

HIRE & RENTAL

A U S T R A L I A

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DEPARTMENTS



4 Company profile

Established in 2006 by a 20 year old diesel mechanic, Matthew Walsh, WALSH Equipment Services has now grown into the WALSH Group, which comprises WALSH Equipment Services, WALSH Engineering, and Vic Heavy Haulage.

FEATURES



6 Lighting

Innovation in lighting equipment continues, including the increasing efficiency and output of LED technology, as well as the development of lithium-ion battery technology, which when combined with LED lighting, has the potential to deliver substantial benefits, writes HARTLEY HENDERSON.

COVER STORY

JLG's recently-launched Metro-POD Lighting Tower – the newest addition to the company's popular 'Metro Series' – not only provides users with the latest in light tower technology, but the added peace of mind of knowing the model has been purpose-built in accordance with ISO 9001 standards.



Strong focus on customer support a key to impressive growth

Established in 2006 by a 20 year old diesel mechanic, Matthew Walsh, WALSH Equipment Services has now grown into the WALSH Group which comprises WALSH Equipment Services, WALSH Engineering, and Vic Heavy Haulage. **Hartley Henderson** writes.

The WALSH Group works with some of the biggest names across the mining, construction and industrial plant sectors.

Over 80 staff are employed across areas such as truck service and repairs, design and fabrication, crushing and screening equipment, sand blasting and spray painting, and asphalt equipment repairs, plus heavy haulage transportation. To effectively manage this broad range of operational

areas, a wide variety of skills are necessary including boilermakers, fitters, diesel mechanics and hydraulic technicians.

A diverse range of hire equipment is also offered, particularly in relation to the crushing and screening industry, where equipment such as cone crushers, jaw crushers, screeners and conveyors are available. Other hire equipment includes scissor lifts, telehandlers and forklifts together with weld generators,

Hytorc hydraulic spanners, trailers and sand blasters.

National Sales Manager, Darin Compt, said that while the company is based at Laverton in Victoria, and most of its work is contained in the South-East of Australia, equipment is regularly hired all over the country.

"We provide full pre-hire services and demonstrations on how to use all our equipment and our expert service technicians are





available 24/7 to attend to machinery, conduct maintenance, or resolve any issues in order to minimise downtime. WALSH has the largest independent emergency breakdown service team in Victoria," he said.

"Maintenance and preventative services are provided to keep quarry, mine or industrial plant running smoothly. In addition, we design and maintain a variety of equipment for the concrete industry – from large steel structures to pipe work, safety guarding, access ladders, chutes and conveyors.

"WASLH Equipment Services provides a one-stop-shop for design (utilising AutoCad and 3D Solidworks), construction, maintenance, repair, and equipment hire.

"Our service trucks are fully set up with cranes, air compressors and generators, while the service trailers are equipped with oil tanks and pumping gear, as well as waste oil recovery pumps and tanks to

ensure fast and effective onsite servicing together with assistance in dealing with emergency breakdowns and onsite repairs."

Success factors

Darin believes that there are three very important factors in establishing and operating a successful equipment hire company: your equipment, your people, and your support.

"It is imperative that you provide reliable machinery that people can trust to effectively undertake the project. In addition, you need a team that is knowledgeable about the product, about the market, and which is open to listening and ensuring that the needs of the customer are met because no two projects are identical," he told *Hire & Rental Australasia*.

"Also, as backup, you need the right support staff, maintenance team and parts

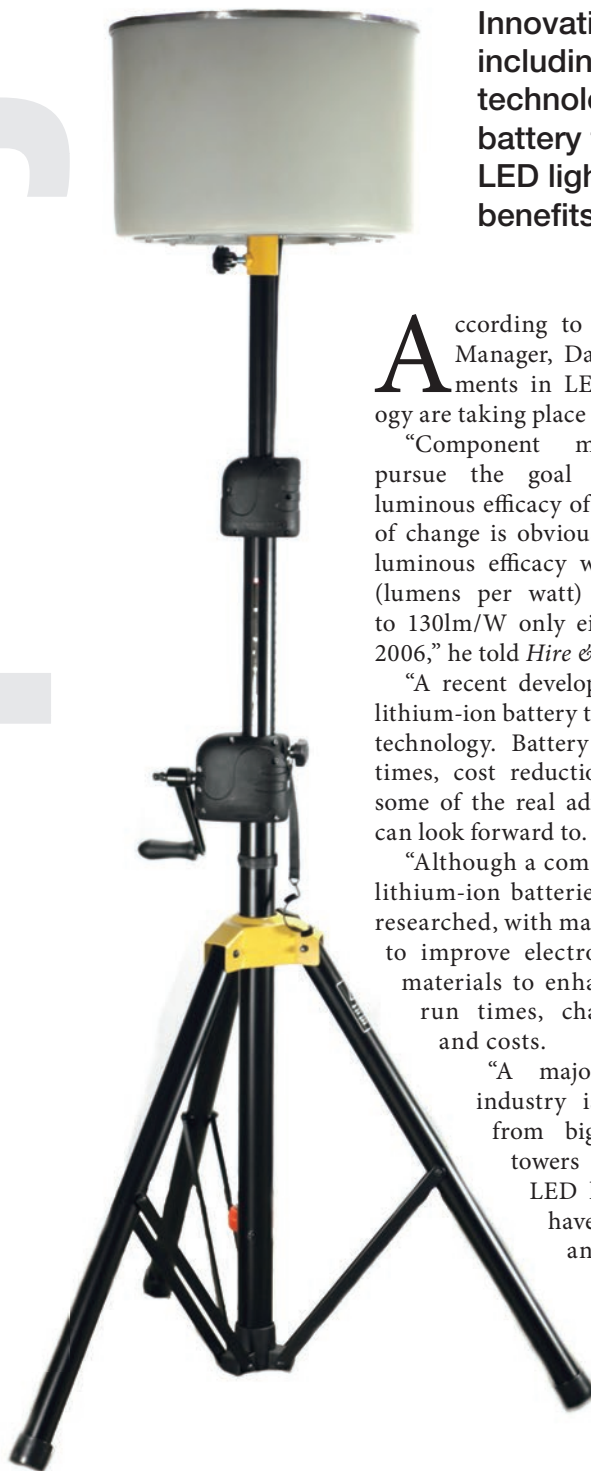
available – there is no point in having great gear if it's not maintained and able to be used when needed."

Darin points out that as it becomes harder for organisations to obtain capital to purchase machinery, hire becomes a valuable option.

"This causes an increase in demand, especially at peak times of the year for screening and crushing, when supply of equipment is limited. Therefore, it is important that organisations have the highest quality, well maintained equipment in their fleet," he said.

In relation to challenges facing the industry, Darin believes environmental issues will increasingly be a major factor affecting projects in the 21st century, so it is important to ensure that operations are conducted in a sustainable manner that minimises the possibility of negative impacts.

Developments in lighting continue to flow



Innovation in lighting equipment continues, including the increasing efficiency and output of LED technology, as well as the development of lithium-ion battery technology, which when combined with LED lighting, has the potential to deliver substantial benefits, writes HARTLEY HENDERSON.

According to Powerlite's Product Manager, Daniel Scott, developments in LED lighting technology are taking place at a dramatic pace.

"Component makers continually pursue the goal of increasing the luminous efficacy of LEDs, and the pace of change is obvious if we observe that luminous efficacy was above 300lm/W (lumens per watt) in 2014 compared to 130lm/W only eight years earlier in 2006," he told *Hire & Rental Australasia*.

"A recent development is combining lithium-ion battery technology with LED technology. Battery run times, charge times, cost reductions and weight are some of the real advancements that we can look forward to.

"Although a commercial success, the lithium-ion batteries are still intensely researched, with manufacturers looking to improve electrode and electrolyte materials to enhance things such as run times, charge times, weight and costs.

"A major change in the industry is the current shift from big 8+ kW lighting towers to small compact LED lighting towers that have smaller generators and use less fuel.

"Small compact work lights have been our best sellers of late,

such as our Podlite 300. We also have seen a real interest in battery operated lighting products, but the application range is more suited to quick deploy short term lighting with ease of use."



Powerlite has recently released the K10 work light, which is a multi-function battery operated work light and flood light all in one that gives the flexibility of

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Metro-MH

Metro-POD

Metro-LED

The bright new idea in lighting, JLG's Metro Series Lighting Towers offer a host of benefits to make light work of night projects. The Metro Series has reduced noise levels thanks to the new hood design coupled with better engine and exhaust system technologies. Customers can expect a brighter output of 3 x 610 W LED lights on the Metro-Pod and 340 W LED lights on the Metro-LED; while the Metro-MH boasts 1000 W Metal Halide light heads. Auto start/stop controllers and fuel efficient engines mean fuel consumption is greatly reduced and the units run longer between refuelling. Designed for side-by-side loading on trucks, transport is made easy and once onsite they are easily positioned and setup by one person, making for further savings in time and labour. And best of all, the Metro Series is designed and built in Australia with ISO9001 certification and is backed by JLG's industry-leading Ground Support network.



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combining different applications within the one light.



The K10 is a 90W battery operated LED light producing an impressive 12,000lm, with a weight of only 2.5kg. It gives the user the option of either a compact hand held light or a sturdy 1.8m high work light.

Daniel said the product design represents the latest technology in LED portable lighting and is designed to be virtually maintenance free while being robust enough to deal with the rigours of a harsh work environment.

Modular design

General Manager at Promac, Andrew McAdam, said LED technology is always improving and that increasing lighting output (lumens per watt) is an ongoing cycle.



"The chip improvement is one reason that we use a modular design for our fittings. Not only does it mean the lights are serviceable if damaged, but it also allows us to upgrade the chips over time," he explained.

"We recently supplied a batch of 3000W 240V LED to a client operating in arctic temperatures, so we developed a special 'XtremeCold' upgrade for their lighting towers to keep them running at minus 40.

"Our fixed LED lighting range has expanded as this has been a major growth area for us as more of our mining clients look to change their fixed lighting onsite. The product group now includes high-bay fittings and streetlight fittings certified to Main Roads WA AS/NZ standards.

"We've also developed a leasing model with a company that specialises in financing energy efficient projects. By financing the lights, clients effectively have \$0 upfront cost and the payments are tailored to provide a net inflow where possible."

Andrew said the Minespec Prolite 2400W DC LED is still the company's best selling product and replaces the traditional 6000W-7500W metal halide units around sites.



"There is also an increase in the number of clients who are looking to retrofit LEDs to their existing lighting towers. We've been through the engineering process on a couple of models and can supply kits for customers to install, or we can do the update for them," he said.

More efficient

David Peate, AllightSykes Lighting Tower Strategy Manager, observes that LED lighting is becoming more efficient and better at dissipating the large amount of heat generated by the LEDs.

"Our best selling products are the Mine Series LED lighting tower fitted with Hella Hypalume lamps. These lighting towers are mainly used in mining applications but are now seen on road construction sites for night work and site security," he said.

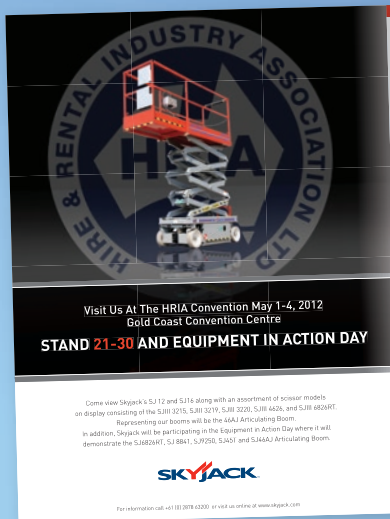
"Hypalume has been designed for applications where high performance LED lighting is required. Its 56 high power

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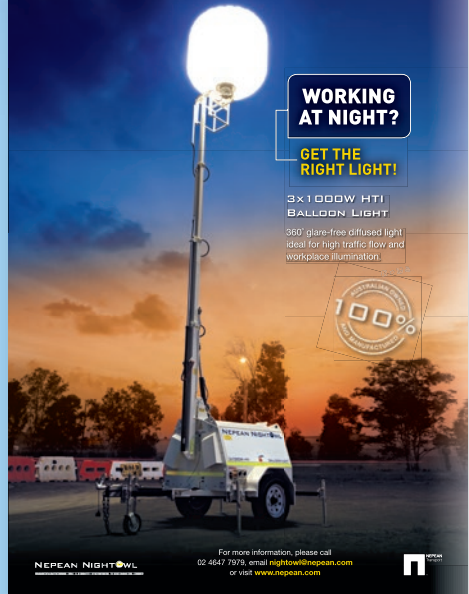
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Industry touch points
Bryn Jones is well placed in what he sees as the greatest challenges currently facing the industry. "Low priced imports are not capable of withstanding tough more specification requirements," he says. "In terms of customers, he notes that rapid response to customer service requirements is critical, but often said." "Re-fuelling intervals is becoming an increasing issue in mine sites," he adds. "With equipment either having to be pulled out of the pit or operations then down during re-fuelling."

LEDs produce an output of more than 28,000 lumens while only consuming 300W at 48VDC.

"The lights have a colour temperature of 5700K to provide a work environment that is the optimal balance between fatigue avoidance and high alertness."

AllightSykes recently released the Mine Series GEN2 300W 48V LED mobile lighting tower which features LED lamps purpose built for rugged terrain application and powered by diesel driven generator.

"These units, which are made in Australia, have a total control system that is easy to start/stop, and features optional location tracking. Re-fueling is only required every two weeks, and a 13-18t annual carbon footprint reduction per tower can be achieved compared with metal halide equivalents," David said.

"We are now starting to see 800W and 1000W LED light fittings on the market, but these are very heavy and costly."

David believes that important issues currently confronting the industry are excess fleet and low returns, and that meeting environmental standards will be a continuing challenge for the industry.



JLG Metro-POD

JLG has secured prestigious ISO 9001 certification for its recently launched Metro-POD lighting tower, which is part of its Metro Series.

ISO 9001 is the standard that specifies the requirements for a Quality Management System (QMS), which is designed to help companies ensure that they meet the needs of customers and stakeholders while adhering to the statutory and regulatory requirements for their product or service.

The latest update to ISO 9001, to which the Metro-POD lighting towers are certified, introduces a number of new changes requiring a higher focus on risk mitigation and places a greater emphasis on customer satisfaction and continuous improvement.

JLG Industries General Manager – Australia & New Zealand, Bob Mules, says the latest certification demonstrates the robust



management and quality systems at JLG, and the company's desire to remain at the forefront of this industry sector.

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

"It also assists in building a culture of continuous improvement where customers can count on consistent, repeatable, high quality products.

"Beyond JLG's own internal processes, the certification also affects supplied components, guaranteeing a high standard to the overall product.

"Gaining ISO 9001 is not only good for customers, but will also widely benefit JLG Industries as it will improve our processes and further build efficiencies in our business – it's a win-win situation."

Industry outlook

According to Promac's Andrew McAdam, the purchase and reconditioning of second-hand equipment has increased massively as auction yards take in disposals and repossessions. "This is great for our spare parts sales and workshop, but not so helpful for our equipment sales. Contractors are able to pick up the equipment so cheaply that it must be impacting rental opportunities," he told *Hire & Rental Australasia*.

"In selecting lighting equipment, hire and rental companies are still looking for maximum return on investment, reliability, performance, safety and product support – it's just that there's not as many looking right now.

"Australia is still a challenging market, but there are some signs of improvement domestically, so we are cautiously optimistic about the next 12-18 months. Personally speaking, we're seeing good sales overseas, with a couple of large batches of machines shipping in the latter part of 2016.

"Looking to the future, we see balancing the need to manage overheads and cost-base, but without impacting service delivery and equipment performance, as a significant issue confronting the industry. We've seen a number of well-known companies fail in the last 12 months as a result of the mining downturn and there may still be more to come."

Powerlite's Daniel Scott has suggested that a current issue confronting the industry is an influx of competition in both the hire/rental businesses and supplier chains, which can drive hire/rental rates down.

"Whilst good for the end user, this can be a real negative for the product suppliers and the hire/rental companies," he said.

"We believe the future will be bright for both the product suppliers and the hire/rental companies.

"However, the lack of recognised and enforced standards has resulted in an issue in relation to the quality of product currently on the market. Low cost and poor quality lighting products filtering into the industry is a major concern.

"The K10 from Powerlite addresses all of the concerns with regards to a quality product that will stand up to the hire/rental industry requirements."



A year of change for the industry

The past 12 months have been a time of change, not only for the pumps and pressure cleaners industry, but for the hire and rental industry as a whole. *Hire & Rental Australasia* reporter Lauren Butler spoke to industry leaders about these changes, as well as upcoming product releases and expectations for the year ahead.

Fundamental changes to the hire and rental industry will accelerate changes to equipment rental forever, according to Aussie Pumps' Managing Director, Warwick Lorenz. Mr Lorenz said that this particularly relates to the impact of big box stores and discount tool shops offering DIY customers products that would have been rented five or six years ago. However, this is not purely bad news for professional renters and product manufacturers.

"On the other hand, the opportunities for professional

renters, particularly in the construction and housing markets, are increasing dramatically. Smart hire companies are moving fast to focus on the professional end of the business rather than the diminishing DIY customer base," Mr Lorenz said.

For Aussie Pumps, the feedback has been an intriguing window into the market.

"In our pressure cleaner business, our customers tell us that 'weekend warriors' will go to Bunnings and buy a machine for \$100 to \$300 rather than renting a professional 240V four pole heavy duty galvanised frame pressure cleaner. On the other hand, the rental of our big professional machines in the hire industry, machines that appeal to professional users in construction and building, are accelerating and compensating for them in the old DIY market," he said.

Accessories increasing efficiency

According to Mr Lorenz, Aussie Pumps began to understand that these fundamental changes meant different products were needed in order to increase rental revenue. Customers were demanding better solutions, more efficiency and safer equipment.

"Last year we launched a series of accessories for our full range of 4,000psi pressure cleaners that added extra dimensions to the rental of those products. Renting turbos with pressure



Aussie Pumps' Managing Director, Warwick Lorenz, shared industry insights with *Hire & Rental Australasia*.



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cleaners is not new. Everybody in the industry knows that if you use turbo with a pressure cleaner you will halve the amount of time it takes to do the job and get a better finish and a happier operator. We call them 'Performance Enhancing Accessories'. It is like putting your pressure cleaner on steroids!" he said.

Examples include Aussie Pumps' Hot Link steam cleaner attachment, which converts a cold pressure cleaner into a steam cleaner, and its new drain cleaner attachment, which can turn a standard 4,000psi cold water machine into a drain cleaning jetter.

"Even plumbers will rent one of these rather than investing \$15,000 to \$20,000 in a complete heavy duty machine," Mr Lorenz said.

Challenges

Aussie Pumps' perception is that the industry is still reeling in many areas from the down-turn in the mining industry, though Mr Lorenz said that it had to plateau as the infrastructure projects tapered off.

"Smaller rental operators, and even some of the major players, faced the problem of cheap products being available at prices that diminish hire opportunities. On the other hand, those rental companies who stock the same cheap Chinese products that you can buy in big box stores offer no differentiation of quality or performance, and are basically dooming themselves to renting cheap products at low prices to try to capture a market which is basically already on the way out," Mr Lorenz said.

It is his belief that marketing great products that really work, to professional users, is a classic example of an intelligent response to this changing environment.

Technological advances

The new safety standards announced by the Australian Standards Association changed the game completely when it comes to pressure cleaners, according to Mr Lorenz.

"Operators who rent machines that are over 5,600 bar litres per minute in performance, that is the litres of flow per minute times the bar pressure rating, are responsible for making sure that the renters are informing the people who use them are to be certified by a registered RTO in the safe use of pressure cleaners. Users of machines under that rating, classed as 'A' class machines, are required to be informed of danger awareness, site safety set-up, machinery stop controls, hose and equipment inspection and personal protection equipment," he said.

That can be covered by a plate or sticker on the machine, thus helping the user and taking the responsibility away from the hirer. According to Mr Lorenz, inspections of



The Aussie Heatwave mobile steam cleaner.

hire company pressure cleaners often reveal that the safety stickers are worn off and have not been replaced since the machine was new.

“The new trends really amount to this being the age of the professional rental company where the real issue is making the renter’s job easier. With pressure cleaners, we knocked ourselves out to build packages of accessories that work with professional machines to get a better job,” Mr Lorenz said.

What to expect

Over the next 12 months, Mr Lorenz said that he expects to see major changes in both pressure cleaner and pump sales. With diesel popularity rising, it is anticipated that more diesel pressure cleaners will be sold to rental industries who service the construction and mining markets, with the majority of those being ‘A’ class machines, with some ‘B’ class units available where mining companies have certified operators available.

“In pumps we see a lot more of our big self-priming trash pumps being sold into the market. Those pumps will do 90 per cent of the work that a normal dry prime pump will do. They are simpler, more robust and much more cost-efficient than a dry prime pump,” he said.

A number of new products are expected to hit the market in the next 12 months, and Mr Lorenz said that some will be game-changers for the industry.

“This includes an ‘A’ class engine drive steam cleaner that runs under 75dBa noise level. We call it part of our ‘While the City Sleeps’ programme. We know that Government departments are hanging out to rent machines at this specification that deliver real steam cleaning power to remove graffiti, grease and oil stains from carparks or pavement, and even chewing gum. The trick is that they need to be able to do it in urban spaces at night, so a 75dBa noise level or under is mandatory,” Mr Lorenz said.

Taking opportunities

Aussie Pumps is a global company, with global affiliations. According to Mr Lorenz, the company ships worldwide, but many of its products have key components which are imported.

“For example, we use thousands of Honda engines that all come from Honda’s international supply network. We also use lots of Yanmar and Kubota diesel engines, and of course they all come from outside the country. Our pressure cleaners use ‘Big Bert’ Bertolini pumps because of their robustness and simplicity,” he said.

While many of the components are sourced internationally, the company’s manufacturing plant is on 2.5 acres at Castle Hill in Sydney. As an Australian manufacturer, Mr Lorenz said that dealing with cheap imports is an ongoing battle, but the company refuses to compromise on its quality, performance and safety.

“We see ourselves as partners to the rental industry. When Andy Kennard gave us an order for a substantial quantity of machines around 20 years ago, it changed our whole approach to the industry and taught us what serious consumers need. We are working with the rental industry to develop and capitalise on the great new opportunities available in the coming months,” Mr Lorenz said.

Competition and developments

For the industry as a whole, the past 12 months have been steady according to a member of Jetwave’s management team. With Australian players facing more competition from overseas manufacturers, Jetwave’s representative said that the company is seeing more of a push from international players looking for market share.

“They are coming down under and trying to get their volume up. Being big global players, it is getting a bit tougher to compete. There’s no doubt that companies such as Jetwave understand the Australian market well, and we adapt our products according to what our customers want and need. It is always our focus to come up with ways to add value,” the representative said.

Though new international players have entered the market, Jetwave is seeing growth in the water jetting industry, regardless of the mining downturn.

“Obviously mining has gone really soft and backed over; however, we are sensing a bit of a bounce back from that sector. It is quick to go, but slow to come back. That is just the nature of it. The shipping sector is growing; we have developed some really interesting products there,” Jetwave’s representative said.

In order to keep up with growing requirements, Jetwave is launching a new range of small to medium size petrol driven pressure washers, developed specifically for the end users of the equipment, as well as hire and rental users. According to the company’s representative, it offers more versatility, more protection and has a longer life.

“At this stage, that is our core focus,” they said.

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Keeping up to date

According to Jetwave, the biggest challenge within the industry is to stay efficient, lean and diverse. With new regulations in place, the company is adapting some of its products and educating its customers.

"We have some industry regulations and Australian standards that we have to adhere to, and some of those have only been advised recently. There has been a bit more awareness of that from the manufacturers and operators. We have had to adapt some products, and be more knowledgeable with the advice we put forward to our reseller network and in direct dealings with the end user," they said.

According to Jetwave, there are a number of mature players in the industry, meaning that there are relatively few major gaps in the market; however, the company believes there is always room to improve.

"It's pretty well resourced and covered. The players that are in here have been around for a relatively long time, and they are really adaptable in what they do – but we do believe there are some gaps, and we endeavour to fill those gaps with a more efficient, effective solution for the end users of the equipment. There is always room for improvement, and that is what we endeavour to do," the representative said.

Silent pressure cleaners such as Jetwave's Executive Silent Pressure Washer (pictured) allow extended working hours and increase efficiency.

Customisation and improvements

Customised products have been prevalent in the industry for a number of years, with customers seeking to make cheap equipment fit for purpose.

With more options on the market, Jetwave's representative said that customised products are becoming less common.

"It will always be present to a degree, because customers always do want to change what they can get to fit their needs. However, it is not as prevalent as it used to be, simply because companies have been forced to get more efficient with their manufacturing and create the efficiencies and synergies that they need in their



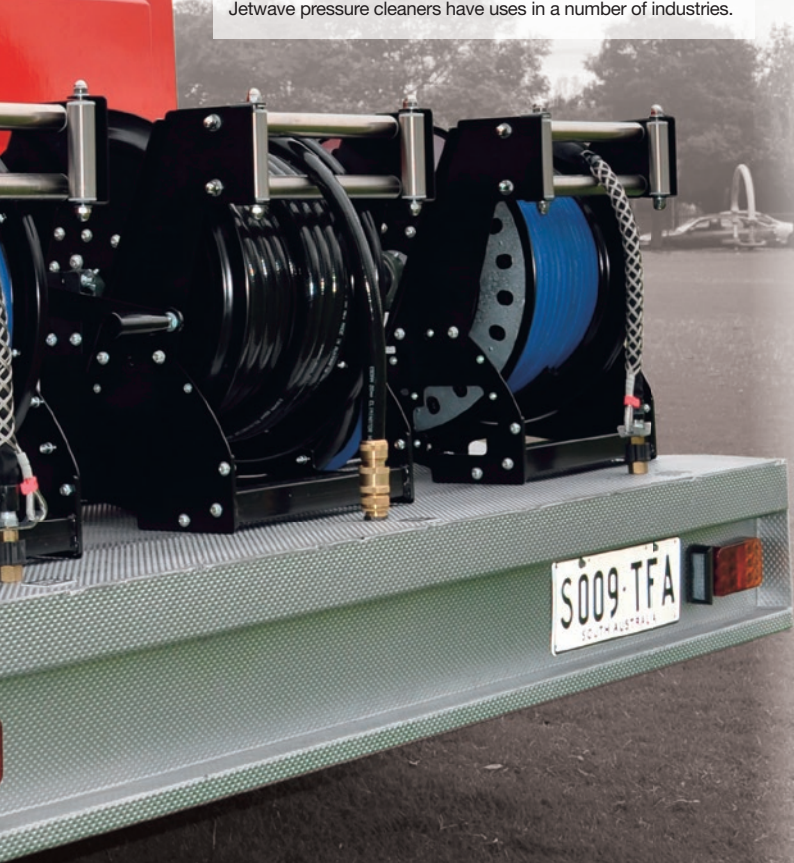


Jetwave pressure cleaners have uses in a number of industries.

supply chain. Compared to a few years ago, where it was probably a bit more prominent because the profit margins were a bit higher, I think everything is run a bit more lean, so customisation by nature is at a higher cost, and I think end users are being more cost conscious because it is a pretty volatile economy at the moment," they said.

In terms of the hire and rental industry, Jetwave expects to see some fundamental product changes in an effort to add value to high quality products.

"Especially when it comes to hire lifecycle, return on investment – which are big factors for the hire industry. Hire companies need to make sure they are aligning themselves with a quality OEM, which is a balance. You have got manufacturers out there who want to cut corners and cut costs, and with that comes a lesser quality. Then you have your manufacturers that are going the other way, which understand that it is a balance between cutting and controlling costs, and also maintaining quality. We are trying to do that, but we are also trying to add features and benefits."



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The latest in earthmoving equipment

The 2017 National Diesel Dirt & Turf Expo is a free earthmoving equipment expo, which also showcases tractors, mowers, agricultural equipment, tools, attachments and more.

With over 30,000 people attending in its first year, organisers are expecting even bigger crowds at Penrith in April.

As well as loaders and handling equipment, an 'innovations tent' will be the stage for free, non-stop presentations on the latest technology in excavators, loaders, dumpers, mowers, tractors, trenchers and more throughout the three days of the Expo.

If you own or operate machinery used in the earthmoving industry, there

is no better place to check out the latest technology innovations and price deals. Industry experts will be on hand to answer questions in a casual, relaxed environment.

"With the industry owning, managing and operating its own event, it is a great platform where we can add value to the knowledge base of solutions options for business owners, contractors and equipment users," Expo CEO Steve Zivkovich said.

Qualified excavator and compact loader operators will again be able to demonstrate their skills. Daily heats and finals with up to \$21,000 in prize money will culminate in a challenge for the trophy and bragging rights as 'Australia's Top Operator'.

As well as the high-value door prizes of a Toro stump grinder and Toro ride-on lawnmower, Norm Engineering is giving away 50 fuel vouchers of \$50 throughout the show. Other exhibitors are running competitions and giveaways for trailers and more.

Emma Husar MP, Federal Member for Lindsay said, "I extend a warm welcome to you, your family and colleagues as you visit Penrith for the Diesel, Dirt and Turf Expo 2017. Ours is a growing region and our communities are filled with hard-working men and women who contribute to our nation's growth each day. For that reason, it is a particular joy to welcome so many representatives from our valued industrial, agricultural and construction sectors as you keep up to date with the



Crowds at the 2016 National Diesel Dirt & Turf Expo.

latest technologies in your field and form networks with likeminded people from across the country.”

Entry to the event is free to all, and registration is not required. For more information visit: www.dieseldirtandturf.com.au.

Boosting safety training for small to medium fleets

Considering the terrible personal and financial toll road accidents take, and in view of road transport's high representation in these statistics due to the nature of the task, the industry must do everything it can to prioritise safety.

In this, smaller fleets would do well to adopt the safety procedures employed by larger operators according to Isuzu Australia Limited (IAL) Director and Chief Operating Officer, Phil Taylor.

“By nature, smaller fleets are dealing with fewer resources, and unfortunately this can affect their ability to form and enforce strict safety policies and procedures. One option available to them, however, is to emulate the



strategies used by larger companies,” Mr Taylor said.

A common shortcoming of smaller fleets is that they deal with safety issues as they happen, on a case by case basis, and in a very specific way. This is less

effective and harder to control than the holistic approach large organisations must take by necessity.

Safe Work Australia reports that around 80 people are killed each year while working in or around a truck.



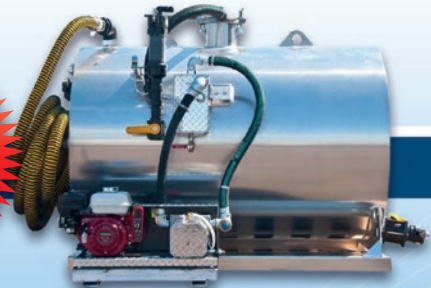
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Perhaps more alarming is the fact that 39 per cent of these people die in single-vehicle incidents.

"The statistics on single-vehicle deaths paint a very sobering picture. They indicate that rates of fatigue and speed are still much too high. Naturally, the same can be said of any factor that contributes to a fatality, but these figures are particularly sad considering issues like speed and fatigue can be dramatically reduced through cultural changes within a company. We owe it to ourselves and our colleagues to do our utmost to improve this situation – to do everything in our power to effect real change in the industry," Mr Taylor said.

It's estimated that each year, 20-30 per cent of the approximately 800,000 vehicles used for fleet purposes in NSW are involved in a crash. The cost of these repairs, replacements and excesses accounts for roughly 13-15 per cent of all fleet spending. Heavy vehicles also have a significant effect on the road toll as a whole.

As reported by the National Transport Commission (NTC), trucks and buses make up about three per cent of vehicles on Australian roads, and about eight per cent of vehicle kilometres travelled. Yet they're involved in 18 per cent of the total road deaths.

"Just as we've seen the Australian Government reduce overall road deaths through changing the broader culture around drink driving, speeding and seat belts, we must target workplace cultures to improve our industry's performance," Mr Taylor said.

In 2011, the NTC began engaging with the Australian business sector to encourage a more collaborative approach to the National Road Safety Strategy. The result was the National Road Safety Partnership Program (NRSPP), launched in 2014, which aims to reduce Australian road deaths and injuries by 30 per cent by 2020.

The NRSPP brings organisations together to share procedures and principles and to pool the knowledge of some of Australia's largest fleets. It offers concise information and tips on: gaining an understanding of road safety; promoting and showing leadership within the organisation; assessing the safety of a fleet's vehicles; assessing the licences of all drivers; ensuring regular

maintenance; handling complaints or infringements; and route planning.

"The cumulative knowledge of the organisations involved in the NRSPP is priceless," Mr Taylor said.

The recent upswing in vehicle technology and connectivity has given fleets an even greater ability to monitor driver behaviour and enforce safety. The introduction of telematics – more common in larger companies, though gaining popularity among small and medium fleets – has added another tool in the quest to reduce the workplace toll.

"Telematics gives fleet managers a direct line to the vehicle, allowing them to gather information on driver behaviour such as over-revving, extreme acceleration and braking. At Isuzu, we've conducted case studies on customers using our Connect and Connect Plus telematics, and seen marked improvements in driver habits," Mr Taylor said.

Toyota forklift service and support a winner

A Northern Territory watermelon grower is reaping the rewards of investing in a new Toyota forklift at his property near Katherine. Dawson's Melons Proprietor Brett Dawson was making do with an old forklift from another brand when he visited the Toyota Material Handling Australia (TMHA) branch in Darwin to enquire about purchasing a second-hand forklift. "At first I wasn't sure which brand to look at, but the Toyota forklifts were recommended to me by one of the local transport operators here. Toyota has a good reputation for reliability. I was thinking of a second-hand forklift, but after having a look around and discussing my needs with the sales staff I realised a new forklift was the right option for me," Mr Dawson said. Mr Dawson now has a Toyota 8FD25 2.5 tonne diesel counterbalance forklift and hand pallet truck on duty at his farm in Venn, just outside Katherine. The Toyota forklift is used primarily to lift his produce on and off pallet scales and for side-loading of flat-bed trucks.

"It's fairly simple to use and operate. It does the job quickly and without any fuss," he said.

Given his location in a relatively remote area, approximately 300

kilometres south of Darwin, the after-sales side of the purchase decision was an important consideration. "Having confidence in the back-up and service support of a company like Toyota is a big plus. You might find a forklift from another brand for a lower price up front, but what do you do when things go wrong? You could be left high and dry with no support, and out here that's a big problem," Mr Dawson said.

TMHA Darwin Branch Manager Brendan Shegog said that this is a common



Dawson's Melons is benefiting from its Toyota counterbalance forklift and hand pallet truck.

reason for businesses in the region to put their trust in Toyota equipment.

"We sell quite a bit of Toyota forklift equipment to business in the area and even though it's a long drive from Darwin our technicians are down there every couple of weeks, so there's no problem scheduling everyone in for regular servicing and support," Mr Shegog said.

Aussie battles Zika

Leading Australian designer and manufacturer of high-pressure drain

cleaning equipment, Australian Pump Industries, has announced the successful completion of a big contract in South East Asia. The contract calls for the supply of skid-mounted drain cleaners capable of handling up to 10" drains, a breeding ground for mosquitos.

The models selected were Aussie's popular King Cobra Vanguard and diesel drive Python kits. These big capacity jetters were required urgently to clean out drains to help battle the Zika virus.

The customer's requirement was for heavy duty drain cleaning equipment that could be easily moved on and off the back of flatbed trucks.

Thus, in an emergency situation, trucks used for a wide range of other applications could be converted into mobile drain cleaners.

Aussie's King Cobra utilises a 'Big Bert' Bertolini 5,000psi pump with a maximum flow of 25Lpm. That combination of 25L and 5,000psi gets drains cleaned quickly and safely.





Aussie Pumps Operations Manager Hamish Lorenz with Technician David Robieson certifying drain cleaners before shipment.

A 200L tank is provided and hose reels with both high pressure and low pressure hoses are part of the kit. The units are powered by Briggs & Stratton Vanguard 'Big Bloc' engines. The 'Big Bloc' is fitted with a Donalson Cyclopac air cleaner and offers up to 880cm³ of capacity.

"The 'Big Blocs' run cooler, quieter and use less fuel than other engines. Their huge torque and capacity is never stretched to provide loads of power to the pumps," Aussie Pump's Chief Engineer John Hales said.

Units were also shipped with Aussie Viper Mini Reels to enable operators to get into blocked drains and canals, commonly found in Malacca or Johor Bahru in Malaysia. The Viper Mini Reel comes with 60m of high pressure 3/16th inch hose. It is fitted with its own pressure gauge and

control valve and three nozzle jet holders. The frame is stainless steel and the reel comes with a 5,000psi rated swivel.

The high pressure hose reel fitted to the kits incorporates 60m of 1/4 inch Blueflex high pressure hose.

"We are very proud to have our heavy duty drain cleaning equipment be at the forefront of the battle against the Zika virus throughout South East Asia," Mr Hales said.

For more information visit: www.aussiepumps.com.au or call (02) 8865 3500.

Toyota Forklifts set for growth in Latrobe Valley

Toyota Material Handling Australia's (TMHA) Gippsland service agent has introduced a new TMHA product line in its rental fleet, commissioning the first

Bravi LUI 460 elevated work platform (EWP) sold by TMHA in Victoria.

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

Rob and Kelly Mustoe founded the family owned business in 2002 and it has been a TMHA agent since 2005. Rob Mustoe praised the manoeuvrability of the new Bravi Lui 460 EWP, saying it is far better than anything he has previously encountered.

"We see the Bravi EWPs being very popular with local contractors - electricians, plumbers and maintenance mechanics. I have already had interest from a lead-light window maker who

needs a work platform to access church windows," he said.

Mr Mustoe said he recently hired another service technician based in Leongatha to keep up with demand.

"The 2.5 tonne payload Toyota counterbalance forklifts make up the majority of the rental fleet, with a variety of mast specifications and features such as windscreens to meet all the OH&S requirements in the power stations," he said.

Toyota Material Handling Victoria Area Sales Manager, Scott Bocksette, said Latrobe Valley Forklifts is a valued service agent that covers a large area of Victoria.

"Rob and Kelly and their team offer the complete TMHA range of equipment from the Toyota, BT Lift Truck and Raymond brands, as well as Toyota Huski skid-steer loaders and now the Bravi elevated work platforms," he said.

TMHA is distributing four models of Bravi EWP's. It expects the three most popular will be the Sprint, with a 90kg material load capacity and maximum platform height of 3,350mm; the Leonardo HD, with 180kg platform capacity and platform height of 2,900mm; and the Lui 460, featuring a 280kg platform capacity and maximum platform height of 4,620mm.

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

TMHA also expects the Sprint to appeal to commercial maintenance and building management operations to carry out tasks including window cleaning, ceiling repairs and replacing light globes.

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

Three months ago, Latrobe Valley Forklifts moved into new premises at 33 Stratton Drive Traralgon, with a showroom, three-bay workshop and 1500 square metres of hard-stand area.

NHVR back heavy vehicle safety program for kids

The NHVR has joined forces with the Australian Trucking Association's Safety





Rapid Spray is celebrating a decade of using Toyota forklifts to increase efficiency.

Truck to drive children to become more aware of safety around heavy vehicles.

NHVR CEO Sal Petrocchio announced the sponsorship of the Volvo ATA Safety Truck, powered by BP, protected by NTI program at Browns Plains State School today.

“We are pleased to be able to support this program and bring the Safety Truck message to schools like Browns Plains to educate children on what trucks mean to them and how to safely behave around them,” Mr Petrocchio said

“At the NHVR we believe it is vital for the community to have a positive relationship with the heavy vehicle industry, because we need them and they need us. We want the community to have an understanding of what role this industry plays in their everyday life.”

The Safety Truck participates in road safety education programs, industry-led community events and other public events across Australia.

In 2016, the Safety Truck visited 15 schools across the country, directly

engaging with up to 3000 primary and secondary school students. The Truck also participated in over 30 events throughout the year, highlighting that road safety is an essential message at any age.

Australian Trucking Association Chair Noeline Watson said the ATA welcomes the NHVR's support of the Safety Truck's initiatives toward educating everyday motorists as well as preparing the next generation of Australian road users to share the road safely.

“The ATA is pleased the NHVR is taking the opportunity to build on its commitment to road safety investment,” Mrs Watson said.

The NHVR will provide \$5000 sponsorship per year for four years.

Rapid Spray marks 10 years with Toyota

An Australian plastic tank and spray equipment manufacturer has clocked up a decade with Toyota forklifts at its factory and warehouse in the Hunter Valley region of New South Wales.

Rapid Spray currently has four Toyota 8-Series LPG counterbalance forklifts and one Toyota BT reach truck in operation at its head office and manufacturing plant in Singleton.

Rapid Spray's Workplace Health and Safety Manager, Geoff Ford, said one of the many advantages of using Toyota forklifts is the ability to have the equipment modified to suit their needs.

“A lot of the work carried out by our forklifts involves lifting the plastic tanks we manufacture here on site from steel or aluminium moulds. They are irregularly shaped and need to be handled carefully without clamping to avoid damaging them when they are being moved.”

To meet this requirement, Rapid Spray's Toyota forklifts are fitted with attachments that have a chamfered edge to protect the plastic tanks and moulds.

“The local Toyota Material Handling Australia (TMHA) branch at Beresfield have always fitted these attachments prior to delivery, and it really makes a huge difference for us knowing our

products will be protected when in transit," Mr Ford said.

Allan Peacock, Area Sales Manager at Toyota Material Handling's Beresfield branch, said Rapid Spray were one of the first companies to use this type of forklift in Australia.

Mr Ford said the good relationship with all the staff at TMHA Beresfield was a key reason for chalking up a decade with Toyota.

Australian owned and operated for over 20 years, Rapid Spray manufactures and distributes a wide range of water and diesel tanks, cartage units and spray equipment for the agricultural, mining and industrial, and fire fighting industries.

New JCB EcoMax tier 4 engine

JCB Construction Equipment Australia (CEA) has brought fuel efficient EcoMax engines to its backhoe loader range, delivering improved efficiencies and setting

the standard for the Australian market.

According to Glenn McLeod, JCB CEA National Product Manager for Backhoes, the new EcoMax Stage IIIB/Tier 4i and Tier 4 Final engines offer the latest technology with reduced fuel consumption and greenhouse gas emissions, with the new units tested for 110,000 hours in 70 different machines.

"JCB CEA has tested the latest units in some of the toughest applications and harshest environments. Each JCB engine has cutting edge combustion technology that delivers improved efficiencies and excellent fuel savings," Mr McLeod said.

The JCB engines do not require a Diesel Particulate Filter (DPF) so the backhoes retain their low bonnet line for visibility to the wheels and attachments, providing increased operator safety and a more spacious engine compartment to allow for easier maintenance.

Both the JCB EcoMax Stage IIIB/Tier 4i and Tier 4 Final engines boast the

new Auto Idle, Auto Throttle and Auto Drive (Automate) features as standard. These features allow operators to pre-set idle modes when switching between excavator and front loader operations, cutting fuel consumption, engine noise and emissions.

"The new standard control panel featured on all Stage IIIB/Tier 4i backhoes allows operators to access a comprehensive menu and view fuel economy data too, and service intervals can still be carried out entirely from ground level without the need to remove side panels or climb access filters," Mr McLeod said.

Both models include JCB LiveLink with seven report screens available for operators to view machine utilisation, productivity, travel time, fuel usage, work modes, engine start, run time and carbon emissions.

To find out more about JCB backhoes, contact your local dealer or visit: www.jcbcea.com.au.

JCB's 3CX backhoe fitted with the latest EcoMax engine, offering reduced fuel consumption and greenhouse gas emissions.