

December 2017

All that is going
on in the world
of MLA

MLA's Breaking News

Ken's Korner

This year we held our Annual General Meeting (AGM) in Australia.

Mr. Y. Chatani our Chairman and Mr. M. (Mike) Itani both based in Osaka, planned to visit Sydney for the meeting on 26th September but regrettably, Mike Itani was hospitalised with a serious illness and could not attend. This was the first AGM he has missed since MLA's inception in 1980.

We are pleased to advise that Mike's condition seems to be gradually improving and is expected to return home soon.

As a consequence, Mr. Chatani was forced to make the trip to Australia alone.

As usual our AGM was a reasonable informal affair and as MLA was once again able to announce a profitable year. Mr. Chatani was happy with our results and asked me to pass on his congratulations to our "wonderful staff".

Before returning to Japan Mr. Chatani visited our big operation at Moly-Cop Newcastle where we supply on rental, fifty forklift trucks ranging from small 2 tonne machines to big 30 tonne units.

Moly-Cop is a very well managed company that sets high standards for its staff and suppliers. It is absolutely committed to the highest safety standards. We were therefore very pleased that senior staff at Moly-Cop spoke highly of MLA's service and presented Mr. Chatani with a beautiful memento of his visit.

Mr. Chatani returned to Japan after only three days in Australia and left us to continue operating as the best in our industry.

Ken Rathgen.



What Happens When You Ask Drivers to Help Design a Better Order Picker

In designing its award-winning VELIA ES low level order picker, Mitsubishi went to drivers for ideas on how to make the order picking process better.

No surprise – the result is a machine that delivers on the golden trinity of safety, comfort and efficiency. And industry reviews confirm it, with special praise for its ergonomics, energy efficiency, electric steering system and manoeuvrability.

The many clever design features have the capacity to deliver staggering picking productivity gains of up to 20%.

At first glance, the VELIA ES' most noticeable feature is its spacious walk-through operator compartment. The platform is the biggest in the market and it features a low 105mm entry step, reducing the risk of tripping while also easing strain on the knee joints of operators who may be constantly stepping on and off during their shift.

And there are other examples of smart design feeling good. For example, the platform has inbuilt driver sensors, enabling operators to drive in several comfortable positions as well as instant take-off when back on board.

The multifunction Maxius steering wheel is another standout feature. Its height can be adjusted to personal comfort while drivers can access speed, direction and safety controls using either the left or right hand. And the steering self-centres, so drivers can align the machine along a stacking row and let the machine do the rest.

As you'd expect, the speed can be set to either walking pace on "walk beside" mode or up to 12km/hour when the operator is riding.

The Mitsubishi VELIA ES series includes a choice of three models.

Other features

- Programmable to the customer's load and warehouse
- Superior manoeuvrability in confined spaces
- Padded back rest
- Practical carry bins and tray for extras such as documents, clip boards and drink holder
- Easy access for battery replacement
- Quiet AC traction motor
- Cushion platform to improve shock absorption
- Precision, millimetre control of tynes



Mitsubishi VELIA ES Low Level Order Picker

Getting beer bottles to brewers just got easier – lift two pallets at once!



4 Mitsubishi FGE35AN's fitted with double pallet handlers ready for DGL.

With summer coming, logistics giant Dangerous Goods Logistics (DGL) needed a solution to speed up delivery of glass beer bottles from the O-I glass facility in Yatala, Queensland, to major brewers.

MLA had the answer, but it took some trust on the part of DGL to give it a go. After all, we were suggesting they start lifting two pallets at once.

As long-time customers of MLA and fans of Mitsubishi Forklifts, DGL decided to buy four Mitsubishi FGE35ANs on spec, each with Cascade double pallet handler

attachments. MLA also supplied dual cameras with each machine to improve operator load management.

The results were so good, that DGL bought another one of these compact 3.5T machines, with the last one delivered in December 2016.

The feedback from DGL has been all "praise and success," says Antony Stephenson, our Northern Area Sales Manager.

For DGL, some of the best features of this solution included:

- Lower tilt due to the inner forks
- The ability to better stabilise loads
- Cleaner air and lower fuel consumption thanks to the K25E engine
- Enhanced load management from the dual cameras

When combined with MLA FleetControl, our Fleet Management System, the Mitsubishi FGE35N's were the perfect tool for the job.

Cheers to that.

Hydraulic forks drive productivity gains for AirRoad at Melbourne warehouse

They say that in boxing, a long reach is a huge advantage in the square ring.

The same could be said of two Mitsubishi forklifts at a Melbourne warehouse operated by freight and logistics group, AirRoad. Since introducing the two FG25N forklifts, fitted with hydraulic telescopic forks, the group has been saving time, space and money.

These forklifts allow drivers to load or unload trucks and trains entirely from one side.

This streamlining of the handling process has delivered time savings of around 25% and reductions in mileage, fuel consumption and tyre wear. In addition, more efficient use can be made of warehouse space, and the working environment is safer because the forklifts remain on the one side of a delivery vehicle,

not needing to drive to the opposite side to complete the job.

After hiring the forklifts from MLA a few years ago, AirRoad has since bought two of this specification for its own fleet.

Advantages:

- Increased internal storage space
- Reduced fuel consumption and tyre wear due to lower mileage
- Faster loading/unloading time
- Improved safety as forklift remains in sight

Telescopic forks can be mounted on all forklift carriages, side-shifts and fork positioners.



Martin Gauci Wins MLA's Salesperson of the Year Award

MLA Victorian Branch Manager; Bill Innes (right) presenting Martin Gauci with MLA's Salesperson of the Year award.

Congratulations go to Martin Gauci on winning the MLA 2017 salesperson of the year award.

This is the sixth year in a row that Martin has won this award, which speaks to his absolute passion and dedication.

Martin knows forklifts inside out and has been selling our Mitsubishi machines for nearly 20 years. Before that, he worked as a motor mechanic and supervisor with Mitsubishi and also ran his own business for 13 years.

"I absolutely love working with MLA Melbourne. They're a good crew," he says. According to Martin, success in sales is all about personality. "You sell yourself as well as the product. I try to create

relationships and people say that I always have a smile on my face."

Victorian Branch Manager Bill Innes presented Martin with a trophy as a token of MLA's gratitude in June. The award is part of MLA's broader commitment to recognise staff achievement and encourages training and development of all employees.

For Martin, who describes himself as a bit of a dinosaur in the Melbourne forklift industry, the award capped off a great 12 months, which also saw his beloved Western Bulldogs win the AFL grand final in October 2016 after a 62-year drought.

National Sales Manager Steve Kent says, "It is a challenge to choose just one person to recognise with this award as MLA has many strong salespeople across the national team".

"Martin worked hard this year with the current customer base and gained new business for MLA. We are lucky to have Martin as a part of MLA's national sales team."

Our best wishes to Martin and the national sales team who continuously set high standards when it comes to customer satisfaction.



MLA Finance Director Meets HH Prince Ermias of Ethiopia

As a member of the Ethiopian community in Sydney, MLA Finance Director Girma Dabi had the privilege of meeting and having some photos taken with a member of the Ethiopian royal family, earlier this year.

Prince Ermias Sahle-Selassie Haile-Selassie, who lives in exile in the U.S., toured Australia in June, following in the footsteps of his late Grandfather, Emperor Haile Selassie, who visited Australia nearly 50 years earlier.

"It was a rare and great honour to meet Prince Ermias," said Girma. "He is an important figure for many Ethiopians, who regard him as a symbol of stability and tradition", he said.

In recent years, Girma has been sourcing computers, textbooks and hospital equipment that has already been sent to Ethiopia.

With the support of Sydney-based Horn of Africa Relief & Development Agency (HARDA), a large shipping container is stacked and ready to go.

His Imperial Highness Ermias Sahle-Selassie Haile-Selassie (left) and MLA Finance Director Girma Dabi.



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