



# THE SWAGE-PRESS

ALL HYDRAULIC NEWS AND OTHER STUFF FROM TAIWAN

## The Important Stuff



### Tax Savings

#### Do you travel on mine sites or farms?

Did you know contractors and suppliers to mines and farms can claim fuel tax credits for fuel used in travelling in and working on mine and farm sites, backdating 4 years? Download the fact sheet [here](#) to learn more about fuel tax credits, and assistance with claiming.



### Crimper Maintenance Tips



1. Grease the head often – You should be greasing the head every couple of hundred crimps or if you haven't used the head for a significant period of time.
2. Use a Pate AS450 or Extex Riser Bolt grease when greasing the head. These brands have way more staying power and have been tested by crimper manufacturers.
3. Open the head right up when it's not in use. If you never open the head to its most open position, the high-pressure seal has more potential to leak at low pressure.
4. Do not crimp over 12mm larger than the die size you are using. The head ramp has two levels in the taper to enhance the speed of the machine. If you crimp over 12mm larger than the die size, your chance of damaging the head increases dramatically due to the fact you begin crimping on the first taper, which places extreme force on the head.

By carrying out these few simple actions you and your crimper should create many years of happy assembly memories together.



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## Last Month's Winner...



Last month's winner needed that check to keep their heartrate at peak performance and now they can with the Fit Bit Charge 3! Congratulations Rick from New South Wales for guessing **A**. Mackintosh is in fact an item of clothing originating from Bonnie Scotland.

## This Month's Comp...

\$200 Sunglass Hut Voucher? Just in time for summer!

According to scientist Dr G. Myizared, this year's sun will be the brightest on record with quasars expected to catapult directly from the sun's surface towards Earth. Take action now and get your answer in this month's comp to set yourself up to be the coolest person on the planet.



Question: What did Peter Piper pick?

- a) A Pack of pickled peppers
- b) A Peck of pickled peppers
- c) A Pick of pickled peppers
- d) A Pock of pickled peppers
- e) A Puck of pickled peppers

Get your answer to

[amy.sandilands@taipan.com.au](mailto:amy.sandilands@taipan.com.au)

today!





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## Which Are More Important – Customers or Money?

### **Are customers more important than money?**

For all the years I was in a van, customers were definitely more important than money. If I received a phone call from a random individual or company asking for a hose to be replaced, I was out the door faster than they could hang up the phone. Just getting a customer on board was a major challenge and when I finally did receive a call, the last thing I wanted to do was annoy them.

I was always petrified if I asked for any detail or god forbid "*payment*". I may risk offending that customer and losing them altogether. "What if they don't ring tomorrow?", or "What if they call one of my competitors?". The large customers were especially scary, the ones I thought were keeping me alive.

The amount of times I'd do a job and not get paid or be stretched out for months and months was more than I could count. I didn't understand the simple rules of business.

I referred to myself as a tree hugger. Money is not my focus, I just want to help people and do right by the world. That's all good but if you do everything for free your good intentions don't seem to last long, as the money can dry up real fast and there is nothing left to help anyone! If only I had been older when I was younger, I may have had a better plan.

Although most customers are genuine and genuinely care, there are always going to be the ones who have no morals at all and will use you as their bank or worse. But now that I am older and wiser, I have found communication and having a set process is the key.

At the end of the day it's ok to ask for detail and payment, it's not offensive, there is a tremendous amount of value in providing the service you provide and being paid is part of the business process.

Yes, customers are important but in my opinion it's not a sin to discuss money and the two go hand in hand.

# NEW Product Release

All the new product updates you need.

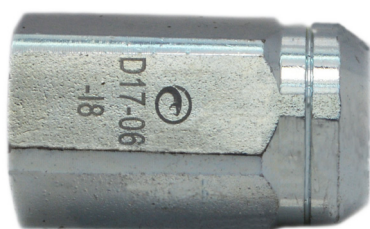
PR-017 November 2019



## TAIPAN

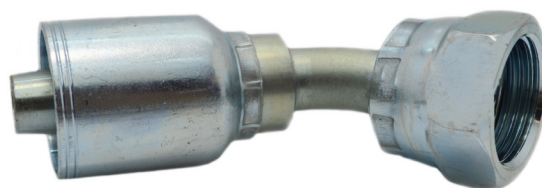
Hydraulic Hose Systems

D17-06  
**\$9.74**  
+GST



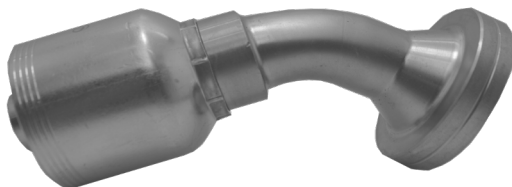
ITEM CODE	D17-06
DESCRIPTION	BODY 3/8 SUITS 100R17
PRICE	<b>\$9.74 + GST</b>

K08BF1245  
**\$36.00**  
+GST



ITEM CODE	K08BF1245
DESCRIPTION	HOSE 1/2 X BSP F 3/4 45 DEG
PRICE	<b>\$36.00 + GST</b>

L12F621645  
**\$101.92**  
+GST



ITEM CODE	L12F621645
DESCRIPTION	HOSE 3/4 X 62 FLANGE 1 INCH 45
PRICE	<b>\$101.92 + GST</b>

L20F611645  
**\$130.00**  
+GST



ITEM CODE	L20F611645
DESCRIPTION	HOSE 1.1/4 X 61 FLANGE 1 45
PRICE	<b>\$130.00 + GST</b>

## AVAILABLE FROM:

CONTACT US 1300 654 782

[www.taipan.com.au](http://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](mailto: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](mailto:sales@taipan.com.au)

### MELBOURNE

23 Endeavour Way  
Sunshine West VIC 3020

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### PERTH

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Canning Vale WA 6155

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PR-017 October 2019

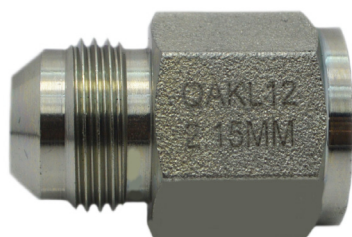


**TAIPAN**  
Hydraulic Hose Systems

## ORIFICE FITTING

QAKL12-2.15MM

**\$17.35**  
+GST

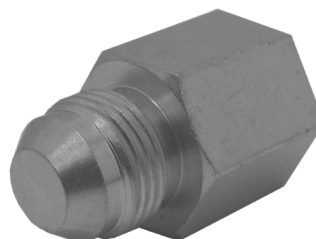


ITEM CODE	QAKL12-2.15MM
DESCRIPTION	JICF X JICM 3/4 - 2.15MM
PRICE	<b>\$17.35 + GST</b>

## BLANK ORIFICE FITTING

QAKL12 BLANK

**\$17.35**  
+GST



ITEM CODE	QAKL12 - BLANK
DESCRIPTION	JICF X JICM 3/4
PRICE	<b>\$17.35 + GST</b>

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***Looking for a new truck?***

***We might have just the thing you're looking for!***

***We constantly have people wanting to sell and buy equipment, so if you're looking for either – sing out and we'll advertise it here or try and get you in touch with the right people if we can.***

***Check out what's going this month...***



**For Sale – 2008 Isuzu NNR 200**

- Fully serviced
- Body and racks
- Solar panels on roof
- Comes with two underbody tool boxes

**Contact Andy on 0408 385 570 for more information**

