



# Schaffer Scoop

## Issue 2

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## Welcome to our newsletter

SCHAFFER MANAGING DIRECTOR CAMERON MOIR AND COMPANY DIRECTOR ELIZABETH MOIR PRESENT  
TIM DAVIES LANDSCAPING WITH A CAKE TO MARK THE PURCHASE OF THEIR THIRD SCHAFFER 3150.

Over the past months, the global economic news has forced everyone to pause and take stock – and at **Schaffer** we are no different.

However, most Australian businesses we know remain strong, competitive and busy despite the relentless media negativity. Our philosophy has always been to make things easier for our customers and help them to drive their business forward no matter what the conditions. We do this by making hard work quicker and easier.

It has been a thrill for us to see our customers win lucrative contracts based on the capabilities of their **Schaffer** equipment then return for their second and third **Schaffers**.

**Schaffer** loaders are the world's finest quality. Customers appreciate the German precision and our articulated loaders are so well engineered there is virtually no downtime or costly repairs!

No matter what your loader or telescopic needs, we will have the best machine for the job. In addition, we provide a unique service to customise a machine to your particular needs and work requirements at the factory.

You told us you want tailor-made machines that can work faster, smarter and save time and labour costs – at **Schaffer** we deliver! Clearly there is no economic downturn at **Schaffer** and that's how we plan to continue.

CAMERON AND ELIZABETH MOIR



## Schaffer's bamboo bambino

Peter Ravasi's wholesale nursery Red Cloud Bamboo near Melbourne grows new varieties of non-invasive bamboo for fashionable small-space Asian, Japanese and tropical gardens.

Pete's old tractor was too big and cumbersome to nip in and out of the bamboo plants at the nursery. He told us, "We need something much more manoeuvrable, that doesn't chew up the ground."

The perfect solution to his problem was the 2026, the baby of the Schaffer fleet, and Pete is singing its praises.

"It's surpassed all my expectations. We use our Schaffer 2026 for general maintenance, to move soil, grade tracks and clean up rubbish. We also use the forks to move large plants, fertilisers and potting mix.

"It's very smooth to manoeuvre and saves us lots of time and labour. We're still discovering new things it can do every day."

Sales 1300 88 21 61

Technical support 0417 669 707



## Reputation set in concrete

**Schaffer owners:** Brett Mills of Busselton Building Products  
**Industry type:** Building and construction  
**Location:** Busselton, Western Australia  
**Model:** Schaffer 3150 with hardtop (50hp)  
**Accessories:** Pallet forks  
**Usage:** Delivering pallets of cement to construction sites  
**Requirement:** A machine light enough to tow but strong enough to lift pallets of cement

**“You said it!”:** “It’s fantastic – it works a treat! It has been much admired in the district and won us lucrative contracts,” Busselton Building Products Managing Director Brett Mills says.

**Technical stuff:** The Schaffer 3150 handles a safe working load on pallet forks of 1175kg with a 47 degree articulation angle. That’s 20% greater than its closest competitor and the highest lift capacity for its size on the market made possible by the machine’s centre of gravity.

## Best in show

**Schaffer owners:** Mauro Masotti of ZAM Projects  
**Industry type:** Building and construction  
**Location:** Brisbane, Queensland  
**Model:** Schaffer 5050Z (50hp)  
**Accessories:** 4-in-1 bucket, pallet forks, auger PD4, spreader bar  
**Usage:** General building site work, from loading and unloading concrete blocks to moving dirt  
**Requirement:** A compact machine with the strength to lift pallet loads of concrete blocks and transfer quickly

**“You said it!”:** As a self-confessed “machinery nut” Mauro travelled to BAUMA, the world’s largest construction machinery exhibition in Germany, to confirm that a Schaffer was the best choice.

“I looked at the best in the world there and Schaffer was the most versatile machine,” Mauro explains with a wry smile.

**Technical stuff:** Operating weight 3.7 tonnes, constant 4WD with limited slip differentials front and back, mast pivot point 3.3m, hydraulic quick release, machine width 1530mm, engine Kubota V2203 (50hp).



## Tool up with 60 tools

To call Schaffer machines “loaders” is a bit misleading. In reality, they are “integrated tool carriers” that can tool up to do just about anything.

# Schaffer gains ground on skid steers

Skid steer or Schaffer articulated loader? For the agile German-engineered Schaffers, the catchcry is “anything you can do we can do better!”

A skid steer or an articulated loader? It's a choice many business owners must make.

The skid steer is the generic “bobcat-style” machine that has dominated the compact earthmoving and integrated tool carrier market for decades.

But things are changing. Since Schaffer Loaders began importing their agile compact loaders into Australia, the German-engineered machines have made real inroads into skid steer territory.

“From a design point of view, articulated loaders and skid steers are like chalk and cheese,” Schaffer Loaders Australian manager Cameron Moir says.

“A skid steer is a rigid-framed machine whereas an articulated loader has two chassis joined by an articulation joint.

“The Schaffer compact articulated loaders have perfected this mode of machine to make it worth a second look because it's now superior to a skid steer for virtually any type of work.”

Cameron says some people like skid steers because they turn on the spot but this has a downside because they dig up the ground. “You may have just laid a new driveway and you turn on it and wreck it!” he says.

“And it's very hard and expensive on tyres compared to an articulated loader.

“The Schaffer articulated loaders are as nimble as any skid steer because they have a 20% greater articulation angle than anything else on the market and are compact, which allows them to work in very tight areas – and they don't dig up the ground.”

Skid steers typically run a variety of tools but this versatility has now been matched by the Schaffer articulated loaders, Cameron says. “They are integrated tool carriers that can adapt to any job. You can fit them with anything from pallet forks and buckets through to post-hole diggers, trenchers and sweepers.”

Articulated loaders have a long list of other advantages over skid steers, Cameron says.

An important one is driver comfort and safety. “You get much smoother operation, especially in rough terrain. Many skid steer guys get back problems because the short wheelbase transfers all the bumps into the seat.

Driving a Schaffer articulated loader is like a limo by comparison.”

Schaffer articulated loaders tick other OH&S boxes as well says Cameron. The seating position on top of the loader gives you better visibility, which makes a Schaffer articulated loader safer, particularly on sites with personnel operating nearby.

Schaffer articulated loaders also score well over skid steers on lifting capacity.

“The short wheelbase of skid steers can make them unstable in certain conditions.

“Articulated loaders with their long wheelbase have their counterweight further back, allowing them to lift heavier loads higher and reach out further more safely,” Cameron explains.

“The benefits of articulated loaders versus skid steers go on and on.”

**“The Schaffer compact articulated loaders are worth a second look because they are superior for virtually any type of work traditionally done by a skid steer.”**

## Why do Schaffers keep going strong?

- Industrial quality Bosch-Rexroth hydraulics.
- Unmatched German build quality – compare the difference in pins, rams and masts.
- Axles built by ZF – exclusive Schaffer design.
- Extra cooling for tough Aussie conditions to make everything last.
- Superior air filtration to protect the engine.

on offer

Schaffer loaders can be fitted with an array of different accessories such as post-hole borers, trenchers, sweepers, demolition hammers, slashers, mulchers, pallet forks and buckets.



There's a Schaffer dealer near you

**QLD**  
BlackTrac  
Archerfield  
Caboolture  
Beaudesert  
Lismore  
**Grahame Lawson**  
0403 333 223

**QLD**  
David Evans Group  
Taylor St  
Toowoomba  
**Alan Geldard**  
0427 622 712

**QLD**  
Hudson's  
Specialist  
Maintenance  
Services  
Mackay  
**Brent Hudson**  
0404 624 956

**NSW**  
Schaffer Loaders  
**Cameron Moir**  
0417 669 707  
1300 88 21 61

**WA**  
Boya Equipment  
16 Foley St  
Balcatta  
Perth  
**Peter Beste**  
0419 957 978  
1800 08 61 57

**WA**  
Forkwest  
68 Mc Combe Rd  
Bunbury  
**Mark Stowell**  
0447 953 445

**SA**  
Daak Engineering  
151 Sir Donald  
Bradman Dve  
Hilton  
**Andrew Abbott**  
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Machinery  
Rockbank  
Whittlesea  
**David Cox**  
0417 518 283

> Sales **1300 88 21 61** > Technical support **0417 669 707**  
> [office@schaffer-loaders.com.au](mailto:office@schaffer-loaders.com.au) A division of Agtech International

[www.schaffer-loaders.com.au](http://www.schaffer-loaders.com.au)

## Did you know?

- > Schaffer is Europe's leading brand in articulated hydraulic loaders with an operating weight up to 6.5 tonnes.
- > Schaffer represents the best in German engineering backed by the best in personalised Australian service.
- > Schaffer loaders have a proud 50 year history.
- > Schaffer machines are renowned for their superior industrial quality German engineering in a compact form.
- > Schaffer offers class-leading articulation angles from 42 degrees to 65 degrees for maximum agility in tight situations.
- > Schaffer uses only reputable brand name components like Rexroth/ Bosch for the hydraulics, Kubota for the motors and ZF for axles.
- > Schaffer's reliability means more hours on the job, less downtime.
- > The Schaffer range includes articulated and telescopic loaders from 20hp to 177hp.
- > Schaffer loaders are factory-customised for the Australian market and can also be further customised for the individual client.



## See our sexy new German supermodels

Schaffer has upped the ante again with our collection of sexy new models. Request a copy of our new Schaffer DVD which shows them in working conditions or check our website [www.schaffer-loaders.com.au](http://www.schaffer-loaders.com.au).

Better still, ask for a real-life demo. Contact your nearest dealer or Cameron on 0417 669 707 now.

# "Why I love my Schaffer 3150"

The Schaffer 3150 is our bestseller. Our satisfied customers share the reasons why.



**It's a very robust, well-built loader compared to other makes. We've used it non-stop with only routine maintenance."**

*Steven Richards, Toyota Materials Handling Hire*



**"The Schaffer 3150 is operator friendly and a very good machine. I would recommend it to others."**

*Gary Barnden, Shire of Broome*



**"We use it for verge pick ups and we've done more than 1,000 hours of work with no problems whatsoever."**

*Mark Briggs, City of Swan*



**"It does everything I need around my olive grove and vineyard. It's robust and reliable and well engineered."**

*Mark Bahen, lawyer, olive grower and vigneron*



**"We use it for chopping trees, clean up work and loading bins around the farm. It's a very useful little machine."**

*Dudley Mitchell, The Avocado Grove*



**"It's narrow and stable so we can get into tight areas when loading our tomato bins onto the trucks."**

*Dan Le, tomato grower*

made by SCHÄFFER