

T10E

Eliminate ladders
& scaffolding

TYRE SAVING EVENT

INTRODUCING THE
NEW 450AJ BOOM LIFT

TELEHANDLER TALK
WITH "THE HEFF"



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A PUBLICATION
BY JLG AUSTRALIA

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Welcome

Welcome to our Spring edition of JLG Access, the magazine for JLG Industries' customers throughout Australia and New Zealand.

With Christmas fast approaching, the final months of 2015 are guaranteed to be action packed, and this edition of Access is no different.

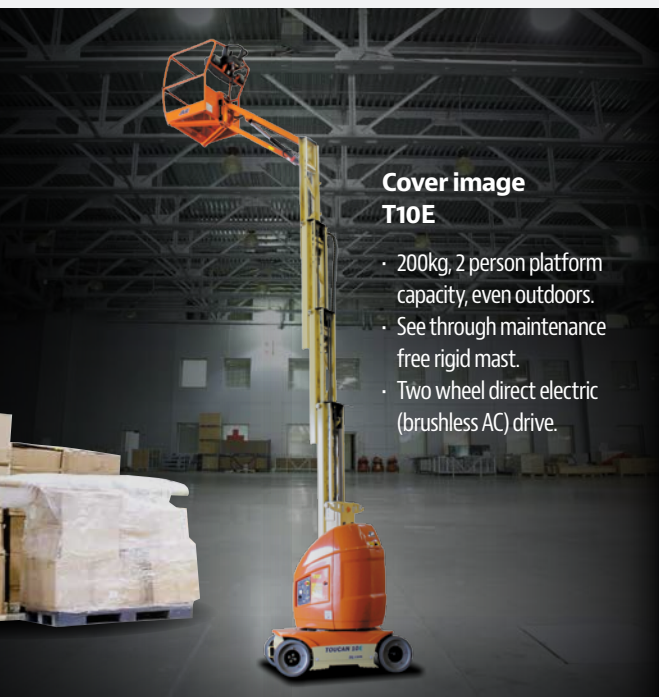
Access 14 highlights our philosophy of constant improvement – a principle we apply to our parts, products and people. This focus has been evident in 2015 with a number of new products including the Metro-LED lighting tower. JLG recently partnered with New Zealand's Access Solutions, a company that look forward to receiving delivery in October of the Metro-LED lighting tower as part of their new product line-up. We have also been busy implementing an upgrade to the ES Scissor Lift and product innovations such as the modification of all our Boom Lift platforms to accommodate Skyguard™, our Enhanced Control Panel Protection Device.

Finally, don't miss out on our 150 Day, No Payment promotion. JLG, alongside DLL are offering 150 days to pay on all equipment. This offer runs out on the 31st October so take advantage of new equipment with payments delayed until March/April 2016.

Overall as we get to the pointy end of 2015, we have seen a steady increase in construction activity in Sydney and Melbourne with the development of key infrastructure projects, most notably the \$6b Barangaroo South project; \$665m East Lands Shopping Centre and Town Centre redevelopment; \$250m Monash Children's Hospital project; Sydney's \$8.3bn North West Rail Link; the \$3.4bn M4 widening; and the \$1bn Sydney Convention & Exhibition Centre redevelopment. These projects will roll into 2016 which continues the upward trend for NSW and VIC as we wait for the other states to come on line with other planned infrastructure projects.

As this is the final edition of Access before Christmas I would like to extend a huge thank you to all our customers for their continued support throughout the year. I look forward to working with you in 2016 and as always, if you have any feedback or suggestions please don't hesitate to get in touch.

Bob Mules
General Manager
Australia and New Zealand



Cover image T10E

- 200kg, 2 person platform capacity, even outdoors.
- See through maintenance free rigid mast.
- Two wheel direct electric (brushless AC) drive.

METRO-LED TOWER LIGHT YEARS AHEAD ON FUEL-ECONOMY



WHEN NEW ZEALAND HIRE COMPANY ACCESS SOLUTIONS WANTED TO BREAK INTO A NEW MARKET BY ADDING AN ENERGY EFFICIENT LIGHTING TOWER TO ITS RANGE, THEY SELECTED THE METRO-LED LIGHTING TOWER FROM JLG – A BRAND NEW, HIGHLY PORTABLE SOLUTION, THAT ENABLES EXTENDED PRODUCTIVITY AT WORKSITES.

Designed and built in Australia to ISO9001 quality standards, the Metro-LED lighting tower remains operational for over 170 hours of run time – whilst also saving on fuel. The unit's four extra low voltage, high-output 340W LED lights run on Tier 4 final compliant diesel engines that draw from 130L fuel tank. An electronic control module with an optional Auto-Start and Advanced Engine Management module enable the lights to be switched on individually when required. The lighting tower is also very quiet thanks to a new exhaust system, sound proofing and quieter running engines.

Setting up the Metro-LED is simple, requiring just one person; a quick-disconnect head also makes short work of disassembly. The unit's light head can rotate 118 degrees (+58/-58) and can be adjusted via a switch on the control panel. The mast can reach a maximum elevation of nine metres and has a robust wind speed rating of 100km/hr.

The Metro-LED is perfectly suited for transportation. Weighing just 1100kgs and having a compact truck transport length of 2.05 metres and height of 2.45m, up to seven units can be loaded side by side on a standard semi-trailer bed, or 11 units at a time on a B-Double. A crane lifting point and forklift pockets enable the lighting tower to be hoisted securely. When towed, the unit coasts along on Sunraysia Style 14x6J wheels with a maximum speed of 80km/hr.

The Metro-LED is designed with a bund wall to help prevent worksites from contamination from spilled fluids such as fuel, oil and coolant. The unit's other safety features include an external emergency stop, all belts are fully guarded and there is a limit switch on the hood to prevent unexpected startup while servicing.

JLG's Metro-LED can also be customised to almost any application with a bevy of additional options and accessories available in kits.

Michael Biddick, Director of Access Solutions, said the Metro-LED was an ideal addition to their existing fleet of EWPs, scissor lifts and telehandlers, with fuel efficiency being the trump card.

"The new Metro-LED is a step in the right direction for Access Solutions. Our customers will derive huge cost savings from this unit because of its low fuel consumption and longer hours of operation. We also feel very confident moving ahead with this model from JLG – the company has been a loyal partner for more than 15 years," Mr Biddick said.

"All products from JLG are backed up by an industry-leading Ground Support network; the company has always been able to promptly assist us with any enquiries from nearby headquarters in Auckland."

Scott Daly, JLG's Director of Sales – Australia & New Zealand, said the recent release of the Metro-LED Lighting Tower coincided perfectly with Access Solution's product quest.

"The Metro-LED is the first of a line of LED units JLG is making and it provides significant benefits to users. Similarly, Access Solutions had never offered lighting towers before and they were looking for a product that would offer their customers real benefits - So the timing was ideal," he said.

"Access Solutions has made a practical decision by adding the Metro-LED Lighting tower to its existing fleet. We look forward to seeing our clients benefit from using the unit at sites across New Zealand."

For further information about JLG's Metro-LED lighting towers and the full range of JLG Telehandlers and access equipment, please visit www.jlg.com.au or call JLG Australia on 131 554 or JLG New Zealand on 64 9276 1278.

INTRODUCING THE NEW 450AJ BOOM LIFT



Rugged, high performing articulating boom with industry leading work envelope, capacity, and lift speeds.

More Productivity

- Lift more with industry leading capacity. Take more to the work area (10% more than anyone in the market)
- Fast lift speeds - spend more time working, less time positioning

Improved Durability

- New hood design. New hood material provides additional durability with modern aesthetic look

More Serviceability

- MDI display communicates full language versus just fault codes for improved serviceability and faster troubleshooting to reduce the number and duration of service calls

KEY SPECS

- Platform Height — 13.72 m
- Horizontal Outreach — 7.62 m
- Up and Over Height — 7.3 m
- Capacity Unrestricted — 250 kg

TELEHANDLER TALK

WITH "THE HEFF"



THE LATEST JLG 4014PS & 4017PS TELEHANDLERS

WE KNOW THAT WHEN YOU ARE AT WORK, YOU NEED MACHINES THAT ARE DESIGNED TO OFFER OPTIMAL PRODUCTIVITY, RELIABILITY AND PERFORMANCE. JLG TELEHANDLERS ARE DESIGNED TO TAKE CONVENIENCE A STEP FORWARD IN TERMS OF USEABILITY AND PERFORMANCE.

Comfort. Practicality. Serviceability. We wouldn't expect you to settle for anything less with JLG telehandlers. Our New 4014PS & 4017PS cabs feature simple rocker switch gear, intuitive single joystick controls and an integrated arm rest so you can work in greater comfort, in addition all JLG models from the L2906H up to the 4017PS feature a state of the art Multifunction Indicator and Control System – with a combination digital display & analogue instrument panel and an operator interface keypad at your fingertips – Everything you need is at a glance and within easy reach, including onboard diagnostics and analyser capabilities.

To control and indicate the following machine setup functions:

1. The Multifunction Display Menu*:

The Menu displays fault codes and other machine information while allowing modifications of some operating parameters:

- Operator Tools – Speed, Temperature and Oil Pressure units, Steering Change Mode and Tyres can be modified by the operator.*
- Machine Speed – Select units (km/h or m/h) to be displayed.
- Engine Temperature – Select units (Celsius or Fahrenheit) to be displayed.
- Steering Alignment Mode – Select mode (manual, rear wheel assisted or all wheel assisted) to be used when changing steering modes.
- Joystick Pattern Configuration – Choose between either Loader pattern or Lifter (Telehandler) pattern.
- Tyres – Select tyre size installed on machine.
- Diagnostics – View diagnostic information
- System Test – Performs test of all system inputs and outputs.
- Machine Setup – View machine configurations.*
- Calibrations – Calibrate machine characteristics.*
- Personalities – View performance parameters.*

2. Display screen:

Display screen shows – Joystick Mode, Speed, Driving Direction and Gear, Engine Speed, Operating Hours, Boom Angle, Continuous Auxiliary Hydraulics, Steering Mode Change and Anti Theft Code Entry.

3. The onboard analyser for instant fault diagnosis:

Displays Diagnostics – View diagnostic information, displays active fault code. Can cycle through the last 25 fault codes.

4. Steer mode selector:

All Wheel & rear wheel assisted or manual Steering Alignment Mode Change.

5. LSI (load stability indicator) override:

Momentarily disables the automatic function cut-out. LED flashes while activated.

6. Bucket mode selector:

While activated increases response to bucket boom functions

7. Joystick function selector:

While activated, boom, auxiliary hydraulics and outrigger (if equipped) functions are enabled. Deactivate this function before traveling on public roads.

JLG Telehandlers are also designed to offer optimal productivity, reliability and enhanced performance in heavy duty environments. With advantageous hydrostatic or four speed Power Shift transmissions for extra traction at a range of speeds and an industry leading variable displacement piston pumps for superior performance – JLG Telehandlers will give you a head start in any industrial, agricultural or construction application. That is why our equipment is manufactured to the highest technological and structural standards in the industry – built to take on the toughest jobs with ease.

*Customer or Service level access code required to modify some parameters.

Dean Halliwell from M A H (Melrose Access Hire) recently purchased one of our 4017PS Telehandlers for a long term hire at one of Sydney's major construction projects. After being painted in their corporate colours, Dean said it had "Come up a treat".



PRODUCT IMPROVEMENTS

○ New SkyGuard™ Ready Platforms

Now standard on all JLG® boom lifts is the new SkyGuard ready platform. The new platforms were designed with a higher rail protecting the platform control box with mounting fixtures to accept the SkyGuard accessory.



Previous Platforms with no squares welded into the bar



New Platform has two squares welded into the bar (ready for placement of SkyGuard)

○ Introducing the Updated ES Scissor Series

The equipment rental industry is no stranger to JLG's ES Scissor Series, and for good reason. The ES series has been a staple in rental yards across the world since 2003, and we are pleased to announce some key product improvements based on customer feedback.

Platform and Deck Extension

Both surfaces upgraded to steel to provide enhanced strength, durability and repairability. The extension deployment method was improved through the utilisation of a locking foot lever rather than rail mounted locking handles.

Lightweight

Formerly, the 2030ES and 2630ES were both 30" (0.76m) wide and have now been widened slightly to 32" (0.81m). These new, lighter-weight machines are now even more capable of performing on sensitive floors. The associated model names are now 2032ES and 2632ES respectively.

Maintaining Strengths

Although the machines themselves may look different, they have maintained the key features that have set them apart. Electric drive, a tight turning radius and industry leading duty cycles are just some of the many aspects of the machines that have remained unchanged.





DAYS BEFORE FIRST PAYMENT*

**On all JLG Equipment purchased and delivered
between 15th September 2015 to 31st October 2015.**

*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)

The services we offer that help you maximise equipment uptime.



FIELD SERVICE COVERAGE

No matter where your access equipment works, JLG has you covered. From capital cities to regional centres and remote work sites we have an integrated support network with just one aim: to keep your machines working.



REGIONAL COVERAGE

Our recent extensive customer survey told us that most of our customers rate regional coverage as extremely important. Over the past three years we have invested greatly in our support network, visit www.jlg.com.au to view our branch and regional service centres.

FACTORY TRAINED

More than just a tag line, JLG factory training is the real deal. It's why our service technicians are so good and it is your guarantee of the right service, on time, every time.

FIELD SERVICE MOBILITY

Standard equipment in every JLG service van, FSM tablets connect wirelessly to our Baseplan system software and provide equipment history access and updating, parts ordering, real-time job status and much more.



SPARE PARTS

Every piece of JLG access equipment is designed as an integrated unit and every component is designed, engineered and tested to ensure the highest levels of safety and reliability.

GENUINE JLG REPLACEMENT PARTS

Trust the performance of genuine JLG replacement parts for your machine. Don't settle for anything less. JLG parts centre is the best source to ensure that the parts used for your repair and maintenance are factory-approved. They also know your equipment, inside and out, and have the parts inventory to keep your machine up and running.

WHY USE GENUINE JLG REPLACEMENT PARTS?

- Maximize the resale value of your equipment
- Backed by a six months warranty
- Optimize the productivity of your equipment
- Thoroughly tested by JLG engineers and carefully selected for use on JLG equipment

COMPETITIVE PARTS

For customers operating mixed fleets of access equipment, save time and money by getting all of your parts from JLG, we now offer a range of popular and high volume competitive and aftermarket parts at very competitive prices for most major brands.

TECHNICAL SUPPORT

JLG's National Technical Support Centre with over 100 years of combined experience delivers world-class service, information and advice to customers and service technicians, around Australia.

Customers can use JLG technical support for a range of purposes, from simple enquiries regarding machine specification or characteristics to in depth fault finding step by step over the phone.

Similarly, JLG's field service technicians have direct access to the company's entire technical resources, adding an invaluable extra level of service and efficiency.

IN SUMMARY YOU CAN USE OUR TECHNICAL CALL CENTRE TO:

- Obtain assistance when trouble shooting a machine fault
- Obtain copies of hydraulic and electrical schematics
- Confirm warranty claims
- Check for current and outstanding field service bulletins

MAJOR INSPECTIONS AND REPAIRS

Keep your machines operating in top condition while meeting the requirements under the Australian Standard AS2550.10 by having JLG Ground Support perform your major inspections. We've developed a methodical and cost effective process that assures compliance and reduces your risk of liability.

Our Ground Support team will work with you to schedule your machine at a time that minimizes disruption to your operations while providing you with peace of mind knowing the job will be completed on time and on budget. For added convenience, JLG also inspect and certify other brands of height access equipment.



Our reconditioned products meet or exceed the applicable standard and we include a full 6 months warranty in our 10-year major refurbishment package.

WHAT YOU NEED TO KNOW ABOUT NFL

HISTORICALLY, AUSSIES' LOVE AFFAIR WITH SPORT HAS LARGELY DIVIDED A MAJORITY OF THE NATION INTO TWO DISTINCT CATEGORIES: FOLLOWERS OF AFL OR NRL.

Recently, thanks to former Parramatta Eels star Jarryd Hayne's recent football code conversion, there's another enjoying time in the limelight – and it's not even contested here. It's NFL (National Football League), and despite being an intriguing mixture of our current two national pastimes, this clash of sporting titans is somewhat different. Whichever camp you fall into, here's the NFL in a nutshell.

The NFL has 32 teams who contest against each other during a 17-week regular season – each team plays sixteen games. At the end of the season, six teams go through to playoffs in order to earn a spot in the coveted spectacle that is the Super Bowl, but more about that later.

Now the players. These guys are fit, really fit. In fact the NFL is home to some of the most versatile, chiselled and formidable athletes in the world whose skill sets vary between players and positions. Wide receivers, the fastest players on the field, can run over 35 metres in four seconds. There are linemen who specialise in play at the line of scrimmage and are the largest players on the field in both height and weight. Linemen are capable of benching 114kgs 30 times or more in one sitting. Quarterbacks, responsible for calling play in a huddle, can sling a football 60 metres down the field to a waiting receiver. Running backs are able of carrying (or is the correct term 'dragging'?) defenders on their back as if they were infants. Linebackers, who line up roughly 3 metres behind the line of scrimmage, literally "back up the line" by providing extra run protection or pass protection based on the play being executed and are capable of really packing a punch upon contact to rattle the insides of the opposition.

Kickers are skilled at booting a ball through two posts from 45 metres away on a windy day.

The sport itself is a game of pure strategy. An entire week can go into planning how to win. Pre-game planning involves studying and breaking down previous match coverage to determine trends and weaknesses in the opposition. After that comes a full week's worth of practice to drill players on on-field expectations and ways to beat rivals. Then it all comes down to execution on the day of the game. A game is divided into four 15-minute quarters, with a 12-minute break at halftime. As 11-man team, the offence, has possession of the ball and tries to advance down the 91 metre field by either running with the ball or throwing it. Points are scored by crossing the goal line or accessing an area called the end zone. The opposition, or the defence, tries to prevent the offence from making ground and give up possession of the ball. If a goal is scored or possession is lost, teams switch roles.

NFL's tail end, or the home equivalent of the NRL/AFL Grand Final, is the Super Bowl – one of the biggest sporting events on the global stage. Each year more than 100 million viewers from around the world tune in, companies pay premium price to air expensive adverts and the crème de la crème of the entertainment world strut their stuff during halftime. Local hero Hayne is in fine, fighting form with five-time Super Bowl champions the San Francisco 49ers. Despite their historical success, they haven't held trophy above their heads for over two decades. Time and the nation's full support behind him will tell whether he can break their drought.

TYRE SAVING EVENT

JLG PARTS

TAKE ADVANTAGE OF SPECIAL PRICING ON SELECT TYRES FOR JLG® ELECTRIC SCISSOR LIFTS.

For a limited time, JLG is cutting prices on some of its most widely used scissor lift tyres. Order now and save money on every item listed below. Sales dates: 15th September, 2015 to 31st October, 2015. For more information call 131 JLG in Australia or 64 9276 1782 in New Zealand

E2 NON-MARKING WHEEL

JLG Part # 4860182



\$95.50 + GST AUS
\$115.00 + GST NZD

Used on models: 1932E2

E2 NON-MARKING WHEEL

JLG Part # 4520176



\$155.50 + GST AUS
\$187.00 + GST NZD

Used on models: 2032E2, 2632E2,
2646E2, 3246E2

ES WHEEL

JLG Part # 1001114467



\$75.00 + GST AUS
\$90.00 + GST NZD

Used on models: 1230ES, 1930ES

ES WHEEL

JLG Part # 1001114466



\$120.00 + GST AUS
\$145.00 + GST NZD

Used on models: 2030ES, 2630ES,
2646ES, 3246ES

R6 NON-MARKING WHEEL

JLG Part # 1001133065



\$75.00 + GST AUS
\$90.00 + GST NZD

Used on models: R6

STEFFEN PEDERSEN

NATIONAL DISTRIBUTION CENTRE MANAGER

"Ensuring we meet the promise first time, every time" is Steffen's dedication to delivering a high level of customer service and support to our customers.

Since joining JLG in May 2014 in the role of National Distribution Centre Manager, Steffen has improved the customer service interface by increasing the number of spare parts front line sales staff. "It's all about finding the solution efficiently and effectively."

To drive continuous improvement in the warehouse, it was identified that warehouse staff needed to be multi skilled, reacting to changing circumstances in the work flow was critical in meeting internal and external customer's needs.

Balancing receiving and despatching of goods, good time management, cycle count stock consistency, and the management of freight movements is but a few of the areas we have concentrated on.

"We are always looking for ways to improve our customer's experience and this will drive our future plans to deliver higher levels of satisfaction.

With the recent changes to our front line spare parts sales team and warehouse, we have seen a positive cultural change.

September will see the implementation of a paperless parts warehouse solution incorporating hand held PDA scanners; this will streamline our processes that will enhance the delivery of service and support to the business and our customers.

Another way technology has addressed the enhancement of support is with the added features of online express. This online parts system provides interactive parts viewing 24/7, enabling easy access to parts availability, pricing and ordering in a convenient and efficient manner."

"It's all about our ability to be responsive and flexible in delivering superior customer service."



RAY GREEN

OPERATIONS MANAGER SOUTH AUSTRALIA AND NORTHERN TERRITORY

Joining JLG in April 2011 Ray commenced as Service Manager for South Australia with a focus on ensuring that equipment was serviced efficiently and in the most cost effective manner.

"It's about being able to react to the requirements of the customer, going above and beyond their expectations."

With his dedication and extensive knowledge of the hire industry, Ray was recently promoted to Operations Manager for South Australia and Northern Territory.

Darwin officially opened in October 2014, and now employs a full time Ground Support Co-ordinator, two Workshop Technicians, Trades Assistant and most recently in January 2015 another Field Service Technician totalling three.

We have seen rapid growth in Darwin during the past last twelve months with a high level of customer service where general maintenance and servicing, major repairs and major inspections are completed on the range of JLG products.

The regional coverage by the fully equipped mine spec field vans allows extensive distances to be travelled from Groote Eylandt to Alice Springs on a regular three month schedule.

Our South Australian branch is equipped with a workshop that can carry out general service and maintenance as well as major inspections and rebuilds. We have completed many major inspections and rebuilds for our customers in the past twelve months. We also have four field service technicians, with three fully equipped mine spec vehicles which travel as far as Prominent Hill, Port Lincoln and South East (Mt Gambier). Regionally we are covering over 30,000kms annually.

Speed to market and a superior level of customer service is what Ray prides himself on as he manages and develops the Operations in South Australia and Northern Territory.

PUTTING YOUR WORK ABOVE EVERYTHING



When it comes to JLG Ground Support it's all about you: your productivity, profitability and uptime – from the purchase of your first piece of equipment through to training, parts and maintenance.

Your needs. Your uptime.

JLG is on the job to fulfil your every need, from repair, reconditioning, same-day parts and much more. We're here to support you.

CONTACT YOUR JLG AUSTRALIA OR NZ BRANCH ON:

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