



THE SWAGE-PRESS

ALL HYDRAULIC NEWS AND OTHER STUFF FROM TAIWAN

The Important Stuff

Plating and the Tightening of Health Regulations

South Korea is tightening up on their health regulations which affects the chemicals allowable in future product plating.

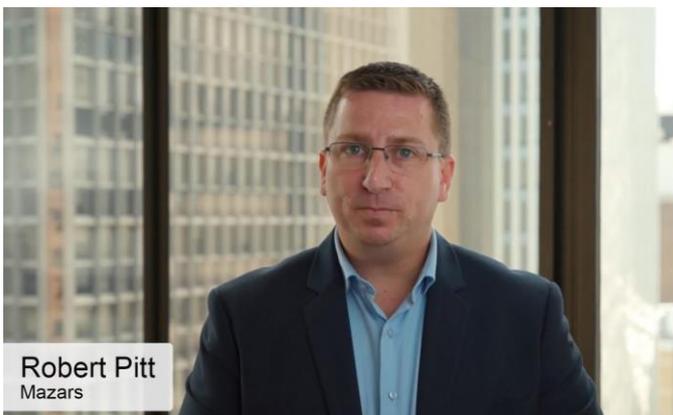
We are getting in early here, it's going to take a while for these to filter through, but if you see product looking something like the left hand fitting in the attached photo, it'll be the new version. At a glance it looks a little more of a matte finish, which may be a benefit in the long run. According to the manufacturers, the added bonus is improved internal penetration and protection of the product.



Business Management Training

Providing hydraulic hose solution products and getting them to you at a reasonable price is not where it ends when providing exceptional service. There is so much more that can help improve your bottom line.

No one wants to be told what to do when running their own business, but once you get into it you realise it's not always plain sailing...



Robert Pitt
Mazars

As part of our commitment to helping grow your business, we are putting together an initial video series that covers an introduction to building the foundations of a successful business. In a nutshell, it's a series of short two to three minute videos each explaining a different area to think about that have helped grow our business over the years. In fact, instead of waffling on, here's a link to an introduction we put together.

<https://www.youtube.com/watch?v=sxg26gQ4t8w&feature=youtu.be>

We understand you are busy, we'll release one video per month so you are not swamped.

All feedback good or bad is appreciated.



Bubble Crimping, what is it and why do we do it?



Some of Taipan's hose tail range requires the use of a bubble crimp. Bubble crimping is quite simple but a necessity to ensure you achieve the best result for the assembly.

The reason bubble crimps are sometimes necessary is because the locking collar to hold the ferrule to the tail can be larger than the final crimp diameter. Leaving a small section of the ferrule uncrimped will ensure the collar is not touched and the internal diameter of the tail is not reduced.



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The Golden Ticket

Verruca Salt from Charlie and the Chocolate Factory had her father's workers unwrapping chocolate bars 24/7 to find a Golden Ticket and guess what happened? They found one!

Get your skates on, you have one month to go and we have 4 tickets left somewhere amongst the chocolate bars. That's right 2 tickets have already been found.



What happens once all the tickets are found???

- 1) We'll contact all the winners personally.*
- 2) On Wednesday the 7th of August we'll have a live hook up with all winners.*
- 3) All six names of those winners will be placed into a barrel and an ultimate winner of the grand prize will be drawn.*
- 4) We'll clap like crazy, pop some champers and generally have a massive party.*
- 5) We'll head to the airport arrivals gate and wait in anticipation for our winner to arrive.*
- 6) Their "business" (wink) holiday of a life time will begin!*

Don't forget, all winners will be receiving a prize so get looking!





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Is More Work the Best Solution? And What does that Mean?

When I began in a van I was probably the same as you - up extremely early, struggling to find a customer who'd take you seriously, then arriving home extremely late full of deflation and disappointment. A few months in it starts to kick into gear and eventually you are busy pretty much all the time.

At one time I remember getting seventeen callouts in one day - I was busy. Trouble was I raced from job to job just patching. I wasn't doing the customer or myself any favours.

As we keep saying, one of Taipan's goals is to drive business to our customers but what are the consequences? Let's take a look at some things that could affect your decision to grow.

1. More staff
2. More vehicles
3. More paperwork
4. More stock holding
5. More debt
6. More hours at work
7. Requirement for larger premises
8. Procedures and processes getting out of hand
9. Increased bad payers or longer collection times
10. Increased risks, E.g. economic down turn or employee related issues

or

1. Increased opportunity
2. Increased profitability
3. More exposure
4. Ability to hire to allow you to do the job you like doing
5. Improved processes
6. Improved work life balance



I was chatting to a customer who owns a very successful mobile hose business. It's just him and one other operator. Assuming bigger is better I asked when he was going to add more trucks to his fleet. His reply...*never*.

I have just enough to be far too busy that I can't keep up. I can control the guy I have, the quality of the job we do and I can handle the ordering and paperwork.

To get any bigger would mean more staff, increased costs and more headaches. I haven't had to look for new business in a long time and the profit I am maintaining is as much as I need. I am doing really well as I am.

Do you even want more work?

Remember this old classic, "failing to plan is planning to fail". A good growth strategy is priceless.

Have a think about your future growth, your ultimate outcome and how we can help before we come knocking on your door with that question and don't worry, you have plenty of time.



TAIPAN
Hydraulic Hose Systems

ARCHERFIELD

2/124 Beatty Rd
Archerfield QLD
4108

Ph: 07 3274 3433

CABOOLTURE

11 -13 Lear Jet Dr
Caboolture QLD
4510

Ph: 07 5428 1211

MELBOURNE

23 Endeavour Way
Sunshine West VIC
3020

Ph: 03 9109 2109

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 JULY 2019



TAIPAN
Hydraulic Hose Systems

New Fire Sleeve
Available



ITEM CODE	FS-15MM
DESCRIPTION	FIRE SLEEVE RED SILICON 15MM ID
PRICE	\$52.59 + GST

ITEM CODE	FS-20MM
DESCRIPTION	FIRE SLEEVE RED SILICON 20MM ID
PRICE	\$67.71 + GST

K08PSW14

\$30.50
+GST



ITEM CODE	K08PSW14
DESCRIPTION	HOSE 1/2 X SWIVEL 7/8 MALE UNO
PRICE	\$30.50 + GST

K08PSW1490B-476MM

\$46.62
+GST



ITEM CODE	K08PSW1490B-476MM
DESCRIPTION	HOSE 1/2 X SWIVEL 7/8 MALE UNO 90 DEG
PRICE	\$46.62 + GST

QRVW3227

\$85.00
+GST



ITEM CODE	QRVW3227
DESCRIPTION	ORFSF X ORPSM REDUCER 2 X 1.11/16
PRICE	\$85.00 + GST

AVAILABLE FROM:

CONTACT US 1300 654 782

www.taipan.com.au

ARCHERFIELD

2/124 Beatty Road
Archerfield QLD 4108

P: 07 3274 3433

F: 07 3474 3477

E: archerfield@taipan.com.au

CABOOLTURE

11-13 Lear Jet Drive
Caboolture QLD 4510

P: 07 5428 1211

F: 07 5428 1311

E: sales@taipan.com.au

MELBOURNE

23 Endeavour Way
Sunshine West VIC 3020

P: 03 9109 2109

F: 03 8317 9049

E: melbourne@taipan.com.au

PERTH

3 Mordaunt Cct
Canning Vale WA 6155

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F: 08 9256 9049

E: perth@taipan.com.au



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For Sale

**Second hand Cut Off Saw and
12volt Crimper in WA**

\$3,000 for the pair

Contact Aaron : 0427 088 314 for
additional information.

Have equipment you'd like to
sell or are you chasing second
hand equipment?

Contact Amy at amy@taipan.com.au
to have your items listed here!



Mazda T4000 - WA



\$30,800 inc. neg.

391,378 kms on clock

In great condition – has come from QLD and put over pits every year.

- Everything works
- AC and heater all good
- Good tyres
- Does not use a drop of oil
- Rebuilt brakes
- Central locking with alarm
- GPS
- Dash Cam
- CD player (with speakers in the back)
- Beacons and door open alarms



Truck comes with :

- Betta Swage Press- 12v BS132 good condition
- Dies 12/16/19/23/31/32/47 new 27/36/10 and bag of new spare pins also has (older bell end type dies) 27/36/10
- Hydralok 12v Cut Off Saw - good condition
- Vise
- Bench Grinder
- 240v inverter
- Milwaukee cordless tool set
- Water and pump
- Air Comp 12v
- Multi purpose ladder
- Full truck roof rack
- Plastic storage tubs
- All sorts of hand tools middle of the road quality



Workshop Cut Off Saw - QLD

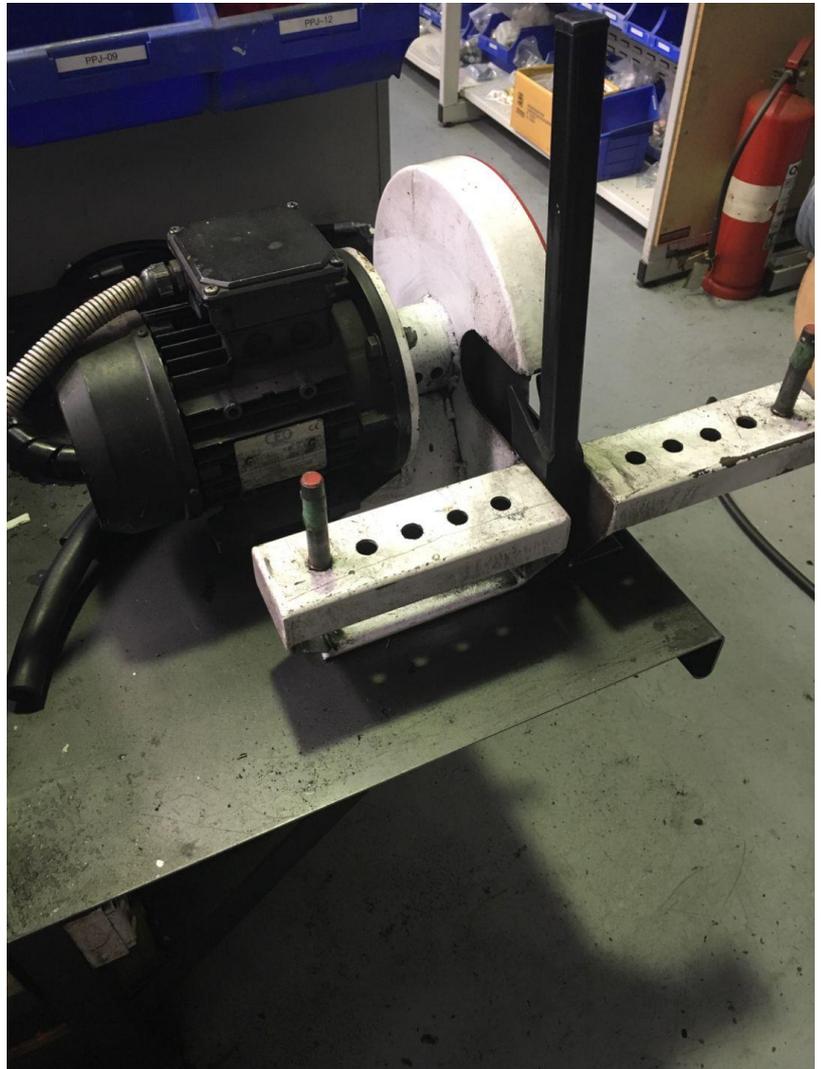
For Sale:

3 Phase Workshop Cut Off Saw

Blade less than a year old

\$1,000 ono

Contact Neil on: 0447 730 024



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