



THE **SWAGE-PRESS**

ALL HYDRAULIC NEWS AND OTHER STUFF FROM TAIPAN

The Important Stuff

Taipan's Golden Tickets

It's Almost Here!

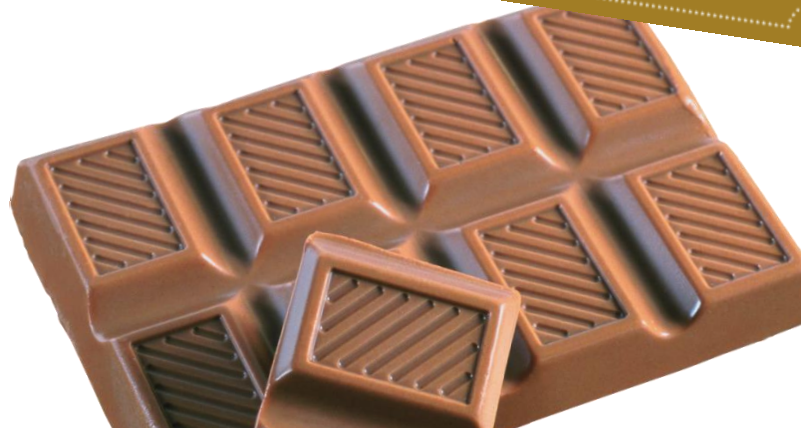
*Taipan's Biggest Giveaway Yet!
Beginning June 1st 2019, Taipan's most
rewarding challenge is set to hit your door.
Here's what you have to do...*

- Step 1. Receive your product just like normal
- Step 2. Race your boss to the box
- Step 3. Grab the chocolate bar and run for a secure hiding place
- Step 4. Rip off the wrapper and find the golden ticket hidden inside (if you're lucky)
- Step 5. Eat the chocolate bar.....(step 5 optional)

IT'S THAT EASY!!!

There are 6, that's *six*, yes **SIX** golden tickets to be found. What do you win? All we can say at this stage is....it'll be worth getting your hands on one of the tickets!

Stay tuned!



Fulfilling Our Promises

We are continuing to hammer away at improvements. Here's a brief summary:

- **Distribution:** We have increased our distribution team to four people, who now have the backlog of product totally sorted. Their immediate focus is to ensure that the correct product is at each branch.
- **Purchasing:** As of April, we have increased our core product purchasing people to two. Again, we look forward to the additional resources helping to streamline processes and ensuring the product you need is in our warehouses.
- **Stock Holdings:** The Melbourne branch has already proven a great addition to the team and Victoria's transporters really have their act together when it comes to getting stuff to your premises. The product, that used to take four or five days from Queensland, is for the majority of orders, on site in one! The fact that Victoria holds additional stock has boosted our efficiency across the country.



Stackers and Current Results

The Stackers are now fully operational at Caboolture, Perth & Melbourne. Although Perth is still in the final stages of being filled, we have seen extraordinary results in the following areas:

1. **Turn-around time:** Order turn around has improved tremendously, especially with large orders. Where as these orders once took two or three days to data input, pick, pack and send, they are now taking an efficient one or at most two, to get out the door.
2. **Reduced errors:** Picking errors have reduced even more than first expected. Last month, Caboolture's error count alone, was just two. (Or at least that's two that we knew of and actioned!) An impressive result, in such a short operational time. If you have had errors and haven't told us about it, please let us know so we can fix them.
3. **Operational efficiency:** Stock count is an easier process once product is inside the Stacker, which allows for more accurate holdings, forecasting and ordering.

That's all well and good, but to be honest, the first stacker in Caboolture is just not *cutting the mustard!* The average Stacker carries out 15,000 movements per year. Taipan however, have clocked up 22,000 movements in our first 5 months- the highest case of movements in this style of machine. What this means is services are due far more often than first expected and that means down time.

So, what have we done about it? Well, we decided that if one is not enough we had better get two! Our second Stacker for Queensland is due to arrive at the end of May, which we are hoping will further increase efficiencies to all customers across Australia.





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Last Month's Answer



So, if you had three Reps call into your business on three separate days and the first Rep called on the 3rd of the third, the third Rep would have had to call in on the 5th of the third, which of course makes our correct answer e). After all that headache, let's hope the third Rep was someone you liked! Our winner is Graeme from Victoria! Well done Your massive package will be sent out as soon as our Rep gets back from calling in on you, *haha*.

This Month's Competition

Win this truly amazing **"Ninja Bullet"**.

Imagine how proud your partner will be after you volunteer to juice up a storm in this bad boy!

Not sure about you, but we are always on the lookout for an encounter with a Celeb...or Pollie? Last week, one of the team was down at the local IGA, when who should pop in but Scott Morrison! This is how it played out:

Taipan teamer: *"Hey Sss'up S'dog? I was wondering if I had what it takes to be PM, so I have a question for you?"*

Scott Morrison: *"Sure, ask anything you like."*

Taipan teamer: *"What were your three favourite school lunch treats?"*

What was Scott's reply?

- A. Fairy Bread, Meat Pie and an Anzac Biscuit.
- B. A dry Wheat Cracker, a Witchetty Grub and a Prickly Pear.
- C. Cup Cake, a bottle of Arsenic and an Olive Branch.

Get your answer to amy@taipan.com.au or forever get your fresh juice by squishing fruit through your wife's stockings.





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Making recruitment a success

How many times have you hired a friend or friend of a friend's sisters' brother or similar? Successful recruitment is a constant challenge, here are Taipan's top 5 questions to consider at your next interview.....

1. *Tell me about yourself, who you are and your story.*

This question allows the candidate to feel comfortable and relax. Talking about themselves is usually an easy conversation starter and allows them to talk about outside passions. It gives employers time to 'get to know' the candidate in such a short period of time and allows employers to measure whether the candidate's personal values align with the company values and ultimately, if they will fit with the company culture.

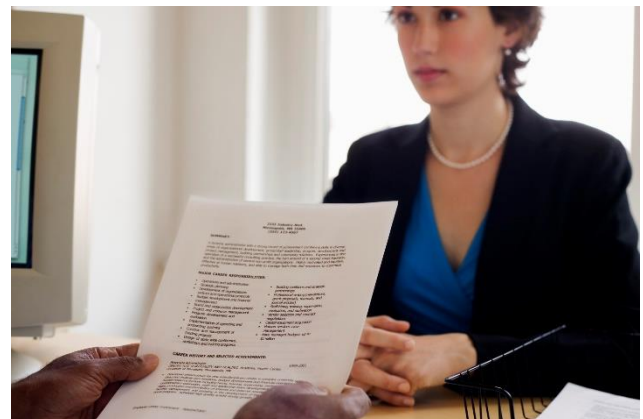


2. *What aspects of the role appeal to you?*

This question is important to gauge the interest level of the candidate of particular areas or aspects relating to the role. It also indicates their strengths and weaknesses by allowing them to express what interest level they have, these are usually self-identified strengths.

3. *What are your long term career plans?*

Use this questions to allow candidates to expose their wildest dreams, or let you know they might be chasing career progression. It's a good chance for employers to boast about their openness to career progression or that it's ok if that's not what the candidate is looking for. Employers can also gauge whether a candidate will be a long term, or using this role as a stepping stone.



4. What type of person do you find the most challenging to work with?

If they say 'my boss' then their values probably don't align with yours, but keep in mind that their 'boss' may really be a challenge to work with! Finding out what makes their 'blood boil' in the workplace will indicate what type of person they are, who they respond to and whether or not they will upset the current culture. Maybe they find it a challenge to work with lazy people, or people with low motivation, which in turn will likely be a positive thing for the company.



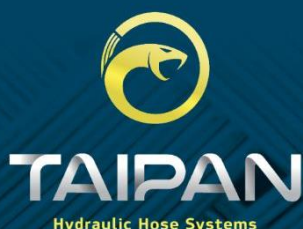
5. What do customers mean to you?

This question will indicate whether or not the candidate feels that customers are important. At Taipan, our Mission; To create a base of raving fans by delivering outstanding customer experiences, starts with our staff and the importance they put on customer service. Customers are what keeps our cogs turning and we want our future employees to value their importance.



With a little preparation you can maximise your chances of hiring someone that will remain with your company longer term. This will not only save you a huge amount of money but will help to generate stability and credibility in the market.

If you need more help with recruitment contact tianah@taipan.com.au or phone Tianah at our Caboolture office on 07 5428 1211. Good Luck!



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CABOOLTURE

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PERTH

3 Mordaunt Cct
Canning Vale WA
6155

Ph: 08 9456 5448

CONTACT US 1300 654 782

taipan.com.au

NEW Product Release

All the new product updates you need.

PR-017 MAY 2019



TAIPAN
Hydraulic Hose Systems

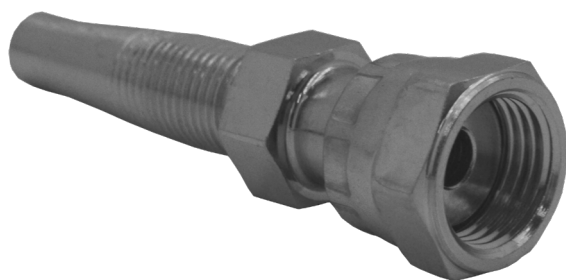
100R16TC



ITEM CODE	100R16TC-06
DESCRIPTION	COMPACT 2 WIRE HOSE - TOUGH COVER 5100PSI
PRICE	\$37.00 +GST
ITEM CODE	100R16TC-10
DESCRIPTION	COMPACT 2 WIRE HOSE - TOUGH COVER 4100PSI
PRICE	\$50.00 +GST
ITEM CODE	100R16TC-12
DESCRIPTION	COMPACT 2 WIRE HOSE - TOUGH COVER 3500PSI
PRICE	\$65.00 +GST
ITEM CODE	100R16TC-16
DESCRIPTION	COMPACT 2 WIRE HOSE - TOUGH COVER 2700PSI
PRICE	\$90.00 +GST

D06F011

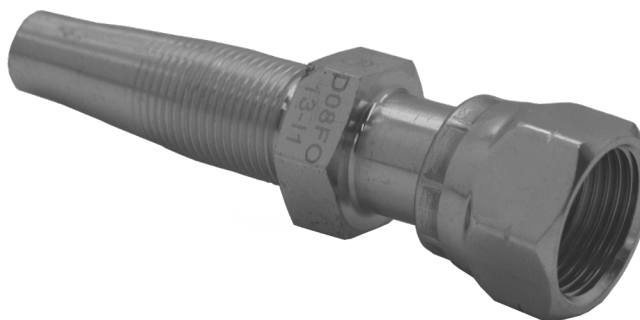
\$18.00
+GST



ITEM CODE	D06F011
DESCRIPTION	HOSE 3/8 X ORFS F 11/16
PRICE	\$18.00 +GST

D08F013

\$29.00
+GST



ITEM CODE	D08F013
DESCRIPTION	HOSE 1/2 X ORFS F 13/16
PRICE	\$29.00 +GST

AVAILABLE FROM:

CONTACT US 1300 654 782

www.taipan.com.au

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PR-017 MAY 2019



TAIPAN

Hydraulic Hose Systems

K03BM04

\$15.25
+GST



ITEM CODE	K03BM04
DESCRIPTION	HOSE 3/16 X BSPT MALE
PRICE	\$15.25 +GST

K10KF30

\$42.52
+GST



ITEM CODE	K10KF30
DESCRIPTION	HOSE 5/8 X JIS METRIC 30MM
PRICE	\$42.52 +GST

QAKL12-2.24MM

\$17.35
+GST



ITEM CODE	QAKL12-2.24MM
DESCRIPTION	JICF X JICM 3/4 - 2.24MM ORIFICE
PRICE	\$17.35 +GST

QEBAE3245

\$310.50
+GST



ITEM CODE	QEBAE3245
DESCRIPTION	BSPF X BSPTM 45 ELBOW 2
PRICE	\$310.50 +GST

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PR-017 MAY 2019



TAIPAN

Hydraulic Hose Systems

QTEDLL202626

\$124.00

+GST



ITEM CODE	QTEDLL202626
DESCRIPTION	BSPPPM X JICM X JICM TEE 1 1/4 X 1.5/8 X 1.5/8
PRICE	\$124.00 +GST

AVAILABLE FROM:

CONTACT US 1300 654 782

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