

Toyota Material Handling Torque

SPRING / SUMMER 2014

THE TOYOTA MATERIAL HANDLING MAGAZINE



Parton Logistics
grows with
TMH forklifts



ARB CHOOSES
ELECTRIC

PAGE 6



CLARKSON
SELECTS 8-SERIES

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GENUINE PARTS
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Toyota Material Handling
Torque
THE TOYOTA MATERIAL HANDLING MAGAZINE

Welcome to the Spring / Summer 2014 edition of the Toyota Material Handling Australia (TMHA) magazine "Torque".

In this edition we look at how an expanding logistics company is benefiting from employing a wide range of Toyota Material Handling equipment at its warehouses in Perth and Melbourne.

We also look at Toyota's stunning Toyota FT-1 sports concept car, and how the recent Toyota Forklift Challenge at Perth's Market City has helped to reinforce the importance of safety in the workplace.

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Parton Logistics grows with Toyota Material Handling's forklifts

An expanding logistics company is benefiting from employing a wide range of Toyota Material Handling (TMH) equipment at its warehouses in Perth and Melbourne.

Parton Logistics uses Toyota 32-8FG25 and 8FBN counter-balance forklifts, BT Reflex RRE160M reach trucks and Raymond 8510 twin-pallet ride-ons to handle a variety of goods, from industrial products and domestic electrical appliances to consumables.

"We've always had Toyota forklifts and we now use a variety of TMH brand products, including Toyota forklifts with clamp attachments, as well as the BT reach loaders, Raymond ride-ons and electric counter-balance machines," said director Craig Walker.

"Company founder Paul Parton and I both had positive experiences with Toyota equipment in the past.

"It's a renowned and respected name and we knew we could rely on the service and backup, so we didn't feel the need to consider another brand," he said.

"The fact we've purchased some of the forklifts we had previously rented shows our faith in the product; we knew the service of those machines was up to date.

"The variety of equipment on offer was a plus too as we knew that there would be a machine to handle every job as our needs changed."

Mr Walker said Parton Logistics has enjoyed a strong relationship with the Kewdale TMH branch in Perth, and in particular with Area Sales Manager Tony McGuire.

"Tony has been terrific and proactive too. He was here just recently to tell us about Toyota's order pickers which we might need for a job we've tendered for, so if that's a success we'll probably be broadening our range of Toyota equipment even further."

Mr McGuire said Parton Logistics is a prime example of a company reaping the benefits of employing the range of equipment provided by Toyota.

"As the company has grown we've been able to help them out with a range of equipment beyond forklifts. They're a great example of the breadth of products TMH can offer its customers across the Toyota, BT Lift Truck and Raymond range," Mr McGuire said.

Parton Logistics still has its first Toyota forklift, a 5-FBRE14 model, purchased second-hand 10 years ago.

"It's there as a backup and is still going strong – it's a real testament to the reliability and longevity of Toyota equipment," Mr Walker said.

Paul Parton founded the company in 2004 with one 600m² warehouse. Craig Walker bought into the business in 2006 and growth in Perth led to a larger warehousing and distribution facility being opened in 2007.

In 2009 a facility was opened in Noble Park, Melbourne – close to both the Mornington Peninsula and Yarra Valley.

"We now have a 9000m² warehouse in Kewdale, another 4000m² of warehouse space in Welshpool and a 15,000m² wine distribution centre in Melbourne," he said.

In April the company commenced a new contract to store and distribute kitchen appliances for a leading home appliance company in Western Australia.

Toyota's battery-electric forklifts help 4x4 distributor out of a tight spot

The superior manoeuvrability and ease of use of Toyota's battery-electric forklifts are helping a busy West Australian 4x4 vehicle accessories company grow its business in the state.

ARB 4x4 Accessories runs a fleet of five 1.8-tonne Toyota 7FBE18 battery-electric 3 wheel forklifts at its purpose-built warehouse in Canning Vale, and has used Toyota forklifts exclusively at the facility since it opened in 2010.

ARB Corporation WA state manager Rick Long said ARB offers a large range of 4WD accessories to wholesale and retail markets via its branded stores and dealers located around Australia and overseas.

"We deal with everything from protective and safety equipment like canopies, winches and bull bars to camping accessories," Mr Long said. "These products are often 'ugly' freight: nearly everything we do involves over or under-sized pallets making for an interesting and fairly tight warehouse layout."

"The Toyota 7FBE18s we use are perfect for this type of storage facility as they are light and nimble so our operators can easily manoeuvre them around," he said.

"The two forklifts we most recently commissioned were specially fitted with six-metre masts to take full advantage of the warehouse's height."

Toyota's 1.0 to 2.0-tonne 7FBE range of three-wheel battery-electric forklifts feature the ability to make pivot turns, making them an ideal choice when operating in tight spaces while offering the proven performance, reliability and operability of alternating current (AC) power technology.

Ergonomic features include a four-way adjustable suspension seat and rack and pinion hydrostatic power steering, while operator safety is enhanced

by features like the System of Active Stability.

All of ARB's Toyota forklifts are serviced by the local Toyota Material Handling branch in Kewdale.

"It's a convenient, no fuss arrangement for us," Mr Long said. "It's a very busy warehouse so naturally reliability is paramount for us, and the backup service from Danny Carbery and the TMH team at Kewdale is great."

"If we are told something is going to happen it always does, on time: I can't ask for better than that," Mr Long said.

TMH Kewdale area sales manager Danny Carbery said ARB 4x4 Accessories' application of its Toyota 7FBE forklifts was a perfect demonstration of their superior handling capabilities for operators dealing with confined spaces and unusual-shaped freight.

"The tight turning radius of the 1.0 to 2.0 tonne 7FBE range provides the kind of manoeuvrability that makes them ideal for ARB's needs, backed up by the same safety and comfort features you'll find across Toyota's range of forklifts and other material handling equipment," Mr Carbery said.

ARB was founded in 1975 by 4WD enthusiast Anthony Ronald Brown as a means of making high quality and durable 4WD equipment widely available.

It has since grown to become Australia's largest manufacturer and distributor of 4x4 accessories, with an office in the US and an export network that extends through more than 100 countries.



Toyota vehicles recommended for consumers

Six Toyota vehicles including the locally built Camry Hybrid have been named as top picks for Australian new-car buyers by the Carsales editorial site www.motoring.com.au.

Toyota's family-oriented Kluger SUV, 86 sports car, LandCruiser 200 Series and Prado, and Prius v hybrid wagon also made the list of cars recommended by the site's

motoring experts.

The new-generation seven-seat Kluger, launched in March, features a stylish design with more emotional appeal while engineers

have delivered a more engaging drive and liberated more interior space.

So far this year, Camry Hybrid is the country's top-selling hybrid car, the 86 heads

the sports-car market, LandCruiser 200 is dominant in its segment and Prado sales are up more than eight per cent.

Prius v is the third member of the expanded Prius family that also includes the third-generation Prius hatch and the Prius c city car.

Carsales editor-in-chief Mike Sinclair said the recommended vehicles have been judged on their performance, refinement, handling,

suitability for purpose and value for money.

He said resale value, reliability and factors such as warranty and the availability of benefits such as capped-price servicing were also considered.

"The cars we choose are the best in their respective segments and represent great buying choices for new car shoppers," Mr Sinclair said.

Toyota sells more vehicles in Australia than any other brand and is currently leading the new-vehicle market for the 12th consecutive year.

New Toyota vehicles are covered by Toyota Service Advantage, the company's capped-price servicing plan*.

www.toyota.com.au



Toyota the forklift of choice for Clarkson Freightlines

The superior handling, versatility and driver comfort offered by Toyota forklifts has prompted a West Australian freight company to run a Toyota-only fleet at its busy transport depots.



Clarkson Freightlines services the mid-west region of WA between Perth and Geraldton and operates out of its Greenough depot near Geraldton and a new facility at Forrestfield in Perth. It specialises in distributing freight to the agricultural sector, including all types of general freight from dangerous goods farm chemicals and fencing materials to timber and building supplies.

Having used forklifts from a range of other brands, company General Manager Kris Clarkson said they now run an all-Toyota forklift fleet split between their two locations.

"We had used forklifts from a few different brands previously. As a busy freight company

our forklifts are constantly in use and need to be able to handle a big workload and variety of uses, so we decided to go in search of a superior product with excellent handling and a reliable backup service," he said.

"We purchased one Toyota forklift and we were all impressed with the reliability and ease-of-operation, so over the past couple of years we replaced the others and now only operate Toyota forklifts."

Clarkson Freightlines uses four 2.5-tonne payload 62-8FD25 diesel-powered forklifts for general duties and one LPG-powered 2.5-tonne 32-8FG25 forklift for lighter duties.

"They've become the machine of choice for

our depot staff," Mr Clarkson said. "They're much more comfortable to drive and operate than the forklifts we had previously and have proven to be really finely tuned pieces of equipment – all the options we needed were there as standard."

Toyota's range of 8-Series forklifts offer superior operator comfort thanks to features like the fully-adjustable Operator Restraint Suspension seat with lumbar support and a spacious operator compartment that provides excellent forward visibility.

Stability and safety is covered by features such as Automatic Fork Levelling Control to level the forks during loading. Selected

8-Series variants also feature Toyota's exclusive System of Active Stability comprising the advanced Active Swing Lock Cylinder, which can help improve forklift stability and reduce the potential for lateral tip overs.

Clarkson Freightline's forklifts were purchased from the Toyota Material Handling branch at Kewdale in Perth, and Mr Clarkson has been impressed with the support from Area Sales Manager Darren Desouza and the rest of the team – particularly in relation to one important modification.

"All our forklifts have had digital weight scales added to them, which Darren organised

prior to delivery," Mr Clarkson said. "This is invaluable to us as we're charging our customers by weight, so the forklift operator can gauge the weight of each load as they work. It's a great added extra that the Kewdale branch took care of for us.

"In terms of service and backup generally we're really happy. If I need to make a service call, a technician is usually out here the same day to either repair or replace the part. It's terrific to be able to rely on service like that."

Darren Desouza said arranging client-specific modifications like the digital scales is all part of the TMH service.

"We're always looking to provide an

outstanding customer experience and provide the best equipment for every customer.

Adding the scales is a good example of the modifications we can arrange to tailor our forklifts and other material handling products to the needs of each customer," Mr Desouza said.

"We offer the full Toyota, BT Lift Truck and Raymond forklift range, so for us it's about partnering with our customers and providing the right forklift, stacker, reach truck – whatever it might be – for their specific needs, backed up by excellent ongoing technical support when they need it."



Hinos haul more groceries for Woolworths online

A combination of superior product and strong aftersales support has helped Hino Australia secure more business with Australia's largest supermarket chain.

Woolworths Australia has recently taken delivery of a large consignment of Hino 616 IFS 300 Series standard cab automatic medium wheelbase models, adding to the Hinos already operating as part of the Woolworths Online delivery vehicle fleet.

The new Hinos are fitted with bodies built by

TRS, which are custom made to transport groceries at a range of different temperatures.

The Hinos were selected after a rigorous tender process, and Woolworths logistics manager Gavin Keelty said the decision came down to a mix of product and company attributes.

"Our tender process involved road testing and comparisons with other brands on our fleet, and this confirmed our belief that Hino makes a good product," Mr Keelty said.

"The drivers tested a range of different vehicles and provided positive feedback on the new Hinos.

"Our bodybuilders confirmed that the 616 IFS 300 Series would be able to support the kind of application we need it for, and we also made sure that the service network and aftersales support met our standards.

"Our existing partnership with Hino is strong and the service has been exceptional, which helped when making the final decision," he said.

The Hino 616 IFS differs from other 300 Series models with its independent double-wishbone coil front suspension, which gives a more car-like ride and handling balance.

Combined with the fitment of Vehicle Stability

Control as standard and a full suite of safety equipment, the Hino 300 Series offers the most comprehensive suite of safety features of any truck on the light duty market.

Mr Keelty said that Hino's other driver-focused technologies, such as fully automatic transmissions and the fitment of twin reversing cameras, were also well regarded.

"Woolworths has a strong focus on delivering the best customer experience, and a part of that is making it as easy as possible for our drivers so they can concentrate on our customers," Mr Keelty said.

"Our vehicles start work early in the morning

and finish late in the evenings, and we need to provide a comfortable, safe and ergonomic work environment.

"We're aiming to keep up with market growth and improve our services, and we're confident we've chosen the right truck to help achieve our goals," he said.

Woolworths Online delivers groceries ordered online to households in 96 per cent of the populated regions of Australia.

www.hino.com.au



Wholesalers in the game for Million Dollar Mango forklift

Congratulations to Your Local Greengrocer wholesaler All Seasons Produce, who was the lucky winner of the recent Million Dollar Mango forklift promotion, held at the Sydney Markets on September 3rd.

Part of the Your Local Greengrocer Million Dollar Mango competition, the promotion involved selected Your Local Greengrocer wholesale members vying to win a fully refurbished Toyota 1.8 tonne 8-Series counterbalance forklift. Wholesale members were randomly selected to participate in the promotion, with each picking

a key and the winner being decided on the key that started the forklift.

Accepting the specially decaled Million Dollar Mango forklift was Dom Pisciuneri, on behalf of All Seasons Produce.

Toyota Material Handling Sydney branch manager Mal Paterson said the promotion was

a great way to further promote Toyota forklifts amongst the Sydney Markets.

"The Sydney Markets wholesalers are strong loyal customers of Toyota's forklift products, and a promotion like this is our way of saying thank you to the wholesalers for their continued patronage and support over the years," he said.



Safety the winner in Toyota forklift challenge

The Toyota Forklift Challenge at Perth's Market City saw forklift operators competing for prizes while raising awareness of the importance of safety in the workplace.

The grand final, held on Friday 15 August at the Perth Fresh Fruit and Vegetable Markets in Canning Vale, saw 10 contestants navigating a course designed to simulate a range of activities typical of a forklift driver's normal working day.

The drivers were awarded points for displaying safe forklift driving habits while negotiating the course, rather than how quickly they completed it.

First place and a \$500 Coles/Myer gift card went to Daniel Bunter from Smiths Enterprises while Tristan Hill, also from Smiths, came second and collected a \$250 gift card. Third place and a \$100 gift card went to Laurence Thompson of Fresh Express.

"The Perth Market Authority was pleased to host Toyota's Safety Forklift Challenge, which is a great initiative from Toyota to encourage safe forklift practices at the market," said Perth

Market Authority CEO Stephen Ward.

"Safety is our number one priority and I was very pleased to see so many forklift drivers and tenants supporting this safety awareness initiative and participating in the event."

Toyota Material Handling Perth branch manager Lance Cross said the competition is a practical way to get the safety message across where it matters most.

"Events like this that really get the drivers thinking about workplace safety and how it applies to their everyday working lives," he said.

Toyota Forklift Challenge contestants used the Toyota 8-Series 8FG18 counterbalance forklift in the final.

The design and safety features of Toyota's versatile 8-Series include Automatic Fork

Levelling Control to level the forks during loading, ergonomically designed controls and smooth, quiet operation from the Toyota engine.

Select 8-Series forklift models also feature Toyota's exclusive System of Active Stability comprising the advanced Active Swing Lock Cylinder, which can help improve forklift stability and assist to reduce the potential for lateral tip-overs.

Entrants to the Perth Markets Toyota Forklift Challenge registered by completing an entry form containing questions regarding safe forklift driving habits. The top 10 entrants then moved to the practical round held at the markets.

Both the questionnaire and practical round were overseen and judged by workplace training course provider TCE Training.

Second stunning Toyota FT-1 sports car concept

Proof that its beauty lies on the inside and out, Toyota has revealed a second interior styling and exterior colour for an upscale interpretation of its sensational FT-1 sports car concept.

Developed by Caltly Design Research in Newport Beach, California, the concept vehicle's graphite exterior paint and light, saddle-coloured leather accents went on display for the first time at the Gordon

McCall's Motorworks Revival gala held on California's Monterey Peninsula.

The original FT-1 concept ignited sports car enthusiasts and the automotive world with its January debut at the North American

International Auto Show.

Labelled the spiritual pace car for the new direction of Toyota Global Design, the muscular, curved exterior builds on Toyota's rich sports coupe heritage dating back to

the 2000GT, Celica, Supra, MR2 and most recently the 86 sports car.

The first FT-1 stunned in a bold red, while this second iteration impresses with sophisticated graphite. Designed to get the heart racing, both share the deeply sculpted intakes and outlets that support its track-ready nature and the dramatic lines seemingly shaped by the wind.

The colour of the upscale leather accents changes between the first and second FT-1 vehicles, and the visual difference is striking. The first car was dominated by bold,

masculine black that keeps the driver focused on the road, while red painted edges and raw metals provide intriguing accents. In the second, the natural leather accents on the seat are supplanted with an all-natural grain, giving it an authentic appeal. The painted edges that are red in the first concept are now subtly blended brown in the second. The intention is to bring in a more sophisticated feel and authenticity through colour choice, showcasing the versatility of the FT-1 sports car concept. Enthusiasts who desire a more pure high-performance experience might

choose the black-red pairing, while others may desire the premium, athletic feel of the saddle leather accents.

"From the start of the FT-1 project, we wanted the driver to have a feeling of flow while at the wheel - to be able to focus on the road and nothing else," said Sellene Lee, the Caltly creative designer who proposed both colour concepts. "In the colour studio we help create the atmosphere of the vehicle, and our aim was to ensure everything supported the driver through efficient choices," she said.

www.toyota.com.au





Lexus is highly recommended

The Lexus IS sports sedan has won a place in motoring.com.au's coveted and widely followed Recommends awards, underlining its appeal to luxury vehicle buyers.

The editorial arm of Australia's largest classifieds network, carsales.com.au, named IS as a recommended option in the Prestige

Cars <\$100K category. Carsales editor-in-chief Mike Sinclair said featured vehicles such as IS excelled in key areas of ownership.

"The cars we choose are the best in their respective segments and represent great buying choices for new car shoppers," Mr

Sinclair said. "Experience gained from new car launch drives, both local and abroad, seven-day real-world tests and longer-term reviews that replicate the ownership experience all go into our deliberation.

"The selection has quickly become a key tool for new car buyers."

Motoring.com.au factors in the following attributes for its Recommends awards:

performance, refinement, handling, suitability for purpose and value for money.

It also considers resale value, reliability and warranty.

The Recommends awards form the basis for the carsales.com.au's People's Choice Awards, the polling of which will be carried out later this year.

The latest generation Lexus IS was launched

in Australia in 2013 with three engine choices, including a new hybrid, available across three grades: Luxury, F Sport and Sports Luxury.

IS also recently received a five-star ANCAP safety rating with an overall score of 35 out of 37 in a clear endorsement of its advanced passive and active safety systems.

www.lexus.com.au

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EACH

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PRICES INCLUDE GST

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Toyota Outer Air Element

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Part No. 177432360071 (Left)

Toyota Inner Air Filter

\$25.00

Part No. 177442360071 (Right)



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ALL PRICES INCLUDE GST

Filter parts

Parts Number	Description	RTD
177442360071	Air Filter Inner, 6,7,8 series, 2TD	\$25.00
177432360071	Air Filter Outer, 6,7,8 series, 2TD	\$30.00
156017600971	Engine Oil Filter 2Z, 1DZ	\$9.00
156017600871	Engine Oil Filter 4Y	\$10.50
23300UB010	Fuel Filter 5,7 Series 1FZ	\$29.00
233102360071	Fuel Filter 6,7,8 series, 4Y, 5K engines	\$8.50
675023288171	Hydraulic Filter Return, 5,6,7 Series 35-50	\$28.00
675022054071	Hydraulic Filter Return, 7FB, FBE, 5,6FBRE	\$22.00
675022660071	Hydraulic Filter Return, 8 Series 10-J35	\$28.00
326701262071	Transmission Filter 5,6,7,8 series 10-50	\$11.00



Toyota Outer Air Filter

\$30.00
EACH
177432360071 (Left)

Toyota Inner Air Filter

\$25.00
EACH
177442360071 (Right)



Hydraulic Pump

\$770.00
EACH
671202665071



Hydrostatic Charge Pump

\$1,540.00
EACH
046714031071



Alternator 4Y Engine

\$360.00
EACH
27060UB030



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Starter Motors

Parts Number	Description	RTD
281002055371	Starter Motor 3F,2F,4Y,4P,5P	\$192.00
281004280071	Starter Motor 2&4SDK8	\$365.00
281004029171	Starter Motor 5,6,7 Series, 02-2TD25 1DZ, 2Z, 13Z	\$385.00



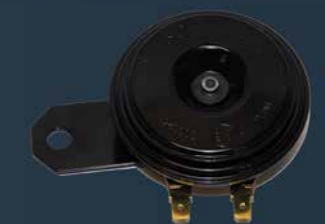
Starter Motor
\$192.00
EACH
281002055371

Brakes

Parts Number	Description	RTD
474052360071	Shoe Brake 8FG-D;7FG-D;8FG-D	\$65.00
474041281071	Shoe Brake RH 42-7FG15/18, 7FB15/18	\$55.00
474051281071	Shoe Brake LH 42-7FG15/18, 7FB15/18	\$55.00
475143306071	Shoe Brake R/H 02-2TD20-25	\$49.50
475133306071	Shoe Brake L/H 02-2TD20-25	\$49.50
472204363071	Brake Master Cylinder 02-2TD20-25	\$220.00
474103250071	Wheel Cylinder 02-2TD20-25	\$55.00
472102332171	Brake Master Cylinder 7,8 Series 10-J35	\$145.00
474102342071	Wheel Cylinder 7,8 Series 20-J35	\$45.00



Shoe Brake
\$49.50
EACH
475143306071



Horn Assembly
\$49.00
EACH
581202347071

Electrical

Parts Number	Description	RTD
581202347071	Horn Assembly 5,6,7,2TD series	\$49.00
575902334371	Ignition Switch Anti-Restart, 7,8 Series, 5SDK9-11	\$35.00
326102333071	Solenoid Transmission, 7,8 Series 10-J35	\$45.00
044382001171	Rotary Position Sensor Kit Steer Axle, 7,8 Series 10-J35	\$120.00
565402332171	Head Light R/H, 7,8 Series	\$150.00
565502332171	Head Light L/H, 7,8 Series	\$150.00



Radiator
\$590.00
EACH
164203661071

Cooling Parts

Parts Number	Description	RTD
164203661071	Radiator 8FD20, 30, J35, 1DZ, 2Z engine	\$590.00
164202661071	Radiator 8FG20,30, J35 4Y engine	\$590.00
16100UB020	Water Pump Assembly Complete, 7 series 4Y	\$260.00
165112660171	Radiator Hose Inlet, 8 Series 4Y	\$15.00
9001A97002	Thermostat, 8 Series 4Y	\$14.50

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Hydraulic

Parts Number	Description	RTD
671202665071	Hydraulic Pump 8 Series 4Y, 1DZ, 20-J35	\$770.00
671303333071	Hydraulic Pump 7 Series 4Y, 20-J35	\$935.00

Skid Steer Loader Parts

Parts Number	Description	RTD
046714031071	SSL Hydrostatic Charge Pump 4SDK8	\$1,540.00
383204250071	SSL Hydraulic Wheel Motor	\$3,250.00

Alternators

Parts Number	Description	RTD
27060UB030	Alternator 4Y Engine, 7 & 8 Series	\$360.00
27060UC020	Alternator 14Z,15Z,13Z,2Z,1DZ Engine	\$435.00
270607830571	Alternator 3F,2Z,1Z,1DZ,13Z,2J,11Z Engine	\$354.00
27060UC010	Alternator 1DZ engine 02-2TD20,25	\$395.00

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diagnosis, that helps to save you time and money. It's all part of our Toyota Service Advantage, and just another reason why a Toyota Material Handling service is genuinely better for your forklift and your back pocket.



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