passionate debate and in some cases vehement opposition. This was to be expected; we were changing a guide that had been in place for nearly five years and in some cases recommending over double the requirement.

It was therefore interesting to read the fantastic article written by Maura Paternoster in the American Rental Association (ARA) August 2016 edition of *Rental Management*. Maura is the risk manager for the ARA and the article was an in depth study of how companies approach weighting and hold down of tents/marquees in North America.

An interesting observation in the first section of the article really caught my eye: "It is only luck that improperly secured tents and the people and property around them, survive without incident, but every time it happens it reinforces a false sense of confidence and perpetuates a risky practice borne from inexperience."

This is a very powerful statement and my agreement is total, however I would go even further. It is human nature to rely on past experience. No one willingly wants to do the wrong thing however each time we get away with something we learn bad habits. Every time we unknowingly or wittingly underweight, even if luck is on our side, we move a step closer to disaster.

As indicated the article looked at the various methods for holding a tent/marquee in place, exploring the accepted practice and providing reasons why erectors adopt this practice.

In summary the rule of thumb for them (in the US) is 10lbs (4.5kg) of weight for each square foot (0.09m²) of fabric. It should be noted this is for a weekend only. If the tent/marquee is in place for longer, the rules change to 15lbs (6.8kg) per square foot.

This is very interesting and it shows our Australian guide compares very favourably. Since the article in the ARA

magazine only looked at a marquee or tent with all walls open (no side walls) we can compare this to our HRIA guide in the following study.

For comparison we have used the LBS per square foot model and then converted the end result to express the ballast in kilograms.

USA

10ft x 10ft = 100ft²
x 10lbs per ft² =
1000lbs. This is 450kg
for all four legs.

(10ft x 10ft is
equivalent to a 3m x
3m).

20ft x 20ft = 400ft²
x 10lbs per ft² =
4000lbs. This is
1,812kg for all six legs.

(20ft x 20ft is equivalent to a 6m x 6m).

HRIA

3m x 3m = 9m². Our guide calls for (all walls open), 90kg per leg x 4 legs = 360kg. If we have one or more wall open then the force is multiplied by the factor of the walls and we call 460kg per leg.

So in the case of a 3m x 3m with three walls (one wall open) based on the amount of fabric, looking at it from the USA perspective:

100ft² for the roof = 100ft²;

70ft² for each wall x 3 = 210ft²;

Total - 310ft² x 10lbs per ft² = 3100lbs.
This converts to 1,404.3kg.

Divide this by four legs and we get 351kg per leg. Our guide calls up 460kg but is based on a minimum one week duration (this is clearly identified in the notes). The minimum that can be calculated is one



The HRIA recently updated the revised structures weighting guide

week in accordance with the Temporary Structures Standard. Adopting the USA rule of 15lbs per square foot they would use 4,650lbs or 2,106kg divided by four legs = 526kg per leg (66kg more than us).

6m x 6m = 36m² Our guide calls for (all walls open) 170kg per leg x 6 legs = 1,020kg. If we have one or more wall open then the force is multiplied by the factor of the walls and we call 640kg per leg. So in the case of a 6m x 6m with three walls on the amount of fabric, looking at it from the USA perspective:

400ft² for the roof = 400ft²;

140sq ft each wall x 3 = 420sq ft;

Total – 820ft² x 10lbs per square foot =
8,200lbs. This converts to 3,714.6kg.

Divide this by six legs and we get 619kg per leg our guide calls up 640kg – again based on a one week duration.

I am sure by now some of you are thinking the winds in the USA are much greater than the suburbs of Australia. We

have seen the twisters on TV and we all remember the Wizard of OZ, however don't be fooled into thinking the USA rule of thumb is for worst case scenario, it's not. The article clearly spells out the rule is applicable to 45mph winds, this converts to 72.42kph.

We can conclude from this the practice in the USA is much the same as ours, in terms of weight required. It is also interesting to note in the article they discuss the practice of using water weights, in some part addressing the issues of sliding on hard surfaces.

The use of water weights seems to be a fairly hot topic, with two of the contributors Mike Holland, owner and president of Chattanooga Tent Co and Brian Richardson, President of L&A Tent Rentals, both clearly stating they won't use them.

Brian makes the point the attachment from the water barrels is at the top of the barrel rather than at the base; his indication this would reduce effectiveness "to about 25%" would seem to be very accurate.

While it would be helpful to see more information on how sliding is addressed in regards to USA practices, the issue is clearly dealt with in the notes of the HRIA guide.

It is refreshing to see Maura's well researched and in depth article about a really important topic. None of us want accidents or marquees failing. Every failure reflects badly on the industry as a whole regardless of the circumstances.

The article leaves us with a sage piece of advice: "Don't let your installation be one of those accidents waiting to happen, because one day it will".

Smarter, cleaner, cheaper power

Viking Industrial recently assisted Hutchinson Builders to develop a plan to deliver innovation and cost savings to its internal generator fleet.

According to Viking Industrial's Director, Luke Rennie, Hutchies predominantly use generators to power its fleet of tower cranes.

"This can present a number of challenges including:

- light loading caused by intermittent crane use;
- glazing of generator causing excess emissions in built up areas;
- excess fuel consumption due to generator over sizing; and
- shortened lifespan of generator engines," Luke said.

"To overcome this, Viking worked with Hutchinson Builders Plant Yard personnel to develop a generator sizing plan for each of their different models of cranes and hoists.

"It was also specified Hutchinson Builders would only accept Tier 3 emission rating certified engines on their sites to ensure minimum disruption and inconvenience to residents adjacent to the sites.

"Viking also provided Hutchies with a summary of available engines in the various sizes required to ensure the most fuel efficient manufacturers were selected."

Hutchinson Builders Generators are now also fitted with Sumo 'Load Boy,' Plug n Play load banking switches.

"This enables a technician to quickly



Viking fitted Hutchinson Builders Generators with 'Sumo Load Boy', Plug n Play load banking switches to save money and time

attach a load bank to the generators on site, after hours to reverse the impact of any light loading that has occurred.

"This innovation saves Hutchinson Builders around \$1,000 per month in service and labour costs per site, significantly extends the operating life of the generator and ensures the engine does not produce any excess smoke or emissions," Luke said.

"The result is Hutchinson Builders now leads the industry in providing the cleanest, greenest and cheapest generators for high rise construction in Australia."

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saferoads.com.au

New products expected in temporary fencing line up

The Rapid Hardware Group is launching a range of new temporary fencing products under its Rapid Fence hire brand in 2017 according to Managing Director, David Williams.

The new products will be aimed squarely at the hire market David said and will focus on its temporary fencing and temporary building products line up.

"We have a mix of steel and plastic products in the pipeline for 2017. Our R&D team is working hard on them and our new line up this year will be a combination of both new products and existing product updates. We're looking to help pass on savings to our hire customers. This has meant working with specific customers to develop products to their needs and to resolve issues they come up against in the field. It's how we differentiate our business – we offer better service."

The Rapid Hardware Group started approximately 10 years ago supplying temporary fencing in WA. The company branched out soon after, moving its head office to Melbourne to establish itself as a national company.

"We had a lot of hire companies approach us for fencing so we developed Rapid Fence around that demand. Rapid Fence is our own brand, developed back in 2009 at start up. These days we have expanded the line up to include pool fencing and crowd control fencing too.

"We also differentiate ourselves by saying there is no minimum order. We can buy a few hundred panels at a time and keep stock on hand to ensure deliveries go out within 24 hours," David said.

"To do this we stock over 10,000 panels nationally and that is our guarantee."

Rapid Fence supplies temporary fencing panels in a standard size (2.4m) and a heavy duty panel which comes with a two year guarantee. The standard panels come with a one year guarantee.

"Panels we sold eight to 10 years ago are still going strong. They do well if treated well."

The company has also developed its own safety orange master batch of products. The high vis orange blow moulded line features a five year UV warranty.

"We blow mould our own temporary fencing feet in Vietnam and are looking at also developing a broader plastic range in line with our temporary fencing and traffic management products," David said.

According to David the hire market can expect to see new product launches from Rapid Fence by the middle of the year.

"We have a broad customer base now that are happy with our service and our improved pricing and quality.

"We supply to the hire industry only. We don't have distributors

and now sell directly to the market. We have our own facilities in Asia and a quality accreditation office in Beijing to quality check our products before they leave China as well as during the manufacturing process.

"In the hire industry, temporary fencing is a low capital start up; often panels can be paid off within one to two jobs.

The model in temporary fencing is to charge for an initial hire then rehire charge for anything over that initial hire period.

"Temporary fencing is a nice little hire product. It is complementary to a lot of other hire items.

"We find more and more hire companies are buying the standard panels because they offer a better return."

The Rapid Fence line up also includes rubbish cages, scaffold nets and shade cloth – both printed and plain.

"Printed shade cloth is a big growth area for us. Scaffold Mesh is the hire item," David said.

"Printing on the shade cloth allows

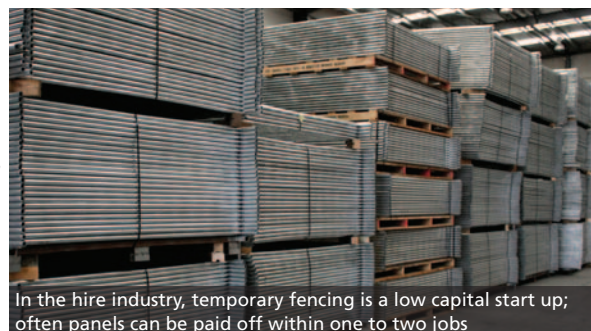
businesses to advertise their hire company names and can be used on buildings or fence lines as a dust control measure which works in well with environmental considerations."

The rubbish cages are what David calls a cheaper and easier alternative to skip bins. The bins are flat packed and erected on site so the rubbish has to be removed off site.

"The rubbish cages are cheaper and easier to use than a skip. Made from welded mesh and steel pipe, the square cages feature four sides and a lid so the rubbish can't get out. The cages mean builders don't have the rental rates for skip bins sitting on site.

With sizes starting at 1800mm x 1800mm cages the bins hold a couple of square metres of rubbish and are great for longer term builds. They will hold the same amount of rubbish as a medium sized skip. A great return on investment," David said.

"We are seeing the rubbish cages moving into regional areas more and more and



In the hire industry, temporary fencing is a low capital start up; often panels can be paid off within one to two jobs

another growth area is in temporary pool fencing. Pool regulations mean even blow up pools need fencing. People can hire 5-10 lineal metres of fencing for between \$400-\$600.

"Pool fencing offers a great return for the hire industry. Consumers have to have it because it is a legislated requirement."

Rapid Fence has national distribution with centres in Adelaide, Perth, Melbourne, Sydney and Brisbane. The company has plans to open a division in New Zealand in the coming months as well.

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Partnership approach delivers for lighting tower order

Onsite Rental Group has invested in a large order of JLG Metro-LED lighting towers following high customer uptake.

According to Mark Smithwick, Onsite's Asset Manager – East Coast: "They've been a great addition to our fleet and we're looking to purchase more because the uptake from our customer base has been quite dramatic."

Onsite has had a longstanding working relationship with JLG and has collaborated on the specs of machines.

"We've given them feedback on a couple of versions and a couple of specs we wanted," Mark said.

"JLG's Metro-LED Lighting Towers offer the complete package as the whole market moves toward LED technology. You get longer life out of the light heads themselves; they're a low voltage 48V tower, not 240V, which is much safer; they're also quiet for use in metro areas because they're well insulated and they are fuel efficient with excellent diesel tank capacity giving end users a longer running time which means the customer doesn't have to refuel as often."

To ensure smooth, on-time delivery to Onsite's nationwide branch network, JLG's Director of Sales – Australia & New Zealand, Scott Daly, oversaw delivery.

"Scott went out of his way to ensure we were kept up-to-date with the progress of the order, which was logistically

challenging because we wanted the lighting towers spread across the east and west coast in certain numbers. We gave JLG a location plan and it was delivered in a really fantastic lead time.

"JLG invests heavily in aftermarket service and support and our confidence in their support is a key factor in working with them. JLG definitely goes the extra mile for customers to ensure their support is outstanding," Mark said.

"It's all about partnering to deliver exactly the machines the market wants, then supporting our machines and customers



(From L-R) JLG's Scott Daly, and Mark Smithwick, Onsite Asset Manager – East Coast

and adding value through our branch network, service footprint, spare parts and technical support," JLG's Scott Daly said

Contact: 131 JLG or visit www.jlg.com.au

ISO 9001 certification for Metro-POD

JLG's Metro-POD Lighting Tower has been designed and purpose-built to ISO 9001 standards using a Quality Management System (QMS) annually audited at the JLG manufacturing facility in Port Macquarie, NSW.

The facility uses an array of lean and six sigma tools as well as five quality inspection points during manufacturing. These include: a fabrication final inspection, paint final inspection, final assembly final inspection, run-up inspection and a final pass quality audit.

JLG Industries General Manager –

Australia & New Zealand, Bob Mules, said: "An ISO 9001 certification is evidence of our commitment to quality and provides our customers with evidence of our internal discipline to achieve this quality.

"JLG first achieved ISO certification in 2001 and by meeting the most recent ISO 9001 requirements we'll ensure our customers' high expectations continue to be met. This certification will improve our processes and further build efficiencies in our business – it's a win-win situation."

Contact: 131 554 or visit www.jlg.com.au

New self sufficient no noise Solar Lighting Tower on market

LDC Equipment has released a self-sufficient Solar Lighting Tower (SLT) that will operate night after night without noise, petrol or ongoing servicing according to Nik Morcus, General Manager for LDC Equipment.

LDC Equipment's Aussie engineered, designed and built SLT offers powerful light output and no noise, Nik said.

"The SLT throws out amazingly powerful light – a minimum 200w of LEDs, with zero noise. It features four 50w LED lamps as standard, with six 50w or eight 50w lamp options available, for more light.

"Fully automated, trailer mounted and with an optional back-up generator, the SLT offers more light where you need it, backed by our 12 month factory warranty.

"It is easy to transport and set up, and the tower can be set to run automatically; switching on by dusk and off by dawn

with no manpower required," Nik said.

Standard features include: fully automatic brightness control; removable draw-bar for theft prevention; wheel locking chains; recessed, tamper resistant LED tail lights; simple wind up mast to 6m; and 24 hour emergency support line. Optional extras include a spare wheel and back-up generator. It is solar powered so there are no toxic emissions, Nik said.

Free demonstrations are available in SE Qld/Nth NSW. Video demonstrations are available for all other areas.

Contact: 07 5529 1188 or visit website: www.ldcequipment.com.au



The SLT throws out a minimum 200w of LEDs



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Glenn Cooper
Chairman and the Ambassador for Coopers Brewery, Glenn is a fifth generation Cooper with qualifications in electronic engineering, computing and marketing. He has overseen the launch of numerous products to the Coopers beer range.

Step Change

Step Change is a strategically led marketing agency with facilitators and problem solvers who believe the best solutions in business start with marketing.

Tuesday, May 9 2017

7.00–11.00PM ClubHIRE – Champs Bar – Pre Conference Networking

Wednesday, 10 May 2017

8:30–9:30AM Registration Upstairs on Conference Floor

9:30–9:40 Conference Opening – Tracey Spicer, MC

9:40–9:50 Welcome – Jeff Bernard, HRIA National President

9:50–10:00 State of the Nation – James Oxenham, CEO HRIA

10:00–11:00 KEYNOTE – Michael McQueen

11:00–11:20 Morning Tea – Upstairs on Conference Floor

11:20–12:35 Innovation and Technology

BREAKOUT SESSION

12:35–1:15PM BUSINESS – Building a successful company
ACCESS – Worldwide Standards update
SAFETY – Bridging the gap between knowledge & practice

1.15 Exhibition Open

1.15– 2.45 Lunch – downstairs on Exhibition floor

3.00–4.00 Four (4) Toolbox Talks

4.00–4.30 Afternoon Tea – downstairs on Exhibition floor

4.30–5.00 Load and unload of plant demonstration

5.30 Exhibition Closes

5.30–8.30 Conference Welcome Party

8.30 onwards ClubHIRE – at official Conference bar

Thursday, 11 May 2017

9:00–9:10AM Welcome Back – Tracey Spicer, MC

9:10–10:00 KEYNOTE: Glenn Cooper, Coopers Brewery

10:00–10:45 PLENARY: Stump the Strategist, Step Change

10:45–11:00 Morning Tea

11:00–12:30 PLENARY: Indecent Proposal, Step Change (B2B Sales/ Psychology/Persuasion)

12.30pm Exhibition Opens

12.30–1.30 Lunch – downstairs on Exhibition floor

1.00–2.00 Four (4) Toolbox Talks

2.00–2.30 Load and unload of plant demonstration

2.45–3.15 Afternoon Tea – downstairs on Exhibition floor

4.15pm Exhibition Closes

7:00–7:30 Pre Dinner Drinks

7:30–11:00 Excellence Awards/Gala Dinner

11:00–11:59 ClubHIRE – at official Conference bar

Entering the Hire Industry Excellence Awards

TIPS from the judges

Independent industry Hire Industry Excellence Award judge, Bernie Kiekebosch shares tips on what the judges are looking for when they are judging the entries.



Rental Company of the Year Finalists 2016 with judges Bernie Kiekebosch (far left) and Mike Wilton (far right)

“Judging the Hire Industry Excellence Awards (HIEA) is mostly about the overall presentation of the business and how the business relates to and supports its customers.

“You don’t have to be a Kennards Hire or Coates Hire to be successful but you do have to have something extra to make you stand out. That’s what we’re looking for; the ways you differentiate your business from the crowd.

“Find your niche in the market and stick to it. In my experience, there are very few who are successful at being everything to everyone.

“Find a point of difference in your business and get an edge in the market, between you and your competition. Exploit that point of difference. Often that goal gets lost in business – mostly through trepidation: Will I get enough customers if I just focus there? But you’ve got to target the market and convince them there is a need. Find key customers in the area of focus that can utilise the equipment of choice – and target them.

“There are major benefits for every company taking the time and effort to participate in the awards.

“Finalists all say they increased their business and saw increased respect from their customer base for their achievement. Just by completing a presentation, you get to investigate your company’s Key Performance Indicators,” Bernie said.

HIEA 2017 categories include:

Rental Company of the Year

– Nominations closed (9 January 2017). Closing date for submissions is 10 February.

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

– Nominations closed (9 January 2017). Closing date for submissions is 10 February.

Rental Company of the Year –

Events – Nominations closed (9 January 2017). Closing date for submissions is 10 February.

Supplier of the Year – (Nomination deadline 17 February).

Supplier of the Year – Access – (Nomination deadline 17 February).

Best New Product General – All Best New Product entries close 20 February.

Best New Product Access

Best New Product Events

Best Exhibition Stand – under 36m²

Best Exhibition Stand – over 36m²

Supplier of the Year is nominated and voted on by member companies purchasing and offering rental equipment.

Rental Company of the Year finalists are selected from nominations and judges then visit each Finalist to personally assess their operation and procedures.

Visit: www.hireconvention.com.au to nominate for a HIEA today.

TOP TIPS

- 1 Observe your overall presentation of business** – the yard, front counter, equipment. Do you have strong corporate identification and branding?
- 2 How do you measure your equipment quality?** One of the first things judges look at is the condition of the equipment on display. How does it stack up against the competition?
- 3 How are you differentiating your business from the competition?** What are you doing that helps your business operate more smoothly? Eg: software systems? Procedural systems? Or is it in racking and storage for easy access? Or perhaps in servicing? The judges want to know all about it.
- 4 What makes your business stand out from the crowd?** How are you servicing your customers better? Eg: easy entry and exit points? Or on call servicing? The judges want to know all about it.
- 5 Quality Control?** Does your business measure it? Do your customers know about it? The judges will be looking at these areas.
- 6 Customer communication?** Is this a routine business activity for your business? Show the judges how you are customer focused.
- 7 Safety highlights** in the yard and in the shop and onsite and on the equipment... How prevalent is it?
- 8 What are your KPIs?** Tell the judges.



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Hire Industry Excellence Awards
Gala Dinner 2017
Thursday 11 May 2017

The Australian rental industry event of the year

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Paying tribute to the exceptional standards of service and innovation displayed throughout the sector the HIEA focus the attention of the hire sector on the outstanding industry achievements and business successes across multiple award categories.

Nominate now to enter these prestigious industry awards.

Entry details online at: www.hireconvention.com.au

www.hireconvention.com.au or call the HRIA National Office on 02 9998 2255

Tiltrotator gives a new twist to distribution

Engcon, which developed a range of systems that provide 360° movement for excavator buckets and attachments in the 1990s has appointed Semco Equipment Sales as a distributor to sell, service and support its range in Australia.

Graham Murphy of Semco said: "We are very pleased with the appointment which will enable us to add significant value to equipment owned by our excavator customers as well as owners of other excavation equipment who wish to enhance their productivity.

"The pressure is on contractors to perform work more quickly and with great accuracy as Australia's cities and worksites become increasingly constricted. Tiltrotators have some way to go before they are widely used in our market.

"Tiltrotators are perfect for many tasks as proven in Scandinavia where 90% of excavator sales include these. Tiltrotators enable a larger machine to be deployed

to dig at any angle required, without having to continuously reposition the machine. Being able to use a larger machine also gets the job done faster. Additional savings may also be possible through a reduced need for traffic control and delays caused by tight access on jobs," he said.

A tiltrotator acts as an excavator's wrist. It allows the bucket to tilt and rotate, which creates limitless abilities.

The Engcon system includes unique safety features and is suitable for all excavators in the 1.5 to 32 tonne range. They may be supplied as part of a new



Engcon Tiltrotator

machine configuration or by retrofit, Graham said.

Contact: 1800 685 525 or visit website: www.semcoogroup.com.au

Booming South Australian infrastructure relies on efficiency

Fuel efficient heavy machinery will be in hot demand from hire and rental companies as several multi-million dollar projects kick off in South Australia, according to Darren Morrow from Kobelco dealership, Australian Construction Equipment (ACE).

"The projects are going to bring a bigger demand to the heavy excavator market and help build the economy. It's something we're really excited about being involved in, and seeing our customers involved in, too," Darren said.

With many projects currently underway including the Torrens Road to River Torrens artery, O'Bahn City Access and the Northern Connector, Darren said numerous Kobelco heavy excavators are already at work on project sites.

"I've spoken to owner-operators as well as large companies and all agree their second biggest outlay is fuel usage. They're choosing Kobelco because they can rely on better performance for that outlay," Darren said.

Kobelco's Geoscan monitoring system tracks a machine's fuel efficiency and is standard on medium and heavy models.

"It doesn't matter how big or small the project, fuel efficiency and reliability are important in all facets of earthmoving. Geoscan allows performance measures such as fuel levels, service schedules

and working hours to be tracked, which means the business can make informed decisions about machine use and staff allocation," Darren said.

One of ACE's customers, long-established equipment hire business ACT Hire specialises in the short and long term dry hire of equipment. Managing Director Brian Findlay said he recommends Kobelco machines especially for long term jobs because of their low fuel consumption.

"It's that efficiency and reliability that particularly makes the Kobelco excavators stand out," he said.

Brian said with South Australia entering a busy infrastructure period, ACT Hire is looking to purchase a new Kobelco 30 tonne machine.

"We've been talking to ACE about getting some more heavy excavators.

The South Australian infrastructure projects are only going to get busier and we will need that reliability."

In 2016, Kobelco released the new Generation 10 series of heavy excavators including the SK200-10, SK210LC-10, SK250-10, SK260LC-10, SK330-10 and SK350LC-10 models. In SA, all Kobelco models are available from ACE.

Contact: 0427 004 447 or visit website: www.kobelco.com

The team at Australian Construction Equipment preparing for a busy year ahead with Kobelco excavators



National earthmoving equipment expo 2017

The Diesel Dirt & Turf Expo will again be held at Panthers Penrith from Friday 21 April until Sunday 23 April 2017.

In its debut early last year, the National Diesel Dirt & Turf Expo attracted over 30,000 visitors, generated a huge volume of sales and entertained families throughout the three days of the Expo, Event organiser, Steve Zivkovich said.

“As an industry-funded and managed event, exhibitors have benefited from affordable exhibition spaces, while a well considered mix of family entertainment, attractions, good quality food, free entry and ample parking encouraged people to stay and explore the many equipment innovations on display,” Steve said.

Living up to its name as more than an earthmoving and construction equipment expo, exhibitors such as Discount Tractors will be offering visitors a chance to win a slasher and farm trailer by coming up with a true blue Australian tractor name.

The company will also be showcasing

its GeoGrid, a lightweight HDPE ground protection and reinforcement system which provides tough and durable surfaces for car parks, access roads and construction sites.

Tecpro will be showing its V12S Dust Cannon, designed and manufactured in Italy. The V12S is a silent dust suppression solution that's sufficiently quiet to use in city demolition sites and durable enough to use in mining and materials handling applications.

The V12S features centrally located nozzles with ceramic inserts which generate a highly effective fine mist to bind dust particles at their source. In windy conditions, the location of the nozzles within the jet stream protects the droplets from being blown off course.

The V12 Silent Dust Cannon boasts 67dB-55dB at 20m (a typical lawnmower measures 90dB).



GeoGrid from Discount Tractors

There will be operators' challenges where big prize money and trophies may be won; innovative machinery and the chance to chat to the people behind the design of the different machines, systems and services on offer.

Visit www.dieseldirtandturf.com.au

AUGUST 11 2017

Too big to ignore

Damage waivers are a burning topic in the Hire and Rental industry. Have you considered the limitations and exclusions outlined in your damage waiver and insurance policy?

The big questions...

- When did you last read and understand your own hire agreement?
- What are the gaps in your insurance cover?
- Are you telling your customers what they are **NOT** covered for by your hire agreement before it's too late?

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Connect with us and join the conversation



Arthur J. Gallagher

Improved comfort and control for Agri Loaders

Operators will be able to perform routine service checks without leaving the cab of JCB's new wheeled loaders, according to Greg Sealey, JCB Construction Equipment Australia (CEA) National Product Manager for Wheel Loaders.

The in-cab service check is one feature on the latest mid-range wheeled loaders from JCB CEA, the 411HT and the 417HT which have many of the features from the farming flagship 435S Agri and JCB's other high productivity wheeled loaders.

"The new loaders are powered by the same JCB EcoMAX engine as before – a 4.4 litre generating 81kW (109hp) in the 411HT and 93kW (125hp) in the 417HT," Greg said.

"These agile loading machines have a commanding central driving position that makes it easy to position and manoeuvre them in the most restricted of working environments."

The 411HT and 417HT are designed and equipped primarily for hard surface applications.

"The more spacious new CommandPlus cab brings new levels of information, control and comfort to the JCB 411HT and 417HT, with excellent visibility and improved sound suppression," Greg said.

"Operators also get a second information

screen with integrated remote camera display and CommandPlus Control, which enables in-cab adjustment of auxiliary oil flow, the optional boom suspension system and timing intervals for the reversing fan if fitted.

"Being able to perform daily routine service checks from within the cab not only saves time but encourages operators to regularly make these important checks," Greg said.

Both models are fitted with an efficient selective catalytic reduction (SCR) system. Together with a 'clean' combustion process, this achieves Euro Stage IV / US Tier 4 Final emissions requirements without a diesel oxidation catalyst (DOC) nor a costly diesel particulate filter (DPF) and the regeneration process often needed to periodically clear such filters.

The 8.7 tonne 411HT also offers operators the JCB High Torque lift arms giving 3.36m of load-over clearance with the quick-hitch fitted and a full-turn tipping load of over five tonnes.



The 411HT and 417HT are the latest wheel loaders to join the JCB CEA product range

Three loader arm choices are available with the 417HT, giving up to 4.2m clearance for bale stacking or loading an intake hopper in a feed production or fertiliser blending plant.

Optional hydraulic suspension is available to cushion the arms as the loader travels over a rough surface, improving operator ride comfort and minimising the risk of spillages or a load becoming dislodged.

Contact: 02 8788 8514 or visit website: www.jbccea.com.au

Midi size excavator is swinging efficiency your way

The latest TB2150 'midi' size excavator release from Takeuchi ticks most of the boxes on the 'wish list' of earthmoving contractors for a CCF Class 15, sub-2,500mm excavator.

The Takeuchi TB2150 excavator has a solid and massive steel casting of the heavy duty swivel mechanism that provides high precision control of the boom. This can swing in either direction, while keeping the cabin stationary to enable the operator to maintain focus on the job to position the stick and bucket.

According to Satch Santilli – Sales Director at distributor, Semco Equipment Sales: "For the operator, the hand rail is in the perfect position to ensure safety when accessing the machine's upper deck, although the machine is designed for ground-level servicing.

"The all-new cabin is superbly appointed and highly practical, designed to ensure clear and unobstructed visibility of the work zone without the operator having to alter the viewing position. At the back,

a smooth rounded profile counterweight further improves visibility," Satch said.

"There's also an entirely new console screen display which incorporates a camera and integrated warning which shows flow and pressure adjustment. Hydraulic flow may be selected to suit whichever attachment is being operated at the time and the settings are stored in memory for rapid access when needed.

"Power is provided by a gutsy, yet super-quiet Deutz TCD 3.6 L4 engine which is rated at Stage IV/ T4 Final, with an output of 85kW. Digging depth is 5,445mm with a maximum reach of 8,760mm."

Other benefits of the 16 tonne operating weight machine include three sets of auxiliary service piping. Two of these feature modulated proportional control, with the main being programmable for

both flow and relief pressure to perfectly suit different tools and attachments.

Contact: 1800 685 525 or visit website: www.takeuchi.com.au



Power and precision --Takeuchi TB2150

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The perfect dumper is a hired dumper

Building contractors indicate dumpers are a product they prefer to rent rather than buy, making them a profitable investment for any rental company, Rory Kennard, Director of Makinex, distributor of the Cormidi Dumper range said.

"Costs are too high for building contractors; they only need it once or they just want to try it out. All benefits for the rental industry," Rory said.

"The Cormidi Dumpers manufactured in Italy are high performance and compact dumpers that transport bulk materials. The range with models from 400kg to 1000kg are suitable for every job. The rocking roller undercarriage system built in to the tracks gives great manoeuvrability through narrow pathways or alleys and can access all kinds of terrains.

"The fully hydrostatic Cormidi range offers a low cost of ownership getting a greater return on investment, eliminating replacements of expensive electrics. The Cormidi's have an efficiency improvement for customers up to 50% in comparison to using a traditional wheel barrow. High tipping is available on most models to

dump directly into skip bins and trucks. Next to the high tipping, the self-loading is another option on some models.

"The Cormidi Dumpers range has a built-in suspension system in the tracks that allows the user to access rocks, go over gutters, tree roots and other uneven surfaces at an angle up to 20 degrees. The dumpers can lift, shift, load, transport and dump any materials from concrete to dirt. The high-tip function gives users the ability to drop directly into skip bins and utes," Rory said

"Starting at a 700mm wide the dumpers can fit through a standard doorway and alleys between houses built closely together. All dumpers feature a Donaldson dual air filter system for greater engine protection that will also reduce the costs of ownership," Rory said.

Makinex also offers parts, service and support.



Cormidi Dumpers are high performance and compact dumpers that transport bulk materials

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

Reaping rewards with tough 50 tonne excavator

Rock-ripping toughness and outstanding fuel efficiency were the deciders when Sydney company Megex Civil was adding the Kobelco 50 tonne SK500LC-9 to its fleet.

Megex Civil operates a fleet of 30 machines and Managing Director Warren Megarry said he was looking for something better than the market average for heavy excavators when he chose the Kobelco.

"We've had the Kobelco SK500LC-9 for a couple of months now and we're impressed by how well it can rip through rock. Kobelco excavators have a good reputation so I was happy when we bought it, but I'm even happier now I've seen it in action," Warren said.

Megex Civil specialises in major industrial warehousing and is based in Western Sydney. Warren said Megex Civil will have a lot of ongoing work for the next five years, so it was important the new excavator would be strong and reliable.

"Brands I had traditionally bought were either pricing themselves out of the

market, or were so heavy on fuel I knew in this day and age there must be a better option," Warren said.

Working with Sydney-based Kobelco distributor Sydney Trucks & Machinery (STM), Warren said he found more solutions to his machinery problems than he imagined he would get when he started researching.

"It was a huge advantage I could get the Kobelco SK500LC-9 from STM within the fortnight since my new machine would be at work far sooner than I had anticipated," he said.

With the success

of his new Kobelco SK500LC-9, Warren is now investigating the Kobelco 35 tonne excavators, including the SK350LC-10 released earlier in 2016.

"The heavy SK500LC-9 has boosted our productivity and is a really beneficial addition to our fleet."

Contact: 0427 004 447 or visit website: www.kobelco.com.au

Warren Megarry of Megex Civil with his new Kobelco SK500LC-9 excavator



Compact track loader has longer run times

US based ASV has launched the large-frame, radial-lift Posi-Track RT-75 compact track loader which features efficient hydraulics and an innovative, high capacity cooling system while delivering superior serviceability.

ASV's patented Posi-Track undercarriage provides high ground clearance, low ground pressure, best traction and long track life.

Jim DiBiagio, ASV General Manager said: "The RT-75 was designed to be the most reliable, highest all-around performing machine in the large frame class; 75 to 95hp machines. We use high-quality components from well-known suppliers, Cummins engines, Bosch drive pumps and motors, and Interstate batteries."

With Posi-Track rubber track suspension, known for its smooth ride, the dual-level suspension of the RT-75 features both suspended wheels and axles, allowing it to manage every type of terrain and at faster speeds. In addition, the multiple wheel contact points and triple-guide lugs achieve maximum performance on steep slopes. The RT-75 comes standard

with 18-inch-wide tracks, resulting in a ground pressure of only 3.6psi.

The ASV undercarriage has undergone a complete transformation from a closed design, similar to those used on competitive steel-embedded undercarriages, to an open-rail and drive-sprocket design. The change increases sprocket and bogie life and makes the undercarriage easier and faster to clean. ASV manufactures all rollers with mechanical face seals that don't require maintenance for the life of the machine. The tracks contain embedded co-polymer cords for extra strength and are produced using a single-cure process, eliminating cure-point weaknesses in the track that can lead to premature breakage. The result is a 1,500 - 2,000 hour track life; 30% more than steel-embedded track units. ASV backs that up with a two-year, 1,500 hour track warranty.



The RT-75 Posi-Track compact track loader offers versatility with its high ground clearance, low ground pressure and superior traction

The RT-75 features a Cummins 2.8 liter turbocharged diesel engine. The 75hp engine produces 221 foot-pounds of torque. The RT-75 achieves Tier 4 Final compliance using a diesel oxidation catalyst that requires no regeneration, sensors, or diesel exhaust fluid. The unit can be paired with standard attachments.

Visit: www.asvllc.com

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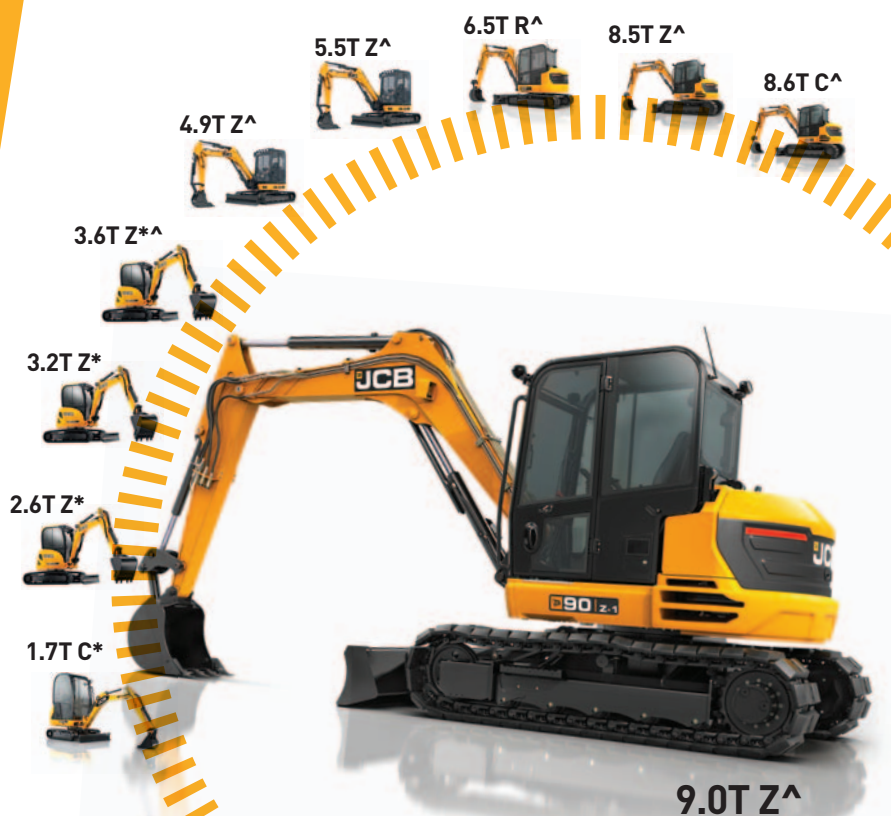
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New route planning for toilet hire sector

Elev8 Australia is partnering with rental management software inspHire as it launches a new route planning functionality the company said will be incredibly beneficial to toilet hire companies.

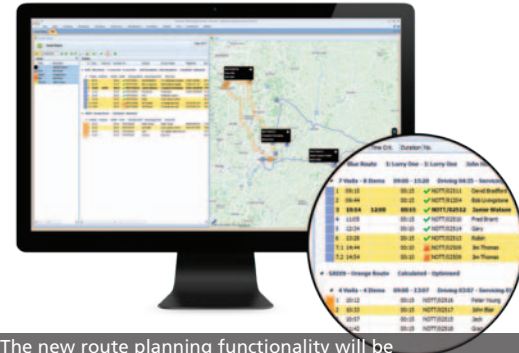
According to Managing Director at inspHire, Graham Dobbs, the new functionality allows hire companies to improve the management of their service runs, and be more cost effective and time efficient.

"Working like a multi-drop route for a delivery driver, the new route planning functionality will allow users to create a route and drivers to confirm when equipment has been serviced along the way," Graham said.

"Once a route has been set up, inspHire will calculate travel time between sites, process the most efficient route and the operator can see the route on a map. You simply click a button on the scheduler and inspHire will tell you what order to do the jobs in and advise you of jobs that need to be moved to another day or route. inspHire knows how long each item should take to service, how long it will take to go from one job to another and how many hours the driver can be on the road in a day," Graham said.

"Having access to this information will help to comply with driving time regulations, as well as improving customer service because you are able to give updates on the whereabouts of the driver and when they're due to arrive at each site. It is also possible to alter a route and add in new services. When a new service is added, inspHire will recalculate the route to include the new service and ensure it is still the most efficient route to take.

"Upcoming new features will allow drivers' routes to be sent to an Android phone or tablet. The driver will also have the ability to get jobs digitally signed off and take photographs as well as geo-location and time stamp so there is proof of every completed job." Contact 1300 763 707 or visit: www.inspHire.com.au



The new route planning functionality will be beneficial to toilet hire companies

Latest Hoppt rammers

Hoppt has expanded its range of compaction and concrete finishing equipment. The new Honda powered rammer, the RAM60B-H from Hoppt incorporates a new coil spring providing superior down-force greatly improving compaction results.

"This development is a direct result of feedback from the market. Weighing 69kg, this machine targets the most popular section of the market on a weight and value basis," Peter Evans, Managing Director of Hoppt Australia said.

"The RAM70C-H is the first of the range to receive the latest in anti-vibration handles that significantly reduces the vibration transmitted to the operator and in turn reducing fatigue. For heavy duty use there's the Hatz diesel powered RAM85DZ. With an operating weight of 90kg and the punch of the diesel engine this model has serious grunt. The RAM85DZ copes with extended use in difficult environments with ease, particularly where petrol engines are not an option.

"All models are well balanced and powerful providing excellent compaction results. Other features include triple stage air filters, LCD tachometer and a throttle lever which has a kill switch and a fuel cut-off mechanism for additional peace of mind. A lifting bar, hand grip on the base plate and wheels on the upper handle bar make handling, moving and transporting an easy job," Peter said.

Contact: 1800 046 778 or visit: www.hoppt.com.au

Yanmar expands YH series with new single phase models

The Yanmar YH series of diesel-powered commercial and industrial three phase generators has been expanded with five new single phase four pole (1500rpm) models.

The new single phase four pole YH series generator sets feature quality, fuel-efficient Yanmar engines manufactured in Japan. All models available are, as standard, fully enclosed and sound proofed with sound attenuation. For eg: the new YH220DSLS-5F soundproof model emits only 59db(A) at 7m.

The new single phase four pole (1500rpm) models range from 6-26kVA prime power, with larger high capacity fuel tank bases optional and all tanks are fully bunded.

The YH series generators are easy to operate, with safety features including a turn-key start, digital control panel, rain cap for outdoor use, key-lock fuel access, engine oil drain pump for easy maintenance, and emergency shutdown.

At the heart of the Yanmar YH series of water cooled generators is the Yanmar TNV series engine, that meets Australian non on-highway emission standards.

The new YH series single phase four pole (1500rpm) generator sets can be purchased via Power Equipment or its network of authorised dealers. The units are easy to transport via forklift or can be installed by crane.

Power Equipment Business Manager, Noel Heritage, said Yanmar units were the gold standard in terms of longevity, reliability and ease of use.

"The market has been telling us there's a need for a quality single phase Yanmar option and that demand is filled," he said.

The following models are available:

- YH110DSLS-5F rated at 6.6KVA S/By & 6.1KVA Prime (optional 100-litre fuel tank base);
- YH170DSLS-5F rated at 10.8KVA S/By & 10.1KVA Prime (optional 100-litre fuel tank base);
- YH220DSLS-5F rated at 15.3KVA S/By



The Yanmar YH series of generators

& 14.1KVA Prime (optional 190-litre fuel tank base);

- YH280DSLS-5F rated at 17.9KVA S/By & 16.4KVA Prime (optional 190-litre fuel tank base);
- YH440DSLS-5F rated at 29.2 KVA S/By & 26.6KVA Prime (optional 190-litre fuel tank base).

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20-year partnership continues with new forklifts

Australian air conditioning manufacturer, Seeley International has extended its 20-year partnership with Toyota Material Handling Australia (TMHA) by being one of the first to order the new three-wheel battery-electric Toyota 8FBE counterbalance forklift.

Seeley International took delivery of seven Toyota 8FBE forklifts at its Adelaide headquarters, bringing its fleet of Toyota forklifts to 10.

For Seeley International founder and Executive Chairman, Frank Seeley AM, the decision to upgrade to the new 8-Series forklifts came down to the operational, OH&S and productivity improvements the company wanted.

Seeley International Purchasing Manager Gareth Morris said the new 8FBE forklift's OH&S features were important.

"We have sloping floors in certain areas of our site so the 8FBE's positive foot braking and anti-roll back features were essential prerequisites for us.

"Operationally, we also liked the 8FBE's tight turning circle, while its low mast height enables easier container loading. The longer battery life of the new forklift is also a great asset," Gareth said.

Given the valuable similarities between the new 8FBE and the market-leading

7FBE it replaces, the transition to the new forklifts has been a smooth one.

"Our staff haven't had any problems operating the new forklifts; they're sturdy, functional and reliable," Gareth said.

"The bright LED lighting is great, especially for our nightshift. The longer battery life means our whole production shift can be covered without the need for recharging, with the added bonus of avoiding associated downtime."

The smallest counterbalance forklift in the Toyota range, the compact Toyota 8FBE was introduced to provide manoeuvrability and efficiency, coupled with the highest safety standards.

New motors and controllers in the Toyota 8FBE increase operating time by 20% in standard mode compared with the superseded Toyota 7FBE.

Improvements made to the System of Active Stability (SAS) include new Automatic Vehicle-Speed Control that manages the forklift's speed, acceleration



The new three-wheel battery-electric Toyota 8FBE counterbalance forklift

and deceleration according to lift height and load weight, assisting stability in transport and preventing lost loads.

New Automatic Turn-Speed Control regulates the forklift's turning speed according to lift height and weight as well as desired turning radius, providing stable turning and reducing the chance of a vehicle tip-over.

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

Sydney foundation challenge meets dewatering solution

When building Icon Constructions' new Avantra twin towers development on Gardeners Road Mascot, Mainland Civil, the primary contractor was faced with major challenges when it came to the foundations of the 12 and 13 storey buildings.

Sydney's Botany basin is well known to construction engineers for its high water table. Any project in this area means significant dewatering of potentially contaminated water. Australian Dewatering Systems was in charge of controlling the water table on this project.

"We use Tsurumi submersible pumps exclusively for our dewatering jobs because they are the only pump we've found that can handle the difficult conditions," Australian Dewatering Systems' Steve Newland said.

The company has set up nine Tsurumi 3" KTZ35.5 submersible pumps supplied by Australian Pump Industries. Being close to Botany Bay, the extracted water is corrosive so the pumps have been seawater protected.

"With regular maintenance we expect these pumps to run continuously for the next two years during the construction of the units on this site," Steve said.

Tsurumi KTZ pump's impeller is hi chrome for maximum abrasion resistance. The pump and motor casing are cast iron making these pumps heavy duty. The KTZ 35.5 chosen for this application use 5.5kW three phase two pole motors. The pumps deliver flows up to 1,100lpm and maximum heads of up to 32m.

The KTZ series includes features that extend the life and enhance reliability of the pump including an anti-wicking cable entry that prevents water from entering the motor if the power lead is damaged or nicked, Steve said.

"Twin double silicon carbide seals are



Aussie Pumps Neil Bennett with Steve Newland check out the installation of Tsurumi KTZ submersibles

standard on all models. All seal surfaces are submerged in an oil chamber, away from the pumped liquid. This ensures lubrication and protects ingress of foreign materials."

Visit: www.aussiepumps.com.au

Large range of glass handling machinery now available

Monitor Lifts is now the official distributor of Winlet glass handling machinery from Denmark.

According to Ben Joyce, General Manager at Monitor Lifts, the Winlet glass handling machines make handling of glass and other large non-porous materials (such as stone, sheet steel and façade panels, fire doors, and compressed building material) much safer, quicker and easier.

The Winlet 350 is the smallest Winlet model, designed to handle loads of up to 350kg and manoeuvre around narrow and congested areas safely.

"Monitor's Winlet 575 is the most modern and productive glass handling machine on the market. The Winlet is able to handle most non-porous materials.

Monitor's new Winlet 575 glass handler is compact, ergonomic and very functional; this is the highest spec and equipped unit available in its class," Ben said.

The Winlet 600 is rated to safely lift up to 600kgs. It is a compact version of the 575 with functionality. Winlet's remote control makes positioning glass panels a very safe and easy operation, Ben said.

"The 475 T Tracked Glass Lifter is the latest Winlet release and is the perfect choice for boggy sites and other difficult terrain. The option of expanding tracks increases the stability when travelling while the optional front hydraulic

stabilisers improve the stability for positioning heavy loads on soft or uneven ground.

"All of the Winlet controls are very logical to use and are capable of very smooth proportional movements in all directions. Radio wireless remotes also are available."

The 350 TH Telehandler Attachment is designed for use on telehandlers, spider cranes and forklifts. It is ideal for reaching greater heights. This machine also features radio remote options.

Contact: 1800 025 024 or visit website: www.monitor.net.au

Crown to sell two models of hand pallet trucks online

Two different models of Crown hand pallet trucks, the Crown PTH Series, are now available for order through the Crown website to suit an array of different work environments and pallet sizes.

Crown PTH 2745 and 2045 models can now be ordered through Crown with flat rate shipping of \$75 for one hand pallet truck to any address in Australia. Additional hand pallet trucks for each order will receive discounted shipping rates.

Managing Director Greg Simmonds said: "We've always believed in putting the customer at the centre of everything we do, and selling our hand pallet trucks through our convenient online store is another part of this.

"The Crown PTH models are bestsellers for a reason – they're built to the same

high standards as our entire product range, ensuring functionality and a long, useful service life."

The PTH 2745, with its 685mm wide and 1143mm long dimensions, is a perfect fit for standard Australian pallets. The PTH 2045, measuring 508mm by 1143mm, is suited to narrower European pallets or skids. Both models feature Crown's build quality, with solid steel construction, robust linkage and pump, hard-wearing nylon wheels and entry/exit wheels.

The Crown PTH models have been undergoing constant refinement and improvement since the company's first



Crown hand pallet trucks are now available for order online

hand pallet trucks were released in the 1960s Greg said.

Contact: 1300 323 259 or visit website: www.crownforklifts.com.au

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Silenced high pressure steam cleaner

A new high pressure steam cleaner has been released by Australian Pump Industries designed for high pressure cleaning in urban spaces.

Built by Hydrotek, with contribution from API engineers, the SCX Hydro 'Hush' Series offers 4,000psi pressure, 121°C steam and noise levels of around 74dBA at 7m.

The kit consists of a heavy duty Bertolini triplex pump that delivers 20lpm flow at 4,000psi combined with Hydrotek's diesel powered high pressure boiler system. The unit is powered by a three cylinder Kubota water cooled diesel engine that develops 14.1/2 kilowatts at 3200rpm.

The new silenced SCX Hydro 'Hush' Series features heavy duty components that make it suitable for use in harsh and remote environments. An optional 12 volt heating system heats up to 121 degrees C to remove stubborn grease, graffiti or chewing gum. The extra-large stainless steel frame allows for high capacity fuel tanks and easy access to all components. Panel mounted indicator lights monitor engine temperature and oil pressure.

The unit's noise reduction is obtained by a combination of multiple components including a custom designed muffler that goes on the engine exhaust and a three piece stainless steel panel kit that encloses the machine. This panel kit is backed by a high density insulation that absorbs the noise, reducing the sound produced by the pressure washer.

Insulation is also added to the underside, a key area often ignored to complete the noise dampening process. All of the



Aussie's new Hydro 'Hush' steam cleaner will revolutionise the cleaning of urban spaces

above offers easy access to the radiator for topping up the water. It can be carried out without removing any panels.

The machine was designed in collaboration with Kubota engineers in the US. The machines have been operated by test teams in Nevada in the USA at 43 degrees C ambient temperature. Test documentation is available covering all of the tests on the machine from Australian Pump Industries. API will be in production with trailer mounted versions with on-board water tanks to allow mobile cleaning to be carried out quietly.

Aussie Pump's Chief Engineer, John Hales said: "Australian Pump is working on a new version that will run with a 110 volt on-board generator capable of running a vacuum cleaner for 'Clean and Capture' versions of the same product.

Visit: www.aussiepumps.com.au

New plug n play tracker

The TRK130 OBD New Plug n Play Tracker is the most recent addition to the TRK Series from Pinpoint Communications and is ideal for customers who want simple installation and standard tracking features at a fraction of the price of the fully featured TRKIVU devices.

According to Pinpoint Communications, the TRK130 OBD would be ideal for:

- quick covert install for valuable equipment with OBD2 equipped vehicles;
- standard light vehicle tracking and

reporting;

- accurate engine hours and ODO readings;
- driver behaviour and speed compliance reporting;
- proof of service and log book management;
- operation reports of daily and weekly vehicle use; and
- real time location of vehicle.

Contact 1300 728 882 or visit website: www.pinpointcomms.com.au

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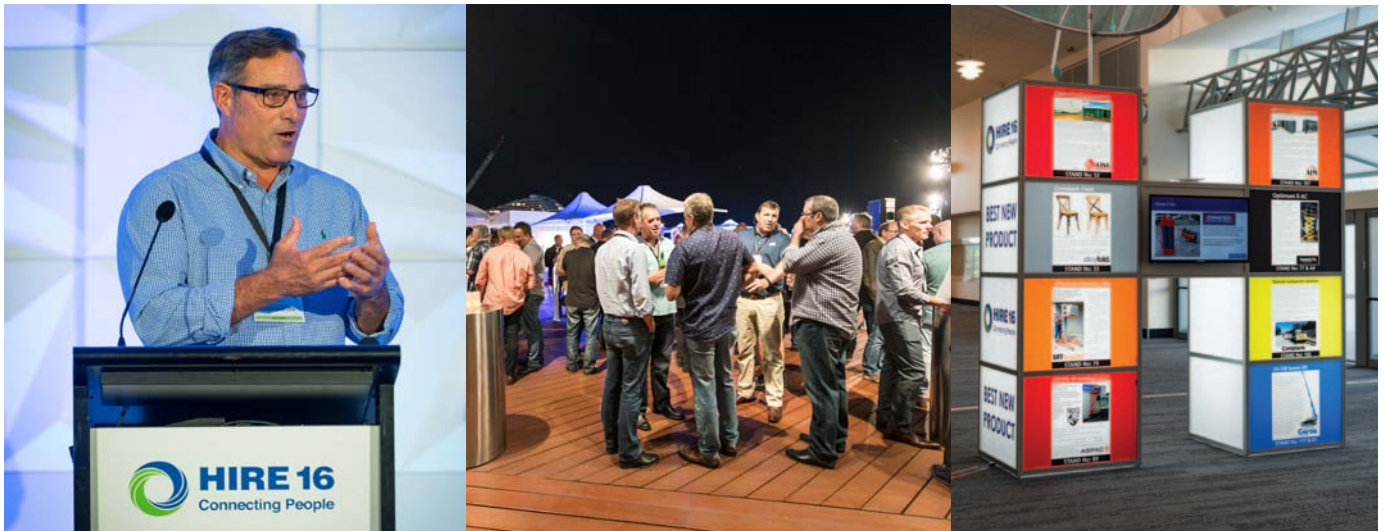
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