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OFFICIAL BULLETIN OF THE EVENTS DIVISION OF THE HIRE AND RENTAL INDUSTRY ASSOCIATION LTD



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## Marquee and Event Expo on home ground

AUS Homeshow, the HTS Australia marquee and event expo held 16–17 August 2016 at the HTS Australia warehouse at Fountaindale on the Central Coast of NSW, once again offered visitors the chance to see the range of HTS Clearspan structures and related industry suppliers.



The marquee and event expo offers event industry customers a taste of what is available in the market

According to Jeff Stevens from HTS Australia, the marquee and event expo offers event industry customers a taste of what is available in the market before they begin to buy for the summer season.

“We had a big set up this year with indoor and outdoor display areas and 35 customers visit over the two day event.

“This is our second year hosting this event and this year we doubled the number of companies represented. This is definitely an area we can build on into the future,” Jeff said.

Industry suppliers displaying related products and services at AUS Homeshow included: Baytex – marquee / structure linings; Ezi-Flor – portable dance floors and staging; Your Floor – roll out plastic flooring; Formit – portable toilets; RIES – rental industry equipment supplies.

Jeff said visitors attended from as far afield as Victoria and Tasmania with others making the trip from Wagga.

“This year the event was also really good for networking. Several visitors stayed overnight in Terrigal and we had a combined group dinner.”

During the event HTS Australia hosted a BBQ and refreshments. The event began as a build on from HTS Roder Europe’s annual event.

“Every year in November, our parent company has a big tent expo in Germany where suppliers to the industry exhibit their wares. We thought we might emulate that expo here in Australia and so we introduced the concept last year. We then opened the event to other related suppliers to be more appealing to a wider audience,” Jeff said.

Jeff also said the idea of hosting a marquee installer’s course has been put forward and HTS Australia is looking into the viability of such an extended event.

Visit: [www.hts-australia.com.au](http://www.hts-australia.com.au)

## TempFence Super Store appoints new national sales manager

The Melbourne headquartered TempFence Super Store has appointed Roger Borg as National Sales Manager. Roger joined the team following a lifetime of account management experience in the hardware industry.

Responsible for delivering support, winning customer strategy and high quality products, Roger’s appointment is to help guide the company through a sustained period of growth.

Martin Fouracre, company director of TempFence Super Store said: “I am truly delighted to announce the addition of such a seasoned professional to our business. Roger brings unrivalled strength in driving customer focused solutions and valuable insight to help aid our future development plans. We are happy to have him on board.”

Contact: 1300 888 777 or visit website: [www.tempfencesuperstore.com.au](http://www.tempfencesuperstore.com.au)



TempFence Super Store has appointed Roger Borg as National Sales Manager

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## president's message

### A timely reminder for us all

The collapse of Elite Systems, one of Australia's largest grand stand seating hire companies is a timely reminder for us all.



The rumour regarding the Elite Group of companies started early in January and persisted until a liquidator was appointed, in June. Damning TV exposures aside, the net result was major loss for many subcontractors, suppliers, labour hire agencies, transport and other hire companies all losing due to the insolvency.

While a failed company is nothing new, this comes as a bitter blow to the industry particularly when you consider the collapse of the Soundwave, BDO franchise in late 2015.

There are many more. Most industry players can count them off, one by one, sadly outlining the years it happened, but from this we have to learn a lesson.

There will always be pressure on price; however it's up to us to be aware of the true costs of running our business and when to say "that's it". If nothing else, this latest collapse is a reminder to us all we must be very vigilant when it comes to extending credit and getting paid.

Recycling magnate Richard Pratt had only three rules for business:

- Look after your best clients;
- Look after your best people;
- And get your money on time.

The revised weighting guide is now on the web site, it is intended to review this annually using feedback and any changes to legislation.

I understand many members are unhappy with the new guide; please remember it is a guide only; there is nothing stopping you from seeking your own engineering advice.

We recently checked the HRIA weighting guide against the model used in the USA and the comparison reinforced the findings shown in the HRIA guide. The VBA has clarified the ruling regarding elevated seating and handrail heights, which is, in a nutshell:

For any platform above 4m, the height of the handrail must be no less than 1m above any horizontal surface or edge that could be used as a climbing frame. This includes the back rest on any seat and any horizontal members that form the handrail or part of the structure.

Any feedback about what is happening in your region or local area in regards to compliance, safety or training is always welcome. Our members learn and benefit from the experience of other members and industry players.

With the busy season now well and truly upon us, remember to keep vigilant in respect to OH&S systems and safety. Small injuries lead to big ones; never compromise a safe work place for the sake of just getting the job done.

As always happy to hear from any members with thoughts, complaints or suggestions, just email or phone at any time.

**Tom O'Dowd**  
National Events President



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## Worldwide distribution deal for noise experts established

UK based noise reduction specialist Echo Barrier has secured a deal with US based United Rentals, which will see the award-winning acoustic barriers become available across the globe.

United Rentals, one of the world's largest equipment rentals companies, based in the USA covering the United States and Canada, will take on a distributor role for the Sudbury based noise experts.

The deal will see Echo Barriers made available through United Rentals, which has an established customer base and recognised brand worldwide.

Peter Wilson, Technical Director at Echo Barrier who created the Echo Barrier five years ago said this is a monumental landmark in the company's growth.

"United Rentals can get our product in front of huge markets across the world with relative ease which will significantly grow our business," he said.

"We have been working with the team based in the States for a long time to try and get the deal right to benefit both parties and we are thrilled to have finally signed on the dotted line."

Echo Barrier launched its first noise reduction barrier in 2010 to be a cost effective and accessible tool to help construction, rail and events companies and local authorities reduce the impact of works noise on local communities.

In the five years since, two more improved iterations of the barrier have been designed and produced, while the generator acoustic enclosure, H2O Acoustic tent, the zero rated barrier and the transparent barrier have also been added into the portfolio of products.

Recently, Echo Barrier played a pivotal part in the Earls Court London Underground station improvement project, allowing crucial work to take place without having to close the station.

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During drilling works on the Tasman Global Access project, Echo Barrier provided a noise control solution for the residents of Narrabeen, NSW

locations across the United States, United Rentals is one of the world's largest equipment rental providers, offering 3,300 classes of equipment. United Rentals will deliver Echo Barrier's acoustic barrier products including the Echo H2 Acoustic Noise Barrier, Echo H3, Echo FR H2O Acoustic Enclosure, and accessories.

Visit [www.echobarrier.co.uk](http://www.echobarrier.co.uk)

## Chairs trending for hire market focuses on the 'fashionable'

"Skinny jeans, salted caramel and vintage weddings, all latest fashion and all trending now. Fashion is everywhere and the hire industry is not exempt," Gregg Hagen, International Sales Manager for Alloyfold said.

Alloyfold's Crossback and Bentwoods have been popular with weddings



"The Alloyfold Crossback and Bentwood chairs are the 'new Chiavari or Tiffany

chair' and are currently on trend. With the increase in vintage/rustic themed weddings and events Alloyfold have seen a surge in sales of these chairs to rental and event companies. But will these products stand the test of time?

"The key to ensuring long-term returns on investment in furniture, returns that will

outlast fashion, is to ensure your rental furniture is flexible and adaptable," Gregg said.

"Products that are durable, designed to last and can have multifunctional uses are key. Alloyfold's Crossback and Bentwoods have not only been popular with weddings but have great use as dining chairs, cafe seating, pop up cafes and high end events.

"This flexibility in use combined with Alloyfold's durable frame design reinforces the strength of these chairs making them a great investment," Gregg said.

Contact: 1888 0368 7713 or visit website: [www.alloyfold.com.au](http://www.alloyfold.com.au)

## Exhibitor guide now available from Exponet features tips

The ExpoNet Exhibitor Guide which contains exhibiting tips and ideas for exhibitors and exhibition companies looking to make the most of three-

dimensional marketing displays or exhibition stands is now available.

Outlined in the ExpoNet Exhibitor Guide are steps and information on the tools to

ensure a stand provides a strong return on investment. Download a free copy of the new Guide at: [www.exponet.com.au/Exhibitor-Guide.aspx](http://www.exponet.com.au/Exhibitor-Guide.aspx)



## Refrigerated containers provide a cool solution

Royal Wolf's cold storage and refrigerated containers are available in three sizes (10, 20, 40ft), are thermostatically controlled and can include a range of alarms, digital displays and Ezi Enta doors.

Royal Wolf Melbourne sales executive, John Hutchings said these units are reliable, portable and provide a cost effective solution to storing a surplus of food and beverages.

"Marks Quality Cakes in Victoria has experienced a period of growth, including expansion into other states. They required a long term solution that provided additional storage and was tailored to their needs as one of Victoria's leading cake manufacturers and suppliers. The three 20ft refrigeration units on site at the head office have specialised shelving to store an array of cakes.

"The refrigeration units offer a flexible

storage option that can be tailored to a number of hospitality businesses no matter the size or scale.

"Our refrigeration units are great for events but more and more companies are utilising them on a long-term basis. For catering and hospitality businesses, they see benefits given they are easy to operate, cost effective and secure," John said.

Royal Wolf cold storage containers are constructed with 'food grade' stainless steel and aluminium interiors and are available in a range of sizes. Additionally, the containers are available for hire or sale and can be delivered direct to site.



Royal Wolf's cold storage and refrigerated containers are available in three sizes

Call 1300 651 700 or visit website: [www.royalwolf.com.au](http://www.royalwolf.com.au)

## Cool Breeze growing stronger

Cool Breeze Rentals (CBR) is on the move in Victoria and Queensland following strong growth.

The Victorian head office has moved to new premises in Hallam, from its previous premises in nearby Dandenong South. As well as administration offices and side yard, the new Hallam head office includes 1800m<sup>2</sup> of warehousing to cater for the annual busy summer period and major

Cool Breeze's new Hallam head office includes 1800m<sup>2</sup> of warehousing



events. The company has also moved its Queensland administration offices and warehouse to a larger, 1000m<sup>2</sup> premises at nearby Meadowbrook.

According to Jeff Bernard, Director, both locations are strategically located within minutes of major freeways and motorways, and the warehouses are set up for fast, multiple vehicle access.

"These relocations coincide with the company's nationwide expansion and annual acquisitions of new pieces of equipment and accessories for hire and sale," Jeff said.

"Following tremendous growth over the past five to 10 years, especially in mechanical services and major events, the increase and demand for equipment has been substantial.

"From portable spot coolers, mobile evaporative coolers, mancooler fans, temporary rooftop packaged units, to chillers and air handlers, Cool Breeze Rentals is well placed to meet the demands of the summer season."

Special sub-hire rates are available for HRIA Members and Cool Breeze also has pre-summer season sales specials on cooling and ventilation equipment. Visit: [www.coolbreeze.net.au](http://www.coolbreeze.net.au)

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## Hire Industry Association of NZ Show draws Aussie interest

Floorex Products exhibited in New Zealand for the first time at the HIANZ Hire and Rental Trade Show held 23–25 August 2016.

Bill Dowell, Customer Support Manager for Floorex attended the show.

“Held annually by the Hire Industry Association of New Zealand (HIANZ), the show brought together the main players in the equipment, access and event hire industries. Held at the Energy Events Centre, in Rotorua, the sulphurous smell of the volcanic springs was the first impression most visitors had,” Bill said.

“New Zealand has long been known for ingenuity and best practice and this was evident in the high level of interest in the technical side of presentations.

“The new Meteor 250 Single disc grinder once again proved to be the star of the show, as it did when it was unveiled at the HRIA Hire and Rental Show earlier this year. The Beaver 300 self-propelled

floor scraper also drew significant interest.

“We loved meeting so many enthusiastic people, and the ongoing interest (and orders) is much appreciated,” Bill said.

“A number of Australians were present, both as exhibitors and delegates. It was great to catch up with colleagues while enjoying the unique attractions Rotorua has to offer, the fascinating Maori culture, hot springs and mud pools, not to mention the views across Lake Rotorua.

“We look forward to exhibiting at the Auckland Build Expo, 16–17 November, at the Auckland ASB Showgrounds. With the Auckland building industry growing



Floorex's new Meteor 250 Single disc grinder proved to be a star of the show

rapidly, Floorex is well placed to bring their experience and offer equipment to benefit those involved in the concrete preparation industry.”

Contact: 1800 356 673 or visit website: [www.floorex.com.au](http://www.floorex.com.au)

## SAFETY: New design electric blower heater minimises fire risk

Addressing frustration about reliability and safety concerns around inferior models on the market, Active Air Rentals has designed a reliable and safe electric blower heater (EBH).

According to Brad Sweeny, Director, Active Air Rentals, EBH models made with inferior cheap components and poor design after long periods of continued operation can fail due to parts breaking down or burning out which also poses huge safety risks.

“Active Air Rentals’ new Australian design and built EBH addresses these concerns,” Brad said.

“We were tired of hearing about cheap components failing in current EBH models.

“These inferior parts aren’t able to handle the heat produced when these units are operating and would often burn out, causing the EBH to fail and posing a potential fire risk. Often these units are operated in out of sight areas; it is just a recipe for disaster,” he said.

Active Air Rentals heavily invests in product innovation and research with over \$3 million spent in the past year.

Brad said the in-house engineering team had the confidence they could design and build a safer product for customers; one the company was confident would operate without components burning out. The new 21kW EBH developed by Active

Air Rentals includes safety features:

- A 5-minute timer that ensures the fan cools the unit down for five minutes once the unit is switched off;
- Indicator lights to provide simple fault finding when something is not running correctly;
- Use of high-quality switch gear that

can handle temperature overload;

- Larger housing, making the unit more ergonomic and requiring less bending in delivery and installation; and
- A heavier cable, less susceptible to burning out.

Contact: 1800 505 047 or visit website: [www.activeair.com.au](http://www.activeair.com.au)

## New Billabong loos for Yarra Hire

Melbourne based The Portable Toilet Company has supplied 10 new Billabong Portable Toilet Systems to Yarra Hire. According to The Portable Toilet Company Director, Bruce Fouracre, workers need to have access to clean, hygienic and conveniently located toilets at all times.

“This investment will see Yarra Hire supply a system built to last and capable of handling the rigors of the modern building site. Attention to detail and configuration are important in the provision of hygiene systems and The Portable Toilet is expanding options to suit client requirements.

“Our culture is of enabling our customers to do things better, quicker



and more hygienically. We work closely with our end users to develop products that stay ahead of industry requirement. We are excited about adding further options to our range.”

Contact 1300 888 777 or visit website: [www.theportabletoiletcompany.com.au](http://www.theportabletoiletcompany.com.au)