



Hire Industry Association of New Zealand (Inc.)

"...to promote and enhance the integrity and visibility of the hire industry and the members of the organization through advocacy, communication, education and political action."

The Hire Industry Association of New Zealand

is an Incorporated Society registered in New Zealand. The Association's activities are governed by a Constitution that has been approved by the members. The prime objective is to 'Promote and safeguard the interests of the members and others involved in the hire industry'. In order to achieve this objective the Association undertakes a large number of activities that are designed to improve the commercial well being and public perception of all the hire industry.

Our members are predominantly Hire Companies situated throughout New Zealand. Associate members equate to a third of our membership with many based in Australia. The Hire Industry Association of New Zealand respects the views and opinions of its membership in determining policy and direction. The Association promotes & encourages communication from members to ensure continuous improvement in today's ever changing business environment.

Members Benefits

At HIANZ, the focus is our member's needs. From rental-specific insurance and training programs to timely industry & association news. HIANZ connects members with the resources needed to help make their businesses efficient, profitable and more successful.

Below are just a few reasons why Hire & Rental Companies, from single-store operators to those with many branches, and industry suppliers are becoming members of HIANZ. Benefits include:

Access to the Vault, a secure online members only area where you will find news and information about the industry, survey results, profit calculators, health and safety information, safety data sheets, training courses, tips and tricks from both independent and national operators, templates of hire agreements, various operator manuals and more.

Get access to National and International conferences, gain a strong advocate for the interests that affect your business, receive regular industry updates, support and advice.

Take advantage of specialised hire industry **insurance** exclusive to HIANZ members only, exclusive Westpac Package for members, safety labels, stickers and other related safety material.

Industry Suppliers

HIANZ associate membership offers outstanding return on investment.

Attendance at the annual Conference & Trade Show could pay for your membership alone! However, just as valuable are all the ways your HIANZ membership connects you with the Hire Industry. HIANZ dedicates substantial resources to showcasing your products.

When your customers rent more, you sell more — and your associate membership represents a tremendous investment in the future of today's rental stores. The Hire Industry Association's goal is to advance the Hire Industry by helping every member grow. Bottom line, your associate membership is a "foot in the door" **giving you access to thousands of sales leads in a growing market**, as well as positioning you as a partner in their success.

As a supplier to the Hire Industry you have access to all members benefits PLUS the **members only area**, the association's latest online portal, **connecting you with details of independent Hire Company owners as well as the Managers and Purchasing Officers of the larger national operators**. This will enable you to **advertise and promote your product/s to a target market** based on your specific search criteria. A database of current hire company members is available as well as advertising opportunity on the Association website and 'specials' page.

Suppliers may attend zone meetings, seminars and of course the Association's annual Conference & Trade Show to market your product and equipment, network & liase with delegates from all over New Zealand and Australasia.

Training

Success in business relies on providing quality work and great customer service. It means keeping up with technology, compliance, and providing the right advice and product to your customers. To do that, you need skilled staff that are full of knowledge, relate to your customers and understand business priorities. That means they need quality training.

A skilled, trained workforce can dramatically improve bottom line performance, adding value to products and services and making it easier to compete in the market. Satisfied and motivated staff, mean higher levels of staff retention, lowering the costs of recruitment.

The **Health & Safety in Employment Act 1992** states that one aspect of ensuring that employees can carry out work safely is making sure that employees have adequate knowledge, experience and training.

HIANZ 'Frontliners' is a training event that caters for new or existing staff within the hire industry. The format of the event provides attendee's with multiple course categories over a number days.

Frontliners was developed to overcome the difficulties associated with training staff in-house, such as time, costs and acquiring the resources. But most of all because the hire industry understands that staff are the face of our industry.

Join HIANZ

HIANZ welcome all potential members or affiliate organizations. Membership forms can be obtained from **www.hianz.net.nz** or by emailing the Association directly.

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