



OSHKOSH 100 YEAR MILESTONE

**JLG MACHINES SHINE IN
ALL STAR FLEET**

**WESTSIDE HIRE SOLD ON JLG
PERFORMANCE AND SUPPORT**

JLG PROVEN CUSTOMER CARE

Series

08
INDUSTRY OVERVIEW
WITH JOHN GLOVER

04
UNDERSTANDING
EQUIPMENT FINANCE

15
USED EQUIPMENT
SALE

ISSUE 18 | 2017

A PUBLICATION
BY JLG AUSTRALIA

Contents

| | |
|---|----|
| JLG Machines Shine in All Star Fleet | 03 |
| Who knows your Access Equipment Financial Needs better than the Manufacturer? | 04 |
| JLG Customer Care | 06 |
| Industry Insight with John Glover | 08 |
| Oshkosh Corporation Celebrates 100 Years of Making a Difference | 09 |
| Special Parts Offers | 10 |
| Product Improvements | 11 |
| Westside Hire Sold on JLG Performance & Support | 12 |
| JLG Used Equipment | 14 |
| Telehandler Talk | 16 |
| HRIA Convention 2017 | 17 |
| Staff Bio's | 18 |



Welcome

Welcome to JLG Access Magazine Edition 18.

2017 has kicked off with a bang, it's hard to believe one quarter of the year has already passed us by.

In our first edition for the year, we focus on what's most important to us – you!

For JLG, Customer Care is a proven part of everything we do, from manufacturing industry leading equipment that is both safe and reliable, to the ongoing support and advice needed in the years to come. Whether it's a single piece of machinery or an entire fleet, Rob Branch, Director Customer Care talks about how JLG can offer a holistic solution to your servicing needs on page 6.

Focusing on equipment solutions, we speak with Tim Bowers at All Star Access in Melbourne and Dewayne Gregorini from Westside Hire in Welshpool, WA.

On page 4, Vince Caruana, from JLG, simplifies equipment finance; and on page 8 we have been especially privileged to have John Glover provide his insights into how the industry has changed over the last 30 years.

HIRE 17 in May is going to see some new and exciting developments in the industry. This year's show is an exciting one for JLG with the release of a number of new machines including the 1500AJP – the world's tallest articulating boom lift. We will also have on display our new 1932R scissor, Toucan T10E 'L' and our 4045R, 12 mtr narrow electric scissor. Also on our stand, we will be showcasing our new 'Virtual Reality' operator training technology, which is guaranteed to give you a new perspective on how training can be conducted. So please drop by to check it out and to catch up with our team, Stand #65 Rosehill Gardens.

I hope you all have a safe break over Easter and I look forward to seeing you at Rosehill Racecourse in Sydney on the 10th – 11th May.

Bob Mules
General Manager
Australia & New Zealand



JLG INDUSTRIES PARENT COMPANY OSHKOSH® CELEBRATES 100 YEARS

JLG MACHINES

SHINE IN ALL STAR FLEET



ALL STAR ACCESS HIRE'S RANGE OF JLG MACHINES MAKES UP APPROXIMATELY 50% OF THEIR 250-STRONG FLEET AND ARE ALWAYS POPULAR THANKS TO THEIR PERFORMANCE AND RELIABILITY.

Located in Williamstown, 9 km south-west of Melbourne's CBD, All Star Access Hire is a dynamic, fast-growing and very customer-focused company always seeking to take hire to the next level.

Fielding a comprehensive range of boom lifts, scissor lifts and telescopic handlers, All Star also stocks towable and track mounted booms and narrow rough terrain scissor lifts; and are always updating and researching the latest and best equipment available on the market.

Owned and operated by brothers Tim Bowers and Paul Herreen, who between them have over 30 years' industry experience, All Star Access Hire's success has been built on strong customer service and a dedication to providing absolute customer satisfaction.

Which is why Tim and Paul are pleased that their customers are so satisfied with the performance of All Star's JLG equipment – and why they recently added more JLG boom lifts and scissor lifts to their fleet.

"Our JLG machines are very popular with our customers and are always well received; customers are always happy to take a JLG machine, that's for sure," All Star's Director, Tim Bowers, said.

"We have a wide range of JLG machines, which makes up at least half our fleet, with a lot of JLG boom lifts in particular."

The most recent additions to the All Star Access Hire fleet were several JLG 460SJ Telescopic Boom Lifts, which deliver best-in-class gradeability, platform capacity and reach, plus fastest lift and drive speeds for unmatched productivity, a fleet of JLG M4069LE's Electric/Hybrid Rough Terrain Scissor Lifts, a JLG 600AJ and a JLG

800AJ Articulating Boom Lift, which delivers extra reach and versatility with the best work envelope in the industry.

Tim Bowers was particularly pleased to acquire the JLG 800AJ, which was one of the prime machines that All Star had been looking to purchase.

"The 800AJ is a great machine; it's been a market leader for a long time and our customers love it," he explained. "It's smooth, quick, easy to use, and reliable - it's a great bit of equipment and I'd say there's nothing else out there that's really in competition with it."

Along with the performance of All Star's JLG machines, and how they support the company's mission to deliver total customer satisfaction, Tim is also very happy with the relationship between All Star Access Hire and their account manager Daniel Reeve, JLG Sales Executive VIC & TAS.

"It's definitely a good relationship; Daniel is really good to deal with and JLG have shown they're there to work with us and support our business in achieving further growth and success," Tim concluded.

Daniel also feels there's been a real, and beneficial, relationship focus for both parties.

"Tim and Paul made it clear that they want to deal with people who want to partner with them, so we're very focused on managing their expectations from start to finish...not just machine sales but the whole process," Daniel said.

"It's a real partnership approach, so we're in contact frequently – there wouldn't be a week that goes by where we don't have some kind of interaction; whether via phone calls, emails or site visits, we're always in touch.

"They are very customer-focused and have been very active in the industry in taking it to another level, which is what they wanted to do, and they've got great experience in the industry, as has JLG, so there's real cohesion between both companies.

For more information, visit www.allstaraccesshire.com.au

WHO KNOWS YOUR ACCESS EQUIPMENT FINANCING NEEDS BETTER THAN THE MANUFACTURER?

By Vincent Caruana, Director of Finance - Australia and New Zealand

JLG through our finance partners can offer tailored solutions to your financing needs.

With the added focus of day to day cash flow in our industry, equipment financing eliminates the need to pay up front and matches your machine cost to your revenue. This allows you to free up working capital to spend elsewhere to grow your business or to invest in equipment if cash isn't available to purchase outright.

Some common types of equipment finance include:

Operating Leases

Under an operating lease the finance company owns the equipment. Rental payments are paid over the term and when the lease term expires the equipment is handed back to the lease company. This is a great option if you have a specific project with an end date that you need the equipment for and you do not wish to purchase the equipment after the lease period. As the lease company takes the residual risk, operating lease payments may tend to be higher than other forms of equipment finance.

Finance Leases

Similar to an operating lease but with a finance lease there is a residual payment at the end of the lease term to take ownership of the equipment.

Commercial Hire Purchase

Commercial Hire Purchases offer more flexible payment and balloon options compared to finance leases with the title of the equipment passing onto the borrower at the end of the term.

Chattel Mortgage

A Chattel Mortgage is where the customer takes ownership of the equipment at the time of purchase and the finance company will have a security interest over the equipment until the final payment is made.

All equipment finance options have different GST, tax and accounting consequences as well as pros and cons to each individual requirements so please seek your own professional advise as to what type of equipment finance is right for you.

So, if you are considering purchasing a quality JLG product then talk to us about equipment financing and we can introduce you to one of our finance partners to help you utilise a quality JLG product sooner rather than later.



WHEN IT CAN'T BE DONE BY DAY.



WE HAVE A QUIETER, BRIGHTER, EFFICIENT WAY.

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.



Australia - 131 JLG New Zealand - 09 276 1728

www.jlg.com/en-au/equipment/lighting-towers/metro-lighting-towers

JLG
reachingout™

JLG

'CUSTOMER CARE'

GROUND SUPPORT



Regional Service Locations

Branches with Workshop Capabilities

OUR NETWORK COMPRISES:

- Industry best workshop and field service capabilities
- Fast delivery of spare parts...for any make
- Unrivalled technical support
- Training
- Equipment repair, refurbishment and inspection services



AS ONE OF AUSTRALIA'S LEADING MATERIALS HANDLING COMPANIES, JLG REALISED MANY YEARS AGO THAT HAVING A LEADING RANGE OF ACCESS EQUIPMENT WAS NOT ENOUGH – CUSTOMERS WERE LOOKING FOR A MORE HOLISTIC SOLUTION TO THEIR NEEDS.

It prompted JLG to take a very close look at how to better support its clients beyond just supply machines, and this led them along the path to establishing the industry's pre-eminent aftersales support services, encompassing a range of market-leading offerings that competitors couldn't – and still can't – match.

Simply known as JLG 'Customer Care', it allows customers to choose from a range of services designed to make ownership of JLG equipment efficient and hassle-free.

For customers wishing to engage JLG to service and maintain their equipment, the company operates six service outlets in Australia and one in New Zealand, these facilities are complemented by a fleet of 55 strategically stationed vehicles, designed to provide coverage across all Australian States and Territories and in New Zealand's North and South Islands.

JLG Director – Customer Care Australia & New Zealand, Rob Branch, says that JLG technicians are increasingly maintaining a variety of different brand access equipment, as well as other workshop machines – these range from compressors and generators to golf buggies.

"Beyond offering expert service and maintenance of JLG equipment, JLG service outlets and mobile maintenance vehicles are increasingly undertaking work on a variety of competitor machines and other forms of equipment," Rob said.

"Having easily the broadest coverage across Australia and New Zealand of any access equipment company, JLG is being used as a one-stop maintenance service, with clients benefiting from many efficiencies in dealing with us, including having a single point of contact for all of their equipment maintenance, repair and trouble-shooting needs.

"As an example, for one client we maintain all their access equipment which comprises a number of brands, along with maintenance of their golf buggies and even hand trolleys."

Another key area in which JLG is assisting customers minimise equipment down time is in the supply of spare parts, both for JLG and other brand machines. For faster turnaround, JLG carries over \$8 million of spare parts inventory in Australia and New Zealand, providing fast and easy access to a wide range of parts.

This level of stock inventory compares very favourably with competitors who hold minimal local stock, with many of their parts needing to be flown to Australia, leading to increased down-time.

Ordering parts through JLG is also fast and efficient through 'Online Express'. Once a customer is registered, they can download the Online Express App to their mobile device or access the system via a PC, providing access to interactive parts manuals and machine specifications and allowing them to check parts availability and pricing, and to order parts for delivery anywhere in Australia.

JLG's service vehicles are also at the forefront of innovation, using wireless In-Van-Technology to provide technicians with real-time access to equipment service records and job status, parts ordering, and up-to-date service histories that help optimise service efficiencies. The service vehicles operate in a virtually paper-free environment.

These services add to JLG's broader Customer Service offerings including generous equipment warranties and inspection services. And for customer wanting absolute peace of mind with their JLG equipment, the company offers a Comprehensive Preventative Maintenance Program (CPMP).

CPMP is ideal for clients who don't employ maintenance divisions, or who would prefer to concentrate on their core areas of business and leave their fleet maintenance needs in the hands of the experts at JLG.

According to Rob, JLG has offered CPMP for approximately 10 years now, with an increasing number of clients opting for this form of equipment maintenance. For an agreed monthly set fee, JLG will oversee all of the statutory and maintenance requirements of the machines.

"A number of fleet owners are moving away from in-house maintenance, or using CPMP to supplement their maintenance functions, other clients would just prefer the convenience of a fixed price maintenance – they know what the cost will be each month, so they're provided with better budgetary control," he said.

Rounding out JLG's extensive range of support services is the company's National Technical Support Centre and ClearSky™ system.

The National Technical Support Centre provides expert technical information and advice to customers over the phone, from simple enquiries to the provision of in-depth, step by step fault finding.

And ClearSky combines GPS technology with data reporting via mobile phone, providing real-time equipment position and operational reporting including fault reporting alerts via email that allow online diagnosis and the dispatch of service personnel with the right parts to get the machine back to work quickly.

Rob says that JLG's strong focus on the customer is being assisted by a company-wide philosophy of continuous improvement.

"Using 'Lean' and 'Success' principles and with a culture of continuous improvement, JLG is focused on staying at the forefront of the industry by introducing innovative products and support services and delivering these to the customer in a way that provides them with the greatest value and efficiency," Rob said.

"It's our commitment to customers, and the company has a very strong track record in this area – we hope to share some exciting new developments with our clients in regards to extending our Customer Care offerings in the very near future."



INDUSTRY INSIGHT

WITH JOHN GLOVER

The last 30-odd years have seen many changes in the access equipment industry – most for the better according to industry stalwart, John Glover. John has worked for some of Australia's largest and best-known access equipment companies and is also NSW President of the EWPA Association, Australia's peak elevated work platform body.

In his current role as National Service Manager for the Onsite Rental Group, John is in the midst of a heavy travel schedule, rolling out the company's new field service management system, but still had time to discuss some of the industry changes he'd seen throughout his career.

According to John, the use of mobile technology is transforming the way we interact with our customers. QR codes and web based portals allow customers to access the information they require at a time that suits them from any device.

"The technicians with smart devices will be able to visit customers in the field anywhere in Australia where you can get a phone signal, and have full access to all parts, service and diagnostics resources," John said.

"Similarly with parts ordering from the field, it was previously a longer process where you may have had three or four people involved in interpreting and ordering a part, now it can all be done much more efficiently by the technician – for customers this means reduced downtime and improved efficiency."

This technology aside, John says that the equipment itself has also changed considerably over the last three decades, interestingly a lot of the changes have come to facilitate easier transportation of the machines.

"Physically the size and weight is getting smaller but at the same time, equipment is now going higher or providing greater reach," he said.

"Transport has been a strong driver – a lower weight and more compact equipment makes for easier logistics movements and also allows multiple units to be transported at the same time, or for equipment to be more safely transported in a container rather than in the open."

John says that safety is another area that has markedly changed since he began in the industry – he says that much of the formative safety advancements were driven by the industry itself rather than legislative pressure.

"There was recognition within the industry that there could be serious dangers for operators who didn't take care and it acted accordingly," John said.

"Safety features such as pothole protection, tilt sensors and elevated drive speeds were some of the earlier safety advancements made. More recently secondary guarding particularly to protect against crush injuries is where the focus has been."

With change being the only constant, John believes that we should look to Europe to identify future trends for the industry.

"Europe with its high focus on safety plus different operational requirements based around more difficult access, has already strongly influenced the design of access equipment," John said.

"Increasingly there is a move towards developing and supplying equipment for a global market and this will continue in the future."



OSHKOSH CORPORATION CELEBRATES **100 YEARS** OF MAKING A DIFFERENCE

OSHKOSH CORPORATION IS CELEBRATING ITS 100TH YEAR IN BUSINESS IN 2017. THIS HISTORIC EVENT CELEBRATES 100 YEARS OF MAKING A POSITIVE DIFFERENCE IN PEOPLE'S LIVES AROUND THE WORLD.

Throughout the 2017 calendar year, several marketing elements will be deployed including a new 100 Year Anniversary logo, videos, social media and web graphics, a special 100 year anniversary website, a new promotional products e-store and much more. Additionally, the Company will host multiple events to highlight this exciting milestone, including ringing the closing bell on the New York Stock Exchange on Thursday, May 4, 2017.

"100 years ago, our founders designed two innovations that changed the world. Their patents gave people the confidence to drive places they didn't think possible; and today – we're still innovating to make a difference in people's lives. 2017 marks 100 years strong for us, and we couldn't be more excited about the future," said Wilson R. Jones, Oshkosh Corporation president and chief executive officer.

Oshkosh Corporation was founded in 1917 by William Besserdich and B.A. Mosling. Besserdich and Mosling designed two innovations to help improve mobility. The first patent was a transfer case that is responsible for transferring the power from the front axle to the rear. The second patent improved the steering and drive capacity of the front axle.

Since that time, Oshkosh Corporation has grown in size, capabilities and footprint. Products in the Oshkosh Corporation family of brands respond to emergencies, save lives, help others reach new heights and serve the world around us. Today, Oshkosh Corporation has more than 13,000 team members around the world and is truly a different integrated global industrial.

About Oshkosh Corporation

Founded in 1917, Oshkosh Corporation is 100 years strong and continues to make a difference in people's lives. Oshkosh brings together a unique set of integrated capabilities and diverse end markets that, when combined with the Company's MOVE strategy and positive long-term outlook, illustrate why Oshkosh is a different integrated global industrial. The Company is a leader in designing, manufacturing and servicing a broad range of access equipment, commercial, fire & emergency, military and specialty vehicles and vehicle bodies under the brands of Oshkosh®, JLG®, Pierce®, McNeilus®, Jerr-Dan®, Frontline™, CON-E-CO®, London® and IMT®.

Today, Oshkosh Corporation is a Fortune 500 Company with manufacturing operations on four continents. Its products are recognized around the world for quality, durability and innovation, and can be found in more than 150 countries around the globe. As a different integrated global industrial, Oshkosh is committed to making a difference for team members, customers, shareholders, communities and the environment. For more information, please visit www.oshkoshcorporation.com.

®, ™ All brand names referred to in this news release are trademarks of Oshkosh Corporation or its subsidiary companies.

SPECIAL PARTS OFFERS

KEEP THE JOB ROLLING

The key to productivity is having what you need when you need it. That's why JLG now offer tyre socks in addition to a wide range of tyre and wheel options for your machines.

From making sure you have the right tyre/wheels on hand when you need them to working efficiently when the job requires protecting delicate onsite surfaces, JLG has what you need to avoid the job coming to a halt.

Visit Online Express for a complete list of tyre/wheel assemblies and tyre socks today!

Tyre Socks

Tyre socks help protect finished flooring from scuff marks caused by rubber tyres and are constructed using heavy duty fabrics. They can be made to fit any size tyre, install in three easy steps, don't slip off the tyres and self center as you drive.

Tyre Socks Features and Benefits

- Tested and approved for JLG machines
- Provides surface protection
- Shock cord covered with nylon to provide heavy duty elasticity to prevent tyre socks from slipping off wheel while in motion
- Durable, water repellant top coat
- Long lasting material makes these tyre socks more durable
- Heavy duty tyre socks, woven with twice the material, are available upon request

Tyre/Wheel Assemblies From JLG

Options for Your Entire Fleet

- Factory-approved assemblies for your JLG boom, scissor or telehandler
- Many assemblies available for shipment within one business day
- Choose from tyre options such as non-marking, foam-filled, pneumatic, solid and more
- Tyre only and wheel only options also available
- JLG also offers tyre/wheel assemblies for common competitive aerial models, including
- Genie scissor lifts



| JLG MODELS | TYRE SIZE | TYRE SOCKS P/N |
|---|--|------------------------|
| JLG BOOMS | | |
| 1200SJ, 1350SJ | 445/50D - 710 | 70011902* |
| 1250 AJP | 445/50D-710 | 70011902* |
| 150 HAX | 445/65R-22.5 | 70012219 |
| 400 S/SJ | 12x16.5 | 70012212 |
| 450 A/AJ | 233/15.50 - 16.5 | 70012211 |
| 460SJ | 14x17.5 | 70011904 |
| 600 A/AJ Narrow | 14x17.5 | 70011904 |
| 600 S/SJ | 15x19.5 | 70011903 |
| 600A/AJ | 14x17.5 | 70011904 |
| 601S | 14x17.5 | 70011904 |
| 660SJ | 15x19.5 | 70011903 |
| 740 AJ | 445/55D-19.5 | 70012218 |
| 800 A/AJ (2 WD) | 385/65-19.5 | 70011903 |
| 800 A/AJ (4 WD) | 445/55D-19.5 | 70012218 |
| 800S, 800SJ, 860SJ | 15x625 | 70011903 |
| E/M 400A, E/M400AJP, E/M450A, E/M450AJP | 240/55-17.5 | 70012210 |
| E/M400A, E/M400AJP Narrow | F-22x6-17.75 (Front) R-25x7-12 (Rear) | 70012216+ 70012270+ |
| E/M600J/JP | 36x14-22.5 | 70011904 |
| E300AJ, E300AJP | 7.5x12 | 70012215 |
| JLG SCISSORS | | |
| 1230ES | 318x100 | 70011905 |
| 1930ES | 12.5x4 | 70011905 |
| 2030ES, 2630ES | 16x5 | 70011906 |
| 2646ES, 3246ES | 16x5 | 70011906 |
| 3369LE | 240/55 - 17.5 | 70012210 |
| 3394, 4394 | 33x 5.5 | 70012211 |
| 33RTS | 12x16.5 | 70012212 |
| 4069LE, M4069LE | 240/55 - 17.5 | 70012210 |
| 40RTS | 12x16.5 | 70012212 |

*For the heavy duty tyre socks, use p/n 70011916.

+Purchase both part numbers for a complete set.



ORDER TODAY CALL 131 JLG OR VISIT ONLINE EXPRESS

PRODUCT IMPROVEMENTS

T10E Toucan

Features & Specifications

More Economical

- Now with 4 x 6 V AGM maintenance-free batteries as standard replacing flooded lead acid batteries
- Now with Delta-Q 'smart' charger

More Productive

- No waiting with immediate response AC drive motors for greater torque and efficiency
- Two people, 200kg rated capacity both indoors and outdoors

More Access

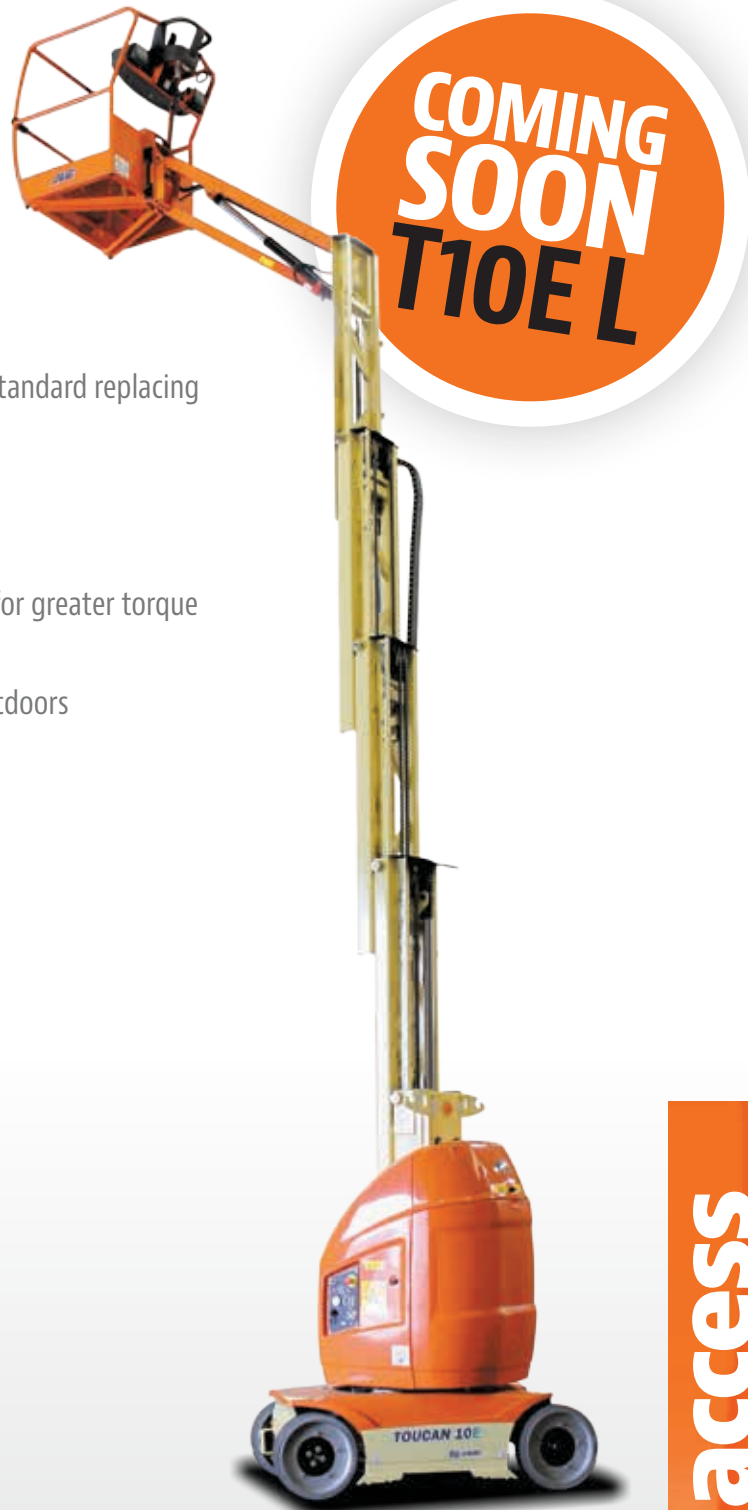
- New controllers for mast and jib for ease of operation
- Allowable tilt angle increases from 2.0° to 2.5°

Smart Design

- New grease-free mast design

Key Specifications

| | |
|---------------------------|--------|
| Platform Capacity | 200kg |
| Up and over height | 6.51m |
| Working height | 10.10m |
| Working outreach | 3.38m |
| Unit weight | 2990kg |



WESTSIDE HIRE SOLD ON JLG PERFORMANCE & SUPPORT

PLEASED WITH THE QUALITY MACHINES AND PROMPT SUPPORT THEY RECEIVE FROM JLG'S PERTH BRANCH, WESTSIDE HIRE HAVE PURCHASED 16 JLG MACHINES IN THE LAST THREE MONTHS ALONE TO ADD TO THEIR GROWING FLEET.

A proud Western Australian-owned and operated company, Westside Hire operates out of Welshpool, south east of Perth, and was established five years ago by owners Dewayne Gregorini and Steve Tripoli, who bring to the business combined experience of over 22 years in the plant hire industry.

For two men who provide boom and scissor lifts that take customers to greater heights, Dewayne and Steve are very down to earth. Because beyond the expertise they offer to customers across a range of industries, they know that every customer simply wants a solid working relationship with a company they can trust and know is dedicated to meeting their needs.

Which is exactly what the team at Westside Hire provide for every customer - and also what they particularly like about JLG, as Dewayne Gregorini explained.

"Our relationship with JLG is very good, particularly with our account manager Damian Lane from JLG's Perth branch," Dewayne said. "Everything gets done in time and we're very happy with the working partnership there.

"JLG's service is excellent; if we have issues with a machine they're here straight away, and we're not waiting on parts when we need them, so we're very happy with the service and support."

JLG equipment now makes up close to 40% of Westside Hire's fleet, with their JLG offering ranging from the small, high performance and trusted workhorse that is the JLG 1930ES Electric Scissor Lift through to the impressive JLG 1250AJP Ultra Series Boom Lift that is known for its agility and exceptional work envelope.

"We're very happy with JLG's machines and support, as are our customers; recently we bought another three JLG 1930ES scissor lifts, bringing the total number of JLG machines we have bought in the last three months to about 15 or 16 items," Dewayne said.

Westside Hire's JLG account manager, Damian Lane, echoed Dewayne's sentiments in regard to the partnership between the two companies.

"It's a very strong relationship built on being upfront and direct with each other so we can best solve their specific challenges," Damian said.

"Dewayne and Steve are good guys who have been in the industry for a long time; they're knowledgeable, very upfront and very open about what they need, which helps assist them in ensuring they always receive the right machines for the job.

"We also know that backup is extremely important to Westside and we've done a lot of work with them in the areas of service support and parts; we're pleased that they always seem to be happy with the level of service we provide," Damian explained.

"We definitely focus on being an across the board solution rather than just a sales provider, as we want to deliver a complete offering from support in sales through to parts and servicing as required, to ensure we are there for Westside and their customers throughout the life of every JLG machine."

For more information, visit www.westsidehire.com.au





DAYS BEFORE FIRST PAYMENT*

**On all JLG Equipment purchased and delivered
between 6th March 2017 to April 30th 2017.**

*Available to approved ABN holders for business purposes only, subject to applicable fees, credit approval and terms and conditions from DLL. Terms and conditions available on request. Finance is provided in the form of a chattel mortgage. Offer applies only to JLG new and used equipment and is subject to goods availability. Pictures are for illustration purposes only. Finance is provided by De Lage Landen Pty Ltd (ABN 20 101 692 040)

JLG USED EQUIPMENT



2008 1250AJP - approx 3800 hours.
This machine is in good condition, all tyres are good and ready for work.

SOLD



2006 600AJ - approx 3800 hours.
10 Year Inspected

We have this machine currently going through our workshop for a 10 Year Major Inspection. The above photo is of a machine done previously and is indicative of how this unit will look when finished.

Located Port Macquarie, NSW.
Price - P.O.A.



2007 660SJ - approx 3700 hours.
10 Year Inspected

This machine will be going through our workshop for 10 Year Major Inspection very soon. It is in good condition and tyres are all good. This machine will be painted in JLG colours when done.

Located Port Macquarie, NSW
Price - P.O.A.



10 Year Major Inspections - Carried out on your JLG machine or a machine can be supplied - subject to availability - pricing varies for specific models. Photo above is indicative of a recently 10 Year inspected and repainted machine.

Locations - NSW, VIC, QLD, SA, WA, NT



2012 JLG 660SjC Tracked Crawler Boom Lifts - 2 units available, very low hours, both compliant until 2022.

Located Port Macquarie
Price - P.O.A.



2007 1350SJP - approx 2800 hours.
10 Year Inspected

This machine will be going through our workshop for a 10 Year Major Inspection very soon. It is in good condition and tyres are all good.

Located Port Macquarie, NSW.
Price - P.O.A.



Used 4108AN Metal Halide Lighting Towers

Repainted serviced and tested.
4 units available.

Located Port Macquarie, NSW
Price - P.O.A.



Refurbished JLG LED 6 head Lighting Towers

new engine, generator, new light heads,
Six months warranty.
5 available.

Location Perth, WA
Price - P.O.A.

Other used equipment regularly available:

- ✓ JLG Boom & Scissor Lifts
- ✓ Haulotte Boom & Scissor Lifts
- ✓ Genie Boom & Scissor Lifts
- ✓ Snorkel Boom & Scissor Lifts

In Stock Now:

- ✓ Merlo P60.10 Telehandlers - Several available

Nationwide delivery available.

Contact: Steve Heffernan

Mob: 0411 188 848

Email: sfheffernan@jlg.com

**UP HERE, YOU CAN BE SURE
OF THE PERFORMANCE &
SAFETY OF OUR MACHINES.**

**IT'S
PROVEN.**

**PROVEN
SUPPORT**



SCISSOR LIFTS - BOOMLIFTS - VERTICAL LIFTS - TELEHANDLERS - LIGHTING TOWERS

Because our equipment puts people at height, one of our highest priorities has always been safety. That's why, since 1970, JLG has invested heavily in R&D to ensure our clients stay at the forefront of technology which delivers optimum productivity and meets the highest standards for safety. From equipment design and standards compliance to highly skilled factory trained technicians, we never compromise on anything that could impact on the safety of our customers and staff. JLG Proven Support is our way of striving for the very best in all we do for you.

Australia - 131 JLG New Zealand - 09 276 1728
www.jlg.com

JLG
reachingout™

TELEHANDLER TALK



TYRES ON TELEHANDLERS

DO YOU NEED TO REPLACE THE TYRES ON YOUR TELEHANDLER? ARE YOU LOOKING FOR ALTERNATIVE SUPPLIERS?

Did you know that research undertaken by a major telehandler manufacturer indicates that a five percent reduction in tyre pressure from the manufacturer's specified values can result in a 30 percent reduction in capacity at certain points on the load/height/radius curve? This could result in the vehicle overturning. Tyres deflect/distort under load and they have a significant effect on telehandler stability and load carrying ability.

An example of the importance of properly planning tyre replacement occurred when a telehandler operator checked the tyre pressures on his machine. Having completed the checks, he was walking away when one of the tyres exploded! A subsequent investigation revealed that the tyre, which had recently been replaced, was a 14 ply with a 3.5 tonne load rating, rather than the manufacturer's specification of 16 ply with a six tonne rating. The contractor also found that the tyre had been ordered from the company's approved supplier by asking for a tyre for the model of the telehandler, without mention of ply or load rating.

A subsequent check of other machines on site found that a third of them were fitted with incorrect tyres.

THE EFFECT OF TYRES ON STABILITY

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

- Mixing tyres from different manufacturers
- Incorrect ply rating
- Differences in diameter of tyres on the same axle due to differential wear
- Low tyre pressure'
- High tyre pressure
- Uneven tyre pressure
- Substandard repairs
- Tyre Repair, Replacement and Maintenance for pneumatic tyres only. Foam filled tyres are not user serviceable.

TYRE PRESSURE CHECK

- Tyre pressures should be marked on the chassis adjacent to each wheel
- Pressures should be checked daily when cold
- If necessary inflate tyres to correct pressure as stated in the manufacturers operators manual
- Personnel inflating tyres should stand a minimum of 3 metres away from the tyre and outside the likely explosion trajectory to avoid injury in the event of a failure. This will require 3 metres of airline between the nozzle and the airline trigger mechanism.
- Personnel should ensure that they stand to one side of the tyre facing the tread when inflating
- Tyre valves should be checked to ensure they are not leaking. Valve stem caps should always be replaced.

TYRE DAMAGE

- All tyres should be inspected daily as follows
- The tread and side walls should be checked for bulges and separation
- The tread and side wall should be checked for cuts

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

TYRE AND WHEEL REPLACEMENT

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

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

Unless specifically approved by the telehandler manufacturer, foam filled or ballast filled tyre assembly must not be replaced with a pneumatic tyre.

SUMMARY

So when replacing tyres ensure the ply and pressure ratings are as per manufacturer recommendations.

For more information, visit www.tsha.com.au

HRIA

CONVENTION 2017

WHEN: 10 - 11TH MAY, 2017
VENUE: ROSEHILL GARDENS, SYDNEY

Come and visit us at the 2017 HRIA Convention at Rosehill Racecourse in Sydney. JLG will have exciting new innovations in safety, equipment releases and the world's largest working envelope.

STAND
#65
OUTDOOR STAND
T110 - T111

- Interactive, educational and forward focused conference
- New equipment display showcasing the most innovative new technologies, toolbox talks, demonstrations and supplier presentations
- Offering more education, more inspiring keynote presentations, the newest, most innovative products and suppliers focusing on technology and safety
- Embracing the industry's continued global prominence, HIRE17 will have a wider international perspective with delegates, speakers and partners bringing the best of the world's hire and rental knowledge to Sydney
- Bringing together the hire and rental industry at all levels from front facing site staff to business owners and CEOs

KEYNOTE SPEAKERS:

Michael McQueen

Recognised for having his finger on the pulse of business and culture, and navigating change to stay ahead of the curve.

Glenn Cooper – Chairman and Ambassador for Coopers Brewery

He has overseen the launch of numerous products to the Coopers beer range.

Step Change

A strategically led marketing agency with facilitators and problem solvers who believe the best solutions in business start with marketing.

ROGER LANCASTER

VICTORIA/TASMANIA SERVICE MANAGER

With 8 years as the Victorian/Tasmanian Service Manager, Roger is frontline in ensuring our customers are up and running as quickly as possible.

Roger oversees the operations of the local service and parts departments and his 'make it happen' attitude is integral to its success. Having worked previously in the rental division of a civil works company and as a JLG Service Coordinator, Roger understands the challenges involved and works to find the best solution to customers problems.

"Whether it be a part, a service requirement or just a general question, I look to solve these as promptly as possible. As I deal with many hire companies I understand the urgency required and the fact time is money."



MARTIN DEHAAST

QUEENSLAND STATE MANAGER

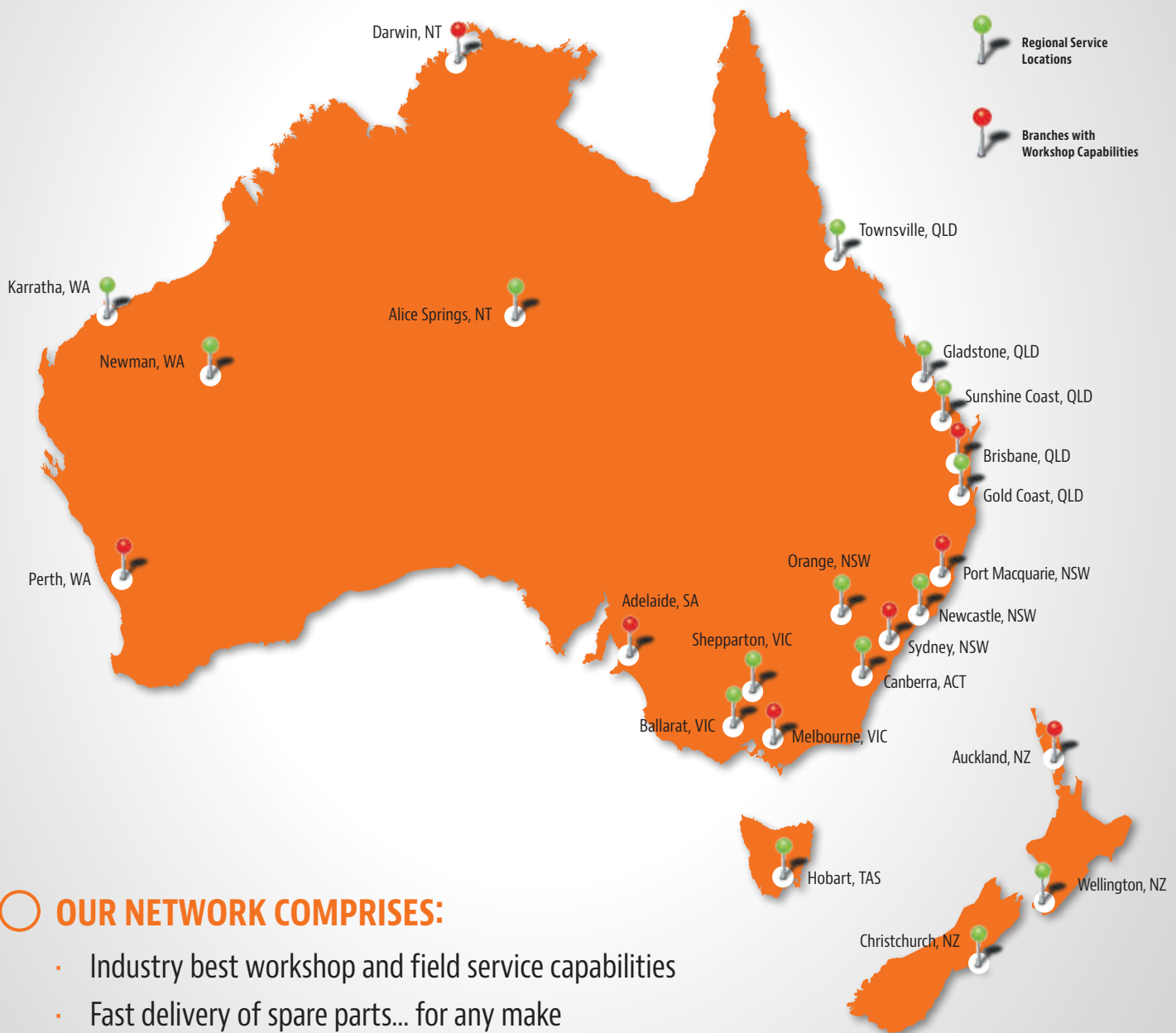
As Queensland State Manager, Martin oversees the daily administrative functions of the QLD branch.

Since joining the team in 2013 – and leaving behind a 24-year career in rigging, oversized equipment and freight transport - Martin has been looking after the general Sales and Marketing of the JLG brand throughout QLD while working closely with the ground support teams.

Martin's prides himself in providing prompt, accurate information to ensure customer's needs are met quickly and efficiently – and all while exceeding expectations.

"Our aim is to align ourselves with what matters most to our customer; by better understanding their business, creating a partnership, and providing a seamless hassle free experience."

GROUND SUPPORT



OUR NETWORK COMPRISES:

- Industry best workshop and field service capabilities
- Fast delivery of spare parts... for any make
- Unrivalled technical support
- Training
- Equipment repair, refurbishment and inspection services

Australia 131 JLG

New Zealand 09 276 1728

www.jlg.com

JLG
reaching out.