

Gallagher Newsletter

How does Data Centre work?

Data Centre makes visible via any internet enabled device, real-time operational information from any dispenser.

How can we use it?

The critical information Data Centre provides can be used to improve the overall management of any fuelling station.

How will it benefit my service provider?

The ability to diagnose off site with facts and data greatly improves efficiency and better utilises individual skill sets.

Why get it?

Because service and maintenance costs are significant to a business, reducing this cost will immediately improve the overall bottom line.

Do your homework and get started!

Data Centre will challenge the status quo by reducing overall maintenance costs with a planned and pro-active approach to the existing service model.

Gallagher Market Update

The Australian market is currently going through some major changes which affect the sales, distribution and aftermarket support of Gallagher Fuel Dispensing solutions.

The recent release of Gallagher's Innovative Data Centre is a real game changer. Since May 2017 all dispensers have the hardware required to enable the cloud solution to be implemented. PULSE dispensers released before May 2017 can also be connected with a simple upgrade.

This new technology has allowed a major change in the way our product is used and serviced.

Our customers can now manage any sites individual service and support via the Data Centre.

Data Centre has allowed us to review our current distribution model as we now have the ability to widen our real-time technical support for our products. We can now provide comprehensive support solutions for all market segments, from small independents through to the major fuel retailers.

As a conclusion, Gallagher have decided to move away from a Master Agent arrangement and will be actively working with our existing network to increase our presence across Australia.

Our commitment to support our nationwide Sales and Support Providers will remain unchanged. The decision to broaden our network recognises our desire to develop business into regional Australia using local service agents.

Gallagher are very proud of their Fuel Dispensing Solutions, many of which are unique to the local market. We feel our new distribution model is the most efficient way to get the product into the market and provide the highest level of support available to our customers.

Gallagher will retain a direct supply to its major customers who will now have the benefit of being able to buy Gallagher product through both Nationwide, State and Regional Sales and Service partners.

These changes and new opportunities are with immediate effect.

If you have any questions regarding these changes, please do not hesitate to contact me.

Kind Regards

Derek Hjelm

Expert advice regarding Data Centre

Our Australian team, Derek Hjelm and Daryl Osborne have over 60 years combined experience in the industry. Feel free to contact either directly regarding smart ways to incorporate Data Centre into your business.



Daryl and Derek look over the new Five Product Dispenser.

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