

MATT'S MESSAGE

As we approach the end of a year like no other, I would like to say thank you to all our valued staff.

The year started with record drought, then floods and bush fires that upset our nation. The subsequent uncertainty and significant impact of the COVID-19 pandemic to our own health and liberties as well as disruption to our customers have turned everything upside down.

Despite of these catastrophic events and uncertainty, what stands out for me from this year is the determination, grit and commitment demonstrated by MLA team members. I am inspired by the way the team has risen to this challenge – with flexibility, resilience, and a caring heart. I am impressed by our team's toughness, compassion, dedication, work ethic and loyalty. It is in our DNA to forge ahead, get it done and consistently deliver on our customers' expectations.

There is no manual or precedent for the uncertain climate we are living in, as we balance the need to keep our staff safe and employed. We know you and your families depend on us for both and we take these responsibilities seriously. I am proud that we have been able to deliver.



We are a strong company and have an amazingly loyal customer base. One of the things motivating me through this difficult time is the certainty that we can learn and adapt and adjust so we emerge stronger because of this test. This can be our opportunity to distance ourselves from the competition. That is our choice. Our decisions, attitudes, behaviours, innovation, and customer service excellence will make it possible in the years ahead.

My heartfelt thanks to all of you for your efforts, your honesty, your hard work and especially your trust.

Stay safe. Stay healthy. Enjoy the festive season and look forward to the challenge ahead in 2021.

Matt Saunders – Managing Director

MLA providing Canson with the complete solution for their NEW Sydney warehouse!

Canson Australia Pty Ltd is one of 36 companies in Canson's corporate family. Canson products exist in over 150 countries, and is the global market leader of fine arts papers, school and leisure drawing papers, as well as technical and digital printing papers.

Canson's Sydney branch is located in Seven Hills. They were actively looking in the marketplace to investigate material handling requirements for their new warehouse.

Through a referral, Canson and MLA were able to get in contact allowing our Sydney team to recommend a long-term rental solution tailored to meet Canson's requirement of safety, productivity and reliability.

MLA forklifts supplied:

- 1 x Mitsubishi FB25CB 4-Wheel Counterbalance Forklift
- 1 x Mitsubishi RBF14 Reach Truck
- 1 x Electric Pallet Mover

Canson chose MLA's tailored package as they were confident in the Mitsubishi brands recommended including the newly released FB25CB series, best suited their warehouse requirements. MLA's reputation for delivering the after sales and service promises also played a significant role in the decision-making process.



1300 000 652

www.mlaholdings.com.au



Newsletter

December 2020

INTRODUCING THE NEW RANGE OF MITUSBISHI AND NICHYU 4-WHEEL BATTERY ELECTRIC COUNTERBALANCE FORKLIFTS!



Mitsubishi and Nichiyu Forklift Trucks are world renowned for their award-winning electric counter balance forklifts range. The latest addition of the FBCB series offers a choice of nine models with an updated, modern looking design and capacities ranging from 1,000kg to 3,500kg.

The combination of a wide variety of optional features and a waterproof rating of IPX4, the new range of FBCB forklifts will provide you with an electric truck that will work across all platforms of light and heavy-duty work cycles ensuring reliability and a consistent operation.

Even throughout long shifts drivers will stay comfortable in the spacious and highly ergonomic driver compartment. With a narrow dashboard, high-visibility mast, small steering wheel and optimised lever placement, all-around vision has been maximised for safety without compromising on control.

With a low center of gravity, electric hydraulic power steering and curve control the FBCB series allows for increased operator confidence when travelling, cornering, and lifting with intuitive speed control. The new FBCB keeps travel consistent on inclines, responding as if it were driving on a flat surface.

Customise your control with the FBCB featuring a choice of operation modes. Modes can be adjusted to meet the driver requirements associated with the operator's skill level, workplace conditions and operator's preferences.

An additional ECO mode can be selected to make energy consumption even more efficient, extending working hours per charge (up to 11.5 hours) while also reducing running costs. If the FBCB series is left idling with no operation for 15 minutes, an auto power-off comes into effect further conserving energy.

While the base model is highly suited to many different working situations, a wide choice of options and attachments is available, allowing the truck to be precisely specified to meet the needs of your business. PIN code entry can be enabled at an administrator level to allow tight control over who can operate the fleet and adjust the operational characteristics.

For more information on what the new Mitsubishi and Nichiyu FBCB electric counterbalance forklifts range can do for your operations, visit www.mlaholdings.com.au or contact MLA on 1300 000 652.

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Australia's leading forklift supplier

MOVEMBER AT MLA HOLDINGS PTY LTD

MLA promoted Movember 2020 helping raise money to fund ground breaking health projects that will fundamentally change the way men in need are treated and supported.

Movember prioritises funding for the three biggest health issues facing men: mental health and suicide prevention, prostate cancer and testicular cancer.

MLA supported all staff who took part in Movember 2020 by matching the donations made by MLA Staff!

There were various types of Mo's presented by the team at MLA, generating over \$1,500 to this great cause. Well done team!



Mike Schroder (MLA Wholesale Manager) showing his support with his moe.

STAFF MILESTONES

We would like to take this opportunity to congratulate these valued staff for their recent service milestones achieved in 2020 and their continuous commitment to the company's mission and values. MLA holds a strong company culture and provides its staff with a diverse and challenging environment where achievements and staff contributions are recognized.



Anthony Strati (NSW Service Manager) presenting Puran Prakash a gift to celebrate his 20 years of service with MLA.

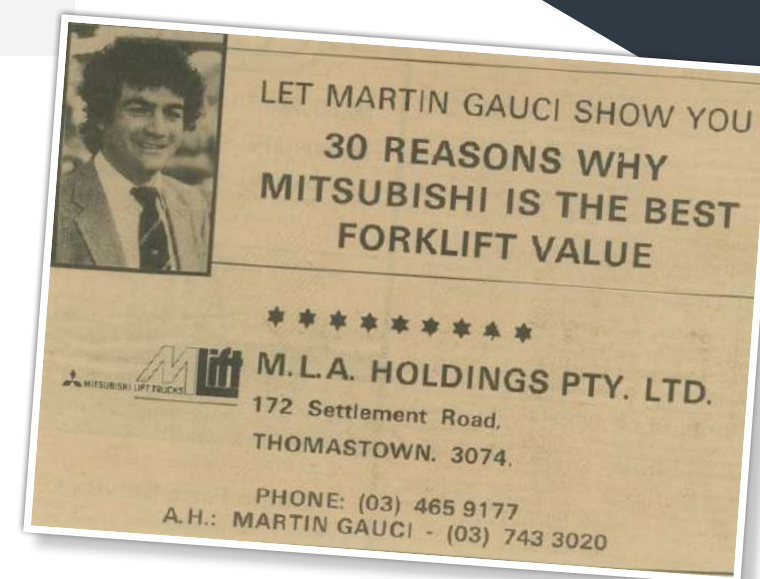
Marie Scully	VIC	35 Years
Puran Prakash	NSW	20 Years
Jacqueline Fanartzis	VIC	15 Years
Sushil Prasad	HO	15 Years
Michael Birse	HO	10 Years
Maureen Catford	HO	10 Years
Brad Robinson	QLD	10 Years
Gana Prasad	VIC	10 Years
Jason Bevilacqua	VIC	10 Years
Chris Zimmerman	HUN	5 Years
Hannah Jones	QLD	5 Years

MARTIN GAUCI OFFICIALLY RETIRES FROM MLA!

It is with mixed emotions that after 25 years of service excellence, Martin Gauci's retirement is upon us with his final day on 4th of December 2020.

He is a gifted and dedicated salesperson reaching many milestones with MLA. In 1982 Martin reached the achievement of becoming the "Second Melbourne Millionaire" by making one million dollars in forklift sales and was personally congratulated by our then Managing Director - Jiro Kanamori of our Japanese parent company, T Chatani and Co Ltd.

When asked for a comment Martin replied, "I don't like losing orders". This phrase that Martin used continued to bring MLA and himself great results with multiple forklift orders through the years.



Martin was able to achieve the Salesperson of the year award on eleven (11) occasions and when asked for a comment he stated "he enjoys the people I work with and worked with over the last two decades."

Martin's retirement is our loss, however his legacy will remain. We have all benefited from Martin's charismatic sales style, which has made him the most successful salespersons at MLA. We extend all our best wishes to Martin as he takes a long and much-deserved vacation.

