

Hire&Rental Magazine

FEB
2019
VOL20
NO.3



OFFICIAL PUBLICATION
OF THE HIRE AND RENTAL
INDUSTRY ASSOCIATION LTD
www.hireandrental.com.au


baseplan®

EMPOWER YOUR BUSINESS

INFORMATION WHEN AND WHERE YOU NEED IT.



Sales



Rentals



Service



Parts



Financials

www.baseplan.com | 1300 837 142

IN THIS ISSUE

**Stand Down Policy
– how has this
surprising practice
endured? – p24**

Silica dust can kill – how rental companies
can help – p16

Young Hire Professionals get a mentoring
boost – p14

Access in Action inside – see p27 for all
the news

Facing down the challenges to find the gold –
Women in Hire profile – p22

Tips and traps on commercial leases –
Bartier Perry serves up the truth – p23

Are you working on or in your business?
HLB Mann Judd offers advice on p20

THE **S925TX** MINI LOADER **ONE TOUGH CUSTOMER**



FOR THE CUSTOMERS WHO DEMAND MORE. If you've got customers who ask more of your compact loader fleet, Vermeer has the best of both worlds. The S925TX combines the power of our largest loaders with a 7" track option for narrow site accessibility, as well as our trademark ease-of-use, a powerful and versatile hydraulic system and an open track frame design that reduces build-up. **Contact your local Vermeer team to learn more.**

Vermeer®



VERMEER.COM.AU | 1300 VERMEER

   / VermeerAustralia



HIRE AND RENTAL INDUSTRY
ASSOCIATION LTD
ABN 70 093 630 847

HRIA BOARD OF DIRECTORS

President: Mark Burton
Tel: 0407 608 420
Vice President: Braden Murrin
Tel: 0407 429 423
Past President: Jeff Bernard
Tel: 0439 885 188
Chief Executive Officer: James Oxenham
Tel: 02 9998 2255
Operations Director: Nicolas Chiew
Tel: 02 9998 2255
NSW President: Nathan Venables
Tel: 02 4283 6733
VIC President: Ben Sinclair
Tel: 03 9720 4455
QLD President: Christie McCormack
Tel: 07 3326 6200
SA President: Ben Quirk
Tel: 08 8370 2488
WA President: Brad Booth
Tel: 08 6258 4195

EVENT DIVISION

President: Erin Johnston
Tel: 02 4256 2439
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

National Manager Sales, Partnerships & Membership: Martin Sinclair
Tel: 0417 450 662
Email: martinsinclair@hireandrental.com.au

CIRCULATION

Circulation Enquiries/Customer Service:
Tel: 0417 450 662 / 02 9998 2255
Printer: Bright Print Group
Tel: 02 9757 3000
Distribution: D&D Mailing Services
Tel: 02 9725 2114
Opinions published in the Hire and Rental Industry Association magazine – Hire and Rental News – do not necessarily reflect the opinions of the association or the Editor. The HRIA accepts no responsibility for the accuracy of any information contained in this magazine and readers should rely upon their own enquiries in making decisions related to their own interest. The contents of this publication are subject to copyright and cannot be reproduced in any way or form without written consent from the Editor. All rights reserved. ISSN 1838-1197



CIRCULATIONS
AUDIT BOARD

6,894 (Audit period September 2018)
CAB Member since March 2010

Contents

Regulars

- 4** President's Message
- 5** Association News
- 6** Industry News
- 14** Industry in Focus
- 27** Access in Action
- 43** Events in Focus
- 55** Equipment
- 66** Calendar of Events

Features

14 Young Professionals get a mentoring boost

16 Silica dust can kill – Silicosis causes shortness of breath, chest pain, fatigue and a severe cough, but symptoms



often do not present in the early stages of the disease

19 Andy Kennard gains Life Membership to the Family Business Association

20 Your business – working on it or in it – By HRIA partner HLB Mann Judd



48 Earthmoving & Mini Equipment – Trench safety is crucial

23 Bartier Perry gives us tips and tricks for tenants

26 Crowd funding opportunity for skid steer loader suspension system

43 Golf Cart Hire Group provides new vehicles with the latest technologies



52 Portables

54 Lighting

On the cover

Business critical information when & where needed

For over 30 years, Baseplan Software has delivered ERP software built for the hire industry. Old technology is a leading cause of lost revenue and efficiency and Baseplan helps business increase productivity and reduce costs.

Baseplan Enterprise is an all-inclusive system with fully-integrated Sales, Rentals, Service, Parts and complete Financial components with unmatched features and functionalities. The system functions co-operatively in real-time, and provides the highest level of process control and business intelligence.

Delivering information when and where needed, the Baseplan Mobility Application connects sales, service and now transport teams to real-time information. The newly released Transport Mobility app connects coordinators in the office to drivers on the road, streamlining the entire transport process.

Visit Baseplan at HIRE19 in Melbourne in May for a demo.

Visit www.baseplan.com or call 1300 837 142

President's message



In with the new

There's nothing like a lick of paint to feel better about yourself. So welcome to the fresh, new design for the HRIA's highly-respected publication, Hire & Rental magazine.

The re-design signals a distinct intent to modernise the Association and grow our market. This first step heralds a renewed drive forward and demonstrates our determination to better promote the values and benefits of our rental industry.

In the coming months, leading up to HIRE19 in Melbourne and beyond, you will notice several milestone projects, which are part of a broader plan to modernise the Association; including the launch of a brand new magazine website, www.hireandrentalnews.com.au. I'm extremely excited to be a part of this program at a time when every corner of industry is flourishing.

And while there was little respite from the tempo of 2018, I'm sure we'd all welcome another exceptional year of booming business. The start of the New Year gives us a fleeting opportunity to reflect on the many changes occurring within our industry.

One appealing development has been the rise of women working within what has traditionally been a male-dominated profession. I can remember 23 years ago when we started attending HRIA conventions, my wife Trish was one of less than half a dozen women at the event. It's hard to ignore recent events, so it's refreshing to be a part of how the HRIA has embraced a changing culture with the establishment of its Women in Hire program, which has met with overwhelming support. This burgeoning mentoring program been very well received and attended by the many women now part of our growing industry.

As association members, it is imperative that we embrace our changing workplace culture and work hard to ensure gender bias becomes a thing of the past.

Skills shortages are likely to get worse as the industry grows, so attracting more young talent and promoting workplace diversity are crucial to tackling these challenges. And it starts with the language we use in the business.

With HIRE19 approaching there are some fantastic programs and workshops available, so

The magazine has been redesigned

please keep an eye out for messages from the national office and on the website.

Time for a change

Last year a realisation occurred to me as my family and I stepped out of our trucks after a gruelling 15-hour day; all bent-double, hobbling towards the office, lights still ablaze at 10pm.

We love the business and thoroughly enjoy our work, don't misunderstand; but it did occur to me, as we all continue to work very long hours, week-after-week; that attending seminars and reading all those articles about how to 'work on your business and not in it' might have



Long serving SA committee members Gordon Elly and Martin Foster stepped down after many years of service

some merit.

Events hire companies are enormously labour intensive. It's just a part of the industry sector, but I do know if I want to run a successful business I must play to my strengths. Whilst I might think I can get things done better and more efficiently than anyone else, I still also realise that all the time I am spending doing jobs that I could have delegated, is time I am not running my business, which doesn't make for effective leadership.

As the leader of my business, I am responsible for spotting problems and delegating work to provide solutions. I am responsible for setting goals and thinking about the future. The only person genuinely focused on the growth of the company, is me. Every minute I spend on operational tasks, is a minute I am not planning, strategizing and building.

Later in this issue, HLB Mann Judd has written an article for members that seeks to tackle this very real dilemma. Make sure you check it out.

25 years of commended service to the HRIA

At the South Australian AGM held in November last year, two of our most valued Committee Executives retired after over 25 years. Gordon Elly resigned after serving on the HRIA SA committee and Martin Foster also stepped from the EWPA SA committee. On behalf of the HRIA we would like to extend a heartfelt thankyou to these two dedicated members for their years of service and commitment to ever-improving our industry. We wish them all the very best for the future.

So I welcome 2019 and all it brings, and I look forward to catching up with you all in Melbourne at HIRE19 on 22-23 May.

Mark Burton
HRIA National President

PPSA deadlines expire in 2019 after seven years in effect

All members are reminded the PPSA has now been in force for seven years which means equipment registrations made at the time the PPSA started may have now expired.

Under the PPSA registration procedures adopted by many hire businesses, registrations protecting equipment were often made to stay in force for seven years. The PPSA came into effect in January 2012 and the seven year period for those early registrations ended in January 2019.

James Oxenham, HRIA CEO said HRIA members should review their registrations and consider implementing procedures to monitor expiry of PPSA registrations.

“It is possible other expiry dates apply depending on the way registrations were made. Members might also consider removing registrations when they no longer deal with a customer in a way that leads, or could lead, to the PPSA being applicable,” James said.

The scope of the PPSA was greatly reduced on the 20th May 2017 following extensive lobbying by the Association.

“Hire leases are no longer caught by the Personal Property Securities Act unless the hire extends for more than two years.

But bear in mind when calculating the two years, you also count the period of options if either you or the customer have an option to extend the hire. The May 2017 changes are not applicable to hires entered into before that time,” James said.

Another deadline to keep in mind is hires entered into soon after the changes to the Act (eg: on 21 May, 2017) will be approaching the two year threshold in 2019.

“If there is a prospect of the hire exceeding the two years, you need to consider re-registering before it expires.”

Meanwhile the HRIA is continuing to push for reform on the PPSA. The Association’s PPSA Committee met with the Attorney General’s department at the end of last year and put forward a proposed solution to remove the hire industry entirely from the PPSA.

“We will continue working with government and civil servants to fight for the best outcome for the hire industry,” James said. ■

Contact James Oxenham at the National office on 02 9998 2255 or for legal advice contact Oliver Shtein at Bartier Perry: OShtein@bartier.com.au

HRIA Chain of Responsibility Awareness Course now available

To raise awareness of the changes to Chain of Responsibility legislation introduced last October, the HRIA has launched an online awareness course covering the safety of transport-related activity. Available to both members and non-members (such as sub-contractors) the course takes about one hour to complete and costs \$45 + GST. A statement is awarded upon successful completion and a soft copy of the training is securely stored for reference. ■

Visit: <https://hria.mygo1.com/p/#/app/course/6108003/overview> to enter the HRIA’s online awareness course or visit the National Heavy Vehicle Register at www.nhvr.gov.au for full details of CoR legislation.

LOOKING FOR AN OPPORTUNITY IN WESTERN AUSTRALIA?

WARRINGTON
property

management | capital | investments

- **For Lease:** New showroom plus display yard in WA’s blue-chip industrial area
- **Ideal space for hire or rental company:** Dual street access, main street exposure, excessive parking and affordable rent
- Join Bridgestone, Chicken Treat (opening mid 2019) and a 24/7 service station
- Flexible lease terms. Generous incentives.

FOR FURTHER INFORMATION: Ben Graham | 0422 226 969 | ben@warringtonproperty.com.au



Hats off to Hatz who celebrated 35 years in Australia

Late last year Hatz Diesel celebrated 35 years in Australia with a series of events and a visit from the company's Chairman and owner, Wolfram Hatz and newly appointed Hatz global CEO, Bernd Kruper, as well as the launch of its 3H50 water cooled engine, the newest addition to its H50 series.

Hatz Australia is a subsidiary of the German family-run business Motorenfabrik Hatz & Co KG which was founded in 1880. The company is one of the biggest manufacturers of air-cooled diesel engines in the world and is also leading the way with water-cooled engine technology. It employs more than 1000 people worldwide, 5% of

them in research and development.

Head of the local operation, Managing Director Sami Almogawish, said the brand has plenty to celebrate.

"We've always worked very hard not just to bring the best products to market but to support our customers with in-house customisation and the best possible service and support. A great deal



Hatz Diesel celebrated 35 years in Australia with a series of events and a visit from the company's Chairman and owner, Wolfram Hatz

of our success comes down to our people, and I want to acknowledge the excellent work of the entire Hatz Australia team."

The Australian operation manages distribution throughout Oceania, including New Zealand, Papua New Guinea, Fiji and New Caledonia. The branch also specialises in the production, distribution and maintenance of Hatz powered generating sets up to 40kVA in the region.

The newly launched 3H50 water cooled engine was on

display during an open day at the local Smithfield, NSW facility in mid-November and the 35th anniversary celebrations continued the next day with a cruise on Sydney Harbour where guests met Hatz's new global CEO Bernd Kruper as well as Bernhard Schutzeneder – Director of Sales and Marketing and Rainer Spitzer – Global Subsidiary Manager for Hatz. ■

Visit: www.hatz.com.au

Queensland members set for another cracker year

The Queensland HRIA branch was extremely busy in 2018 and is working hard to plan an equally busy and valuable member meeting schedule for 2019.

Queensland President, Christie McCormack welcomed the new committee for the year; warmly encouraged all Queensland members to consider joining the committee at any time throughout the year and put out a call for interested sponsors for its 2019 meetings.

"Focus for the 2019 committee will be on increasing member numbers and improving engagement with existing Queensland members," Christie said.

"The committee is here to bring local concerns to a national level so feedback and requests are always welcome. If you're interested in joining the HRIA, visit our website – www.hireandrental.com.au," Christie said.

The committee for 2019 to

date includes: Christie McCormack – President; Scott Burr – Vice President.

Committee: Steve Le Prou; Jeremy Shaw; Rick Hyde; Michael Gordon; and Rebecca Richardson in the new role of Queensland Events President so the branch can focus on engaging more with events members in 2019.

Speakers at the 2018 meetings provided valuable business contacts and business information including presentations from:

- Kym Kranen from Tweed Shire Economic Development Department;
- David Lynch, Chief Economist Townsville City Council;
- Glenys Schunter, CEO of Regional Development Australia;
- Aileen Hiskins from Strategic Alignment Training who

gave members advice around training, funding, DiSC profiling and the HRIA's Women in Hire (WIH) program. "The WIH program has been a huge success in QLD with a number of members participating and a great group of male and female members volunteering to mentor women in hire navigate their careers through the industry," Christie said;

- Jeremy Shaw from Master Hire who provided everyone with a very interesting personal insight into the Global Rental Alliance program;
- Brandon Gilbert from Coates Hire who gave a fantastic presentation on the pro-active steps Coates is taking to manage risk around load and unload. This presentation has been shared by Coates and is available via the December newsletter link or from the National Office;
- Charles Kingdon, Rick Hyde and Scott Burr all spoke about the Young Professionals Network. "This is a particular focus for the QLD committee and we are lucky enough to have the highest number of young professionals from all states

participating in the program. Charles Kingdon facilitated a memorable evening on 5 December and there will be more to come. I encourage anyone under 40 to join the program and would love all managers/business leaders to actively encourage their young talent to become a part of this network," Christie said.

Fundraising – Beyond Blue

"We decided at the beginning on 2018 to support a charity voted on by the committee. The chosen charity was Beyond Blue. Our members embraced this and gave generously at every meeting. We will be continuing with the 'gold coin donations' at our 2019 meetings and I would like to thank everyone for their ongoing support," Christie said.

Christie also offered special thanks to Vermeer Equipment Holdings for hosting and sponsoring one of the 2018 meetings, and for providing its facilities free of charge for other HRIA initiatives.

"That support is so generous and much appreciated." ■

Visit: www.beyondblue.org.au

Point of Rental
Software

BETTER SOFTWARE. BETTER LIVES.

When you've added a new employee every two weeks for the past two years, you learn the value of a simple, consistent set of core values. At Point of Rental, we strive to be EPIC. Find out more about what we're doing to improve ourselves, the hire industry, and the world for the long haul at pointofrental.co.uk/epic.

Is your company EPIC? Join us:



Stand D24



Eating behind the wheel – is it actually legal?

Late last year there was a spate of news reports discussing the legality of eating while driving. Those reports raised the question: is it legal and if it's not, what type of consequences can we expect?

For the rental industry in Australia which relies on equipment delivery this is an interesting issue and prompts the questions: does this issue provoke a review of the training rental industry drivers receive?

Apparently eating behind the wheel is a bit of a legal grey area in most states.

While there are no specific road rules prohibiting eating behind the wheel, drivers can still receive a fine if doing so affects their concentration or control. (Ally Foster, news.com.au, 19 November, 2018).

According to Centre for Road Safety Executive Director Bernard Carlon, any task that requires you to take your eyes off the road can be considered dangerous.

"Driving is a complex activity; anything that takes your hands off the wheel, eyes off the road, or mind off the driving task is dangerous, not just for you, but everyone else on the road," he said.

"Simply taking your eyes off the road for longer than two seconds, doubles the risk of a crash."

NSW

If police catch you eating and driving in NSW and believe it is having a negative impact on your driving they can book you for driving without proper control of the vehicle.

This is a \$448 fine plus three demerit points which jumps to a

\$561 fine and four demerit points if the offence is committed in a school zone.

Drivers may also be charged with negligent driving if snacking distracts them and results in a crash.

ACT

In the ACT drivers can be charged with driving 'without proper control' of their car if police deem eating habits to be a distraction, which comes with a \$292 fine.

Motorists can also be given a \$385 fine and lose three demerit points if their distraction results in a crash and warrants a negligent driving charge.

QLD

If you are caught taking your eyes off the road to focus on your food while in Queensland, you could be hit with three demerit points and a court imposed fine for 'driving without due care and attention'.

In Queensland, the maximum penalty courts usually issue for negligent driving is \$4000.

They can also impose a disqualification period depending on the severity of the case.

VICTORIA

In Victoria, you could be fined \$387 plus lose three demerit points if police catch you having a meal on the road.

TASMANIA

The Tasmanian Novice Driver

Guidelines encourage drivers to avoid eating behind the wheel because it can lead to dangerous situations, even though it isn't technically illegal in itself.

"Driving requires your full attention. Avoid distractions, such as eating or drinking or adjusting the radio," the guidelines state.

Motorists can be fined \$163 for driving without proper control of the car. Driving without due care and attention may also result in a \$163 fine, plus loss of three demerit points.

SOUTH AUSTRALIA

While the law in South Australia doesn't specifically state eating while driving is illegal, the SA Drivers Handbook does name eating as a common distraction.

"Too often, drivers engage in activities that distract them from the driving task," the SA Drivers Handbook said.

"These include using mobile phones, eating, drinking, smoking, conversing with passengers, using audio equipment and responding to distractions caused by children or other passengers."

Fines for driving without having proper control of the vehicle can cost \$184 in South Australia, while reckless driving could result in a court imposed fine and loss of six demerit points.

WESTERN AUSTRALIA

In Western Australia, careless driving, including being distracted by eating carries three demerit points and a maximum fine of \$600 or 12 penalty units.

The more serious charge of dangerous driving can carry a maximum penalty of \$3000 and loss of six demerit points.

NORTHERN TERRITORY

Motorists caught eating while driving in the NT and police believe it is having a negative or dangerous impact on their driving may be charged with "driving in a dangerous manner" which carries a \$500 fine and three demerit points.

News item originally appeared on news.com.au 19 November, 2018. ■

'E-Sign' functionality transforms contract signing

Making it simple to sign quotes and contracts on any device, MCS has launched its new E-Sign functionality in its rental management system, MCS-rm.



MCS has launched its new E-Sign functionality

E-Sign is linked directly to the operational MCS-rm hire solution, automatically storing signed quotes and contracts in the right place letting the rental company see what has been signed, when it was signed and who signed it, Clint Hook, Managing Director for MCS Australia said.

"Ensuring contracts are digitally signed ahead of delivery helps to eliminate mistakes, improve communication and further enhance customer experience as customers receive a fast service," Clint said.

"Customers no longer have to print, sign, scan and email the signed contract. Now customers open the contract and sign it digitally by clicking the 'accept' button, whether on a mobile or desktop PC. The hire company receives the contract acceptance instantly. The contract process is managed without using paper and the PDFs are completely tamper-proof," Clint said.

"The E-Sign process improves the customer experience especially on work sites without access to a PC or a printer.

"Customers realise it will enable them to close more business in a faster but completely secure way." ■

Contact: 02 9477 1355 or visit: www.mcsanz.com.au

In memorium:

Len Mountford

Len Mountford previously from Equipment Hire in Mt Gravatt, Queensland passed away late last year, 12 November 2018.

Len was a great advocate and champion for the hire industry, instigating safety manuals and courses and organising many successful functions and get-togethers for members over many years.

He will be sadly missed.

Gary Pitcher

Gary Pitcher of Kyneton Equipment & Party Hire passed away on 29 October 2018.

His family were appreciative of industry condolences received.

Gary's passing is a loss to the hire industry. ■

Safety alert issued for tailgate lifters and loading ramps on vehicles and trailers

WorkSafe Victoria issued a safety alert late last year following serious crush injuries in workplace incidents involving the uncontrolled fall of hydraulically operated loading ramps and tailgate lifters.

In the alert WorkSafe Victoria identified the safety risks and outlined ways to prevent injuries, as reported below.

“Loading ramps are generally used to help load wheeled or tracked mobile plant onto and off vehicles or trailers. Tailgate lifters are fitted to a wide range of vehicles to help load and unload goods from the vehicle. These ramps and tailgates are heavy

and therefore hydraulic systems are often fitted to the vehicle or trailer to raise and lower them. But if these systems are not designed, installed, operated and maintained correctly, employees can be seriously injured from being struck by the falling ramp or tailgate,” the alert said.

Ways to prevent injuries
“Duty holders must provide or

maintain plant or systems of work that are, so far as is reasonably practicable, safe and without risks to health. Some ways to minimise the risk of an uncontrolled fall of ramps or tailgates include:

- using burst protection (load holding) valves in the hydraulic system to prevent an uncontrolled fall of the ramp or tailgate if there is a hydraulic pressure failure;
- using double-acting hydraulic cylinders to eliminate the need to apply additional external force;
- ensuring controls are positioned so that they are clear of the ramp or tailgate’s movement area, including any potential crushing zone;
- providing constant pressure type or hold to run controls to ensure the operator is located out of the potential crushing zone
- if remote controls are used, ensuring the operator does not enter the potential crushing zone of the ramp or tailgate;
- using positive mechanical devices, such as bolts or ratchet devices, to secure the ramp / tailgate in the raised position and ensure the operator

- accesses the devices from the side of the vehicle / trailer;
- ensuring no-one enters the potential crushing zone of the ramp or tailgate unless it is fully lowered to the floor or has been mechanically secured in the raised position;
- regularly inspecting and maintaining the ramp or tailgate and associated equipment;
- providing adequate information, instruction, training and/or supervision to persons operating or maintaining the ramp, tailgate or the associated hydraulic system;
- ensuring procedures are in place to manage the repair in the event of ramp, tailgate or hydraulic failure or malfunction. Forklift trucks should not be used as a makeshift hydraulic system to raise the ramp or tailgate as this could increase the stored energy and pose a risk to people in the vicinity.” ■

Visit:

www.worksafe.vic.gov.au/safety-alerts/tailgate-lifters-and-loading-ramps-vehicles-and-trailers

Mental health in the spotlight

Mental health in the workplace hit the spotlight at the annual HAE EHA conference in the UK late last year, when attendees were given opportunity to assess and improve their strategies for dealing with mental health issues.

The HAE EHA said it is estimated mental health problems blight one in four of the UK population (UK based www.hse.gov.uk/stress/mental-health.htm), a figure replicated last year in the construction industry according to a survey by Construction News’ magazine’s Mind Matters campaign, which also revealed this figure rose to one in three among junior members of staff and graduates.

Measures companies can take to spot the warning signs of mental illness and how to

support their employees were the focus of talks while a platform for initiatives like mental health first aid (MHFA) England and Building Mental Health, which provide free resources to construction companies so they can help and give guidance to employees suffering from mental illness, were shared.

The conference also spotlighted: insight into dyslexia in the workplace and what employers can do to help those with this common learning difficulty; uncluttering the mind through reduced use of electronic



Mental health in the workplace hit the spotlight at the annual HAE EHA conference

gadgetry; setting corporate strategy and improving operational performance; attracting young people into hire; and leading roles for women in hire and how

businesses can boost female career progression. ■

Visit: www.hae.org.uk

Modern Awards Update

From 1 October 2018, 85 additional modern awards now include a new casual conversion clause. Employers, who operate under an affected modern award must be aware of their rights and obligations with respect to the new

model casual conversion clause.

To see more details about the casual conversion clause and an updated HRIA Award Summary document, visit the HRNet page in the member area of the HRIA website. ■

Career drive focuses on regional areas for technicians

Focused on regional areas, Komatsu held a recruiting drive to employ 300 technicians across Australia, New Zealand and New Caledonia starting late last year, for highly capable technicians who want to be part of the machinery sector.



The recruitment drive was also based on providing applicants with upskilling opportunities which might turn jobs into life-long careers

Conducted in regional areas to overcome industry negatives of family dislocation and concerns about job longevity which are traditionally associated with FIFO operations, the recruitment campaign followed a rapid upturn in construction, utilities and mining.

Komatsu identified related industries such as the military, marine and aeronautic sectors as well as the passenger vehicle, and light and heavy commercial vehicle markets as catchment areas for potential candidates.

The company runs an in-house Training Academy spanning many applications, including new high technology machinery and business programs.

Its GPS based Komtrax system, Smartconstruction concept and aspects of its Information Communications Technology (ICT) protocols have achieved industry leading

standards in technology-based solutions.

"The days of machinery technicians being reliant on a spanner and mechanical tools are passing us by for a more innovative technology future," Colin Shaw, Executive GM People and Strategy said.

"Mobile technology is the new tool of choice for trouble shooting diagnosis and improving the productivity of our intelligent machines."

Part of the recruitment drive is based on providing applicants with upskilling opportunities which can turn jobs into life-long careers, Colin said.

"Skills gained in the Komatsu system are valued in the open market and are transferable to other occupations, although it is our intention not to lose people we've trained." ■

Visit: www.komatsu.com.au

New industry representative for lifting equipment association

The Lifting Equipment Engineers Association (LEEA) has appointed Justin Boehm as the LEEA representative in Australia and New Zealand.



Justin Boehm joins LEEA

LEEA is a global trade association for the lifting equipment industry, established in 1944 and incorporated in 2000 as a not for profit company owned and controlled by its members.

An Australian members' group and local committee was formed in 2009 to provide a local focus, ensure compliance with Australian regulations and standards and provide networking opportunities across the industry. Member companies work in lifting equipment design, manufacture, service and repair, distribution, inspection and hire across Australia.

Justin Boehm joins LEEA from the Australian Industry Group (Ai Group) where he was regional manager.

LEEA CEO, Dr Ross Moloney said: "We are proud to welcome Justin to our association, and we see his appointment as a vital step towards fulfilling our goal of boosting the profile of LEEA membership in Australia and New Zealand." ■

Contact: 0400 001 000 or email: justin.boehm@leeaint.com

HIRE19 – Melbourne 22–23 May 2019



The HRIA is returning to Melbourne in 2019 for its national industry convention.

HIRE19 will be held 22–23 May at the Melbourne Convention and Exhibition Centre.

All sponsorship and exhibition stand information is available from Martin Sinclair at

the HRIA National office. ■

Contact: martinsinclair@hireandrental.com.au or 02 9998 2255.

See us in Melbourne at HIRE19

inspHire.com/au/events

Make Today's **Vision** Tomorrow's **Reality**

Improve Your Service. **Cut** Your Costs. **Grow** Your Business.
Expand Your Knowledge. **Unlock** Your Potential.



Hire Management Software



Let's Change Things Together

Vermeer Australia earns Pinnacle Dealer Award

For performance in sales and marketing, providing excellent aftermarket support and training employees, Vermeer Australia has received the Vermeer Pinnacle designation.

The Pinnacle Award, presented annually by Vermeer Corporation was presented to Vermeer Australia in recognition of a superior experience for customers.

"Vermeer Pinnacle dealers provide an exemplary customer experience," Tony Briggs, Vice President of Sales and Distribution at Vermeer Corporation said.

"This award highlights dealers across the globe who consistently lead in a variety of key business performance metrics."

The award, presented at Vermeer Corporation's annual Dealer Year-end meeting in Pella, Iowa, comes as Vermeer Australia marks its 30th year of operations

and the launch of a new Sydney dealership at Eastern Creek.

"It's great to have the efforts of our entire team recognised by Vermeer Corporation in this way," Vermeer Australia Managing Director Peter Pullan said.

"As we enter our 30th year of operations in Australia and continue to expand our efforts to support Australia's leading contractors and municipalities, it's humbling to know our team have been recognised as an example of best practice to the global Vermeer network." ■

Contact: 07 3275 4888 or visit: www.vermeer.com.au

New Toowoomba location for Kennards



Kennards Hire has expanded into Toowoomba

Kennards Hire has expanded into Toowoomba, opening the new 2600sqm location in the iconic 2600sqm GrainCorp shed at the end of the 11 grain silos and offers a unique drive-through experience.

"Kennards Hire's innovative branch design allows you to literally drive through, digitally sign the hire schedule on a tablet and be out the

other side within minutes, loaded up with the gear you need," Kennards Hire Area Manager, Jamie Bach said.

Kennards Hire Toowoomba is located at 186a Anzac Ave, Toowoomba in Queensland, bringing its network in the Sunshine State to 30 branches. ■

Contact: 07 4591 5600 or visit: www.kennards.com.au

Kennards Hire expands with three new branches

Kennards Hire has continued to expand its branch network with the addition of three new outlets around the country.



With the acquisition of Yarra Hire the company has expanded its reach in north-west Victoria with a new 2,500m² location in Ravenhall, bringing the network in Victoria to 28 branches.

Ravenhall is a flourishing suburb with an emerging property development industry and Branch Manager, Steven Jovanovic said the branch will carry a diverse selection of hire equipment from power tools or lawn care for home DIYers, to excavators and boom lifts.

Kennards Hire Ravenhall is located at 5/2-8 Westwood Drive, Ravenhall in Victoria. Contact: 03 9363 5050.

New branch at Byron Bay

Following a boost in construction, renovation and home improvement in the Byron shire, Kennards Hire has expanded its network in regional NSW with the acquisition of Byron Hire, bringing the Kennards Hire branch network to 52 locations across NSW.

Steve Kennedy, who has managed the site for the past 11 years, will remain as Branch Manager and said the branch will offer a range of equipment never seen before in the area.

Kennards Hire Byron Bay is located at 4 Centennial Circuit,



Kennards Hire has opened new branches in Ravenhall, Victoria, Byron Bay, and acquired Power Distribution Rentals in Sydney

Byron Bay in northern NSW. Contact: 02 6639 8600.

In another expansion move, the company has also acquired Sydney based, market specialist temporary power rental business, Power Distribution Rentals (PDR).

PDR has a reputation for excellence in supplying the event, movie and industrial markets with generators, switchboards and cables along with installation and expert advice for more than 15 years.

The team at PDR have designed, developed and deployed temporary power and electrical solutions for some of the world's biggest performers, events and film sets including 'Australia' with Nicole Kidman and Hugh Jackman, 'Groovin' in the Moo, New Year's Eve Sydney, VIVID and the Perth Fringe Festival.

PDR will continue to trade under its current brand. ■

Visit: www.kennards.com.au

Review of NHVAS Business Rules and Standards

The National Heavy Vehicle Regulator (NHVR) is consulting on proposed changes to the NHVAS Business Rules and Standards which will include refinements to reduce red tape and create a more seamless transaction for scheme participants.

Some of the key reforms proposed for NHVAS include:

- requirements for crash and incident reporting of major and significant events;
- a register of infringements and defects notices received;
- fit and proper person requirements as part of the assessment criteria;
- Standard 1 of maintenance strengthened to now include

tow couplings and drawbars. The NHVAS Business Rules and Standards are periodically revised to reflect changes in the NHVAS, new requirements and consultation with users and consultation closes 31 March 2019.

On 1 October 2018, CoR laws were changed to align more closely with workplace health and safety provisions. These changes mean every party in the heavy vehicle transport supply chain has

a duty to ensure the safety of their transport activities.

Historically the NHVAS Business Rules and Standards have been written in a way that meets with quality management system methodology. With operators having to address the risks that they have control and influence over, they will need to employ systems that align with a risk management approach.

The introduction and implementation of risk management practices into the NHVAS Business Rules and Standards will see operators adopt an approach to business similar to the Safety Management Systems (SMS) ideology that will help meet some of their CoR obligations.

The NHVR will hold a number of information sessions in February–March 2019. These sessions will provide further opportunity to discuss the changes and provide your feedback to the Accreditation team. ■

A draft of the new Business Rules and Standards as well as supporting documents, feedback form and information sessions can be found at: www.nhvr.gov.au/nhvas-review

The Wiring Rules now in effect

Mandatory changes to electrical safety measures, also known as AS3000 or The Wiring Rules, came into effect on 1 January, 2019.

The Wiring Rules are mandatory in all states and bring a series of changes to electrical requirements to improve wiring across the country. A six month transition period began on 26 June 2018 to allow electrical contractors and workers to access AS/NZS 3000:2018 Wiring Rules and gain a clear understanding of the changes to electrical installation requirements.

Electrical installation work carried out after 1 January 2019 will need to comply or enforcement action, such as notices or fines, will be issued. ■

Visit: www.worksafe.qld.gov.au/electricalsafety
The Wiring Rules (AS/NZS 3000:2018) can be purchased at SAI Global.



HEAVY DUTY INDUSTRIAL POWER

BATTERIES AND CHARGERS FOR

- Scissor Lifts
- Material Handling
- Machinery
- Floor Machines
- Road Signage
- Vehicles

Delkor



// 1300 769 282 // rjbatt.com.au

Young Professionals get a mentoring boost

Young hire professionals looking to progress their career were offered a boost late last year with the launch of the Young Professional Network Pilot Development Program.

An extension to the Young Professional Network launched in August 2017, the Pilot Program offered up to 20 hire professionals under 40 the opportunity to develop their skills, build confidence and pursue a more successful career through intensive mentoring.

Over a nine month period, YPN participants in the Pilot Program are assigned an industry leader as a mentor who will provide industry-specific insights, experience and skills to guide the participant through the HRIA pilot program.

The pilot program is designed to assist YPN participants to identify their goals and take the next steps to achieve their career goals.

This more intensive, formalised program includes scheduled one-on-one mentoring sessions and structured workshops.

Selected by the HRIA from nominee applications, all candidates commit to the full program with the approval of their managers prior to submission. The next intake of applicants will be late 2019.

YPN value-adding for the next generation

Continuing the original YPN program, the HRIA will continue to provide a range of value-add services including networking meetings, mentor presentations, and additional workshops to the YPN community.

The program helps young professionals learn more about the hire industry, advance their professional development and establish relationships and networks that will assist them in growing into future leaders within the industry, HRIA CEO, James Oxenham said.

"This HRIA initiative is tailored to those between 18 and 40 who want to learn more about the industry, build networks, advance their professional skills and achieve their potential as the leaders of tomorrow," James said.

"The Young Professionals Network provides a voice for the next generation of hire leaders and seeks to develop informed, educated and connected professionals while fostering the camaraderie unique to the hire industry.

"To achieve these aims, the YPN follows three pillars: Mentoring, Education and Networking," James said.

To finish 2018 strongly, the first Queensland Young Professionals Network Event in Brisbane delivered content from consultants Luke Deller and Robby Stuart from Priority Management Australia, who spoke on

...YPN participants in the Pilot Program are assigned an industry leader as a mentor who will provide industry-specific insights, experience and skills to guide the participant through the HRIA pilot program

how Microsoft Outlook 'changes your life' by applying five key time management principles.

Stephanie Hiskins from Strategic Alignment Training launched the YPN Pilot Development Program; while additional presentations featured Ellen Hayward; Platform Sales Australia and Rosaleigh Reck; Queensland Forklifts on their experience from the Women in Hire Mentoring Program, plus Sean Grey; Strategic Alignment

Training covered 'Flip the script on self-talk'.

Priority Management also donated a lucky-door prize of a full course giveaway – Working Sm@rt with Outlook Program valued at \$895.

In late November Victorian YPN members also had an event at the Imperial South Yarra which included networking and several presentations from: Stephanie Hiskins Strategic Alignment Training, launching the YPN Pilot Development Program; Jeff Long from HLB Mann Judd discussing the personal wealth journey; Brenton Allen from HRNet on employment issues, key lessons, modern awards, termination, unfair dismissal and general protections; and Tyson Popplestone, a motivational speaker on building better minds; focus, physiology, story, thought challenge, and neuroplasticity.

YPN events at HIRE19 will represent the continued progression and growth of this important program.

"When a member joins the YPN we invite them to join our private social media groups/pages on LinkedIn and Facebook," James said. ■

For further information about any of the content at the Brisbane YPN meeting or if you're interested in becoming an HRIA YPN mentor please contact Katie DeLaurier at the HRIA national office: katie@hireandrental.com.au



Priority Management donated a lucky door prize at the Queensland YPN meeting of a full course giveaway – Working Sm@rt with Outlook Program valued at \$895



The YPN program helps young professionals learn more about the hire industry, advance their professional development and establish relationships and networks



Wholesale Hire Fleet of 19ft Scissor's to 180ft Booms

**X-HIRE
SUB-HIRE
RE-HIRE**

“Doesn't matter what you call it, we'll do it”

- 
- 
- **Exclusively wholesale rental only**
 - **Help to maximise your rental returns and expand your market share while keeping your capex in check**
 - **No branding on our fleet, machines in OEM decals only**
 - **We look after the paperwork, servicing and breakdowns**
 - **EWP's where you need them, when you need them**

1300 631 610

BRISBANE – SYDNEY – MELBOURNE

How rental companies can tackle the increasing silica dust crisis

With worldwide regulations now in place significantly limiting exposure to silica dust, rental companies have a large role to play in providing protection for exposed workers. But what is silicosis and how can the rental industry play its part? We look into the issue to discover the hire industry's role.



Silica dust is generated in workplace mechanical processes such as crushing, cutting, drilling, grinding, sawing or polishing of natural stone or man-made products that contain silica

There is a health crisis occurring worldwide with medical practitioners referring to it as the worst occupational lung disease crisis since the peak of the asbestos disaster, and the hire industry needs to be at the forefront of providing protection for exposed workers.

What is silicosis?

Accelerated silicosis is an aggressive, irreversible and incurable form of lung disease caused by breathing in unsafe levels of silica dust, which can scar lungs and cause them to stiffen.

Silica is contained in construction materials such as concrete, bricks, tiles, sandstone and granite and particularly in engineered stone (a composite material made of crushed stone bound together by an adhesive) common in kitchen benchtops.

Silica dust is generated in workplace mechanical processes



Silicosis causes shortness of breath, chest pain, fatigue and a severe cough, but symptoms often do not present in the early stages of the disease

such as crushing, cutting, drilling, grinding, sawing or polishing of natural stone or man-made products that contain silica. Some dust particles can be so small they are not visible; these are commonly referred to as respirable particles. Respirable silica dust particles are small enough to penetrate deep into the lungs and can cause irreversible lung damage.

According to the Cancer Council, exposure to silica dust can

lead to the development of lung cancer, silicosis, kidney disease and chronic obstructive pulmonary disease. It is estimated 230 people develop lung cancer each year as a result of past exposure to silica dust at work. Not all exposed workers will develop cancer; cancer risk increases with long term or repeated high level exposure.

Silicosis causes shortness of breath, chest pain, fatigue and a severe cough. But symptoms often do not present in the early stages of the disease, so it can go undetected for years.

There are three common types of silicosis:

- Chronic – occurs after at least 10 years of exposure;
- Accelerated – results from higher exposure levels and 5–10 years of exposure;
- Acute – develops from weeks or months of very high exposure.

The Cancer Council said approximately 587,000 Australian workers were exposed to silica dust in the workplace in 2011. It has been estimated 5758 of these will develop a lung cancer over the course of their life as a result of that exposure.

If suitable control measures are not in place, anyone working around silica dust has an increased risk of developing lung cancer.

What can we do?

While hire yard employees may themselves not be exposed to silica dust, there is a very good chance many hire businesses are renting equipment that can create silica dust on a job site. This means, there is opportunity for those rental businesses to provide customers with information and education around the dangers, as well the necessary equipment to control dust.

Reducing the airborne concentration of silica dust or respirable silica is more effective than simply relying on respiratory protective equipment. Control measures, some more cost effective and practical for certain situations than others, include:

- Stopping or reducing the dust (such as concrete saws with a built-in system to apply water to the saw blade to limit the amount of silica that gets into the air);
- Controlling the dust (eg: vacuum dust collection and appropriate ventilation);
- Control options for power tools. Construction workers can limit their exposure to silica dust by wearing protective masks and using tools which collect dust.

Wetting down tools and materials can also help suppress dust particles, and vacuuming is recommended over sweeping while cleaning up. (In Queensland, 'dry cutting' engineered stone is banned due to the dangerous level of dust it releases. But the Royal Australasian College of Physicians (RACP) wants the technique banned in all states.)

Health alert WorkSafe Queensland

In September 2018, WorkSafe Queensland issued a health alert regarding silica dust which included the following actions to be taken by anyone working where silica dust may be found. The alert said (www.worksafe.qld.gov.au/injury-prevention-safety/alerts/whsq/2018/prevent-exposure-to-silica-for-engineered-stone-benchtop-workers): Persons conducting a business or undertaking must not allow uncontrolled dry cutting, grinding or polishing of artificial / engineered stone bench tops.

Engineering controls

- Water suppression of dust: For example direct water feeds on cutting or grinding equipment, and sheet wetting using consistent and adequate water flows over the stone slab;
- Use local exhaust ventilation (LEV): This includes only using cutting or grinding equipment when the LEV:
 - is part of the equipment design;
 - is fitted to the individual equipment where dust is generated;
 - includes an H class dust collector or vacuum;
 - uses designed hoods or extraction machines.

Cleaning and maintenance of LEV fitted equipment must not expose workers to respirable crystalline silica (RCS).

- Wet dust slurry management: Wet spray must be controlled to prevent it becoming airborne. Spray can be controlled by using guards, plastic flaps and brush guarding. Wet waste, contaminated surfaces and contaminated garments must be effectively managed;
- Whole of workplace ventilation: For example extraction systems. However silica dust must not be allowed to transfer from where it is generated;
- Cleaning: Workplaces must have a dedicated regular cleaning regime.

Department of Justice and Attorney General
Workplace Health and Safety Queensland

Silica and the lung

What is silica?
Silica is a mineral found in the earth's crust. The crystalline form of silica which is called quartz has been associated with a variety of diseases primarily affecting the lung. Crystalline silica is therefore present in the aggregate added to concrete, in asphalt, bricks, concrete, concrete and terracotta tiles and pavers, in sandstone and in granite. Small amounts are present in cement. Silica can be released if using power tools to cut fibre cement sheeting.

site. Particles of silica dust can be very fine and as small as one to six microns (millionths of a metre) in diameter.

We breathe and exhale them. Our lungs have scavenger cells called macrophages (see Figure 2). These cells dissolve dust particles by surrounding them. But if there is too much dust, an overload situation, the scavenger cells cannot completely clear the dust. Scarring is the lung's reaction to dust which gets deposited in the air sacs. When there is a lot of scarring you can get shortness of breath.

Construction or building material	Amount of crystalline silica (ppm%)
Sand and sandstone	95-100%
Calcium-silicate bricks	50-55%
Aggregate in concrete	30%
Clay bricks	15-27%
Fibre cement sheets	10-30%
Demolition dust	3-4%

Table 1: Typical concentrations of crystalline silica in building materials

How does silica get into the lung?
Airborne silica dust is generated when you chase or drill into concrete, rip up old concrete or bitumen roads, jackhammer or saw old concrete, excavate sites with sandstone, clay or granite or generally get exposed to airborne dust on a construction

Figure 1: The lung

Structure of the respiratory system

Great state. Great opportunity.

Workplace Health & Safety fact sheet

Low pressure water, wet wiping or H class vacuums must be used. Dry sweeping methods must not be used. The cleaning must include areas where silica dust can settle, for example storerooms and yards.

Isolation

- Isolate processes and workers where RCS is generated or handled;
- Provide physical barriers between different work processes and work areas.

Substitution

- Using materials with no or lower percentage crystalline silica content;
- Using routers and water jet cutters instead of powered hand tools.

Health monitoring

Persons conducting a business or undertaking must provide health monitoring to workers when there is significant risk to a worker's health because of exposure to a hazardous chemical such as respirable crystalline silica.

Recent air monitoring by Workplace Health and Safety Queensland has shown that

health monitoring is required in all Queensland stone bench top fabrication workplaces.

Businesses must give Workplace Health and Safety Queensland a copy of the health monitoring report if:

- the report indicates the worker has contracted a disease, injury or illness (any reduction in lung function is considered an injury); or
- the report recommends you take remedial measures at the workplace.

Respiratory protective equipment (RPE)

Unless a workplace has undertaken air monitoring to demonstrate there is no residual risk from RCS, (which research shows is unlikely), an RPE program that complies with Australian Standard AS 1715 must be implemented. The program must include:

- provision of suitable, comfortable RPE;
- fit testing;
- a maintenance and repair regime;
- provision of information, training and guidance to workers.

RPE must be reasonably comfortable for the wearer. Consider

providing powered air purifying respirators because of the physical demands of the task and potential for a hot and humid work environment.

Workers must wear the RPE whenever they are conducting dust generating processes.

Rental companies can take action

Options for rental yards include expanding their range of dust suppression and collection equipment, like Traxx Construction Products has done. In line with the call to significantly limit exposure to silica dust, control of slurry generated from any sawing, drilling or grinding activities, must now also be controlled, Traxx said. Traxx offers a Dustless Range [traxxcp.com.au/category/surface-preparation] which includes the DustBull – a vacuum shroud used in dust containment while using gas powered saws for masonry work. When using a vacuum system of 260 CFM or more, the DustBull captures up to 90% of concrete dust generated while sawing. It fits most gas powered saws and complies with OSHA silica laws and EPA Regulations for point-of-origin dust containment.

Rental companies can focus on identifying tasks that use or generate silica dust. For example, according to WorkSafe Queensland, pre-blended bagged cement and fibre cement sheeting will contain silica and during use airborne respiratory silica may be generated. Sometimes these products will have a label warning of silica content or it may not be identified at all.

WorkSafe Queensland also identified other control measures apart from engineering controls that minimise the risk of exposure to generated dust, like, local exhaust ventilation, water suppression (wet cutting) or using tools with dust collection attachments, such as administrative controls. These might include good housekeeping policies, shift rotations and modifying cutting sequences; and also personal protective equipment including appropriate respiratory equipment (generally a minimum of a P2 efficiency half face respirator) and work clothing that does not collect dust.

WorkSafe Queensland then warned more than one control will normally be required to adequately protect workers.

Continued on p18...

MAKINEX
CONSTRUCTION PRODUCTS

Products that get the job done safely and efficiently!

Powered Hand Truck

Jack Hammer Trolley

Hose 2 Go

Generators

Mixing Station

Dual Pressure Washer

MAKING INEFFICIENCIES EXTINCT

www.makinex.com.au

Cancer Council of Australia

Table 1. Summary of control measures for silica dust

ACTIVITY	CONTROL
Construction, planning and design	For example, by: • using other materials (e.g. autoclaved aerated concrete) in place of concrete masonry • planning buildings with pre-built recesses for plumbing, gas and electric wiring • ordering the right size materials • getting materials cutw to size off-site
Correct equipment	• Use fibre cement sheet shears instead of circular saws. • Ensure the rock-drilling machines, have dust suppression features. • Vehicles (i.e. tractors, excavators and bulldozers) should have a dust collection system and an air conditioned cab with a filtered air supply. Filters should be cleaned and maintained regularly.
Workshop ventilation	Have enclosures or hoods and local exhaust ventilation (LEV) to remove the dust at the point it's produced.
Abrasive blasting	WHS Regulations do not allow abrasives containing silica. Use metallic shot, slag products (ilmenite, garnet or staurolite) instead of sand. During blasting, containment methods such as blast-cleaning machines, cabinets and LEV should be used.
On-tool extraction	Use LEV that fits directly onto the hand-held machines. This is the most effective way of controlling dust.
Water suppression	To be used when LEV is not suitable. Water should be used through non-electric tools to wet dust down at the point of dust generation. For example, water should be provided to the blade when using saws; just wetting the material is not enough. Ensure equipment and work areas are cleaned regularly with water. Use water spray or rubber curtains around conveyor transfer points.
Respiratory protective equipment (RPE)	No RPE can prevent all silica dust from being breathed in and should be used in combination with other controls. RPE cannot protect you if it doesn't fit properly. Employers should have workers fit tested and trained in their use and maintenance. This is even more important if you have facial hair. It is important to choose the right RPE for the job; use the AS/NZS 1715:2009 standards or watch this HSE video for guidance on the selection and use of RPE.
Quit smoking	Smoking reduces the lung's ability to clear dust and increases the risk of lung cancer.
PPE	If possible wear disposable clothing at work. Before you leave work, shower and change into clean clothes. Do not take your dusty clothes home to wash.
Administration	Display warning signs if tasks create silica dust. Rotate staff to limit the time they are exposed. Locate silica dust work outdoors, away from other workers. If not possible, enclose the area with floor to ceiling plastic sheeting.
Clean-up	DO NOT 'clean up' with compressed air or by dry sweeping. Dust should be removed using an industrial HEPA (high-efficiency particulate air) filter vacuum, which should be cleaned and maintained regularly.

Silica exposure limits

The workplace exposure standard mandatory limit for silica dust exposure in Australia is 0.1mg/m³ averaged over an eight hour day, although the ACGIH have recommended this be limited to 0.025mg/m³. However, there is no evidence to support a safe level of silica dust exposure. Work Health and Safety (WHS) Regulation 50 states air monitoring by an occupational hygienist must be conducted every 12–18 months if there is health safety risk or if there is potential of exceeding the exposure limit. However, air sampling on its own is not enough.

This exposure standard is being reviewed as a priority by Safe Work Australia. A draft report of the review was planned for release by the end of 2018. ■

Links:

www.cancer.org.au/preventing-cancer/workplace-cancer/silica-dust.html
www.safeworkaustralia.gov.au/workplace-exposure-standards-review-methodology
www.safeworkaustralia.gov.au/media-centre/collaborating-industry-tackle-silica-dust-exposure

Work examples of silica dust generation

Examples of work activities that can generate respirable silica dust particles include:

- during fabrication and installation of composite (engineered or manufactured) stone countertops;
- excavation, earth moving and drilling plant operations;
- clay and stone processing machine operations;
- paving and surfacing;
- mining, quarrying and mineral ore treating processes;
- tunnelling;
- construction labouring activities;
- brick, concrete or stone cutting; especially using dry methods;
- abrasive blasting (blasting agent must not contain greater than 1% of crystalline silica);
- foundry casting;
- angle grinding, jack hammering and chiselling of concrete or masonry;
- hydraulic fracturing of gas and oil wells; and
- pottery making.

What diseases can silica dust cause?

If a worker is exposed to and breathes in silica dust they could develop:

- chronic bronchitis;
- emphysema;
- acute silicosis;
 - can develop after a short exposure to very high levels of silica dust, within a few weeks or years, and causes severe inflammation and an outpouring of protein into the lung;
- accelerated silicosis;
 - can develop after exposures of 3 to 10 years to moderate to high levels of silica dust and causes inflammation, protein in the lung and scarring of the lung (fibrotic nodules);
- chronic silicosis;
 - can develop after long term exposure to lower levels of silica dust and causes fibrotic nodules and shortness of breath;
 - can include progressive massive fibrosis where the fibrotic nodules in the lung aggregate;
- lung cancer;
- kidney damage; or
- scleroderma;
 - a disease of the connective tissue of the body resulting in the formation of scar tissue in the skin, joints and other organs of the body.

Family Business Association Life Membership awarded to Andy Kennard



Andy Kennard was awarded Life Membership to the FBA

With 14+ years of membership to the Family Business Association (FBA), second-generation Kennard, Andy Kennard was last year presented with a Life Membership to the FBA; something Andy said is a great honour.

“I am very proud to receive Life Membership with the FBA,” Andy said. “I received this award on behalf of my whole family who have also spent a great deal of time with the FBA.”

Family businesses represent up to 70% of all businesses trading in Australia turning over an estimated \$4.3 trillion annually.

“Family businesses are an

important part of the Australian economy in terms of wealth generation and employment. Family businesses tend to look long term, are conservative in their gearing and tend to employ long term too.

“The benefits of belonging to the FBA are numerous and I encourage all hire industry family businesses to consider what they might gain by joining,” Andy said.

“Through the FBA we have gotten to know and network with other family business administrators who have been happy to share their inside information on how they’ve managed problems and challenges.

“It was through the FBA we learned as a family business how to develop our own family charter, to give our children a clear idea of their path in the business.

“Our family charter talks about our history, offers guidance for future generations when joining the family business, the rules of working in the family business and talks about our family values so all of the family know what our

values are and how they relate to the family and the business. Our family charter has been a strong guiding principle for us as a family.

“We’ve improved the governance in our family business and we have learned how to be a family business through the generations. We as a family like the idea of being in business for the long term and the FBA has been a large part in helping us to achieve that.”

Andy Kennard, second-generation Kennard, has steered the family-owned business to become what it is today (170+ locations across Australia and New Zealand). ■

KÄRCHER'S NEW EASY!Force PRESSURE WASHER TRIGGERS.

BOOK A DEMO



WHY EASY!Force?

- Zero holding force required for trigger.
- Eliminated risk of repetitive strain injury.
- Quicker lance connection.
- Compatible with all Kärcher professional machines.

Contact us for a **FREE** onsite demonstration.
1800 675 714
sales@au.karcher.com
www.karcher.com.au



KÄRCHER

makes a difference

Your business – working on it or working in it

By Tony Kabrovski, Partner, HLB Mann Judd Sydney, Advisors & Accountants



According to HLB Mann Judd research only 20% of businesses have prepared a business plan

According to the HLB Mann Judd's 2017/18 SME Research Report only 20% of businesses have prepared a business plan.

It also found only one in three business owners regularly spend time on strategic and business planning.

This is a major issue for businesses.

But why is this? People plan their holidays and their weekend. So why wouldn't they have a plan for their business, possibly the most valuable asset they own?

The problem for many business owners is they simply don't know how to develop such a plan.

At the same time, a priority for many business owners is to increase profits. There are many ways to achieve this, from de-risking the business, to working smarter, to improving efficiencies. But none of this can be accomplished without a business plan.

Planning a plan

A good analogy is to compare preparing and implementing a business plan, with the steps involved in planning a trip.

To plan a trip people will often use GPS or Google maps. They input where they are now and where they want to be. The GPS then shows how to get there, and plans out the journey.

The process for preparing a plan for a business, and the journey ahead, is much the same.

Where are you now?

This step involves taking stock of your business, family life and your health.

It is important for all areas of your life to be aligned as they all impact each other. For instance, HLB Mann Judd's 2017/18 SME Research Report tells us only 47% of owners believed they spend enough time with their family.

There are a number of tools to use to find out where you are and a business adviser can

work with you to identify them. They include a risk survey, a SWOT analysis and a business valuation. The understanding gleaned from these tools will lead to the ideal business model.

Where do you want to be?

This step involves brain storming with your business adviser and establishing Smart goals. These are goals that are Specific, Measurable, Achievable, Relevant and Time limited

When you consider only one in three business owners regularly spend time on strategic and business planning – simply planning out your goals will put you ahead of the game.

How to get there?

This is probably the most important step because it involves action. It involves reviewing your plan regularly with a trusted advisor. And it involves using tools to help you along the way.

...compare preparing and implementing a business plan, with the steps involved in planning a trip. To plan a trip people will often use GPS or Google maps. They input where they are now and where they want to be....

I'll give you a real-life example of this in action, with the experience of one of my clients.

When we met him he was an employee of a business that supplied products to hotels and resorts – such as soaps, hair dryers, clocks, bath robes, and the like.

At the time, the owner of the business was looking to retire and sell. Working with the client, we went through the planning process, found out where he was, looked to where he wanted to be, and determined the way he was going to get there was by buying the business.

We met with him quarterly and discussed his goals while using forecasts, benchmarks and cash flow analysis to make sure he was on track.

He now owns the business and he has paid off a third of his debt within two years. In short, he is on his way to achieving all his plans.

Without ascertaining where he is NOW, WHERE he wants to be and HOW he is getting there, none of this would have been possible. He made a plan and is following through with it.

The challenge for all business owners is to think about having a plan to be on track to achieving their goals. ■

Contact: 02 9020 4000 or email: tkabrovski@hlbnsw.com.au



The world's most durable scaffolding system is now available Australia-wide

The scaffolding market just got a whole lot more attractive for hire and rental specialists. Ultra-durable DokaScaff is here to support your business with safety, innovation and simplicity. Customers around the world love the versatility of DokaScaff standards, ledgers, diagonal braces and head jacks for shoring and DokaScaff steel decks, console brackets and toe braces for facade scaffolding. Talk to Doka Australia today and offer your customers the scaffolding solution they'll keep coming back for.



lighter per m³



fewer individual components



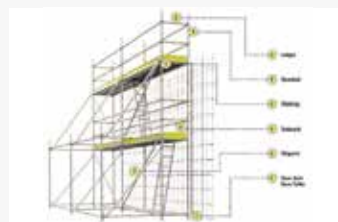
faster to assemble



Quick repositioning by crane or guide roller



Secure erection workflow thanks to pre-defined connection points on the rosette



Multi-use reinforcing scaffolding, stair tower, access scaffolding and mobile scaffold tower



Boltless jointing technique using the wedge-locking principle

Talk to The Formwork Experts today on 1800DokaAus or visit www.doka.com/au



Facing down the challenges to find the gold

After 10 years in the hire industry, Victoria Wright, Rental Controller at United Forklift and Access Solutions said there are definitely challenges for women working in rental but, the opportunities and role responsibilities for women have improved since her early days in the industry and she sees new opportunities opening up every day.

One of the major hurdles Victoria faced early on in her career was facing down the prejudice that came from working in a predominantly male oriented industry.

"One of the challenges I found early on in my career was customers wanting to speak to a male regarding hire enquiries. I know they had this fear I wasn't competent or sufficiently knowledgeable about the equipment and machines," Victoria said.

Victoria developed a relaxed approach when dealing with this type of more traditional attitude.

"I worked hard to develop a relationship with the customer so after a time, we both rose above that issue," she said.

"Women actually succeed very well in this sector but for me it has been a battle proving this at times, especially in gaining customer and employer confidence. High stress has been a personal challenge for me and I think there could have been some management systems in place in some of my roles that would have helped me to progress."

Victoria got her start in the industry 10 years ago when her sister, who worked at Coates Hire at the time, heard about a job going at Onsite Rental Group as a Rental Controller.

Victoria spent four years working in that role as Rental Controller at Onsite, followed it with one year as Parts Interpreter at Genie Industries and since then another five years as Rental Coordinator for the access department at United Forklift and Access Solutions.

"Rental Coordination involves allocation of machines to orders and liaising with the workshop, transport department and the sales reps.

"I have the best job. I love the day-to-day challenges but there is a great balance between the high pressure of the role and being able to have a laugh in the work place. I am lucky to have a good team and we all work well together," Victoria said.

Training has been a large part of her roles in hire and Victoria now has a number of industry related qualifications.



Victoria Wright, Rental Controller at United Forklift and Access Solutions



Victoria got her start in the industry 10 years ago

"I have my High Risk Work Licence for EWP's and forklifts, have undertaken the telescopic handler training program and I also completed the Working at Heights Course at Onsite when I started.

"Women are given more opportunities in hire industry roles these days and fulfilling more roles. My sister started in the hire industry

10 years ago also and progressed from being a rental coordinator, and the only female in the Pilbara (where she was treated differently to men) to now working as a Major Project Manager in the South West.

"There are more opportunities for women now in this industry and we do have a chance to strive for more."

However there are still some big issues to address Victoria said.

One of these is equal pay for equal work between the genders.

“

I have the best job. I love the day-to-day challenges but there is a great balance between the high pressure of the role and being able to have a laugh in the work place. I am lucky to have a good team..."

"I would like to see equal pay for women working in the same role as men," Victoria said.

"Plus, the levels of stress could be managed better in the workplace through wellbeing support and giving both women and men some better information on how to deal with high pressure situations.

"We need to see more women having the courage to take on roles within the hire industry. It would be great to see more ads targeting women for the hire industry.

"Definitely the HRIA's Women in Hire program has been a great step forward. Next we need to promote our program and the opportunities for women in the hire industry more heavily across social media and maybe even look to women's magazines."

United Forklift and Access Solutions provides new and used forklift and access equipment including forklifts, container handlers, scissor lifts, boom lifts and telehandlers.

Available for both sales and hire with a range of specialised services to match from service and repairs, spare parts, finance to operator training, United is a one-stop service provider for material handling and access needs. ■

Contact: 08 6166 9800 or visit:
www.unitedequipment.com.au

Commercial leases – tips and traps for tenants

By Melissa Potter, Partner, Bartier Perry

Leases place onerous obligations on tenants and are typically drafted to favour a landlord. Tenants of retail leases are afforded some protection by the Retail Leases Act 1994. However, there is no similar legislation for tenants occupying commercial or industrial premises.

Agreeing to the commercial terms of a lease, such as the term, rent, rent reviews etc, is only the first step. The fine print of any lease should then be reviewed to determine whether amendments are required to protect a tenant against some of the more 'landlord friendly' clauses.

Set out below are some tips and traps for tenants to consider before signing a lease:

- Agreement for lease – before a lease is prepared and submitted to a tenant, it is common for landlords to require tenants to enter into a Heads of Agreement, also known as a Heads of Terms, Term Sheet or Proposal. Tenants should ensure any Heads of Agreement is expressly stated not to be binding or is subject to the tenant approving and signing a formal lease document. Otherwise, a tenant may unknowingly enter into a binding agreement for lease before any formal lease is signed and will be unable to withdraw from the lease negotiations;
- Market rent reviews – it is common for leases to state on any market rent review of the rent, the rent will not be less than the amount payable immediately before the review date. These are known as ratchet clauses and unless the parties have knowingly agreed otherwise, the tenant should try to have them deleted from a lease. A true market review of the rent will allow the rent to increase or decrease. Also, provisions which require valuers when determining market rent to disregard incentives provided by landlords to tenants should be resisted;
- Release and indemnities – clauses which require a tenant to release a landlord from and indemnify a landlord against claims, damages and loss need careful consideration. Often these clauses require a tenant to indemnify a landlord beyond the tenant's liability at common law. For that reason, a tenant must be satisfied its insurance policies will cover the risk it assumes under the lease. The clauses should also be considered to ensure a tenant is

only liable for claims that arise from the premises and it is not liable for claims that arise because of the landlord's own negligence or default;

- Payments for structural repairs – often the repair and make good clauses in a lease will require a tenant to be responsible for structural repairs and capital costs. Any provision which places an obligation on a tenant to repair the premises, comply with laws relating to the premises or even payment of outgoings should expressly exclude the tenant being liable for carrying out or paying the costs of structural repairs or capital costs;
- Outgoings – tenants should make sure whether they will be required to pay for outgoings and if so, what type of outgoings will be payable. An itemised estimate of outgoings should be obtained, and tenants may wish to negotiate an agreed cap on the amount of outgoings payable;
- Assignment – usually a lease will permit a tenant to assign the lease to a third party.

...clauses which require a tenant to release a landlord from and indemnify a landlord against claims, damages and loss need careful consideration. Often these clauses require a tenant to indemnify a landlord beyond the tenant's liability at common law.

However, the tenant will not be released from its obligations under the lease unless the release is expressly stated in the lease or subsequently agreed to by the landlord. If the landlord does not agree to release the tenant, the tenant guarantees the new tenant's performance of the lease until expiry. A tenant may wish to negotiate it and any guarantors are released from the obligations under the lease from the date the lease is assigned, however landlords are normally reluctant to agree to this;

- Option leases – the period of time during which a tenant may exercise an option for a further lease must be strictly adhered to. Failure to exercise the option in accordance with the terms of the lease may mean the landlord is not obliged to grant the further lease. Further, tenants are often required to exercise an option to renew a lease before they know the amount of the new rent payable under that lease. Consideration should be given to amending the lease so the landlord and tenant are obliged to agree to the new rent before the tenant must elect whether to exercise an option to renew;
- Landlord's obligation to repair – leases usually do not place any obligations on a landlord to keep a property in good repair or waterproof and watertight. Unless there is a specific obligation in a lease, a tenant may find it difficult to require a landlord to fix an annoying leak or carry out other repairs;
- Quiet enjoyment – leases will usually state a tenant may use the premises without interruption by the landlord, except for any particular rights a landlord has reserved for itself in the lease such as a right of entry to inspect the state of repair of the premises. If the premises form part of a building or complex which the landlord owns and leases to other parties, the obligation on the landlord should extend to the landlord ensuring its other tenants also do not interfere with the use of the premises;
- Make good – the tenant's obligation to make good the premises at the end of a lease is often the source of disputes. Tenants should make sure their make good obligations are understood and clearly stated in both the heads of agreement and the lease. It is not uncommon for landlords to require tenants to repaint premises regularly throughout the term, say every three years. The tenant should consider whether it agrees to do this or whether repainting should form part of its make good obligation only.

Finally, it is important any agreement made during the term of the lease, such as to vary the terms of the lease, is formally documented. An oral agreement or exchange of emails may not be enough to require a landlord to abide by any subsequent agreement or variation, especially if the premises are subsequently sold to a third party. ■

Contact: 02 8281 7800 or visit:
www.bartier.com.au

Stand Down policy – where did it originate and is it still valid?

Mid last year, Gary Radford, CEO at Rhino Power commented on LinkedIn about the absurdity of the industry's 'Stand Down Policy', especially when compared to other rental markets like car hire, and questioned its ongoing validity and value to the industry. Flagged by the HRIA, Hire and Rental News took up the challenge, looked into the policy, discovered some interesting intel and also asked industry members for their official stand on the hire industry's 'Stand Down Policy'.

Gary Radford's LinkedIn comment

I started in equipment rental straight out of school. I have been in or around it ever since. One thing that has always perplexed me is the concept of stand downs. For those of you outside the industry, a stand down is when a customer has a piece of your equipment on rent and tells you it is not being used that day and therefore asks you to 'pause' billing.

When you're inside rental it seems like just a part of life; an annoyance that affects your projections and bottom line, but most of us accept it as a part of the game.

When you stand back and take a look at it though, it is quite incredible. If you rented a car from Avis and decided not to go driving on a particular day, the idea of being able to ring them and tell them you're not paying for that day just seems ludicrous. You couldn't even ring up and stand down a \$30 DVD with Blockbuster (showing my age) by saying you don't feel like watching it today. Yet in equipment rental, a customer can often stand down a piece of plant worth hundreds of thousands of dollars.

What is really happening is the customer is putting a hold on a big chunk of a rental company's capital and preventing them from renting it elsewhere. I'm sure it seems surreal to those of you outside the industry.

How this became the norm is a long and convoluted story, but with the extreme consolidation of the industry at the big end, what is more surprising is the practice has endured. So why does it continue? My view is there are three reasons:

1. The customer has come to view it as the norm: As per the above, the same customer that views this practice as a right in equipment rental would not dream of doing it to Avis;
2. Competitors use it as a selling tool: This is a broader problem in rental with a general lower level of sophistication on pricing and its effect on margins. There is a palpable fear in the bidding process that "if we don't allow stand downs, someone else will";
3. The big players have not put their foot down: The \$2bn B2B rental market is dominated by a few large players. Decisive action by these players on stand downs has been slow in coming.

Granted, there are some cases where an argument for stand downs could be seen as valid. For example, compaction equipment cannot be used in wet weather. When it rains, the customer literally cannot use this gear, but more importantly, the rental company would also be unable to rent it out elsewhere within that geography. It is my view however even this is a product of becoming used to the practice of standing equipment down.

I personally find this practice interesting in it seems to be fairly unique to equipment rental. I would love to hear others' thoughts from both within and outside the industry.

Yes, Gary we would love to hear the industry's comments too. So we asked. We also got some interesting feedback including the origin of this industry policy.

Origin of the hire industry's Stand Down Policy

Access Hire's Managing Director, Tim Nuttall said he was probably at the front of the queue when Stand Downs were first introduced and established in the hire industry.

Tim said the first incidence of Stand Downs occurred back in the late 1970s around '78-79 when the very large Loy Yang construction project was underway.

"The Loy Yang job was a \$5bn job which was the biggest job in construction at that time. (If it was equated to today's monetary terms we would probably be talking about a \$20bn job. That's big.) The country was in recession and that was the only job in Australia really cranking.

"There was some bad weather and Loy Yang asked for the rates to be cut for the days they couldn't use the equipment as a result," Tim said.

"Now one of the hire companies supplying to the project had originated in the construction industry themselves so they had strong sympathy for the plight of the project, and conscious of the goodwill to be generated, accommodated the request.

Granted, there are some cases where an argument for stand downs could be seen as valid. For example, compaction equipment cannot be used in wet weather.

"So the policy came out of the incidence of bad weather at the Loy Yang project back in the late 1970s and progressively flowed across the country as construction companies used them as a competitive bargaining tool.

"Stand Down policies then flowed to RDOs (rostered days off), actually becoming industry standard, with strike days, strong wind days also accommodated and also progressing to include public holidays," Tim said.

However there was an eventual push-back by the industry.

"Sometime around the late 1990s or early naughties, Coates Hire pushed back and tried to limit the damage to its bottom line by establishing some solid ground rules," Tim said.

"By this stage, there was a real mixed bag of Stand Down policies in place throughout the industry. Some companies offered a 'time out, time used' or 'non-use day' stand down policy clause which could see contractors calling to ask for rates to be cut because they didn't expect to use the equipment on a particular day even though they had hired the equipment for that period.

"This equipment was obviously tied up under the original hire contract and unavailable for rehire, effectively becoming an unused and un-hireable asset for the hire company for that period.

"So once Coates Hire and other industry members pushed back against this policy, an EWPA led industry policy was drafted and set and now exists on the EWPA website. It has become the industry standard for 'Stand Down Policy,'" Tim said.

So what does the industry say about Stand Down Policy and how do they accommodate it within the scope of their own businesses?

Mark Scarce, Managing Director at Camden Hire in Sydney said its Stand Down Policy is limited to specific circumstances.

This includes:

- Wet Weather – but this only pertains to certain items, mainly earthmoving and compaction;
- Public Holidays or RDOs;
- Special Circumstances – maybe a long term hire (2+ months) and the company may have some sort of a problem; we may

The whole idea of a stand down is to assist the customer. I can't see it ever disappearing from our industry but us as the operators we need to stay vigilant...

stand down but it wouldn't be for any length of time.

Mark did note however, Stand Downs for Camden Hire are never retrospective, meaning they must be rung in prior to 8am-9am for them to be considered.

"The whole idea of a stand down is to assist the customer. I can't see it ever disappearing from our industry but as the operators we need to stay vigilant so we are not losing revenue from

missing other opportunities," Mark said.

International practice

Interestingly similar policies exist internationally but are apparently not common practice.

Leigh Sparrow, Publisher/Consultant for Vertikal said stand down policies are used occasionally but not on an official basis.

He said during the Christmas period in particular (winter in the UK and Europe), a contractor might call late in the day and 'off hire' a machine, saying it will be needed again in January.

"Some companies will say OK, others will say OK we will collect it and you will have to pay new delivery charges. Others again might suggest a deal to leave it on site and some hire companies actually are happy to leave it on site over the holidays because they do not have space when all machines come back to their yards," Leigh said.

"Increasingly rental companies are using technology to lock the machine remotely when it is off hired so customers cannot cheat. They also reserve the right to collect it if they need it."

Leigh did point to a new

practice which is becoming much more common on UK and European work sites.

"Interestingly a new practice is coming into play in Europe. It is early days yet but on larger sites a rental company with telematics enabled machines can leave them on site and only charge when the machines are used. So standing down becomes obsolete," Leigh said.

Did you know?

The EWPA has an official 'Stand Down Policy' available in its Information Sheets under Miscellaneous, in its Member Services. This policy was first uploaded to the EWPA website by the EWPA back in 2007 and there have been subsequent updates

uploaded in September 2011 and the latest in December 2013.

Stand down guide for EWPs

This stand down guide is being issued to member companies of the EWPA.

The table below is a reflection of the policies currently being used by a majority of member companies who have a policy in place. This guide is being issued as a guide only. It is up to individual companies to decide whether to adopt the guide in full, in part, or not at all.

We trust that you will find it a useful document.

The table below reflects the % credit applied to normal charge rate that applies under varying conditions. ■

CIRCUMSTANCE	%
Industrial Action	50
Public Holidays	100
RDO's	50
* Inclement Weather	50
** Equipment Breakdowns	100*

Inclement Weather notification must be received prior to 9.00am on the day

**Equipment Breakdowns applies to down time only

NOW AVAILABLE



**American
SANDERS**
An AMANO Company

FROM **CROMMELINS™**
MACHINERY

DRUM, EDGE & ORBITAL SANDERS SUITED FOR HIRE



Call 1300.650.659 for more information

w w w . c r o m m e l i n s . c o m . a u

Crowd funding opportunity – suspension system for compact loaders ready to roll

As developers of a suspension system for compact loaders that addresses a long outstanding safety issue, Geelong Earthmoving Repairs is looking for funding from interested industry members to get its prototype to the next stage in its development cycle.



The idea is to develop a suspension system for skid steer and compact loaders

With one 300mm radio controlled prototype and a 1.5tonne machine with a self-levelling stabilising system that produces a rotating fence already built, the company is now looking for funds to produce another machine, this time featuring the suspension system.

Maintenance and repair services business owners, Frank and Ryan Chara, of Geelong Earthmoving Repairs, began work developing a system to help prevent spinal injuries from operator vibration in skid steer loaders about five years ago.

The idea to develop a suspension system for skid steer and compact loaders came about after reading a WorkSafe Australia article about Whole Body Vibration being a risk to earthmoving machinery operators.

"Skid steers for example, don't have suspension systems," Frank

Chara, technical advisor to Geelong Earthmoving Repairs said.

"According to figures from WorkSafe, between 2000 and 2008, there was about \$61m in compensation claims for whole body vibration complaints. After a few years operating one of these machines with no suspension, the operator's spine is pounded. So we thought we'd better do something about it," Frank said.

"There is suspension on army tanks but no suspension on compact loaders. Safety in general for operators on skid steer loaders is not ideal. In a skid steer for example, you have to climb over the bucket to sit in the seat. We found that dangerous."

To date the company has invested \$50,000 developing the suspension system.

"After studying everything else that has suspension, the conclusion was that in relation to compact



There is suspension on army tanks but no suspension on compact loaders

According to figures from WorkSafe, between 2000 and 2008, there was about \$61m in compensation claims for whole body vibration complaints. After a few years operating one of these machines with no suspension, the operator's spine is pounded.

loaders, spring suspension will not work, even seat suspension alone is not enough to combat spinal disc damage associated with Whole Body Vibration from rough rides," Frank said.

"However through mechanical modelling and development of a prototype we found, for a lack of a better description, a 'floating chassis' as a form of controlled suspension system would give the most favourable suspension outcome.

"A floating chassis suspension system will cut down on the level of damage and operator fatigue from Whole Body Vibration.

"For a floating chassis on a compact loader to function effectively and not have any adverse effect to the cutting edge of bucket, we discovered the concept of a 'bucket self-levelling



In relation to compact loaders, spring suspension will not work

mechanism' can balance out or compensate for over digging or under digging; otherwise a floating chassis as a form of controlled suspension system cannot exist.

"Basically the whole lift arm assembly together with the chassis is allowed to float simultaneously, leaving a value added benefit not yet seen in the market," Frank said.

Frank said the initiative is all about safety and as a casualty of spinal injury himself, said any suspension system that tackles operator fatigue and spinal disc damage should be exploited in order to prevent compensation claims.

Ryan Chara is the owner of Geelong Earthmoving Repairs and Frank as a tool and die maker is technical advisor on the project.

The team are looking for funds to help them develop the system to the next stage and get the system certified. There are three universities interested in the system but to progress it needs certification.

"We would love to hear from industry members interested in making safety the focus for this sector. If we get a group of people on board we can finish this project." ■

Contact Frank Chara on 0427 661 550 or email: frank@charas.com.au

Access in Action

FEB
2019
VOL20
N O . 3



OFFICIAL PUBLICATION OF THE
ELEVATING WORK PLATFORM
ASSOCIATION OF AUSTRALIA INC
www.ewpa.com.au



New member:

Doka brings world-leading scaffolding system to HRIA members

IN THIS ISSUE

**Australia leads
the world with
New Telehandler
Standard – p30**

Preston Hire tracks its valuable assets in
NZ – p32

Secondary guarding for Skyjack scissors
– p34

Hydraulic hose innovation increases safety
and servicing – p36

Trestle ladder scaffolding accident
highlights need for WHS compliance
– p38

Scaffolding system is modular – p40

New scissors for low level access
– p42

President's message



Working for safe work outcomes and following our Code of Ethics

Since the last President's report we have had our final Board Meeting for 2018, and our Annual General Meeting; both held in Melbourne on the 1st November 2018.

I was re-elected, and I am honoured to serve another year as President.

The new Board of Directors is as follows:

Doug Rawlings – President, Tim Nuttall – Vice President, Rick Mustillo – Past President, Peter Wenn – Technical Director Engineering, Peter Davis – Technical Director Operations, Chris Taylor – TSHA President. Directors: Bob Mules, James Nightingale, Dean Halliwell.

State Presidents: John Glover – NSW, Richard Gannon – QLD, Keith Clarke – VIC, Will Reilly – WA, Jason Gaskin – SA.

During the Board Meeting the Coroners Report for the 2014 fatality at Royal Adelaide Hospital construction site was released. The report was critical of some work practices; the type of equipment being used and the lack of standardisation of controls on MEWPs.

EWPA leads the way on ISO committee

We recommend all our members become familiar with the operational instructions in the Australian Standard 2550 Cranes, hoists and winches – Safe use Part 10 Mobile Elevating Work Platforms – Safe Use, be familiar with the specific make and model being operated (referring to the OEM Operators manual) and other guidance documents that are freely available on the EWPA website under information sheets, which include:

- Guidance on commonly provided emergency retrieval systems: www.ewpa.com.au/uploads/InformationSheets/EmergencyLoweringProcedures.pdf;
- Guidance on planning, selection and assessment of MEWPs: www.ewpa.com.au/uploads/InformationSheets/EWPSafeUseInfoPack-Issue03-March2013.pdf;
- Guidance on Crushing Risks: www.ewpa.com.au/uploads/InformationSheets/StrategicForumBestPracticeGuideforMEWPs-avoidingtrapping-crushinginjuries.pdf;

- The EWPA also provides a Supervisor Course for management of MEWP operations: www.ewpa.com.au/uploads/InformationSheets/MEWPSupervisorCourseoverviewv1.1.pdf

With regard to the Standardisation of Controls, work is already well underway at an international level through ISO TC214 in the development of a new International Standard ISO 21455 Mobile Elevating Work Platforms – Operator's controls – Actuation, displacement, location and method of operation.

The EWPA has representation on TC-214 through our board members Peter Wenn (Technical Director- Engineering) and Peter Davis (Technical Director- Operations).

New initiatives

The Board has completed a few projects since the last report and I am glad to announce we have streamlined the process of Registered Inspector applications, which will make it easier for member companies to complete.

The EWPA has launched the on-line Chain of Responsibility Awareness course in conjunction with the HRIA and we are working hard to develop face to face practical training for loading, unloading and load restraint, which will build on the online Awareness Course.

All EWPA Accredited Trainers have now moved across to the digital entry and submission of training records. This speeds up the time taken to issue operators with EWPA Yellow Cards or TSHA Gold Cards and increases the accuracy of data entry. Thank you to all the Accredited Trainers for moving over to the App which links to the national database of trained operators.

In November 2018 the EWPA attended the National Construction Equipment Convention (NCEC) as an exhibitor in Sydney. Although the numbers were low, it was a chance for the EWPA staff and volunteers who attended to network with industry stakeholders and experience another side of Conventions. Several leads have since been followed up and we will be doing some work with a new apprentice provider we met at the NCEC.

The Online Renewal course has been running successfully since July 2018 for EWPA Yellow card renewals; and in February 2019 it

is available for TSHA Gold card holders whose cards are expiring. The courses both feature key safety messages and updates since the operators were last trained (five years prior). A new card with an updated photo is issued upon successful completion. For operators who have not kept their skills current, we would recommend face to face training with an EWPA or TSHA Accredited Trainer.

Finally, James Oxenham and the EWPA Board of Directors developed a procedure for improving the communication of incidents to members and access industry stakeholders, which is fair to all parties and in line with our code of Ethics.

CODE OF ETHICS

Pledge:	honesty and reliability in all transactions.
Maintain:	the high standards of equipment, safety and reliability as stated in AS1418, AS2550 and the Work Health and Safety or Occupational Health and Safety Act as applicable to your state.
Encourage:	the friendly exchange of information between members on practical, technical and safety matters.
Foster:	cooperation between manufacturers, renters, suppliers, users and regulatory authorities in the elevating work platform industry.

I trust you all had a wonderful Christmas and New Year and look forward to a safe and successful 2019.

Doug Rawlings
President EWPA



EWPA

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

EWPA BOARD OF DIRECTORS

President: Doug Rawlings

Tel: 08 9350 5700

Vice President: Tim Nuttall

Tel: 03 9547 7700

Past President: Rick Mustillo

Tel: 02 9817 7610

Chief Executive Officer: James Oxenham

Tel: 0410 704 979

Operations Director: Nicolas Chiew

Tel: 0410 468 468

NSW President: John Glover

Tel: 0419 663 863

VIC President: Keith Clarke

Tel: 0400 369 900

QLD President: Richard Gannon

Tel: 0437 477 279

SA President: Jason Gaskin

Tel: 08 8449 0500

WA President: Will Reilly

Tel: 0408 474 261

TECHNICAL DIRECTOR – OPERATIONS

Peter Davis

Tel: 02 8796 50551

TECHNICAL DIRECTOR – ENGINEERING

Peter Wenn

Tel: 03 9568 7211

COMMITTEE

Dean Halliwell

Tel: 0408 403 783

Bob Mules

Tel: 0402 982 999

James Nightingale

Tel: 1800 457 145



TELESCOPIC HANDLER ASSOCIATION OF
AUSTRALIA (TSHA)

PRESIDENT: Chris Taylor

Tel: 0448 450 132

EWPA & TSHAPO

Box 1304, Mona Vale NSW 1660

Tel: 02 9998 2222

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

Opinions published in Hire and Rental News do not necessarily reflect the opinions of the association or the Editor. The HRIA accepts no responsibility for the accuracy of any information contained in this magazine and readers should rely upon their own enquiries in making decisions related to their own interest. All rights reserved. ISSN 1838-1197

Contents

Hot topics

28 President's Message
– Doug Rawlings

30 Australia leads the
world with new
Telehandler Standard

30 New national
retailer for Athena

34 Skyjack moving
into Chinese
market – Skyjack has
supplied scissor and
boom equipment to Beijing
Hongyu Zhiheng rental
company in Northern China



36 Hose innovation
upgrades safety
and serviceability

38 Trestle ladder
scaffolding
accidents highlights need
for WHS compliance

40 Doka Formwork
modular scaffold
system shows its options –
major projects have included
South Africa's Greenpoint
stadium in Cape Town, the
Muskrat Falls, hydropower
plant in Canada and the
Aurora building, residential
tower in Melbourne



40 Olympus rises from
the Aspac ashes

42 Genie's new
low level scissor
replaces ladders – the all-
electric, zero-emissions new
compact low-level scissor



On the cover

**Global Formwork
and Scaffolding
giant, Doka ramps
up its commitment to
the rental industry by
joining the HRIA.**

With safety at the core of everything it does, Doka is delighted to join the HRIA; with shared values and a commitment to keeping workers safe on site, membership is a natural fit. Doka's full range of scaffolding products is available to members Australia-wide, and with world-leading project-led design, DokaScaff systems are engineered with fewer, lighter components for faster, simpler erections.

For more information, get in touch with our scaffolding experts on 1300DokaAus or visit: www.doka.com/au

The Next Generation of Material Lifts



Designed specifically for the Rental, Construction and Industrial Markets - providing improved specifications, features, durability and performance.



Smart-Set™ "pin-less"
adjustment system.



Clear-Path™ foot clearance.



Precision cast
metal cable
pulleys.

- Best in Class Load Capacity
- Dual Handle - 2 Speed Winch
- High Quality Heavy Duty Design
- Superior Features

Made in the USA

LIFTSMART
ELEVATING INNOVATION

Australia and New Zealand
ACCESSservice
AUSTRALIA

1300 272 111

www.accessservice.com.au

Australia leads the world with new Telehandler Standard

Australia will become the first country to adopt a new design standard for telehandlers aligned to the current ISO Standard.

The new Australian Standard will be designated 'Rough terrain trucks – Safety requirements and verification – Part 1: Variable-reach trucks' and will be a modified adoption of the ISO standard of the same name.

It was released for public comment at the beginning of December, with the public comment period typically lasting nine weeks. This standard will replace AS1418.19 – 2007, the current design standard for variable reach trucks.

The new design standard follows the hard work of the ME026–04 committee over the past 12+ months and the committee is keen to see the much anticipated publication of AS 10896.1.

Robbie Wilkinson from Wenn Wilkinson who helped steer development of the new standard as Technical Director of the TSHA Board said: "Upon publication, Australia will become the first country to adopt this standard, and in my opinion we will be leading the way. It is recognised alignment with ISO is the goal."

"The new Standard will be a modified adoption at this stage. The modified adoption of ISO 10896.1 is required to satisfy local requirements and includes an appendix ZZ which includes requirements for indicating and limiting devices, load chart presentation, differences in

stability testing and requirements for air conditioning," Robbie said.

"The long term goal is to have such changes incorporated into the relevant ISO standards so local requirements can be minimised and eventually eliminated. Recently I was accepted as a member of the ISO committee TC–110 SC–4 which is responsible for drafting standards relating to rough terrain variable reach trucks. I have also been accepted as convenor of WG3 (working group 3) which is responsible for drafting ISO standards relating to freely suspended load attachments. The next meeting of this committee is April in the US."

"The support of the TSHA has been invaluable in achieving these goals and the ongoing benefits." ■

Visit: www.tsha.com.au

New national retailer for Athena bi-levelling tracked scissor

United Forklifts and Access Solutions is the new Australian retailer for the Athena bi-levelling tracked scissor lift manufactured by Italian scissor lift company, AlmaCrawler.

United Equipment's Managing Director David Maxwell said AlmaCrawler products are respected across five continents for their quality, excellence of engineering, manufacturing and service backup.

"Their quality and service ethos strongly complement our own, and the power of this partnership means the Athena scissor lift range and future AlmaCrawler products will benefit from United's expansion," David said.

The Athena scissor lifts line up comprises several working height models including the Athena 850 (8m), the Athena 1090 (10m) and the tallest model, the Athena 1470 (14m) which are all offered in variations including:

- HE – compact dimensions and

reduced weight;

- EVO – includes a high-powered diesel engine and proactive and dynamic levelling;
- Bi-Energy – features a whisper-quiet engine which makes it possible to operate the machine indoors.

"A conventional scissor lift is usually limited to inclines of only 2–4 degrees and a levelled surface is required to raise and operate. The Athena can easily handle rough terrain and operate on inclines up to 20 degrees. The scissor lift will automatically level on its two axes to allow operation on even the most challenging terrain and slopes," David said.

"The Athena is believed to be the first scissor lift in the world with its unique capabilities, being able to level on its axis in longitudinal and lateral



The Athena 850 is recognised as a site safety asset and workplace problem-solver. Mr Andrea Artoni, left, and Mr Maxwell celebrate the new Exclusive National Retailer agreement for the Athena scissor lift in Australia, where the machine has added to its international awards with a national safety award in this country

directions to operate on slopes and undulating terrain where conventional scissor lifts cannot operate. The Athena scissor lift handles terrain variations up to 50cm front and back and 38cm side-to-side on uneven terrain.

"Previously businesses would have been forced to erect scaffolding or use all terrain boom lifts on difficult sites, however the compact Athena solves this problem. The variety of Athena models available also provides businesses with greater flexibility to suit the application and site conditions."

AlmaCrawler has also recently opened its first branch in Sydney, under the name

Almac Pacific and will allow AlmaCrawler to service and support the Australian market.

AlmaCrawler General Manager Andrea Artoni said the Australian market's appreciation of the company's products have from day one made Australia its first market.

"It was very important to identify a high-quality partner to service and support the retail market. United has always been very receptive to our products and produce the same level of quality work."

"United will be a great resource to further strengthen Athena and future AlmaCrawler products in the market. For us this was a natural agreement as we definitely share the same unique approach to the way we do business."

United first introduced the Athena 850 into its product line in 2016. Since then, the Athena has made a large impact in the market and won international and national awards for its outstanding design and performance. This includes the international (IAPA) and Australian New Product of the Year awards (HRIA). These were followed up in Australia last year with the Safety Solution of the Year win in the Endeavour Manufacturing Awards. ■

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

BUILT TOUGH AND RENTAL READY

GENIE® GS™-1330m SCISSOR LIFT



**2 Person
Platform Occupancy**
227 kg (500 lb) max lift capacity



Lightweight
Only 885 kg (1,950 lb)



**Efficient Electric
Drive System**
Provides maximum runtime
per charge



Genie®
A TEREX BRAND

TAKING
YOU **HIGHER™**

LEARN MORE AT GENIELIFT.COM.AU

Maximising valuable assets across New Zealand

To provide valuable insight into asset utilisation and operator behaviour, as well as a way of tracking the hire equipment going in and out of his yards, Sean Reid, the National Sales Manager for Preston Hire NZ installed Teletrac Navman's Qtanium 400 GPS tracking devices into its new fleet of mini-crawler cranes.

Sean can now remotely manage and track fleet telematics on specialised construction equipment anytime on his mobile phone across Preston Hire NZ's four locations: Christchurch, Auckland, Wellington and Tauranga.

He chose Teletrac Navman because of the excellent and responsive advice.

"It came down to the support and the fact they listened and understood the business and our goals," Sean said.

The system, set up in September 2017, is set up to track each crane whether the outrigger legs are in or out, the boom is lifted or dropped, and whether the engine is in use.

"It's already contributed thousands, through being able to accurately bill for the on and off hire dates," Sean said.

Over the 2017/18 Christmas holidays one of Preston Hire's cranes was on a customer's site, but was on a stand down period and was not intended to be used until the agreed hire start date. The crew were ahead of schedule and, unaware, started using the crane before the scheduled start day.

Sean said he was able to see when the crane was in use and charge accurately and fairly. "They weren't being deceptive, but just had it on site and needed to get on with business," Sean said.

"With the GPS-based insight, I was able to accurately and fairly bill an extra couple of thousand dollars for the extra period our equipment was in use."

He said having objective data makes it easy to have conversations with customers and stay transparent about the transport, use and return of hire equipment.

"The data takes the emotion out of it. You can't argue with the numbers.

"I don't just want to know the location of the cranes, but the behaviour of the operators – which is important for health and safety," Sean said.

To safely traverse the 10 tonne mini-crawler cranes across a jobsite, operators need to lower the boom but may not actually fully retract the four outrigger legs. Construction sites are often full of activity, but Sean said: "It can be a safety hazard to have horizontal pieces of steel (outrigger legs) traversing across a jobsite. With Teletrac Navman, I've got an opportunity to let my clients know when, where and how the cranes on their sites are

enters the yard, and I get email alerts to track it all. The live site tool is invaluable," he said. The feature offers him an extra layer of security for Preston Hire's high-value equipment.

GPS tracking also gives him insight into the transportation of their assets.

"I can see when a crane is in-transit and when it arrives at a customer's site. I can even attribute delayed delivery to slow moving traffic, for example, or a delay in loading the crane at the yard."

Sean also plans to use Teletrac Navman to feedback insights into machine utilisation to assist customers in operating an efficient site.

"I can see the frequency of use, the time of day, whether the operator is starting and stopping; there's a lot of useful detail. By the time a customer has several mini-crawlers on site, I can show them where inefficiencies are, and whether they can better utilise an existing



Teletrac Navman's Qtanium 400 GPS tracking devices are working in a new fleet of Preston Hire NZ's mini-crawler cranes

not being used according to best practice."

This allows his clients to proactively manage their health and safety compliance.

Sean has also made use of the live site tool to set a boundary around each of their yards, giving him transparent, real-time insight into the movements of their equipment.

"I've geofenced our yard so I can remotely track the exact time and date a crane exits or

asset to save on hiring another machine."

Preston Hire NZ is growing rapidly, with capex committed to plans to double its hire equipment fleet by the end of 2019.

"We'll be bringing in even more cranes as well as adding specialised tracked scissor lifts and spider booms and we'll be monitoring all of the new equipment," Sean said. ■

Visit: www.prestonhire.co.nz



SNORKEL™ 660SJ: TELESCOPIC BOOM LIFT
SNORKEL GUARD™ SECONDARY GUARDING | 4-WHEEL DRIVE | TRI-ENTRY PLATFORM

DEPENDABLE PERFORMANCE

When you need performance that won't stop, the Snorkel 660SJ mid-sized telescopic boom lift delivers dependability. This rugged machine offers robust features such as powerful four-wheel drive and oscillating axle that handle all terrains. Outfitted with proportional joystick controls, an ultra-tight turning radius and the longest jib in the family, the 660SJ provides full reach on any jobsite.

FOR MORE INFORMATION, CONTACT AHERN AUSTRALIA ON +1300 900 700



www.ahernaustralia.com.au

Skyjack moving into Chinese market

Skyjack is now fulfilling the scissor and boom equipment needs of Beijing Hongyu Zhiheng, a rental house of scissor lifts and other construction equipment operating across much of Northern China.

“It is our first time buying Skyjack products and we chose to enter this new relationship with them due to their reputation for machines that are easy to service and maintain,” Mr Chai, owner, at Beijing Hongyu Zhiheng said.

“Due to customer demand, it was time to increase our stock. With the addition of Skyjack machines we will now be able to offer a more diversified line up to our customers.”

The order consisted of Skyjack’s SJIII 3219, DC electric scissor lifts, which have a maximum working height of 25ft (7.62m), and a compact stowed height of just 78.5” (1.99m). The company also decided on the SJIII 4632 electric scissor lifts, which have a maximum working height 38ft (11.58m) and 4ft (1.22m) extension deck as standard. Beijing Hongyu Zhiheng has slowly been breaking into the boom market, and they



Skyjack has supplied scissor and boom equipment to Beijing Hongyu Zhiheng rental company in Northern China

added to that with Skyjack’s SJ63 AJ.

“In addition to stocking a new customer with scissor lifts, Skyjack is also proud because this marks our continued success and growth of boom sales into Northern China’s rental sector,” Jack Dai, account manager for sales in China said.

Skyjack’s SJ63 AJ boasts a working height of 69ft (21.21m), horizontal reach of 40ft (12.19m), and an up-and-over clearance of 27.5ft (8.38m). ■

Visit: www.skyjack.com

Secondary guarding for scissors

Designed to reduce the risk of entrapment caused by inadvertent machine operation, Skyjack’s Secondary Guarding Lift Enable (SGLE) has been introduced as an option for use on vertical mast, DC scissor, and rough terrain scissor lifts.

“Skyjack is committed to creating equipment that contributes to safe workplaces and our machines are designed with a variety of safety measures in mind as a standard,” David Hall, Product and Business Development Manager at Skyjack UK said.

“Skyjack was one of the first OEMs to release boom lift options for secondary guarding. In doing so Skyjack understood there is no ‘one size fits all’ solution.”

Most recently a similar focus has become current on scissor product.

“Skyjack, when introducing SGLE, paid particular attention to the provision of an additional measure all while maintaining the utility and simple operation of the aerial platform,” David said.

“With Skyjack’s SGLE, both joystick and tamper-proof secondary enables must be activated to allow the platform to lift; the release of either will stop the functions immediately. The ergonomics are such the operator’s body is kept in an upright position



Skyjack’s Secondary Guarding Lift Enable (SGLE) has been introduced as an option for use on vertical mast, DC scissor, and rough terrain scissor lifts

and away from the railings; mitigating the risk of entrapment. The secondary enable button is not used for lowering the platform or for driving; those functions remain joystick-enable only.”

SGLE is suitable for all Skyjack scissor lift and vertical mast lift models, and is available as an optional direct factory install or aftermarket accessory. ■

New premises, new compact spider crane range

At its annual (2018) Moni-Tour event at its new Sydney premises in Seven Hills during October last year, Monitor Lifts introduced its new Hoefflon Compact Spider Cranes and hosted networking events, demonstrations, displays and product launches.

The company also opened a new facility in Melbourne in October at 75 Willandra Drive, in Epping.

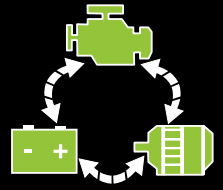
With a fully operating workshop, the new facility is now home to all Monitor Lifts’ collection, including Spider Lifts, Jack Booms, Hi-Rail Boom Lifts, Winlet Glass Handling Robots and the new Hoefflon Spider Cranes.

The new Hoefflon Range includes: the Mini Crane Hoefflon C1: the smallest spider crane is small with low weight and lifts up to 600kg; the C4 Functional Basic compact crane (successor to the C605) lifts up to 2 tonnes; the C6 All-Rounder that is multifunctional, robust and has simple operation; and the C10 compact minicrane weighing just 5 tonnes is the strongest crane capable of lifting up to 4 tonnes.

Monitor Lifts also offers a range of pre-owned products. ■

Visit: www.monitor.net.au

LEADING THE FIELD IN **HYBRID** TECHNOLOGY



**COMPACT • EFFICIENT • VERSATILE
LOW-WEIGHT BOOMS
FROM 15 TO 28 METRES**

TO FIND OUT MORE CALL OUR TEAM ON 1300 4 NIFTY

niftylift.com.au

Hose innovation upgrades safety and serviceability

A new Hydraulink hose innovation that is tough and versatile and 30% more compact than conventional hoses is improving the safety and cost-efficient maintenance of widely used lift vehicles and access equipment.

Managing pressures up to 466 bar (6500psi) required for hydraulic hoses vital to the function of crane trucks and Elevated Working Platforms (EWPs) the H-16 two-wire hose is available in Australia and New Zealand. It is one of a comprehensive range of quality branded, safety-compliant and traceable hoses and accessories available from Hydraulink's 400 service points.

"A beauty of this latest Hydraulink innovation is you can

fit more hoses into energy chain structures within the vehicles, where they are far more protected from wear, tear and damage than individually routed hoses," Matt Taylor, Managing Director of Hydraulink Coffs Harbour, Macksville and Kempsey said.

"Instead of having to squeeze heaps of different types of hoses into limited space in the energy chain, we can use the one type of H-16 hose to more safely cover multiple roles. Because it is typically 30% smaller in outside



Hydraulink H-16 two-wire hose is improving the safety and maintenance on access equipment

diameter, we can get 10 hoses easily into a space where previously it was a log jam to fit in eight.

"This compact high performance translates into big benefits, because more hoses can be fitted more easily into the energy chain where they are better protected, and maintenance becomes easier in areas tight on space and demanding within cranes and EWPs," Matt said.

"There is a whole bird's nest of hoses and fittings in this equipment, all of which are vital to its safety and function. It also offers half the minimum bend radius of the traditional hose types, as well as a high abrasion resistant

'super tough' cover.

"Anything that makes the job easier and user-friendly translates straight through to big savings of downtime and money," he said.

"Safety is an imperative. If there is anything wrong with the hydraulics in a lift vehicle, users will tag it out immediately as unserviceable and send it to us to get it right. They appreciate the fact we are on-call 24/7 and understand how important properly serviced hydraulics are to avoiding downtime." ■

Contact: 02-8785 4600 or visit: hydraulink.com.au

Rise higher and reach further

Part of a family of four new, mid-sized telescopic boom lifts, Ahern Australia's Snorkel 660SJ is the largest model in the new family and comes equipped with an 18.3m boom and a 1.8m articulating jib. The new range designed for tough rental use, also includes the 400S, 460SJ, and 600S models.

Delivering a 20.1m maximum platform height and an outreach of up to 18.4m, the Snorkel 660SJ has a lift capacity of up to 272kg. Fitted with a 2.0m jib boom for additional flexibility, this heavy-duty lift measures 2.24m wide and the stowed length of 10.5m can be reduced to 8.5m for transport by stowing the jib underneath the boom.

Standard with oscillating axles, the Snorkel 660SJ delivers

rough terrain performance due to a traction manifold that delivers oil to all four wheels, providing constant four-wheel drive and can tackle gradients of up to 45%.

The 660SJ also features a rugged all-steel construction and includes a 4-plate "top-hat" style boom weldment manufactured in Selma, California, a durable steel cowl with two individual steel doors on each side, and an all-steel platform. The turret offers 360° continuous rotation, and has a



Ahern Australia's Snorkel 660SJ is the largest model in the new family of four new, mid-sized telescopic boom lifts

tailswing of just 1.2m.

The new steel chassis, which is common across all new Snorkel mid-sized telescopic booms, helps standardise parts and create familiarity for service engineers.

The Snorkel 660SJ has open-loop hydraulics and CAN-BUS controllers, common across all boom models allowing for easier maintenance, service and training. An on-board diagnostic system, consistent with other Snorkel products, is built-in to the lift, providing a simple, plain text visual interface for easier troubleshooting, without the need

for additional diagnostic tools.

The operator benefits from all proportional functions, including drive, raise, slew and extend. Jib and platform rotate are also proportional. The joystick controls provide a level of precision when positioning the platform, and are intuitive for the user. Only the platform level remains controlled by a toggle switch.

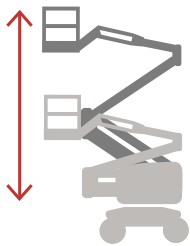
The Snorkel 660SJ lift is also fitted with Snorkel Guard secondary guarding system as standard.

Secondary guarding

Designed in-house by Snorkel's engineering team, the simple mechanical system features a spring-loaded rail that sits above the upper control panel which cuts out machine operations when compressed, for example, in the case of the operator being involuntarily pushed against the controls. The operator can override Snorkel Guard using a switch in the platform, in the event the system is activated in error. Additionally, when Snorkel Guard is activated, the lift can be operated from the lower control panel. ■

Contact: 1300 900 700 or visit: www.ahernaustalia.com.au

SKYRISER™



DESIGNED FOR RENTAL

SKYRISER™ ensures that the riser and main pivot point connecting the fly boom to the riser travel in a straight vertical line. Moving in a true vertical manner, without drifting forward or back, reducing the amount of repositioning the operator needs to do in order to stay close to a building facade, and improving productivity.

www.skyjack.com

SKYJACK
simply reliable™

Trestle ladder scaffolding accident highlights need for WHS compliance

In a follow-up to our story on trestle ladder scaffolding in our November issue last year, we were interested to note a news report from WorkSafe WA about a registered builder being fined \$22,000 after an apprentice fell 6m from trestle scaffolding and was seriously injured last year.

The accident happened mid-year last year when the builder was completing work on a two-storey timber-framed house.

During the works, two workers were instructed to set

carpenter's trestles so they could install barge boards to the roof gable at the front of the house.

The system of work implemented was to set up a single plank running between two 1.8m high trestles on the

first floor timber verandah floor, approximately 3m above ground level.

Only one scaffold bay was used so the plank was at an angle, and no fall injury prevention system was in place.

During installation of the barge board, the apprentice carpenter fell approximately 6m to the compacted and levelled ground below sustaining severe facial injuries that required surgery to insert a steel plate in his cheek, a fractured left wrist and concussion.

WorkSafe WA Commissioner Ian Munns said it was disappointing to see cases where employers had not taken every precaution to prevent falls in the workplace.

"Over the past 10 years, 28 Western Australian workers have lost their lives as the result of work-related falls, with a number of workers sustaining permanent and life-changing injuries in falls.

"This incident involved the use of a scaffolding method that provided no protection from falls for the workers.

"The Code of Practice –

Prevention of Falls at Workplaces has been in use in WA since 2004, and should be followed by anyone who has a duty to prevent falls at workplaces.

"This code provides practical advice on the safe systems of work that should be in place where the risk of falls exists.

"It is well known – especially in the construction industry – that working at heights is hazardous and that unprotected edges present a significant risk to workers.

"The various means of removing or mitigating the risks are also well known throughout the industry, and control measures and equipment to minimise the risk of falls are readily available for a reasonable cost.

"Employers need to be aware of all the laws involved when there is a fall risk at their workplace and ensure they have suitable safe work procedures in place." ■

Further information on safe work at heights and the code of practice can be from WorkSafe on: 1300 307877 or at: www.worksafe.wa.gov.au

New telehandler part of the Silent Force series

Featuring a 5 ton lifting capacity at a 9m height with the new Chassis leveling feature, a 40% increase compared to its competitors, Manitou has launched its new MLT-X 961-145 V+ L Telehandler as part of the 'Silent Force' series.

Also including M-Vario plus transmission with inching pedals, the new telehandler has been equipped for traction and precision along with a Comfort Steering System proven to increase hourly productivity by 12%, the company said.

The MLT-X 961 also has new speed-sensitive Active CRC boom suspension equipment with activation memory. 'Regenerative Hydraulics' is a new mechanism which allows for maximum boom lowering speed at any engine speed and descent due to gravity. The Load Sensing Hydraulic Pump flow of the new model is capable

of 200 litres per minute.

The MLT-X 961 also includes an 'Intelligent Hydraulics' package for the new 'Silent Force' generation combining three new innovations:

- Quicklift – allows the operator to extend or retract the telescope and lift the boom simultaneously following a vertical trajectory. This is particularly useful for storage operations;
- Bucket shaker – a new function that shakes the bucket with a single movement of the controls by the operator;
- Return to load – the machine memorises the exact initial angle and position of the bucket, enabling the machine



Manitou has launched its new MLT-X 961-145 V+ L Telehandler as part of the 'Silent Force' series

to automatically return to the start position in loading operations without any adjustment by the operator.

As part of the Silent Force package offers only 72dB(A) in the cabin while the telehandler is running. The MLT-X 961 cab also contains a Grammer seat with pneumatic low frequency technology for a smooth ride while driving on rough terrain surfaces, a JSM joystick on floating and adjustable armrest with optional DSB, a SafeView camera pack option with auto activation when FNR is in reverse

position and easy step cab access.

The MLT-X 961 has 10 centralised greasing points at the front and rear which lessens the amount of times the machine needs to be opened for greasing, a machine location using a connected machine program for remote diagnostics, geo-location and fencing and larger tyres are offered with longer wear life and semi-industrial solutions. ■

Contact: 02 9517 3174 or visit: www.manitou.com

REDUCE YOUR EMISSIONS

Haulotte 
STOP EMISSION
SYSTEM

Engine stops after 90 sec idleness
Reduces runtime and noise by 20%
Reduces emissions and fuel
consumption by 8%

Available on new PRO model machines from 2019

haulotte.com.au

Haulotte 
 LET'S DARE TOGETHER

Scaffold system good for shoring, facade, events and industrial applications

Developed for maximum versatility with safety and high efficiency distinguishing it from alternatives, Doka Formwork Australia's modular scaffold system combines the speed of erection of a system scaffold with the flexibility of traditional scaffolding systems.

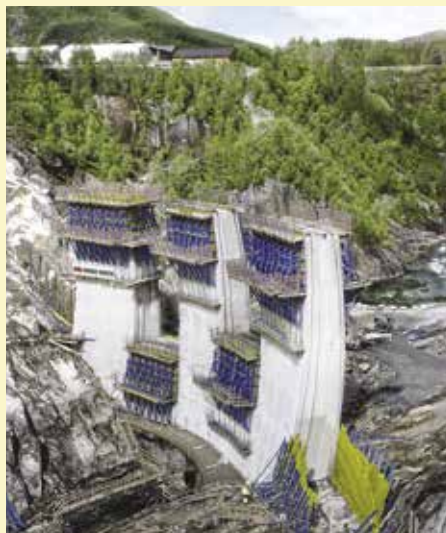
The system features a sophisticated ring-lock system that simplifies installation even by inexperienced workforces. It consists of modular components such as vertical standards, horizontal ledgers and transoms and vertical diagonals that can be connected to a fixed rosette in various positions, Head of Australian Sales and Marketing, Alexander Macho said.

"All modular components are developed and tested according to the European standards EN12810 / EN12811 and can be used to create safe working platforms for all load classes, 1 to 6, up to 600kg/m²," Alexander said.

"With this rentable working scaffold system, reinforcement operations can be carried out safely and quickly. It is also a safe modular scaffold for access systems as well as forming and reinforcing works.

"Speed, safety and efficiency are its key benefits and decades of Doka engineering and development have resulted in 30% less weight of scaffolding being needed in any given application than would be the case with more conventional scaffolding systems," Alexander said.

"The versatility of Doka scaffolding means it is suitable not only for facade scaffolding, but



Major projects have included South Africa's Greenpoint stadium in Cape Town, the Muskrat Falls, hydropower plant in Canada and the Aurora building, residential tower in Melbourne

also for shoring, event scaffolding and even industrial scaffolding.

"Versatility also makes it simple to add catch decks with integrated ladder systems

or to integrate stair access towers into the flooring system."

Doka Formwork Australia is the local subsidiary of the Austrian-based Doka Group which has more than 160 sales and logistics facilities in over 70 countries. It develops, manufactures and distributes scaffolding and formwork technology for use in the construction sector.

"Doka is geared to support customers in any phase of their formwork projects, as a single-source for products, services, planning, project management and logistics," Alexander said.

"We can best do that by truly understanding a project's individual challenges. This takes a lot of pressure off site engineers and foremen and lets them accurately calculate the costs of the forming operations.

"We focus on products and on construction processes. How can our customers achieve more with less expenditure? Which detail can be optimised, which formwork service provides cost savings?

"This mindset and close co-operation with our customers helps develop innovative solutions for floor formwork, wall formwork, climbing systems and load-bearing towers, leading to more efficient, better and safer building processes."

Doka Formwork Australia is a new member of the HRIA and has branches in Sydney, Melbourne and Brisbane. It has been active in the local market since 2011, primarily in the residential and commercial construction markets.

In the high-rise sector Doka has more than 40 years' experience with self-climbing formwork. In 2017 the company successfully carried out its 1,000th high-rise project and is involved in construction of the Central Park Tower in New York, the world's tallest residential building.

Doka project management can assist customers during the project development stage, decision-making stage, operations scheduling, execution and completion of construction.

"Certainly if a customer wants something as simple as 100m² of facade scaffolding we can sell or rent that," Alexander said. ■

**Contact: 1800 DOKA AUS or visit:
www.doka.com/au**

New-Gen electric rough-terrain MEWPs from Haulotte

Haulotte is launching the Pulseo Generation electric range of rough terrain self-propelled booms in Australia early in 2019, the HA20 LE PRO. The launch follows the company's announcement at Intermat in Paris in April last year, (international exhibition for construction and infrastructure) that all future self-propelled boom products launched by Haulotte will be electric powered.

The first Pulseo Generation electric MEWP, the HA20 LE PRO offers silent operation, indoors or out on any surface, even on rough terrain and makes it suitable for work

in downtown areas and low-emission zones, as well as on green construction sites.

Equipped with non-marking tyres, the new HA20 LE PRO offers oscillating axles and 4-wheel drives to ensure optimal adherence and stability for outdoor work.

Ultra-fast elevation speed, 360° continuous turret rotation and simultaneous movements work together to enhance productivity, the company said. Dual-load models make it possible to increase the load capacity while adapting the working envelope, thereby ensuring stability.

High-capacity batteries and the ability to

lower the basket by force of gravity with no power consumption maximise battery life for a full day's work. If extended battery power is required, the on-board range extender engine can rapidly recharge the batteries, while the machine retains its full operating capacity during the charge cycle. At the end of a shift, the built-in charger and its smart power management module optimise both the charge and life span of batteries. ■

Visit: www.haulotte.com.au

BATTERIES NOT REQUIRED



CRANK UP THE NON-POWERED JLG® ECOLIFT™ AND WORK ANYWHERE, ANYTIME.

Push into place and get to work with the EcoLift Series. Its patented stored-power lift/lower system has no batteries and no hydraulic oils for clean, quiet operation. A sturdy base with automatic locking wheels gives you greater confidence for working with both hands. The EcoLift Series is available in two heights for more on-the-job options.

Learn more at jlg.com/ecolift



New scissor for low-level access and space restricted applications

An all-electric, zero-emissions new compact low-level scissor from Genie is providing a safe, productive alternative to ladders.

The new Genie GS-1330m scissor lift offers a maximum platform height of 3.75m (12ft 4in) and a maximum working height of 5.75m (18ft 4in), with a two-person, 227kg (500lb) capacity, and weighing in at only 885kg (1,951lb).

Its launch is in response to what the company said is worldwide demand for compact maneuverability in low-level access and space and weight restricted applications.

"Low-level access is a growing segment in the aerial access industry, with increasing pressure to replace ladders with safe, productive alternatives," Kurt Kinder, Genie National Sales Manager, Terex AWP Australia said.

"The low-level access segment is poised to replace ladders in applications beyond the typical jobsite, including in industrial and institutional facilities. Additionally, growing need for productive solutions in low floor loading applications is driving innovation in lightweight product segments. The new Genie GS-1330m scissor lift is specifically designed to meet the needs of our customers in the ever-changing global mobile aerial work platform market."

With an efficient, all-electric DC drive system that offers productive power for getting around indoor jobsites with quiet, zero-emissions operation, the Genie GS-1330m scissor lift ensures full day productivity with industry-leading runtime, Kurt said.

Operators can drive at full height, and in the stowed position, the Genie GS-1330m scissor lift is capable of climbing up to 25% graded slopes.

"Weighing less than 907kg (2,000lb), the Genie GS-1330m scissor lift is able to access jobsites previously off limits to heavier slab scissors and vertical mast lifts in the industry due to passenger elevator capacity limitations," Kurt said.

"The Genie GS-1330m scissor lift features platform load sense, which will help operators understand when they have overloaded the platform.

"At Genie, we build high quality and productive machines that offer high rental return on invested capital (rROIC) to customers worldwide and meet regional and global standards."

The Genie GS-1330m scissor lift incorporates the Genie Smart Link control system, offering a familiar interface, as well as fully proportional lift and drive control for



The all-electric, zero-emissions new compact low-level scissor from Genie provides a safe, alternative to ladders

precise positioning in the work environment.

"The Genie Smart Link control system simplifies troubleshooting with onboard easy to read and user-friendly machine adjustments and diagnostics, and it is compatible with the Genie Tech Pro Link handheld diagnostic tool," Kurt said.

Designed with the operator in mind, the Genie GS-1330m scissor lift is equipped with side-by-side platform guard rails for easy deck extension and retraction. It is engineered with diamond plate platform flooring, which provides a durable, long-life gripping surface. And with the link stack centered under the platform, the operator is provided with a stable feel and optimal comfort while working at height.

"The new Genie GS-1330m scissor lift shares significant commonality with the Genie GS scissor lift family, including design features that enhance serviceability. For example, swing-out service trays allow for unobstructed access to all machine components, including the hydraulic and electrical systems, simplifying service and maintenance and ensuring machines can get back on rent, faster," Kurt said.

The Genie parts department ships to locations around Australia with almost all orders processed in 24 hours and are backed by the Genie worldwide product support network.

The new Genie GS-1330m scissor lift will be on display at HIRE19, in Melbourne, 22-23 May 2019. ■

Visit: www.genielift.com

Delivery and new order of AWP's increases Manitou fleet

After receiving 10 new Manitou 160ATJ+ high capacity 45ft EWP's late last year, Coates Hire placed an order for a further 31 high capacity Manitou access platforms to be delivered in 2019, bringing its total Manitou access fleet to over 80 units in Australia.

Manitou said its 160ATJ+ is the only 45ft EWP on the Australian market with a capacity of 400kg (or up to three people), some 75% higher than a standard 45ft EWP.

The Manitou 160ATJ+ is part of the ATJ Range, features a large basket size of 2.4m x 0.9m, works in a rough terrain environment and the company said it is widely regarded the best articulated diesel range in Europe. Other specs include working height of 16.25m, outreach of up to 8.95m and an overall weight of 8100kg.

The platforms include three steering modes, hydrostatic transmission, 4WD, heavy duty axles, underbelly protection and can handle gradients up to 40%.

"Only recently over the past 18 months we've dabbled in the Manitou Access. Especially around the booms and some of the smaller products, but I would say the 160ATJ+ is a successful product in the access range. It's really starting to kick some goals for us," Daniel Goodfellow, Category Manager at Coates Hire said.

"It's a great brand. There's a great market acceptance here in Australia as being rough and ready and pretty robust. Our customers like the units and for us they're a good fix," Daniel said. ■

Contact: 02 9517 3174 or visit: www.manitou.com



Coates Hire has a total Manitou access fleet of over 80 units in Australia

Events in Focus

**FEB
2019
VOL20
NO.3**



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



HIRE19
22-23 MAY
MELBOURNE

**INDUSTRY'S
NO.1 EVENT
FOR
EQUIPMENT
RENTAL**

**DELEGATE BOOKINGS
NOW OPEN**

**REGISTER AND PAY BY
22 MARCH 2019 TO RECEIVE
THE EARLY BIRD DISCOUNT**

IN THIS ISSUE

Golf cart rent to hire by agreement a new proposition – p45

A new value proposition for the Events Division – p44

Aggrekko launches mobile cooling tower – p47

President's message



A new value proposition for Events

Welcome to 2019 and a new start for the Events Division of the HRIA; already we have been at work preparing the groundwork for our new Events Division committee to help raise our industry profile.

So far we have several people participating and signed onto the committee but are still looking for additional events industry members to join and help steer the Events Division through setting goals and identifying key issues. We are really keen for members to drive the agenda. Events members are warmly invited to contact me or our national office to discuss how they might participate on our committee.

Your involvement can be as big or as little as you can find time for; but it is important we get events people involved and representing our market segment. If it's not us representing ourselves – then who? We know the issues challenging the events market and we all have ideas of how we can approach resolving them. We just need some commitment to help us get those issues in front of the right people and actually start doing something to fix it, rather than continue to just talk about it.

First up is a planned teleconference for all committee members. We already have a basic agenda outline which will grow and develop as the year progresses and our committee takes shape.

To date our agenda covers the items and identified industry challenges below. Naturally this is an agenda in flux and will change according to the committee's abilities and efforts.

1. Fair Work Awards. It has been suggested we look at developing a fairer industry employment award specific to our industry that addresses the hours that go into our businesses and better represents the events segment. We can definitely all see the 'Retail Award' is only applicable

"...it is important we get events people involved and representing our market segment. If it's not us representing ourselves – then who? We know the issues challenging the events market and we all have ideas of how we can approach resolving them..."

to our business in one small section. Developing an award that covers and represents every part of our businesses and industry is a priority;

2. Training. This is an area where we can definitely improve. I see opportunity to increase our training options and improve industry safety standards as a result. Do we have any offers of industry training? Perhaps in marquee erection? Or weighting;
3. Work Visas for international workers. This is another major area of interest for our segment;
4. Safety. We are interested in setting some standards and work practices to improve safety in the events segment;
5. Increased engagement and activity the Events Division.

We are keen to establish a new value proposition for the Events Division. If you are interested in joining our committee, volunteering some time (no matter how small) we'd love to hear from you. Contact the national office on 02 9998 2255 for more information or visit: www.hireandrental.com.au

Erin Johnston
Events Division President

Total Sanitation Solutions

Tel: 07 3277 5727

Email: sales@totalsan.com.au

www.totalsan.com.au



Portable Toilets



Wheelchair Accessible Toilets



Shower Units



Sewer Connect



Vacuum Tanks



Chemicals



Handwash Stations

Golf cart rent to hire by agreement

A golf cart based vehicle hire business has developed a product or process it calls 'Rent to Hire' for the hire industry with its partner company, Urban Group Finance.



Golf Cart Hire Group provides new vehicles with the latest technologies

Golf Cart Group gives hire businesses the option to take up a 'rent to hire agreement' whereby the hire company rents vehicles from Golf Cart Group that it then hires out.

Golf Cart Group and Urban Group Finance have developed a unique bundled package (rent to hire) specifically for the equipment hire industry...

"We provide new vehicles with the latest technologies, highly efficient AC power systems as well as maintenance support," John Bristow, Managing Director of the Golf Cart Group said.

"We also pass on hire enquiries generated from our

website," John said.

"We have enjoyed success hiring golf cart utility and people mover vehicles to event companies, equestrian events, motor racing, movie lots etc. There has also been some retail hires for weddings and private functions.

"Urban Group Finance rent new Ford electric vehicles on a fixed term at a fixed rate. Golf Cart Group and Urban Group Finance have developed a unique bundled package (rent to hire) specifically for the equipment hire industry where, unlike many other financiers, agreements allow the vehicles to be hired," he said.

"Available for any number of vehicles for terms ranging from 12 to 48 months, the package provides a new, well equipped utility vehicle which can be rented from as little as \$8 per day that has the ability to be charged out on hire rates commencing at \$109 per day (plus fees for delivery and pickup).

"We are based in West Gosford NSW but support customers throughout Australia," John said. ■

Contact: 1300 861 862 or visit: www.golfcartgroup.com.au

KEEPING YOU COVERED & ADDING STYLE TO YOUR OUTDOOR EVENTS



Clipframe



Electron



Fete



Linings

Baytex is a leading designer and manufacturer of marquees, commercial tents, alloy framed structures, tensile membrane canopies and lining systems. We provide a full range of spare parts, earth anchors and manufacture replacement fabric roofs and walls to meet your design requirements.

Call Baytex on 02 4340 4144 or email us at info@baytex.com.au or visit www.baytex.com.au



CLIPFRAME • ELECTRON • FETE • ALISPAN • LININGS • EARTH ANCHORS

Supplying comms to the Invictus Games Down Under

Helping to ensure the Invictus Games Sydney 2018 were a success, Sydney's The PA People supplied comms systems for nine different venues for the Invictus Games including Cycling, Sailing, Archery and several other disciplines.



The PA People supplied comms systems for nine different venues for the Invictus Games

Venues included: Sydney Harbour off the point at Mrs Macquarie's Chair, Royal Botanic Gardens precinct, and various venues at Olympic Park – NSW Tennis Centre, Genea Netball Centre, Quay Centre, Athletics and Aquatic Centres.

Comms systems included: UHF Duplex Repeaters, Motorola UHF Radios, Clear-Com matrix frame interfacing between radio systems and cabled communications, desktop and belt pack personal communications options for the Sports Presentation teams working each venue.

More than 500 veterans from a record 18 participating allied

nations and their families came together in a spectacular closing ceremony at Qudos Bank Arena for medals presentation.

The Invictus Games Sydney 2018 concluded on 27 October and The Duke of Sussex and Founder of the Games, Prince Harry, praised the Games as being 'truly magnificent'.

The Invictus Games is an international adaptive multi-sport event, created by Prince Harry, in which wounded, injured or sick armed services personnel and their associated veterans take part. ■

Visit:
www.invictusgames2018.org or
www.papeople.com.au

Exponet named 2018 Best Supplier of the Year at EEAA Awards

ExpoNet won 'Best Supplier – Services or Products' at the 2018 Exhibition and Event Association of Australasia (EEAA) Awards for Excellence late last year in acknowledgement of its outstanding work in exhibitions and events.



ExpoNet won 'Best Supplier – Services or Products' at the 2018 EEAA Awards

ExpoNet network of branches in Sydney, Melbourne and Brisbane/ Gold Coast, ExpoNet offers design, project management and build to the exhibition and expo market.

ExpoNet's Managing Director, Shaun Rae, said: "The EEAA Awards for Excellence provide one of the premium platforms to benchmark our services across an industry level. Over the past 12 months we have been working hard to strengthen our key partnerships, exceed our clients' expectations,

invest in new products and sustainable solutions and to refine our internal processes. These awards are welcome testament to the progress we have made in these areas."

Entries were judged on all aspects of achievement including innovation, best practice and sustainability as well as the contribution to the event industry and the difficulties encountered and overcome when executing events and exhibitions this year. ■

Visit: www.exponet.com.au



THE #1 BEST SELLER

of portable sanitation chemicals



EXCLUSIVE AUSTRALIAN DISTRIBUTORS

Tel: 07 3277 5727 | Email: sales@totalsan.com.au | Web: www.totalsan.com.au

Total Sanitation

Solutions

Mobile and modular deployable cooling tower launched

Aiming to reduce customer energy costs and save space on industrial sites, global provider of modular, mobile power Aggreko has launched a new proposition – the Global Cooling Tower (GT) Series.

The GT Series, Aggreko's first mobile and modular cooling tower which can be deployed on a global level, aims to support and increase efficiency for customers operating in an increasingly decentralised and digitalised energy market.

Engineered by Aggreko, the new cooling towers are built into a standard shipping container frame that can be installed quickly and easily on new sites, or integrated as part of existing Aggreko projects typically within a few days

following delivery. To support the frame, Aggreko has developed new extendable legs, housed within the frame, which can adjust the height of the cooling tower, based on customer need and application.

Available in two sizes, the GT-40 and GT-20 cooling towers can be lifted with a forklift or crane, and transported by road, rail, ship or air, Billy Childers, head of Aggreko Cooling Tower Services (ACTS) said.

"This can reduce customer shipping costs by up to 40%, and



The GT Series, Aggreko's first mobile and modular cooling tower can be deployed on a global level

offer a 25% smaller footprint, when compared to current towers. This coupled with the unique extendable legs allow the position of ancillaries under the towers to make the most efficient use of space on-site," Billy said.

"The units can cool up to 4000 gallons per minute (GPM) or, for the biggest and most challenging of products, the modular design allows the GT Series units to be interconnected side by side, or end to end, to cool up to 1,500,000 GPM. In the Australia Pacific region, the initial fleet addition will include the GT-20 as well as a number of GT10,000 units (10,000kW) which currently exist in the marketplace.

"The units maintain precise

temperature control and reduce energy costs through variable-speed fan motors. Aggreko estimates monthly energy savings from a single GT-40 cooling tower range from \$2,000 to \$5,000 compared to other rental cooling towers, contributing towards decarbonisation targets."

Aggreko has already installed GT Series products at customer sites across the world from Japan to North America.

"The introduction of the GT Series is the latest in Aggreko's cooling technology innovations," Billy said.

Bill Carrick, Group Director of Temperature Control said: "As energy markets continue to transition, Aggreko remains committed to the ongoing technology investment and innovation that best suits changing customer needs."

The GT Series is connected to Aggreko Remote Monitoring (ARM) providing 24/7 monitoring of flow rates, temperatures, power consumption and water levels to ensure continuous top-performance around the clock. ■

Visit: www.aggreko.com.au

Formit Portable Toilets are Australian made and manufactured with an exclusive Australia wide distribution network.

With 40 years' experience in the Australian Portable Toilet industry Formit understands your needs and the needs required for durability, reliability, and serviceability in tough Australian conditions.



FORMIT AUSTRALIAN MADE

VISIT OUR WEBSITE TO FIND THE EXCLUSIVE
FORMIT DISTRIBUTOR IN YOUR PARTICULAR STATE
formit.com.au

follow us @formitpt #formitservices

formit
PORTABLE TOILETS

02 4336 1000
info@formit.com.au

Trench box saves apprentice's life

A Shore Hire trenching box system installed on a factory demolition site in Lansvale in Sydney prevented workers from being crushed in the trench.

Shore Hire Managing Director Luke Geelan said the plumbing contractor believed the site looked ok when assessing and making the 3m deep cut on the demolition site.

"But being surrounded by heavy concrete, once the cut was made our client noted the conditions were difficult and one side of the cut wasn't as compacted as it should have been, needing additional trenching support," Luke said.

Shore Hire was on site within hours to assess the situation, later returning with two aluminium Shore Trench boxes for installation and certification, 'leap frogging' the boxes at around 4–5m.

"The contractor made the right call but it could have been catastrophic without it," Luke said.

"While their apprentice was working in the trench on site, he noticed gravel falling down and quickly jumped out of the trench; the trench shifted and they lost a section about 3m wide. If it wasn't for the trenching system in place the hole would have certainly collapsed. By all accounts our client is certain the trench box saved his young apprentice's life," Luke said.

According to Luke the client said it was a real eye-opening experience for its team. The client said: "As managers we always try to get across how critical safety is, but this experience really hit home for



Trench safety is crucial

our younger apprentices and was a valuable learning experience for all on trench safety. Always use all of the proper gear, and if you don't feel safe, don't get in it. The low cost of hiring the Shore trench boxes was certainly more than just money well spent. Our apprentice went home safely to his family that night."

"Our Shore Hire trenching system was installed and saved a life. After all safety is critical and means everything to us. The message here is it is not just about having shoring in place, it's about having the right shoring for the right project to create a safe working environment," Luke said. ■

Contact: 1300 Shore Hire or visit: www.shorehire.com.au

Perth construction worker dies after falling into trench

And the trenching deaths continued to stack up late last year, dragging the overall death by trenching numbers higher for the year.

Mid October, a construction worker on a Perth worksite became stuck after

falling into a 4m trench, which was filled with water and then collapsed on a building side at Mosman Park.

It took crews up to eight hours to retrieve his body, using specialised equipment.

WorkSafe is investigating. ■

BHP secures rental of five new Liebherr Ultra-Class Trucks

Five of the world's second largest mining trucks, new Liebherr T 282 C Ultra-Class Trucks, were rented to BHP for the Peak Downs Mine by the National Group with the last machine the final T 282 C to come to Australia and now Liebherr is producing a slightly different model in the T 284.



New Liebherr T 282 C Ultra-Class Trucks were rented to BHP

Representatives from National Group, Liebherr and BHP visited Peak Downs Mine for the hand over and to see the Ultra-Class Trucks in action.

Managing Director of the National Group, Mark Ackroyd, said: "I'm very proud of the process and the journey we have had with these trucks. I know BHP run a large fleet of 282's at Peak Downs and they have been a success story so we are pleased to add another five to their fleet."

"The Liebherr T 282 C mining truck continues to be the lightest (lowest empty vehicle weight) and most capable (highest payload) ultra-class mining truck. With its versatility to consistently haul 400-ton payloads of coal or overburden and its high fuel efficiency, the T 282 C has proven its productivity while maintaining a low cost per ton," Mark said.

Liebherr Australia Executive General Manager – Marketing & Sales, Tom Juric said: "The Liebherr T 282 C is the largest Ultra-Class Haul truck in Australia today and it's actually quite poetic

the last of these T 282 C's will go to the same company (BHP) that bought the first from us many years ago.

"As for National Group, the journey with them from the first time they set foot in our office to the units sitting behind me has been very quick. We knew straight away they were a serious operator and their relationship focus was second to none, and so the journey from first encounter to delivery to BHP was smooth. They are our ideal customer, we enjoy doing business with the National Group and we see a very long and healthy future with them," Tom said.

With a fleet of over 250 now, most of which are classed as 'Ultra-Class' large heavy earthmoving equipment (HME), National Group is continuing to gain momentum by adding one piece of HME each week.

When asked about the momentum building, Mark Ackroyd said: "We are just really excited for the future." ■

Visit: www.national-group.co



FORKFORCE®

1300 4A FORK
1300 423675
forkforce.com

Trust the **RENTAL COMPANY OF THE YEAR** with your forklift needs

Looking for a versatile materials handling solution to tackle rough, sloping or uneven terrain?

The sure-footed solution is **ENFORCER**

Available with:

- Lift capacities from 2.5 tonne to 5 tonne
- Container mast
- Specialised forklift attachments

ENFORCER
BY FORKFORCE
DIRTY JOBS DONE DIRT CHEAP!

ON
DEMAND
4WD



APPLICATIONS

CONSTRUCTION/MINING	AGRICULTURE/FARMING	FORESTRY

For more information on our special wholesale pricing for HRIA members on forklifts from 1T to 32T,
contact: Mick Hobson, Wholesale Sales & Rental Manager – **0419 815 658**



Terms & Conditions apply to all products & services listed. All prices exclude GST & transport charges. All applicants must warrant that they are creditworthy. The 'Rent-to-Own' Program offer excludes maintenance, are based on current list price & deposit requirements. All 'Rent-to-Own' Program applicants must warrant they are creditworthy. All offers subject to availability at time of order. Not to be used in conjunction with any other offer. All lift capacities listed are nominal. Images are for illustrative purposes only. We reserve the right to correct errors & omissions. Fork Force Australia are only the exclusive dealer for Ausa, Maximal and Enforcer. Offers expire 31st December 2018 or until sold out. Sale must be signed and completed by 31st December 2018. Fork Force does not provide financial advice. Please consult your financial advisor on tax deduction eligibility. *Maximum value of \$500.

6 tips for choosing the right size compact track loader

By Clark Equipment – Bobcat Australia. Every year more and more compact tract loaders (CTL) roll off the assembly line and join the crews of industry operators who need a versatile and cost-effective machine with a design that meets their needs.

With so many sizes available, choosing the correct CTL model may seem overwhelming. But by understanding what each size of machine offers, as well as your own specific application requirements, you can easily match a machine to your business needs. To determine the correct CTL size, consider the following factors.

1. Size of your workload

Put simply: the larger the workload, the larger the machine you need to handle the job. If you're regularly transporting a large quantity of material and need to move quickly, a bigger machine can carry, scoop and lift more material in less time, saving you money and helping you get to your next job faster.

2. Jobsite dimensions

The dimensions of your work

space, including access points, passageways or interior doorways, may limit the physical size of your CTL. So the height, width and weight of a loader should be another determining factor when deciding what size machine to purchase. If you're frequently working in tight areas like residential backyards, limit your search to smaller loaders.

3. Rated operating capacity

When all is said and done, rated operating capacity determines how much work a loader can do. Jobs that involve lots of loading, lifting of heavy materials or grading in tough soil conditions call for a machine with enough power and capacity to safely match the application. Consider the heaviest material you will transport with your CTL, and make sure the loader you choose is up to the task.

4. Lift height

Do you see lots of lifting and loading in your CTL's future? Larger CTL machines with a vertical lift path can safely lift materials to easily load trucks, transport and place pallets, or dump contents over walls and other tall barriers.

5. Horsepower requirements

If you'll mainly be operating auxiliary hydraulic attachments, opt for a high-horsepower CTL to achieve the highest attachment productivity possible. Higher-horsepower machines push more hydraulic fluid per minute into an attachment, an especially beneficial feature for demolition jobs that require extra power for hydraulic breakers or drop hammers. Keep in mind, however, that machines with robust engines won't be as manoeuvrable as those with smaller horsepower ratings.

6. Operating weight

It's also important to consider how you'll transport your machine between jobsites. The lighter the machine, the easier it is to transport. Double-check the weight limits of your truck or trailer before buying a CTL, and then decide if it's in your budget to upgrade to a higher-capacity mode of transportation if you do opt for a larger CTL. ■

Contact: 1300 736 848 or visit:
www.bobcatofaustralia.com.au

Huski cuts labour costs for landscaper

After purchasing a Toyota Huski skid steer loader a Queensland landscaping business can now tackle a wider range of jobs and complete them more efficiently, with half the labour previously needed.

GreenScope Property Services Operations Manager Craig Gierke said: "Having the Huski 5SDK5 loader machine has made a huge difference.

"We have been using it for a lot of work, including for bigger jobs and including ground maintenance, softscape and hardscape work. It's a very versatile machine, used for jobs such as preparing surfaces like driveways, rubbish removals, prepping for retainer walls, levelling ground and excavating for drainage. Also putting in soil

for gardens and mulching.

"Instead of taking three or four staff onto a job, the Huski loader allows us to take only two. So, those staff are still able to do the job in the same timeframe as four. It's win/win in that respect because there's a definite return-on-investment from the machine."

Toyota Material Handling Australia Queensland Area Sales Manager – Earthmoving, Jason Stamp, said Craig Gierke was looking for his first skid steer loader for the business and needed something powerful enough for large jobs yet small and



Craig Gierke from GreenScope Property Services has used the Huski for bigger jobs

manoeuvrable enough to operate in constricted spaces.

"Craig came to us with a brief that included having a machine that could deal with the tight access of his housing developments clients," Jason said.

"After checking out the Toyota Huski 5SDK5 in our showroom, we gave him a demo unit to use on his sites to ensure he was happy with it and, as it turns out, he was," Jason said.

"In the end it was an easy selection for us, given their reputation for reliability and

durability, and the excellent after-sales support you get such as with the on-site servicing.

"There's also the great peace-of-mind you get from their guaranteed warranty. Early on, we were using it and found the steering was a bit off. That very day Jason had a Toyota Material Handling Australia technician at our depot. He traced it to one of the steering rods and fixed it straight away," Craig said ■

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

New secure, cloud based software

A secure and seamless cloud based software program that makes it easy to access, monitor and manage equipment from any Internet-connected device anywhere in the world is about to be launched by LDC Equipment.

To be launched in March, Cloud Director will give LDC users and owners more security and flexibility with their trailer mounted VMS message boards.

LDC Equipment's General Manager, Nik Morcus said owners and users will have the ability to change messages and manage traffic devices remotely, all in real time.

"Our new Cloud Director program will enable our customers to manage their electronic traffic safety equipment

more effectively," Nik said.

Cloud Director began development 18 months ago after LDC Equipment found a need for a more secure and accessible program. Formerly, access was PC based only.

"Customers will now be able to manage their equipment settings from any Internet-connected computer or device including changing sign messages individually or in bulk and make changes live in under one minute.

"Cloud Director will allow the equipment owner to grant access to



the programming of these devices to their own clients so they can manage their own messages while on hire and in use.

"Cloud Director will improve workflows, optimise resources and cut down on workforce hours. Hire companies will save time and labour by getting clients to program the equipment themselves."

Nik said LDC Equipment plans to continue developing the software to add further equipment

and devices such as radar speed check signs, Variable Speed Limit Signs and solar lighting towers.

"The long term plan is for our customers to be able to manage every component of their portable signage and traffic equipment with our software platform Cloud Director." ■

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

Are your Variable Message Signs compliant?

The critical nature of Variable Message Signs (VMS) to directly influence safety and traffic conditions means they should be 100% compliant with Australian standards to ensure reliability, performance and avoid potentially life threatening safety risks, DataSigns CEO Arnold Venema said.

"According to AS 4852.2-2009 Variable Message Signs – Portable signs, any LED traffic management sign needs to be fully visible at viewing angles of both 45° and 30° to an axis perpendicular to the display face and have anti-glare properties," Arnold said.

"It should also have a surrounding border with a

minimum of 100mm in width, all to ensure effective and prompt communication of messages.

"Displayed messages should be clearly legible in all lighting conditions. In order to do this, the sign needs light sensing capabilities that automatically adjust the output in response to external and environmental light factors. The sign should also be located well away from obstructions and take into account

the observation angle.

"Being unsure whether your equipment is compliant or purchasing equipment not up to Australian standards can put you at risk of safety hazards including injuries and loss of life," Arnold said.

The trailer supporting the VMS board needs to comply with the applicable Australian Design Rules for trailers, which encompasses door latches and hinges, trailer brake systems and more, Arnold said.

"According to the Australian standard, the sign should also maintain its intended position when subjected to wind-loading conditions as stated in AS/NZS 1170.2 Structural design actions: wind actions. The stability of the sign should also not be unacceptably affected by wind gusts from passing vehicles," he said.

Since VMS are frequently located in remote locations or locations without access to power, a solar panel array is required to ensure the ability to operate and recharge the battery as required when unattended.

"Under Australian standards the solar panel array for a VMS board should be capable of operating 'for a continuous

period of 24 hours under a solar irradiation of 40,000lx for four hours while still charging the reservoir battery," Arnold said. "The solar panels are also required to tilt to maintain the best angle for maximum sunlight collection. The reservoir battery should have the capacity to be charged and discharged continuously as required and have a minimum life of 12 months.

"Compliance with the Australian Standard is the first thing to look for when purchasing a VMS board since it is the quickest and easiest way to know if you're getting high-quality, reliable equipment," he said.

"All of our VMS boards are compliant with AS 4852 because we know what an important tool they are. Our trailers are fitted with ballast tanks that, when filled, can keep the boards stable through wind gusts up to 134km/h. The solar panel array can be tilted and rotated 360 degrees to maintain maximum sunlight exposure, and our LED displays are NATA certified to ensure the best visibility." ■

Contact: 1300 850 785 or visit: www.datasigns.com.au

Compact asset tracker sniffs out wifi

A compact, battery-powered, IP67 weather and dust-proofed tracking device perfect for mounting to small assets or in a concealed location, the Yabby GPS from Digital Matters comes as a new 4G modem (future-proof) and can operate as either a GPS or 'WiFi sniffing' tracker.

"Most useful for tracking lower value assets, particularly for the rental space, the Yabby is small enough to go into just about anything," Stuart German at Digital Matter said.

"The WiFi sniffer is incredible; basically it 'sniffs' wifi networks instead of using GPS, so it can track indoors and underground like in basement car parks," Stuart said.

"This version of the Yabby uses a Wi-Fi 'sniffer' to scan for Wi-Fi access points and the signal strength from each one. This information is then used to triangulate a position which is typically accurate to 100ft / 30m in metropolitan areas. "This can all be done in typically less than three seconds, using a lot less power than a typical GPS fix," Stuart said.

"The Yabby's 4G modem is compatible with both Cat-M1 and Nb-IoT networks – enabling new benefits. Traditional cellular network specifications (like 4G LTE Cat 9/12) are designed to provide high speeds and bandwidth – to enable smartphone users to stream videos and facilitate other data-intensive activities.

"The LTE Cat-M1 and NB1 specifications allow the cellular modem (uBlox SARA R4) to be simpler and smaller, and in turn



The Yabby GPS from Digital Matters

the Yabby. In our testing we have measured our new Cat-M1 devices use anywhere from one half to one third of the power of our 3G devices to perform a data upload. This allows the Yabby to still have excellent battery life (up to three years) on just three AAA batteries."

The Yabby can operate on different modes: one position per day for about three years, or it can be set for movement based reporting. Depending on how it is set, the Yabby will yield around 1,000 updates per set of three AAA Lithium batteries.

End users can also set a Movement Alert on the App for early warning if an asset moves without authorisation or is stolen. Then the user activates 'Recovery Mode' to go into Live Tracking every 30 seconds. ■

Contact: 08 6280 1217 or visit: www.digitalmatter.com

Site consumables company offers customer service

Site consumables and safety specialist, Jaybro is offering to beat prices from its competition by 5% and will lock that price in against all future orders.

Trent Joyce, Sales Manager at Jaybro said: "If you are currently purchasing any product in our range at a lower price elsewhere, send through a copy of the invoice and we will beat that price by 5%. This price will then be locked in against your account for future orders."

Jaybro's range includes: temporary fencing, water filled barriers and concrete crash barriers, traffic control, signage and road marking products, custom printed banner mesh, geosynthetics, precast concrete and drainage products, pits and grates, safety workwear including custom embroidery and printing, personal protective equipment, respirator fit testing safety and traffic signs (printed in-house, fast), building materials, hoses, fittings and fluid transfer, washroom and lunchroom supplies, first aid and emergency products, plus on-site solutions and PPE vending.

The company was started by Steve Joyce in early 1996 after identifying a need in the market as a construction industry player.

Steve became frustrated by paying too much for site consumables; being given large catalogues of items from suppliers, but finding many of them weren't in stock and the

goods delivered several days later; waiting days for road and safety signs to be made; and the frustrations of calling suppliers who would only ask for a part number instead of listening to a part description, or weren't open when he called at 7am.

Jaybro began in the Joyce garage with the commitment to: provide same day delivery to sites; keep all products in stock in bulk to reduce back orders and focus on delivering the order in full the next day; make special signs overnight; ensure all customer service staff were well trained and had industry experience and knowledge. Plus, open the office at 6:30 in the morning so customers could get their orders in at the start of the day.

Steve Joyce's son, Trent said: "It's been our mission to make customers' life easier on site and these same commitments still drive the company today.

"Through a number of acquisitions the range has expanded to include products like geosynthetics, temporary fencing and site branding solutions and our range is ever evolving." ■

Contact: 1300 885 364 or visit: www.jaybro.com.au

New improved traffic management sign controller

A new improved RM32D Controller from DataSigns allows access to the 4G network to offer more reliable communications from the sign to WebVMS2 – a cloud-based technology offering full redundancy and security.

The cloud based tech also enables customers to monitor and program messages on Data Signs'

products from anywhere with any internet-enabled device.

The RM Series Controller has provided Data Signs customers a stable and reliable platform for remotely managing sign technology since 2011 through messaging, GPS location and other advanced sign functionalities.

According to the company, the

new technology and processes used in the creation of RM32D offer greater opportunities and will be available through service centres and its online parts store.

However, due to increasing difficulty obtaining critical parts for the original controller series designed in 2011, support and repairs for the RM32 controller

are no longer available. The company announced a migration path to support moving to the new generation Controller. Through a cable adaptor harness the signs can be upgraded to the RM-32D. ■

Visit: www.partsonline.datasigns.com.au

ATTRACT A NEW HIRE MARKET

WITH ONE MODERN PRODUCT



HOARDING HAS EVOLVED & THE INDUSTRY NOW DEMANDS THIS ENGINEER CERTIFIED SYSTEM

ABOUT THE PRODUCT:

TITAN has revolutionised the hoarding industry by creating a modular, free-standing hire product that's quick and simple to use. For the first time ever you can offer your customers, big or small, an engineered hoarding solution to compliment your current hire offering. This free-standing counterweight system allows hoardings to be installed quickly with zero fixing to floors or ceilings and is safe to the public. Engineer Certification is achieved by following simple instructions. Adaptable to suit any length and up to 7.2m in height free-standing, the customer simply hires the volume of components to suit their individual job requirements.

- ✓ Compact Component Storage
- ✓ Minimal, if any, maintenance required
- ✓ 10 Year Warranty
- ✓ Huge Demand
- ✓ Market Leading
- ✓ Patented Australian Product
- ✓ National Support
- ✓ Hot Leads

PROVEN DEMAND:

Used by all major retail groups including Westfield & Lendlease nationally.

Used by major construction companies including Hutchinson, Mainbrace, Badge & ProBuild.

Used by developers including Stockland, Mirvac & Lendlease.

Specified by major entities including Sydney Trains & Lendlease Retail.

ROI COMPARISON

	Cost ex GST	Product Life	Revenue over product life @ 100% Utilisation	Maintenance
20ft Scissor	\$21,000	10 years rebuild required at 10 years	\$156,000	Ongoing & Costly
Vs				
TITAN 50Lm Shopfront Hoarding (3.6H)	\$23,226	30 years	\$504,504	Rare

This is the first time TITAN has been offered for sale to hire companies to allow you to hire B2B or B2C. Get in quick to secure a lucrative long-term revenue stream with minimal outlay.



TITAN Typical compact storage solution

Components for 50Lm of hoarding require only 1.2m square of floor area for storage.



TITAN

HOARDING SYSTEMS

AS4687 Engineer Certified

TITAN ENGINEER CERTIFIED
PUBLIC PROTECTION®

NATIONWIDE

1300 848 266
or visit

1300titan.com.au

New website lights up lighting tower options

To serve its growing market in its biggest export market, Australia, Morris Site Machinery has launched a dedicated website to showcase its lighting towers via its key sales, service and aftersales partner, Access Service Australia.

The new website – smclightandpower.com.au – will provide details on lighting towers across Ultimate, Standard and Eco ranges, offering customers low voltage, fuel efficient, economical and environmentally-friendly solutions, as well as information on its extensive SMC range.

Morris Site Machinery has been

developing and supplying lighting solutions to meet the demanding rigours of Australian terrain and temperatures and its health and safety requirements for 15 years.

In the past 12 months Morris Site Machinery has supplied customers with the latest SMC Ultimate light tower with run times close to 300 hours, Extra Low Voltage Models, anti-glare HALO

soft light LEDs and SMC Solar/Battery Lighting Towers with 500 hours runtime achievable from the batteries alone.

International Business Director Phil Winnington said: “The new website for Australia was a logical step because it is such an important and growing market for us. We understand its needs and have built strong ties over the years

by developing innovative, robust and reliable equipment.

“We offer Australian customers great quality at every level and are excited about spreading the word about a range of lighting towers that truly delivers.” ■

Visit: smclightandpower.com.au



Morris Site Machinery has launched a dedicated website for its Australian market

LED lights up everywhere with no bulbs, no heat and instant start

Australian family owned business Orb Engineering Services provides energy saving portable LED Lighting, LED Lighting Towers, LED Balloon Lights and renewable energy solutions with brands including the award winning range from Lind Equipment, 8:12 Illumination, SetoLite and PowerOak all backed by a three year international warranty.

Joe Puglisi, National Sales Manager for Orb Engineering said the company has achieved major successes in recent years.

“In 2016 Orb was engaged in project management for a contract in the Netherlands to commission an electrical power station of over 50MW for the new Microsoft Data Center,” Joe said.

“In early 2017 Orb embarked on a successful renewable energy research and development project which encompassed

the integration of renewable technologies onto a mobile platform for power generation. This technology included solar panels, wind turbines, a lithium battery bank and control system. The output of the program was the market release of the Renewable Energy Generator (REG) Trailer.

“In 2018, HVAC & Power Solutions FZE were appointed as our agent for the Middle East region to provide customers with innovative choices when

considering Construction LED Lighting Towers, LED Balloon lighting and LED Work Lights.

HVAC & Power Solutions FZE are active in the following countries: Afghanistan, Bahrain, Kingdom of Saudi Arabia, Kuwait, Jordan, Oman, Pakistan, Qatar and UAE.

“Our service includes a free lighting plan to help customers identify the best lighting solution,” Joe said.

Brian Astl, President of Lind Equipment said Lind Equipment’s LE980LED large area light can replace a traditional 1000-watt metal-halide light with only 200 watts of energy draw representing an 80% energy reduction in a product that eliminates bulb or ballast changes.

“To understand why LED light data sheets show a smaller lumen number than traditional metal-halide bulb-based lights it is important to understand the technology differences between LEDs and bulb-based lights,” Brian said.

“The Lind LE980LED large area LED light, which replaces a 1,000-watt metal-halide bulb, produces 30,000 lumens vs. the 100,000 lumens reported for metal-halide bulb.

“Bulb-based lights may show a higher lumen number; but what really matters is how much of that light is useable.

“A 1,000-watt metal-halide bulb typically comes in at 100,000 lumens. However, half

of that light goes in the wrong direction – back into the light fixture housing and not toward the work area. Light fixture reflectors do very little to reflect the light to the work area, so the bulb immediately loses half of its 100,000 lumens,” Brian said.

“As the metal-halide bulb ages, its ability to produce light is reduced rather quickly. Of the 50,000 lumens projected toward the job site, 40% of that lumen output deteriorates. That means a 1,000-watt metal-halide bulb produces 60% of 50,000 lumens, or 30,000 useable lumens. Coincidentally, that’s the same number of lumens projected by equivalent LED lights that direct all of their output to the job site. Plus, LEDs have little light power deterioration over time.

“The Lind LE980LED light cart offers the same usable light output as a 4 x 1,000-watt metal halide cart, yet uses just 20% of the power. LED technology almost eliminates maintenance requirements.

“LED-equipped light towers can effectively light up job sites, have few bulb issues and require much less power to use when compared with light towers outfitted with metal-halide bulbs.” ■

Contact: 02 9188 8807 or visit: www.orbservices.com.au

Manitou teams up with video game Farming Simulator 19

To present its latest telehandlers and forklifts in a new and fun way while enhancing brand awareness, Manitou Group has signed a partnership with Farming Simulator 19, the online video game with the largest community of farmers in the world.



Manitou has signed a partnership with an online video game with the largest community of farmers in the world

The famous farming simulation game created by GIANTS Software will now include three Manitou solutions.

Three new models representing three ranges will appear: the MLT 737-130 PS+ telehandler from the NewAg range, the MLA-T 533-145 V+ articulated telescopic loader, and the MC 18 model, the first rough-terrain forklift to be included in the game.

The group wants to introduce its recent models to a wider audience by reaching all generations.

"Farming Simulator is the favourite video game of farmers today, with over 15 million copies sold in 10 years. It is exciting to be able to show off the features and benefits of our solutions (machines, options, and attachments) in highly realistic environments. Our aim is to

promote these models through Farming Simulator, while offering players the opportunity to come and see the machines 'in real life' when they are exhibited at trade shows," Arnaud Sochas, Product Manager of the agricultural range said.

Under this partnership Manitou will contribute its latest innovations and expand the represented product range within Farming Simulator in the future. Future Manitou Group exhibition booths will include a game demonstration area.

Thomas Frey, Creative Director, GIANTS Software said: "The Manitou group has established an international reputation in the handling sector. It was important for us to be able to represent them in this new edition. These three models offer a very wide range of applications, which will obviously make all our players very happy." ■

Contact: 02 4009 1756 or visit: www.manitou-group.com



HOPPT AUSTRALIA - CONSTRUCTION EQUIPMENT

QUALITY YOU CAN TRUST

GET THE JOB DONE!
Call Hoppt now on
1800 046 778

Email: sales@hoppt.com.au Web: www.hoppt.com.au

Pocket Rocket is ready for hire

The updated version of the popular Aussie AB30 Pocket Rocket from Aussie Pumps is a new compact, super robust 3,000psi pressure cleaner with a frame based on Aussie's OH&S friendly 'Scud' design, and made for hire to trade.

A 3,000psi heavy duty triplex pump and Honda 6.5HP industrial petrol engine is housed in a new stainless steel trolley frame with 4 flat free tyres.

An in-depth survey of the hire industry revealed renting pressure cleaners is about performance but also about user ease of operation and OH&S.

"The unique Scud design has won awards for innovation and particularly been praised for its 'no sharps' design," Aussie Pumps Chief Engineer John Hales said.

"Nobody wants to catch their clothing or trip over some protruding, sharp element on a piece of hire equipment," he said.

Aussie Pumps said the Scud's design is more manoeuvrable than conventional European or American style machines. The stainless steel, centre mounted lifting bar means the 40kg unit can be easily lifted on or off utility vehicles or trucks.

The unit is equipped with 10m of 5,800psi rated high pressure hose and supplied with a stainless steel single lance with an Aussie Laser Cut cleaning nozzle, John said.

"Optional turbos lances are available for hire customers who want an extra bit of 'whack'. Using an Aussie Turbomaster turbo lance boosts the effective working pressure of the pump up to 4,300psi," John said.

"We designed the machine to make it virtually 'hire proof'," John said.



Aussie's new 3,000psi compact 'hire spec' high pressure cleaner

"The feedback is these machines are easy to hire because they are really popular with rental customers," he said.

"Best news for operators is although the machine is extremely capable it fits into the 'Class A' category in the Australian Standards for High Pressure Water Jetters. This means operators do not need to be certified to use it.

"The stainless steel frame requires virtually zero maintenance for the life of the unit and adds huge appeal for renters.

"The Italian Big Bertie triplex pump in the Aussie AB30HH comes with a four year warranty, three years longer than its closest competitors," John said. than its closest competitors," John said. ■

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

No operator certification for jetters

Aussie Cobra Class A jetters that do not require operator certification under AS/NZS4233.01 from Aussie Pumps are now available from Kennards Hire.



Kennards Hire staff undergo the Aussie Jetter practical training program

The new Aussie Cobra A jetter offers fast, efficient drain cleaning with the ability to clear chokes in drains up to 6". It is powered by a Honda GX630 23hp electric start petrol engine and features a 'Big Bertie' Bertolini triplex pump that delivers 20lpm flow at 275bars (4,000psi).

The unit also doubles as an efficient pressure cleaner and can be rented with a wash down gun that enables the operator to use the machine as a clean-up tool.

The Cobra A Safe Jetting training program has been rolled out to Kennards Hire staff

across the country covering jetter application, safety and maintenance.

"The Kennards Hire team were very open to the jetter training and were impressed with the ease of use of the machines", Aussie Pumps' Operations Manager, trainer on the day, Hamish Lorenz said.

"The trainees said the jetter machines offer new efficiencies and safety features, which will see them become a popular hire item with customers", Hamish said. ■

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

Dimmer switches for outdoor lighting

The Decorative Lighting Company offers dimmer units for its lighting solutions.

According to the company the dimmer choices depends on how

many lights are running. There are a choice of a 192 watt and 432 watt dimmer units available (both options come with a wireless remote allowing for ease of use).

The units are simple to apply and screw in after the power supply (no electrical work needed). The output of the dimmer unit is then screwed into the beginning

of the lighting system. ■

Contact: 07 5575 5070 or visit: www.decolight.com.au

ARE YOU READY FOR GRID FAILURE?



If your business can't afford to stop, choose the back-up power you can trust.

With a range of diesel-powered units available - from 7.5 to 2,500 kVA - there's a FG Wilson Generator Set to suit your needs. Offering a choice of open or enclosed models - with industry-leading technology to reduce sound levels - you receive outstanding value-for-money. Designed for optimal performance in even the harshest conditions, our customers include power stations, mine sites, farms, events, hospitals and businesses where continuity of power is critical. As the exclusive Australasian dealer for FG Wilson products, we're also the number one choice in remote areas where prime power is unavailable or unreliable.

For more information on the range of FG Wilson Generators visit www.allightsykes.com/products/gensets or contact one of our power generation experts on 1300 ALLIGHT (1300 255 444).

ALLIGHTSYKES

The Power Behind Your Business

New small parts order picker safer than ladders

An efficient and safe alternative to conventional ladders, the Jungheinrich's EKM 202 small parts order picker (215kg) is available in Australia through NTP Forklifts Australia.

New features include the more than double load capacity compared with the previous model, making the EKM 202 especially suitable for the picking of small parts of any type without pallets.

In addition to the 100kg load capacity on the upper shelf,

the EKM now has a second storage space with capacity for a further 115kg. Additional storage compartments on the mast provide the necessary storage space for work materials.

Thanks to its new AC drive, the truck achieves a maximum travel speed of 8km/h in order



A small order parts picker provides a safe alternative to ladders

to quickly reach the next location during order picking. The 120 Ah lithium-ion battery provides sufficient energy for particularly long and intensive applications.

The truck is equipped with warning zone lights that mark the potential danger zone for use in retail outlets with public traffic. The lights activate automatically when the operator platform is raised, projecting an area around the truck.

The EKM guarantees safe entry and exit with automatic door locking. Jungheinrich also offers the truck with guide rollers for use in narrow aisles or in modular racking. Thanks to its extendible mast, the EKM 202 can achieve a reach height of up to 5.3m. This makes the EKM a safe and efficient alternative to conventional ladders.

Jungheinrich has provided the EKM frame with a robust metal drive frame. The processing of external plastic has been deliberately dispensed with, giving the truck optimum protection against damage. This applies in particular to the drive wheels, which have been placed within the contours of the truck.

Optional equipment include: guide rollers; different access modules; flashing lights and warning tones. ■

Contact: 02 9760 0666 or visit: www.ntpforklifts.com.au

Toyota forklifts leading hydrogen charge

The first Toyota hydrogen fuel cell-powered forklifts outside Japan were trialled by Toyota Material Handling Australia (TMHA) at Toyota Motor Corporation Australia's parts centre at Altona, Victoria.

The zero CO₂-emission Toyota hydrogen fuel cell (FC) forklift demonstration was an extension of Toyota's trial for its Mirai fuel cell electric vehicle (FCEV), which share the same hydrogen-powered technology.

The Toyota hydrogen FC forklifts have a nominal rating of 2,500kg lift capacity. Toyota hydrogen FC vehicles take pressurised hydrogen which is fed into a fuel cell stack, where it is combined with oxygen to create a chemical reaction that produces electricity to drive various motors depending on demand for motive power or hydraulic power for steering, braking or lifting loads.

Toyota hydrogen fuel cell (FC) forklifts will be suitable for logistic and warehouse operations given they can be conveniently refuelled

in just a few minutes, offering obvious productivity efficiencies.

These hydrogen FC forklifts are a clear demonstration of our commitment to the environment through the adoption of new and sustainable technologies



Toyota hydrogen FC forklifts have a nominal rating of 2,500kg lift capacity

Toyota Material Handling Australia General Manager – Corporate Compliance and Project Development, Bob Walmsley, said the hydrogen FC forklifts take around three minutes to fill the hydrogen tank compared with around eight hours to recharge a conventional battery. “This means we can use these forklifts more often, without having to significantly wait between charges or use second-shift batteries to achieve the same utilisation,” Bob said.

TMHA president and CEO, Steve Takacs, said the Toyota hydrogen FC forklifts are another example of the synergies available to Toyota Material Handling Australia from Toyota's automotive arm.

“Our engineers collaborate across the Toyota Group to incorporate the latest technologies

acquired from our automotive sector,” Steve said.

“These hydrogen FC forklifts are a clear demonstration of our commitment to the environment through the adoption of new and sustainable technologies. They have excellent environmental credentials as they do not emit CO₂ or substances of concern (SOCs) during operation.”

The Toyota hydrogen FC forklifts and Mirai are not for sale in Australia mainly due to a lack of hydrogen refuelling infrastructure.

Toyota's mobile hydrogen fuelling station installed on a Hino 700 Series truck fuelled the FC forklifts and Mirai during the trials. ■

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

Popular excavator perfect for rental market

Described as the perfect rental machine for a contractor who needs a compact excavator but needs a slightly heavier piece of equipment that can still be easily towed, the Doosan DX85R-3 is one of Doosan Construction Equipment's most popular excavator models.



The DX85R-3 offers what the company calls best-in-class cycle times due to its cylinders

Part of the popular 8 tonne class of excavators, the DX85R-3 comes standard with rubber tracks to minimise ground disturbance. It is a powerful machine with bucket force and is light enough to be easily moved between worksites. Its reduced tail swing design allows operators to work in tight spaces and its excellent slew performance makes it an ideal machine for working on slopes.

The DX85R-3 offers what the company calls best-in-class cycle times due to its cylinders, which are sized to match pump capacities. It offers smooth, predictable operation with fingertip boom swing control via a thumb switch on the left joystick.

The comfortable joystick controls reduce hand fatigue and include two way auxiliary hydraulic controls.

Inside the cab, a multi-language

deluxe colour panel displays fuel level, coolant temperature, day/time, throttle position and engine rpm. Operators can select auxiliary hydraulic flow modes and rates from the panel. For increased security, an integrated password protection system may be used to help prevent theft.

Doosan Construction Equipment will display the DX85R-3 compact excavator at The American Rental Association Show in Anaheim, California from 17-20 February 2019. ■

Visit: www.doosanequipment.eu

CROMMELINS CC70RPT COMPACTOR

- Folding handle
- Wheel kit
- Frame with heavy duty lifting hook

NEW



CROMMELINS.COM.AU

TSURUMI SUBBIES STRONGER FOR LONGER

Auto & manual versions



Dry run capability

RELIABLE, ROBUST, HIRE READY

Aussie Pumps

02 8865 3500
www.aussiepumps.com.au

Cordless tools cut the cord on job sites

Reducing the need for electricity on-site and potential trip hazards through use of powerful, portable and rechargeable batteries, three of Kennards Hire flagship branches in Richmond (VIC), Moorabbin (VIC) and Artarmon (NSW), have rolled out a suite of cordless products to complement the company's standard 240V and petrol fuelled equipment.

With a range of cordless power tool options, Stihl and Milwaukee brands feature heavily among the 30 products at the new cordless branches.

Equipment available will include a range of cordless water transfer pumps, magnetic base drills and demolition saws from Milwaukee.

The three branches will also be fitted with Milwaukee customer experience centres.

These dynamic touch points will allow customers to use the equipment to see cordless is as good, if not better, than corded or petrol units.

Braden Murrin, Kennards Hire Head of Assets and Procurement, said offering a cordless alternative to the modern consumer was an easy decision to make.

"Cordless tools are now as powerful and in some case more powerful than their traditional corded and petrol equivalent.



Kennards Hire has rolled out a suite of cordless products to complement the company's standard 240V and petrol fuelled equipment

Our large range of cordless tools delivers consistent power, durability and lengthy run-time for jobs big and small."

Select Milwaukee cordless gear features the dynamic 'One Key' technology. Customers are able to adjust the equipment settings from their mobile phone or portable device. ■

Visit: www.kennards.com.au

Kennards Hire partners with Tamworth Music Festival

Kennards Hire also partnered with the Tamworth Country Music Festival 2019 18 January – 27 January 2019, assisting with equipment for the celebration of Country Music culture and heritage at the numerous concerts and live performances at various venues. ■

Light weight portable pump goes mining and stays in shape

Part of Aussie Pumps 'Quik Prime' pump range, Aussie Pumps has developed a 'Mine Boss' version of its popular diesel drive fire pumps, the 'Mr T' twin impeller high pressure pump which will deliver heads of up to 90m (140psi).

The pumps will prime from 7.6m (vertical lift) and produce flows of up to 500lpm and the company claims the Mr T is the best light weight portable high pressure fire pump in the world.

Powered by Yanmar L100 10hp, electric start air cooled diesel engine, the pump is built into a 38mm hot dipped galvanised frame with centre mounted lifting bar.

"We've seen what happens

to light weight pumps and other equipment on construction and mining sites when they're picked up by an excavator and trundled over to the new location and dropped," Aussie Pumps' Product Manager, Brad Farrugia said.

"Conventional commercial frames get bent out of shape fast. Our Mine Boss frames are built like a Cat D10," he said.

The pumps are fitted with e-stop and battery isolation as standard.



Aussie's Mr T fire pump Mine Boss version includes integrated fire extinguisher, emergency stop

Bunded trays and trolley mounts are also available as an option.

"We even supply fire extinguishers as part of the kit," Brad said.

Fire pumps can be teamed with a Rapid poly tank on a fast attack vehicle or, coupled to a larger tanker, depending on site and application.

Aussie Pumps believe every mine should have a portable mine spec fire pump on hand,

big pumps take time to mobilise. The Aussie pumps are compact, relatively light weight and highly efficient, Brad said.

The Aussie Mine Boss range of pumps are built at Australian Pump's Castle Hill site in Sydney and now operate in Australia as well as on mine sites in Africa, South-East Asia and through the South Pacific. ■

Visit: www.aussiepumps.com.au

The new name in Hire & Rental Insurance



HRIA Insurance Brokers is the preferred insurance partner of the association.

HRIA Insurance Brokers will provide added value for members by leveraging expert industry knowledge through the direct input from the HRIA coupled with the specialist insurance advice provided by PSC Insurance Brokers to further improve the insurance and risk management advice and services available to its members.

www.HRIAinsurance.com.au

1300 020 162



HRIA Insurance Brokers T/as PSC Insurance Brokers (Aust) Pty Ltd. (AFSL 342385).

Please refer to our Financial Services Guide on our website for information on our products and services and how we are remunerated.

Helping hire industry manage plant safety

Holding detailed safety and compliance data for more than 105,000 makes and models of plant and equipment, Plant Assessor is a cloud-based tool for managing plant and equipment safety.

Matthew Turner, Managing Director at Plant Assessor said the platform is constantly updated with new machines, specifications, legislative and other requirements, so customers are always up to date.

"Plant Assessor has proven to be extremely popular because it has set the benchmark for managing plant and machinery safety, while making it simpler and easier to manage," Matthew said.

"The machinery database is enormous, the software features useful and the user interface is clean and simple, so people find it extremely easy to use."

Plant Assessor is used by over 2000 businesses including machinery owners, hire companies, importers, distributors, dealers and auctioneers.

Hire industry end users include Coates Hire, Kennards Hire, Onsite Rentals, Tutt Bryant Hire, Porter Hire, Atlas Copco along with the hire divisions of all of the major earthmoving brands, Matthew said.

"Hire companies are streamlining all of the components of a robust plant and equipment safety management system to ensure their machinery and equipment is fit for use," Matthew said.

Ezyquip Hire chose Plant Assessor as its platform to manage risks associated with plant and equipment and has illustrated exceptional planning and execution in conducting a comprehensive plant safety plan.

General Manager, Denis Gardner said the decision to utilise Plant Assessor was extremely significant for the company, because the system would allow the team to have a more unified approach when monitoring and maintaining the safety of the fleet.

"Plant Assessor is quick and easy to use and is very thorough. Our team members can check the status of plant safety online at any time and can also provide detailed, machine specific risk assessments to our clients while they have plant on hire with the simple click of a button," Denis said.

"We are very pleased to have found such a simple yet accurate system to manage the process of ensuring equipment is safe when it leaves an Ezyquip branch."

Kennards Hire also used Plant Assessor to help in ensuring its Rail Division equipment met the exacting safety standards of the rail industry, Matthew said.

Business Manager for the Kennards Hire Rail Hire Division, Alex Eisermann said: "We initially called on Plant Assessor to assist us with ensuring we had all the relevant safety related information for each piece of equipment.

"I was very impressed with the process they used to assess each piece of equipment. Their team was extremely knowledgeable, efficient and thorough."

What started as a SQL database with a Microsoft Access front end used to identify faults and compile risk assessments on plant and equipment being auctioned in Wagga Wagga NSW has grown to become the world's largest plant and equipment safety platform, Matthew said.

"This cloud-based platform was a world first when launched in 2004 and has evolved to become the leading product of its type," he said. ■

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

New long ranger fire pump

A new 'Long Ranger' version of its popular Aussie Mr T twin impeller fire pump capable of running for extended periods has been launched by Australian Pump Industries.



Aussie's new 'Long Ranger' fire pump is a safety bonus

The high performance fire pump features a 16 litre long range fuel tank with a galvanised steel roll frame and gives the ability to run continuously for up to five hours without the need to refuel.

"Refuelling a pump in an emergency must be done extremely carefully. The larger fuel tank means this pump runs for longer between refills and is therefore a safer option," Aussie's Product Manager Brad Farrugia said.

Powered by a Honda GX390 13HP electric start engine, the pump features a pair of single piece impellers delivering flows to 500lpm. It has a maximum head of 95m (135psi).

The new Long Ranger Mr T features a three-way outlet as standard to allow dual hoses to be connected. Aussie use a large 2" suction port to feed water into the pump and this extra intake means two hoses can be supplied simultaneously without compromising performance.

The extra pressure produced by the twin impellers means the pump is ideal for pushing water up a hill to a supply tank or for drafting water from a creek or dam. Aussie Pumps gives a five year warranty on the pump end. The Honda engine is covered for three years. ■

Visit: www.aussiepumps.com.au

Mobile sales app makes sales smarter

Point of Rental's new Syrinx Sales App is now available on Apple, Android, and Windows mobile devices, enabling Syrinx's inventory management and CRM features to be used wherever required.

"The hire industry is becoming more mobile with every technology

advancement," Managing Director Mark Goodrum said.

"The Sales App allows sales teams to access the information they need and conduct business easily on customer sites, simply using a mobile device and an internet connection."

With the Sales App, mobile

sales teams are only limited by the level of access assigned them, and will be able to:

- access inventory availability;
- write quotes and contracts;
- view customer accounts, balances, and record contacts;
- create and amend pricing

agreements;

- email invoices and other documents to customers;
- create and evaluate prospects. ■

Visit: www.pointofrental.co.uk/sales-app

Sustainability, emissions reductions and what it means for equipment in Australia

While Australian politicians dither over potential climate change and emissions targets in some variant of the ever changing National Energy Policy to stipulate cuts to greenhouse gas emissions, European Union (EU) equipment manufacturers and American equipment manufacturers are leading the way in introducing equipment offering alternate fuel sources.

There are now a plethora of electric machines, from plug-in, hybrid or genset powered, battery paired with electric motors and prototypes of fully electric industrial equipment popping up at international shows. Plus product innovation to improve environmental performance of tools and equipment through use of lithium batteries, renewable energy and hybrid fuel technology is also increasing and many businesses are now thinking more sustainably.

Uptake of 'greener' technology has been much higher in the UK and Europe than elsewhere since emissions targets are much stricter. In Australia we are now seeing more choice in equipment with options in diesel and electric so one machine can now effectively do all the jobs that used to be done by one. Cost becomes less of an issue and savings on operation and efficiency also contribute to a greater push for hybrid equipment.

Australia is not yet required to meet strict environmental and emissions standards imposed elsewhere in the world, such as the UK, where in London, diesel machines are no longer allowed within city limits, forcing widespread use of hybrid technology.

According to Morris Site Machinery, which offers welders, pumps, generators and lighting, but in Australia is all about lighting; within the EU, Directive requires, in order to be first placed on the EU market, engines for use in non-road mobile machinery must be approved to demonstrate compliance with pollutant emission limits. The measures arose from an EC policy to harmonise the national arrangements of Member States, thus removing potential barriers to trade.

Directive 97/68/EC has been subsequently amended by 2001/63/EC, 2002/88/EC, 2004/26/EC, 2006/105/EC, 2011/88/EU and the last amendment Directive 2012/46/EU.

"The Directive was implemented into UK law by the "Non-Road Mobile Machinery (Emission of Gaseous and Particulate

Pollutants) Regulations 1999" (Statutory Instrument No. 1999/1053). The Regulations apply to new engines to be installed in non-road mobile machinery, intended and suited to move, or to be moved on the ground, either on or off the road," Chris Morris, CEO Morris Site Machinery (MSM) said.



Uptake of 'greener' technology has been much higher in the UK and Europe than elsewhere since emissions targets are much stricter

Currently in EU; EU Stage IIIA

"Mobile off-highway equipment supplied into the EU will have to meet Stage V emission regulations by the end of 2020. MSM will be introducing Stage V conformant engines into our production in 2019 to meet this requirement for the EU market.

In the US

"United States: Environmental Protection Agency, EPA Emissions Standards Regulations EPA Tier 4 Final. MSM is able to supply equipment with engines that meet these emission regulations," Chris said.

In Australia

"Australian Government, Department of the Environment and Energy, Product Emissions

Standards Legislative Framework. Product Emissions Standards Act 2017 No. 104, 2017 covers a broad spectrum of machinery.

"In terms of Australia, there is no country-wide legislation relating to diesel engines, but there was legislation drafted for 'spark ignited' engines in 2017.

"However, New South Wales has implemented a local state legislation for diesel engines above 19kW whereby from Jan 2018 all engines 19-560kW have to have minimum emissions level of EPA Tier 4 or be EU Stage IV compliant.

"(Note; mobile lighting tower engines are below the 19Kw, but MSM would still go with the policy of supplying the same specification as for EU.)

"Though Australian authorities are aware they do not have a regulation to cover off-road mobile machinery they are active in their approach that such machinery imported into Australia should conform to the EPA, EU latest emission standards, or similar.

"It is the intention of MSM to supply the same specification of engine to Australia to that supplied into the EU," Chris said.

Australia is not yet required to meet strict environmental and emissions standards imposed elsewhere in the world...

Access industry compliance

According to Snorkel's CEO Matthew Elvin, in the United States, Snorkel equipment complies with US EPA Tier 4 Final requirements.

"In Europe, we currently comply with Stage IIIA or IIIB requirements because they are required for the power output of the engine. Stage V requirements will take effect in 2019. There is a two-year transitional period for Stage V, however, we plan to implement Stage V in much of our equipment as soon as possible, depending on the supply availability of engines," Matthew said.

"In New South Wales, Tier 3 is required for all underground mining applications, government purchases and contract equipment. However, other than that there are currently no emissions standards for 'non-road' diesel engines in Australia.

"In Australia, ultra-low sulfur fuel is used which means while the regulation is not currently applicable, the fuel is correct for these engines from both European and USA standards to function correctly. This allows the industry and Snorkel to ship standard products from both European and USA production facilities to the Australian market.

"These regulations are in place to reduce the total emissions from off-highway engines and help reduce smog in populated areas. The

Continued on p64...

Australian standards are not as stringent as those required for the United States, Canada, the European Union, China or India,” Matthew said.

Setting emissions standards

“Emissions from certain products can be a significant source of air pollution, particularly in urban areas. The regulations controlling the emissions help improve our air quality to protect human health and the environment,” Chris Morris said.

“By setting emissions standards and stopping high-emitting products from entering into countries, pollutants in our air are reduced. Australian Product Emission Standards reference the standards of other countries.

“Compliance with emissions standards is the responsibility of the engine manufacturers and they work to offer different levels of emission-controlled engines to meet the requirements of different countries, in some instances being able to offer a lower specification so as not to be commercially disadvantaged.

Ever lower emission values are good for the environment but a growing technical challenge for engine manufacturers. The work the MSM Engineering Team and Engine supply chain have put in to the development of new increasingly fuel efficient and green is significant, and the Australian market can benefit from this...

“However, it can have cost implications for engine manufacturers complying with new and higher specifications. For OEMs like MSM, it is important we plan engine stock so production can have equipment available to meet the requirements of current or new legislation, without having an over stock situation of engines that are found to be out of regulation.

“Emission standards are extremely important and increasingly being sought by customers in pockets around the world especially in Europe with new exhaust gas standard EU Stage V being introduced in 2019 for mobile machinery including lighting towers.

“Ever lower emission values are good for the environment but a growing technical challenge for engine manufacturers. The work

the MSM Engineering Team and Engine supply chain have put in to the development of new increasingly fuel efficient and green is significant, and the Australian market can benefit from this at a time when the ‘topic’ moves up the agenda and the Australian market is only officially required to meet EPA Tier 4 Final emission regulations,” Chris said.

Matthew Elvin from Snorkel agrees.

“The biggest difficulty we face as an OEM, rather than an engine manufacturer, in regards to changing regulations is the impact on our engineering teams, who need to install, test, and document all newly compliant engines, along with maintaining older versions that are necessary for high-sulfur countries, while still remaining cost competitive in international markets,” Matthew said.

“Compliance with these differing international standards affects the OEM in several ways. It increases the cost of components and the final product, increases potential warranty issues and increased customer frustrations and complaints, and diverts our engineering to focus on engine compliance rather than product innovation.

“Most customers view these standards as less than favourable from a business perspective. They increase the complexity for their operators, increase the amount of training and potential technical problems, and ultimately, they increase the operating and purchase cost of equipment which is, in turn, passed on to their customers. In the same regard, customers value efforts to reduce pollution and improve the environment, however crave a solution that delivers the environmental results, without being overly detrimental to their ongoing business operations,” Matthew said.

Changing technology

“As a manufacturer and supplier of British lighting towers we observed the Australian market reacting and changing from metal halide to LED lamps far quicker than in the UK. Australian hire companies have been specifying LED on diesel light towers for the past four to five years, which in the case of SMC product now offers close to 300 hours runtime versus 85hrs from the previous metal halide equivalents.

“There is a growing interest in hybrid products with both end users and their hire suppliers seeking to find effective engine/battery combinations comparable in performance and light provision to standard diesel equivalents. The engineering team at Morris Site Machinery went one step forward a few years ago in developing the SMC TL55 Solar/Battery Lighting Towers which offer zero emissions, zero noise and zero fuel costs, with up to 500 hour run time on the SMC TL55 Battery alone and potentially an ‘indefinite runtime’ on Solar Power.

Matthew Elvin at Snorkel said we are seeing the attitude towards sustainability changing in Australia.

“Larger companies are starting to look more favourably at partnering with suppliers who share a commitment to cleaner air, by demonstrating an ability to meet minimum



emission standards even where there is no regulatory requirement. To some extent this is being driven by Work Health and Safety requirements on major commercial and infrastructure developments, where principal contractors are looking to reduce the impact of particulate pollution on the health of workers and the surrounding area population.

“Emissions standards in access equipment is a consideration in the Australian domestic market and Australian customers are actually looking more towards the pure electric and hybrid electric/diesel powered equipment as an alternative to traditional diesel power, as this technology continues to develop quickly, and the efficiencies and duty cycles improve.

“Noise is also a consideration; the impact of noise on the health of workers and the surrounding areas is another key driver behind the push towards electric and hybrid technology,” Matthew said.

Chris Morris said: “Some manufacturers and end users are really keen to find such sustainable and environmental Light solutions and when ‘Green solutions’ combine with ‘Commercial savings/benefits’ it’s a win win situation for both the environment and profitability.

“We are living in really exciting time of technological advancement with regards to LED, battery and solar technology. These innovations, combined with telemetry and even longer engine service intervals, offer customers the opportunity to work smarter not harder while reducing environmental impact.

“Stringent health and safety standards in Australia drive the requirement for supplementary lighting to create safe working or entertaining environments, selecting quality and cost-efficient products are crucial when companies plan projects or events. MSM is committed to embracing all the technological advancements and customer specific needs, which is why we now have one of the largest lighting tower ranges in the market today.

“MSM support the emissions levels and sustainability on their lighting towers by the fitment of timers and/or dusk to dawn monitoring to allow the user ease of use whilst reducing carbon emissions and fuel usage. Remote monitoring of the unit is an option where machines can be remotely stopped and started, fuel can be monitored, lights can be turned on and off and location/movement can be identified.”

Continued on p66...

SAVE TIME AND MONEY WITH THE SMARTSWEEP CLEANING APPLICATION

SmartSweep®

The SmartSweep cleaning application is an easy-to-use mechanical attachment to mount onto your diesel, LPG and electric lift truck to collect dust and waste. This attachment requires no hydraulic connections, and can be used to sweep in- or outside your warehouse (in dry conditions).



Watch the
SmartSweep
in action



CAPRICORN

PREFERRED SUPPLIER



View our demo movie on www.smartsweep.com or contact your branch for more information. Find more cleaning applications in our [brochure](#) (REF 35347797).



© November 2018. TVH® and TotalSource® are registered trademarks. SmartSweep® is a registered trademark in Europe and Russia. TVH is a supplier of after-market spare parts and accessories that are suitable for the maintenance and repair of OEM-equipment. Photographs and illustrations are included for reference purposes only. Printing errors reserved. All sales are subject to the general terms and conditions of sale on www.tvh.com/avv. AUAVBM_1809001



TVH AUSTRALIA PTY LTD · HEAD OFFICE BRISBANE

ABN 67 117 701 587 · 735 Boundary Road · Richlands QLD 4077 · Australia
T +61 7 3277 0877 · F +61 7 3277 0026 · brisbanesales@tvh.com · www.tvh.com

ADELAIDE

96 South Terrace
Wingfield SA 5013
T +61 8 8359 1155
F +61 8 8359 0600
adelaidesales@tvh.com

MELBOURNE

7/66-74 Micro Circuit
Dandenong South VIC 3175
T +61 3 9544 6622
F +61 3 9544 2617
melbournesales@tvh.com

PERTH

2/15 Colin Jamieson Drive
Welshpool WA 6106
T +61 8 9358 2200
F +61 8 9358 2822
perthsales@tvh.com

SYDNEY

1/1002-1010 Canley Vale Road
Wetherill Park NSW 2164
T +61 2 9756 6677
F +61 2 9756 3555
sydneysales@tvh.com

TVH PARTS



Electric engines, vehicles, and equipment are increasing in popularity as regulations tighten

“MSM can also offer other lighting towers which are ‘all’ electric machines with NO emissions, TL55 Battery model and TL55 Solar model.

“Emission regulatory requirements will continue to reduce the emissions, the program being focused on the automotive sector initially and in due course, to some level on the non-road mobile machinery. The Stage V (EU) and Tier 4 Final (EPA) will influence many countries, but not all, around the world,” Chris said.

Access industry leading the way

According to Haulotte Australia, lowering emissions, using more sustainable fuel sources and operating the most efficient machines are all immediate ways to create a positive impact on your environmental footprint.

In a world first system, Haulotte’s Stop emissions system automatically switches off the engine after a period (90 seconds) of idle activity. Systems like this significantly reduce the running time of the engine by up to 20% and reduce fuel consumption by 8%. Also with the engine switched off there is a significant reduction in pollution and noise levels, Haulotte Australia’s Managing Director Keith Clarke said.

“Cities across the globe must rise to the same challenge: tackle air pollution, fight global warming and offer their citizens the best possible living conditions. These constraints lead to the development of environmentally-friendly alternative energies. For this reason the industry is seeing a shift towards hybrid, or electric booms that offer the same technical performance as their diesel counterparts, but with a more sustainable footprint,” Keith said.

“Electric booms, like Haulotte’s latest Pulseo generation, offer lower energy costs and less air and noise pollution, all with optimal performance thanks to recent developments and continuous improvements in motors and batteries.

“Operation is no longer restricted since electric models can work in both indoor and outdoor applications, with rough-terrain

capabilities and low-emission and low-noise restricted zones, like hospitals and schools, at any time of day or night.

“High-capacity batteries and the ability to lower the basket by force of gravity with no power consumption means the battery performance is capable of a full day’s work. If extended battery power is required, the on-board range extender engine can rapidly recharge the batteries, while the machine retains its full operating capacity during the charge cycle. At the end of a shift, the built-in charger and its smart power management module optimise both the charge and life span of your batteries,” Keith said.

Snorkel products are designed to meet stringent US and European requirements, Matthew Elvin said.

“All Snorkel diesel powered lifts are Tier 4 Interim/Stage IIIB compliant. In addition, Snorkel is proud to offer a wide range of electric powered lifts, and also offers a bi-energy power solution on its rough terrain scissor lift family, which enables the lift to be switched between a Tier 4 Interim/Stage IIIB compliant diesel engine and electric power.

“Snorkel believes in keeping it simple and therefore favours reliable hydraulics over complex electrical/computer systems. This means all Snorkel equipment can be easily operated, maintained and trouble shot without the need for expensive diagnostic tools and specially trained engineers.

“For emissions compliance, we focus on improving efficiencies within the hydraulic and electric systems, enabling us to reduce engine size and horsepower, without compromising performance,” Matthew said.

“As the EU market starts to implement the increased standards, we foresee it being set at that level for several years while the remainder of the industry implements its compliant products. Currently, in the US market there is reduced political drive to increase emission standards,” Matthew said. ■

CALENDAR OF EVENTS

The Rental Show 2019 – USA

17-20 February 2019 –

Anaheim, California

www.therentalshow.com

BAUMA 2019 – Germany

8-14 April 2019 – Munich

World’s largest construction equipment show.

www.bauma.de

HIRE19 – Australia

22-23 May 2019 – Melbourne,

Melbourne Convention and

Exhibition Centre

Australia’s only Hire Expo.

www.hire19.com.au

HIANZ Conference & Trade Show – New Zealand

2-4 July 2019 – Hamilton

Exhibition and sponsorship

information contact: +64 07 575 2563

www.hianz.net.nz

Asian InterMat 2019 – Thailand

5-7 September 2019 – Bangkok,

Impact Exhibition

& Convention Center

Exhibition and conference that

presents products and services

around construction.

www.clocate.com/conference/Asian-InterMat-2019

CONEXPO Latin America 2019 – Chile

2-5 October 2019 – Santiago

Latin-American manufacturer-run,

regional platform for construction

industry.

www.conexpoLatinamerica.com

CONEXPO-CON/AGG and IFPE 2020 – USA

10-14 March 2020 – Las Vegas

The international gathering place for the construction and construction materials and fluid power, power transmission and motion control industries.

www.conexpoconagg.com



**HIRE 19
MELBOURNE**

**22-23
MAY**

HIRE19 Delegate Bookings NOW OPEN

Register and pay by 22 March 2019 to receive the
EARLY BIRD DISCOUNT



www.hire19.com.au

KUBOTA

SERIOUSLY RELIABLE

Kubota diesel generators are built ready for work. Whether you need power every day or for back-up support, Kubota delivers power when and where you need it most.



GL SERIES

- + Compact design and superior performance
- + Circuit breakers and RCDs fitted, offering protection from electrical shock
- + Single side servicing
- + Auto Start Controller (digital option only)

SQ SERIES

- + Super quiet operation
- + Large capacity fuel tank enables a 24-hour run time
- + Deep Sea 4520 Auto Start Controller with backlit screen
- + Factory fitted weatherproof receptacles, switches and RCDs

KD SERIES

- + Compact generator for fast and reliable power
- + All-Australian design
- + Oil-cooled diesel engine
- + Weatherproof receptacles
- + Easy to move around

Call now for low finance rates & your nearest dealer
1300 582 582 | kubota.com.au

For Earth, For Life
Kubota