

The specialist advisory for selling hire businesses

# It takes two to Tango



## The smart way to buy or sell a hire business

A successful acquisition always takes two. A willing buyer and a willing seller who seek mutual benefit, share common values and recognise 'strategic fit'.

That's how value is optimised and is what The Hire Exchange is all about.

As specialists in the tool and equipment hire sector, we have an intimate knowledge of the business, the

market and the people. It is that understanding and experience that sets us apart from others and why we have achieved so many successful transactions.

If you are thinking of selling or buying a hire business be smart and call Chris Harvey or David Graham on 03303 230643 and visit [www.thehireexchange.co.uk](http://www.thehireexchange.co.uk)

## The Hire Exchange

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# SUCCESS DOWN UNDER

The Hire & Rental Association of Australia, the Elevating Work Platform Association and the Telescopic Handler Association of Australia - HRIA/EWPA/TSHA in short - held their annual conference, Hire25 trade show and awards dinner, in Melbourne earlier this month. Cranes & Access/Vertikal.net was there to cover them.

The first event, the Global Access Meeting was held on June 3rd, speakers included Haulotte's Alexandre Saubot and Vertikal's Leigh Sparrow. The meeting was followed with a 'Welcome Drinks' event held that evening at the Cargo Hall on Melbourne's South Wharf, sponsored by Select Plant Australia along with the awards dinner on the 5th.



Select Plant sponsored the Welcome Drinks event

## AN EVENING WITH KYLIE MOORE-GILBERT

The Hire25 exhibition opened next morning - the 4th of June - during which there were a number of HRIA conference sessions. A dinner was held that evening entitled the HRIA Evening with Kylie Moore-Gilbert, held to help raise funds for the charity Beyond Blue which works with people in the industry suffering from mental Health issues.



Moore-Gilbert, spoke on how she managed to endure more than two years' imprisonment by Iran's Islamic Revolutionary Guard, mostly in solitary confinement, having been arrested while waiting to check in for her flight back to Australia after attending a conference in 2018. She was subsequently tried and sentenced to 10 years in prison for espionage and was released in a prisoner swap in late 2020.



Kylie Moore Gilbert

## THE AWARDS DINNER

The following evening was the Annual Awards Dinner with more than 550 attendees. The winners of each category are published opposite. Of note was that the two best new products and

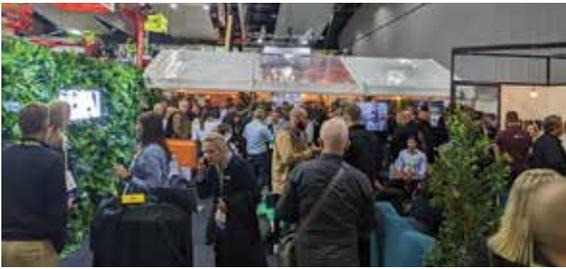


two supplier of the year awards were won by just two companies. Haulotte which took the two Access awards and Point of Rental for Software & Services.

## HIRE25 SHOW

The following are a few pictures from the two day Hire25 trade show, for a full overview go to Vertikal.Net (<https://vertikal.net/en/news/story/46304/hire-25-melbourne>)





JLG with telehandlers, dumpers, lighting towers and a few platforms including the Self Leveller

Traccess scissors made by Hered



Hangcha unveiled a six metre/2,500kg all electric compact telehandler

Dingli unveiled the 36ft Nano 30 telescopic boom and the BA 12 RT, a 43ft 4x4 zero tailswing, articulated boom with oscillating axle



Almacrawler's self-levelling boom - always impressive



Magni's TH 3.6 compact 3,000kg/6m telehandler on the All Lift stand



Zoomlion also highlighted a new telehandler



Sinoboom showed its new TB14J Plus series two boom lift



The LGMG stand with the new T16J-2 and new telehandler



The Skyjack stand had a substantial display



A Bravi Sprint branded as the Toyota Sprint

**FULL LIST OF AWARD WINNERS:**

- Hire Company of the Year - RPM Hire**
- Hire Company of the Year (Under \$10 Million) - Green Power Solutions**
- Hire Company of the Year - Events - Expo Event Services**
- Hire Company of the Year Excellence Award - People and Culture - RPM Hire**
- Supplier of the Year - General - Flextool**
- Supplier of the Year - Access - Haulotte**
- Supplier of the Year - Software and Service Provider - Point of Rental**
- Supplier of the Year - Events - HTS Tentiq**
- Best New Product - General - Survivor Series Remote - Globe Power**
- Best New Product - Access - MyCompanion - Haulotte**
- Best New Products - Software and Service Provider - Record 360 Point of Rental Software**
- Women in Hire Award - Peta Twyman from RPM Hire**
- Young Professional of the Year - Tom Lynch from Master Hire**
- HRIA Women in Hire Development Program Growth Award 2025 -**
  - Corina Roat - Kennards Hire
  - Kate Dwyer - Genie
  - Shannen Wardrop - Conplant
  - Lisa Silcock - AU Buckets
  - Nicole Rowley - JLG
- HRIA Young Professionals Development Program Growth Award 2025**
  - Skye Bagatella - Camden Hire
  - Zenith Davies - JLG
  - Danielle McGuire - Onsite Rental Group
  - Marnie Reid - Select Plant Australia
  - Jack Smith-Cavanagh - Kennards Hire
- Yellow Card Accredited Trainer of the Year 2025 - Dave Pickard**
- Gold Card Accredited Trainer of the Year 2025 - Michael Wood**