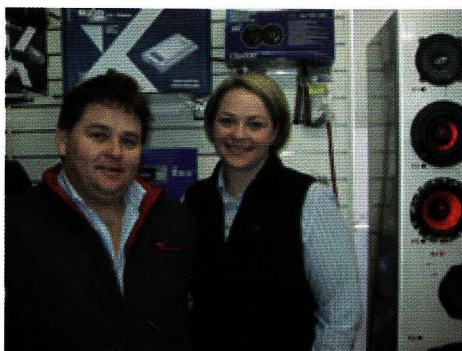


Passionate About The Trade



Kellie and Anthony

Recently we have been talking about today's high labour costs and with workshops flat-out it's all too easy to simply fall into the "bolt on" mentality.

Obviously the problem with this approach is that apprentices and trainees are then missing out on hands-on training and if we are not careful most will end up as component fitters.

However, here's one enterprising business who is kicking goals and not happy with simply bolting on H/D starters and alternators.

Like many country workshops, Anthony and Kellie Wenning and the team from Diesel Electrics in Dalby Queensland is in the middle of a development boom. Dalby is surrounded by many different industries, particularly mining, energy and agriculture.

Due to the high demand for services, the business is booming and it would be easy to put training staff aside. However, not this crew. They are soon moving into a new building (in May) with a dedicated room for staff training and set up with a great range of test equipment including H/D Bosch test bench.

"It'll have other great features too, like a drive in service facility for trucks and large vehicles to support Heavy Duty Electrics", said Kellie.

Kellie told us that even though DE is flat out they do rebuilds every day and make time every day to train their staff or their apprentices.

"You simply MUST make time to train. Staff and apprentices must be trained and on-going training is critical."

"You have to make it happen" she said. "Sure, often we do bolt a new unit on however we rebuild units just as frequently for the same purpose; to get a customer back on the road quickly and to ensure our staff are retaining those traditional auto electrical skills."

"Rebuilding may not always be the most economical option when comparing the price of a new unit but when you factor in the cost of downtime to the customer and if you need to wait for a part to arrive on freight, you can very quickly make the rebuild option stack up," Kellie adds.

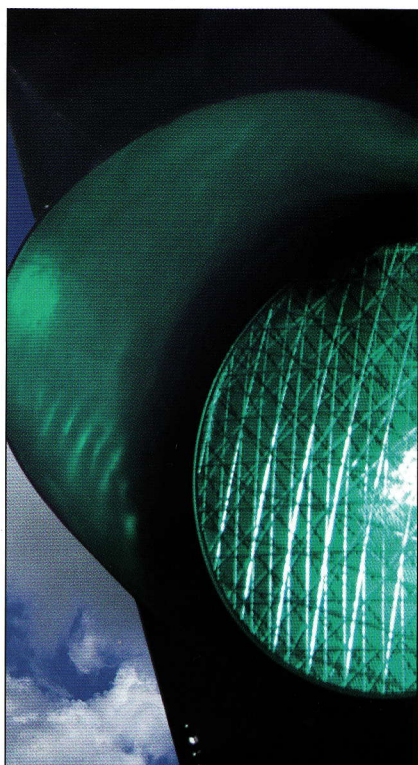
But the team does not just train in the technical sense. Kellie and Anthony have made a point offering their staff additional training such as team building and communication training – what they consider vital to having a happy team and a successful business.



Kellie would love to speak to like-minded workshops and would even consider an apprentice swap arrangement so that they gain valuable and multi product experiences.

Our office is looking forward to receiving Diesel Electrics' submission for one our 2008 AE/AC Business Awards. There is a category for your business as well, see page 31 and send us your nomination form and submission package.

Have a look at Diesel Electrics' website www.dieselelectrics.com



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