

BlueNews

AUTUMN 2015



FIRST ON, LAST OFF

New Genie®GS™-69BE
Hybrid Scissor Lift

GENIE EXPANDS IN DARWIN

New support facility opened

FIRST GENIE® SX™-180 BOOM LIFT DELIVERED IN AUSTRALIA

Celebrations at Top End Access

GENIE ONLINE PARTS PORTAL

Force improves parts ordering
efficiencies by 20%

GENIE QUALITY PRODUCTS AND AFTERMARKET SERVICE

Support Asset Construction
Hire expansion



BRAD LAWRENCE

General Manager,
Terex AWP Australia

GENERAL MANAGER'S MESSAGE

WELCOME TO ANOTHER EDITION OF *BLUE NEWS*, THE MAGAZINE FOR GENIE CUSTOMERS THROUGHOUT AUSTRALIA AND NEW ZEALAND.

The new year always brings renewed optimism that this year will be better than the last. Whilst 2014 was a challenging year from a rental rates perspective, the industry did enjoy improved utilization fueled by growth in non-residential construction and the commencement of major projects in the Pilbara and Darwin.

The outlook for 2015 again points to rental rates as our industry's biggest challenge, but on a positive note we should also see an increase in construction activity in most states and from a suppliers perspective you are going to see more new products coming from Genie than ever before. New model booms and telehandlers will be released throughout the year and in the scissor range we are launching the new 69 BE bi-energy which is featured in this magazine.

In February we opened our new branch in Darwin in response to customer demand for Genie support in this growth region. This branch has an extensive range of parts and experienced service technicians to support Genie® products. We also feature in the magazine articles highlighting our parts portal, service training and technical support which are key components of our value proposition and ways Genie can help our customers be more successful.

Happy reading, and as always you can call me directly on my mobile 0408 884461 with any comments or issues.



MIKE DAVIS

Vice President and
Managing Director,
Terex AWP Asia Pacific

REPORT ON THE ASIA PACIFIC REGION BY MIKE DAVIS

TEREX MAKES A SPLASH IN CHINA

Terex made its presence felt at the bauma China show in Shanghai. Bauma China attracted 180,000 visitors, which was a 20% increase on the show in 2012, while the brand new Genie® SX™-180, the astounding, self-propelled boom lift capable of telescoping to an unprecedented 186 ft working height, proved a major attraction for those who visited our booth.

We hosted 10 Australian-based customers at the trade fair, and bauma China proved a great opportunity for them

to see the scale of the Genie global team. After the show a number of customers enjoyed a factory tour of the first Genie manufacturing facility in the Asia Pacific region. Located outside Shanghai in the city of Changzhou, this state-of-the-art facility was designed and built from the ground up to manufacture Genie products closer to our customers in the Asia Pacific region. Since opening four years ago all of the models built in Changzhou are the exact same design and are built to the same quality standards as the Genie US models. Currently, around 30% of the Australian Genie booms and scissors come to us from the Changzhou facility and this will continue to grow over the coming years as more models are introduced.



ARA RENTAL SHOW - IN NEW ORLEANS FEBRUARY 2015

HERE'S ONE FOR THOSE WHO NOT ONLY WANT TO KNOW WHAT'S UP AND COMING IN THE ACCESS AND HIRE EQUIPMENT INDUSTRY, BUT ALSO HAVE A HANKERING FOR SOUTHERN-STYLE USA HOSPITALITY AND GOOD TIMES GENERALLY – THE AMERICAN RENTAL ASSOCIATION (ARA) RENTAL SHOW IN NEW ORLEANS, FROM FEBRUARY 22-25, 2015.

In classic US style, the show will be big, with more than 675 exhibitors. Naturally, Genie will be one of them, and amongst the biggest, showcasing a wide range of our latest products, including the new Genie® Z™-62, an articulating boom with a working height of 20.87 m and a horizontal reach of 12.47 m, and the new Genie® Z™-33, a lightweight electric articulating boom with a reach of 12 m, providing quiet, emission-free operation.

Also on show will be the Genie® TZ™-34/20 trailer mounted boom, Genie Super Series aerial work platforms, and the Genie® SLC™ Superlift Contractor enabling a single operator to move loads of up to 294 kg.

During the show, Genie will be hosting a Customer Appreciation Event at the WWII Museum on Monday 23rd February. If you're thinking of attending, please contact your regional Genie sales manager for more details.

More information on the show can be found at www.therentalshow.com



CUSTOMER FEATURE

FORCE IMPROVES ORDERING EFFICIENCIES BY UP TO 20% WITH GENIE ONLINE PORTAL



FORCE IS A LEADING NATIONAL PROVIDER OF ACCESS HIRE EQUIPMENT, WITH A 4,000-STRONG FLEET OF SCISSOR LIFTS, BOOM LIFTS, KNUCKLE BOOMS, VERTICAL LIFTS, TELESCOPIC HANDLERS AND TRAVEL TOWERS. IT ALSO HAS 18 BRANCHES NATIONALLY AND 60 FIELD OFFICERS COVERING THE LENGTH AND BREADTH OF THE COUNTRY.

It's also a major client of Genie, Australia's leading supplier of access equipment. Therefore it makes perfect sense that Force was chosen to assist Genie with testing its new online parts portal, launched in late 2012.

The online parts portal, the brainchild of Michael Carmody, National Group Parts Manager, Terex AWP, is hosted from a facility in Sydney, and gives customers online, real-time inventory and parts information. "The online portal has enabled the Parts Group to slash the time taken to service enquiries by 25%," said Michael. "This is a great result for Genie and our customers."

Mark Shea, National Group Parts Manager, Force agreed, "The Genie portal is good because it delivers timely information when we need it." He added, "Genie already delivers high quality products for our fleet, and excellent supply rates, which are consistently

in the high 90% range, so the online portal is yet another winning initiative."

Force is using the portal extensively and was the first Genie customer to hit 10,000 and then 50,000 enquiries. "By having Genie stock and parts information online, we have improved our ordering efficiencies by 15 to 20%," said Mark. "In the past we ordered our parts through the Genie facility in Queensland. However if the issue arises in Western Australia, for example, we can use the portal to check if a local facility has the appropriate part. This can save significant time and freight expenses."

The online portal has also trimmed costly telephone waiting times for Force. "As our 18 branches now order directly through our National Parts Department, they're not waiting on the phones and raising purchase orders for parts themselves. They submit their order and we raise a single

purchase order," said Mark. "The online portal has also helped us create additional reconciliation and accounting efficiencies."

Since the portal launched, Force has continued to provide Genie with feedback. "The Genie team has only been too happy to take on board our suggestions." For example, Genie is launching a new feature, which enables customers to link their own internal purchase orders into the ordering portal.

True to form, Force has been conscripted to test the new application. "Mark and I have a good relationship and he's always been my guinea pig for testing any enhancements to the portal," said Michael Carmody from Genie. "Mark goes through the enhancements and provides feedback. When we're both comfortable with a new application such as the purchase order enhancement, we release it."

www.forcecorp.com.au



'FIRST ON AND LAST OFF' WITH THE NEW GENIE® GS™-69BE HYBRID SCISSOR LIFT SERIES

COME SEE IT AT
THE UPCOMING HRIA
CONVENTION IN ADELAIDE,
29-30 APRIL 2015.

This is the first rough terrain, high performance scissor lift with both electric and diesel power - which is where its BE name, for 'bi-energy', comes from.

This unique motive system enables the GS-69 BE Hybrid to, for example, commence work outside on a greenfield site using diesel power to recharge the batteries and power hand tools when no mains power is available, then move inside in DC electric mode, producing no emissions or engine noise, once the building is constructed.

The real benefit to operators of the Genie GS-69 BE scissor lift is the versatility and convenience the machine provides. It enables them to use just the one machine on a jobsite, both externally (under diesel) and internally (under rechargeable electric power). No longer do operators have to change machines when the job moves from outside to inside stages.

The great benefit therefore of the Genie GS-69 BE lift to hiring companies, is that the operator hires the machine for a longer duration, meaning greater revenues for the equipment hirer. With this machine, it's a case of it being the 'first on, last off' the jobsite.

From an operator functionality and productivity point of view, the GS-69BE scissors lift excels.

It offers:

- A selection of 26, 33 and 40 ft platform height models
- Lift capacities ranging from 363 kg to 680 kg
- Tight 2.11 m inside turning circle, offering excellent manoeuvrability
- Short wheelbase and good ground clearance, allowing outstanding ability to handle tough terrain
- A 1.52 m extension deck, providing greater reach and a larger, more productive work area
- Non-marking rough terrain tyres - meaning it is at home anywhere on site
- The choice of operating in hybrid, or all-electric mode
- On-board power generation in hybrid mode.

Peter Stephens, Genie Regional Sales Manager for WA and SA says, "The Genie GS-69 BE offers users great lift and capacity, versatility and ease of service. Depending on the model it can accommodate three or four workers on the platform, and its applications are wide - such as indoor/outdoor painting, overhead electrical work, plumbing, HVAC and data installation to mention a few. Operators will love it - and because of its hybrid power capabilities, will use it for longer. For this reason, hire companies will love it too."



SmartLink™ Control System
- Proportional drive, lift and lower

**3 to 4 person occupancy indoors
and 2 persons outdoors**
363 kg to 680 kg lifting capacity
- depending on the model

**Easy roll out 1.52 m,
5 ft extension deck**



Full drive-height

SCISSOR LIFT

GS-69BE

Hybrid or All Electric
Scissor Lift

**No emissions or noise in
all electric mode**

**Onboard diagnostic
system and easy
maintenance swing
out batteries tray**

Stowed drive speed 7.2 km/h

Active oscillating axle

**AC sealed drive
motors to reduce
maintenance
costs and increase
batteries efficiency**

**Rough Terrain
non marking tyres**

Excellent maneuverability
2.11 m inside turning radius

**Maximum
gradability of 35%**
24 cm ground
clearance

**AC power to platform
and chassis from diesel
powered generator**

**Automatic
leveling
hydraulic
outriggers**

Genie
A TEREX BRAND

TAKING YOU **HIGHER**

GENIELIFT.COM.AU | 1800 788 633

TEREX FINANCIAL SERVICES

Terex Financial Services (TFS) is a one-stop shop for effective financing solutions, including helping you manage cash flow and conserve working capital. TFS lets you build the fleet you want with competitive financing rates, as well as offering special lease and purchase options.

Adam Phillips, TFS Country Manager, says "We provide a cost-free service to remove the hassle of equipment financing and ensure that finance transactions are always completed in a timely manner".

Adam added, "The popularity of TFS with Genie customers continues to grow. We had a big year in 2014, with a number of high profile customers coming on board – and we look forward to building on that in 2015".

"I travel widely across Australia and New Zealand and am happy to discuss the benefits of Terex Financial Services with you in person. Please feel free to call me on +61 448 110 430 or email adam.phillips2@terex.com".



**ESTABLISH A
RELATIONSHIP TODAY!
TO GET YOUR BUSINESS
FINANCE ACROSS THE
LINE TOMORROW.**

Call Adam Phillips for a no-pressure chat. He's regularly in your area.

Country Manager,
Terex Financial Services
Ph: +61 7 3456 4412
Mob: +61 448 110 430
adam.phillips2@terex.com



SERVICE SUPPORT

GENIE EXPANDS ITS CUSTOMER SUPPORT IN DARWIN AS INPEX MOVES TO NEXT STAGE



GENIE HAS OPENED A NEW SUPPORT FACILITY IN DARWIN, LOCATED AT 33 MCCOURT ROAD, YARRAWONGA, ADJACENT TO PALMERSTON.

The establishment of the Darwin facility is a response to the growing economic importance of northern Australia, according to Mitch Ely, National Operation Manager Terex AWP, and it coincides with stage 2 of the INPEX Ichthys LNG Project.

Ichthys represents the largest discovery of hydrocarbon liquids in Australia in 40 years. As a consequence, the Ichthys LNG Project is currently in construction and is ranked among the most significant oil and gas projects in the world. Mitch said, "Inpex is finishing the civil works and now the mechanical aspects of the project are commencing such as the plumbing, piping and the framework, which will involve large numbers of machines, including Genie® products."

He added, "With Ichthys ramping up, it makes sense that we have a product support facility in the region that will be operated by qualified technicians, skilled in our entire product line."

The Darwin facility will provide on the ground service support and parts for the current fleet of approximately 300 Genie® units in the Top End. "In the past Darwin customers purchased parts from the southern states.

The freight charges were often expensive, and it added lead times for our customers," said Mitch. "Indeed, no one has ever maintained a ready supply of parts in this region. The fact we will have a parts store, which enables our customers to make over-the-counter purchases is a game changer for access hire companies in this region."

The Darwin branch of Genie will have experienced Field Service Technician, Rodger Alford assisting customers. Rodger is relocating from Western Australia, where he built an exceptional reputation as a mine site operator following long stints in the Pilbara. "Rodger's Pilbara experience will stand him in good stead, making him the perfect Service Technician for our Darwin branch," said Mitch. Joab Coyne has worked closely with Genie for more than nine years providing Genie Field Service to the region, and he will continue in his business as usual, operating within the new branch.

"We're thrilled that we will be offering our renowned customer support in Darwin, especially given the exciting economic prospects for northern Australia."

GENIE DELIVERS FIRST SX-180 BOOM LIFT TO AN AUSTRALIAN COMPANY

IN A LANDMARK MOMENT FOR THE AUSTRALIAN EQUIPMENT HIRE INDUSTRY, AND FOR GENIE, IN NOVEMBER WE DELIVERED THE FIRST GENIE® SX™-180 SELF-PROPELLED BOOM LIFT TO BE ORDERED BY AN AUSTRALIAN COMPANY – TO HIRE EQUIPMENT FIRM TOP END ACCESS IN DARWIN.

At a gala event on 21st November, the Genie® SX-180 boom lift, purchased by Top End Access, was officially launched by Northern Territory Attorney-General, the Hon Minister John Elferink MLA. During the ceremony he unveiled a plaque commemorating the arrival, and commissioning, of this astonishing piece of equipment.

Being capable of telescoping to an unprecedented 56.7m (186 ft) working height, the Genie SX-180 is the highest-reaching boom lift made by Terex AWP. It has been under development for a number of years, and in mid-2014 became a reality. Top End Access placed an order for one in 2013, the first Australian company to do so, and is delighted that its Genie SX-180 boom lift – Australia's first - has now been delivered.

Terex AWP Regional Sales Manager Michael Scott said, "We have been anxiously awaiting the arrival of this Genie SX-180 boom lift, and we are immensely proud and excited that it is finally here. We also think Darwin is an ideal location for the SX-180 boom lift - there are multiple opportunities there for its unprecedented capabilities.

"The Genie SX-180 boom lift is ideally suited for a huge range of industries – construction,

maintenance, telecommunications, gas and oil refineries and large utilities. It also has a wide working envelope giving it unique versatility." Michael added.

Echoing these sentiments, Top End Access's General Manager, Geoff Guy said, "Taking delivery of the SX-180 boom lift shows the faith our firm's directors have in the company, and also in the Northern Territory in general. They believe the Northern Territory is continuing to grow and develop, and they want to make sure they're at the forefront of having the right access equipment available to meet the needs of the customer.

"The Genie SX-180 boom lift fits in perfectly with Top End Access's motto of 'Get Higher, Safer, Sooner.' With its unique features, it will enable users to do just that.

"We expect the SX-180 boom lift to be utilised quite vigorously by local mining and construction operations, but its use is not limited to just those two sectors. Our Genie SX-180 boom lift is now ready for hire, and we anticipate interest from many areas – where getting safe access to great heights is required," Geoff said.



SAVE THE DATE FOR THE HRIA 2015 CONVENTION – 'DESTINATION SUCCESS'



THE UPCOMING HIRE AND RENTAL INDUSTRY ASSOCIATION CONVENTION, THEMED 'DESTINATION SUCCESS', IS BEING HELD IN ADELAIDE FROM THE 28TH-30TH APRIL, 2015. THE EXHIBITION WILL BE HELD AT THE ADELAIDE SHOWGROUND, AND THE CONVENTION AT THE INTERCONTINENTAL HOTEL.

Save the date for it, this Convention is shaping up as being one of the best for Genie customers and operators of access equipment.

For the first time, Genie is the Platinum Sponsor of the HRIA Convention. "This is a position we're very proud of, and delighted to hold", said Brad Lawrence, General Manager of Terex AWP Australia. "The Platinum Sponsorship is a great way for Genie to be engaged with our existing and prospective customers and to show our support for the hire industry in general and the Hire and Rental Industry Association in particular.

"In addition to the Genie equipment showcased at the Convention, which always attracts great interest and attention, a real highlight of the 2015 event for us will be hosting the Genie Customer Appreciation night. As usual, the setting is a secret – you'll only find out on the night where you're going and what's happening, but I'm very confident you won't be disappointed with what we've got planned.

"Take note though, the Genie Customer Appreciation night is on Tuesday 28th April, the night before the trade exhibition gets underway. So if you're planning on attending the night, which we hope you do, please save the date and make sure you arrive in Adelaide in good time to be there at the night's beginning. Remember, we will all be heading off together for somewhere special", Brad said.

At the Adelaide showground, you'll find Genie at booth 46 indoors, and, at stand E4 outdoors. Come along and see some of the great equipment we'll have on show. Our fantastic Genie® SX-180 boom lift will be there, which you can take a ride on, up to all of its 56.7 m/186 ft working height if you're game!

We're expecting lots of interest in our new Genie® GS™-69 BE Hybrid scissor lift which will be on display (and which you can read all on page 4 of this edition of Blue News).

We'll also be showing the new Genie® Z™-62/40 articulating boom lift. This new model has a working height of 20.87 m (67 ft 11 in), higher than its predecessor, and a maximum horizontal outreach of 12.47 m (40 ft 11 in), also further than the previous model. All of these features are available on a machine that weighs only 9,934 kg (21,900 lbs) and stows to the compact size of 7.58 m (24 ft 10.5 in) with the jib tucked.

There will be plenty of other outstanding Genie equipment on show, please come and check it out.

The 2015 HRIA Convention in Adelaide promises to be a vintage event – we hope to see you there!

For more information visit www.hireandrental.com.au/whats-on/convention



CUSTOMER FEATURE

QUALITY PRODUCTS AND AFTERMARKET SERVICE ARE ASSETS FOR ACT HIRE COMPANY



"Let us be an asset to your business"

IN 2011, CANBERRA BUILDERS PETER AND DARRELL LEEMHUIS REALISED THAT THE NATION'S CAPITAL HAD A SHORTAGE OF QUALITY ACCESS HIRE COMPANIES.

For a number of years, the pair, who own and operate local construction firm A&P Leemhuis Builders, had done business with a contact at a local hire firm who understood their business and the vagaries of the local environment and council regulations.

However when the hire firm was acquired in a national takeover, Peter and Darrell lost their contact and the level of service they'd come to expect. Peter and Darrell soon felt the loss of their trusted ally and recognised that other local building firms would be hurting too.

Within a year, Peter and Darrell had established Asset Construction Hire (ACH) and set about building a team of some of the best staff in the access hire industry. "We started with 30 machines and today we have

in excess of 250," said Hunter Cocks, Branch Manager, ACH. "Apart from Canberra, we service customers on the South Coast, Albury, Wagga and as far as Sydney."

Genie has proven critical to the growth of ACH. "Our expansion beyond the ACT is directly attributable to the support of Genie. "For example, when we are required to complete mandatory services or attend a job site in Sydney the team at Genie complete these services on our behalf."

Genie supplies 80% of ACH's booms, according to Hunter. ACH recently added a couple of telehandlers, including a GTH-2506 and GTH-3007, to its fleet. "When it comes to telehandlers, we hadn't thought of using Genie before," Hunter said. "However, given

the record of Genie for support and backup, we decided to give their telehandlers a chance and to date they have been very successful."

"Genie provides quality products and the highest after sale support due to their efficient internal processes and quality trained technicians. Their complete aftermarket maintenance service is unmatched," he added.

The Genie online training is another tick in the box for ACH. "They do online and face-to-face training and we have a very good sales representative in Brent Markwell, who always does what he says he will do."



GENIE®

GS™-69 LINE

NOW COMES WITH PROPORTIONAL LOWERING

TRADITIONALLY THE GENIE® GS™-90 LINE OF SCISSOR MACHINES HAS BEEN SYNONYMOUS WITH 'PROPORTIONAL' (OR VARIABLE) LOWERING SPEED.

This is set to change with the entire GS-69 line now in production with proportional lowering. This includes all DC, Bi-Energy, and IC models with Smartlink and Delta Tech control systems.

The modification to the GS-69 family was a direct result of customer feedback. Moreover the changes were only finalised after the Genie engineering team invested many months in finding a suitable solution, which will be integrated into new GS-69 machines, and those already operating in the field.

Retrofit kits will be available for purchase through the Genie Parts Department from the end of January 2015. The retrofit procedure takes about an hour for the first machine, and once a technician has some experience, it can be completed in as little as 20-30 minutes.

This solution will prove a welcome change for Genie customers globally, as it will enhance the performance of GS-69 machines, particularly the 40 foot models.

To find out more about the enhancement to the Genie GS-69 line call Tech Support 1800 331 660 or to order retrofit kits call Parts Department 1800 788 633.



SERVICE SUPPORT

GENIE TECHNICAL SUPPORT KEEPS ITS CLIENT'S FLEETS ON HIRE FOR LONGER

ASSISTING CUSTOMERS MAINTAIN A FULLY-OPERATIONAL FLEET AT MAXIMUM CAPACITY, IS AT THE CORE OF CUSTOMER SERVICE PRIORITIES FOR GENIE IN AUSTRALIA.

As a consequence, the leading supplier of access equipment is always looking at ways to fine-tune its service offerings and in August 2014, it launched a Technical Department, combining its Technical Support call centre with its Service Training and Quality Control divisions. "We've recognised the importance of technical support, service training and quality control by rolling them into a super-department, said Mitch Ely, National Operations Manager, Terex AWP.

TECHNICAL SUPPORT HELPING CUSTOMERS KEEP THEIR FLEETS ONLINE

The Genie technical support department (Technical Support) is well-regarded within the access hire industry for providing a comprehensive call centre service, which is operated by some of the most experienced technical experts in the business.

"With call centre touch points in Brisbane and Perth, Technical Support, is able to provide assistance to Genie customers across different time zones in Australia and the Asia/Pacific region," said Mitch, who confirms that the department averages 10,241 service calls annually to its 1800 331 660 free-call number.

The experience of Technical Support is a major factor in its success. "The members of Technical Support are long-term Genie team members and have significant experience working with our products," said Mitch. "Most of our customers have very competent mechanics but when they get stuck, Technical Support has the experience to dig them out of a hole."

"The members of the Technical Support team are expert at delivering solutions under enormous pressure because they have vast experience and are well-connected within the global Genie organisation," said Mitch. "Our technical support experts can make contact with the electrical engineers or hydraulic engineers around the world, who built our products, and uncover the information required to get Genie machines back into the field."

To keep your fleet running at maximum capacity, call the expert Genie Technical Support team on 1800 331 660.

**GENIE
TECHNICAL
SUPPORT
1800 331 660**



Genie
A TEREX BRAND

CUSTOMER FEEDBACK REVEALS THAT GENIE SERVICE TRAINING IS A HIT

AS AUSTRALIA'S LEADING SUPPLIER OF ACCESS EQUIPMENT, 2014 WAS A YEAR OF MAJOR ACHIEVEMENT FOR GENIE, UNDERLINED BY CONSISTENT POSITIVE CUSTOMER FEEDBACK.

"We've received excellent customer reaction via our call centre and onsite training visits, with a number of common themes presenting regularly throughout 2014," said Alastair Mitchell, Technical Support and Training Manager, who leads the Genie Training Department.

"Customers consistently noted that Genie equipment is easy to maintain, while our service training consistently received the thumbs up, especially for those new to the industry and those wishing to upskill into the latest technologies such as the Smartlink control system."

The flexibility of the Genie service training platform proved to be a positive for customers. "Our online service training is available to any customer at any location, at any time," said Alastair. "Our face-to-face courses are also popular." Genie conducts face-to-face service training all around Australia and New Zealand, with two sessions a year in most of the locations. To underline its training success in 2014, 55% of customers ranked the service training courses offered by Genie, as "excellent," with a further 39% rating them "better than expected." To find out more about face-to-face service training sessions in your state, visit www.genielift.com.au/training/face-to-face.

"The fact we offer the flexibility to train in remote locations and meet customer's needs in even far flung places such as the Pilbara, was another tick for Genie."

Customer feedback also revealed that the highly trained technicians at Genie scored well, thanks to their excellent reputation for maintaining minimal downtimes. "We work hard to make sure our customers have the most accurate and latest information they need to keep their Genie machines out and working," said Alastair.

Genie is also highly regarded for the knowledge and experience of its trainers. Alastair Mitchell, for example, will chalk up eight years with Genie in April 2015. He started in 2007 as Field Service Technician before moving to training in 2011. In truth, his experience dates back to 1998 when he started in the access industry, so clearly he is a man who knows what he is doing when it comes to booms and scissors. With a penchant for customer service, Alastair said, "I enjoy getting out to our customers and branches to meet technicians and the mechanics working with Genie and our customers." To find out more about how the Genie Training Department can enhance your experience, call Alastair Mitchell directly on 07 3456 4452.



KURT KINDER

NEW GENIE SALES MANAGER FOR QLD AND PNG

We're pleased to announce the appointment of Kurt Kinder as the new Regional Sales Manager for QLD and PNG. Kurt took up the position on 12th January 2015, and takes over in this role from Brian Clifford, who has been promoted within Terex to Sales/ Dealer Development Manager for Terex Utilities.

Kurt has had some 16 years experience in the commercial, industrial and construction sectors of the aerial work platforms sales and rental equipment industry. He also owned a rental equipment company for five years and well understands customers' needs and how best to meet them.

Genie wishes Kurt well in his new role and is confident he will carry on the good work and service commitment to customers as his predecessor.

If you would like to contact Kurt, please call 07 3456 4444 or 0438 741 207, or email kurt.kinder@terex.com

SERVICE TRAINING CALENDAR 2015 PROPOSED COURSE DATE AND LOCATION:

BRISBANE

18-22 MAY 2015
21-25 SEPTEMBER 2015

SYDNEY

1-5 JUNE 2015
2-6 NOVEMBER 2015

MELBOURNE

23-27 FEBRUARY 2015
3-7 AUGUST 2015

DARWIN

13-17 JULY 2015

PERTH

22-26 JUNE 2015
16-20 NOVEMBER 2015

ADELAIDE

9-13 MARCH 2015
7-11 SEPTEMBER 2015

NEW ZEALAND

4-8 MAY 2015

Dates are subject to change.

PLEASE CHECK WITH OUR TRAINING TEAM ON 1800 331 660

PRE-DELIVERY INSPECTION (PDI) TEAM, WEST COAST

When a new Genie® unit arrives in Australia it passes through the PDI department for final inspection so your equipment is ready to work the same day that it is delivered to you.

CALL 1800 788 633



WA

BRYAN NEWTON
Workshop Manager
08 9384 5651
bryan.newton@terex.com



WA

DAVID HIGGINS
PDI Technician



WA

TRAVIS MALINOWSKI
PDI Technician



WA

NICK GRAY
PDI Technician



WA

EVAN POWELL
PDI Technician



WA

MATT MAIER
Trade Assistant



WA

KEANU MCCORKINDALE
Trade Assistant

WHEATSTONE AND INPEX ICHTHYS LNG PROJECTS WILL HAVE PERTH PDI OPERATING IN OVERDRIVE IN 2015

THE CHEVRON-OPERATED WHEATSTONE PROJECT IS ONE OF AUSTRALIA'S LARGEST RESOURCE PROJECTS. IT WILL ALSO REINFORCE DEMAND FOR ACCESS EQUIPMENT IN WESTERN AUSTRALIA, ACCORDING TO PAUL GREVILLE, WA SERVICE MANAGER TEREX AWP, WHO LEADS THE PRE DELIVERY INSPECTIONS (PDI) TEAM.

Located at Ashburton North, 12 kilometres west of Onslow in Western Australia, the Wheatstone Project is a joint venture between Australian subsidiaries Chevron, Apache Corporation, Kuwait Foreign Petroleum Exploration Company (KUFPEC), Shell and Kyushu Electric Power Company (Kyushu) together with PE Wheatstone Pty Ltd (part owned by TEPCO).

"The Genie PDI team in Perth will be preparing up to 130 machines and fitting customised options where required in early 2015 and plenty will be heading to Wheatstone," said Paul. "We also support Genie

operations in South Australia and Northern Territory, so demand from the massive Inpex Ichthys LNG project will also be a major factor for our department in 2015." Genie machines will also be prominent as Roy Hill, the iron ore mining project in the Chichester Range in the Pilbara region of Western Australia kicks into gear, according to Paul.

It's also expected that the very first Genie SX-180 boom lift, will be delivered to WA this year and Paul says the Perth PDI team is looking forward to testing the massive self-propelled boom lift.



Queensland

Kurt Kinder
m. 0438 741 207

Victoria / Tasmania

David Greene
m. 0407 753 919

New South Wales

Michael Scott
m. 0408 001 987

New South Wales

Brent Markwell
m. 0439 770 159

Western / South Australia

Peter Stephens
m. 0407 131 710

THANK YOU FOR YOUR BUSINESS!

Effective Date: AUTUMN 2015. Product specifications and prices are subject to change without notice or obligation. The photographs and/or drawings in this document are for illustrative purposes only. Refer to the appropriate Operators' Manual for instructions on the proper use of this equipment. Failure to follow the Operators Manual when using our equipment or to otherwise act irresponsibly may result in serious injury or death. The only warranty applicable to our equipment is the standard written warranty applicable to the particular product and sale and we make no other warranty, express or implied. Terex, the Terex Crown design, Genie and Taking You Higher are trademarks of Terex Corporation or its subsidiaries. All other trademarks are property of their respective owners. ©2015 Terex Corporation. All rights reserved.

Want Blue News by e-mail, or know someone else who should get a copy?
Contact catherine.kerton@terex.com

TAKING YOU HIGHER
www.genielift.com.au