

Vol 6 No. 3

Official Journal of

The Hire Association of N.S.W.

The Hire Association of Victoria

The Queensland Hirers' Association

The Hire Association of Australia

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Hire

OFFICIAL JOURNAL OF
THE HIRE ASSOCIATION OF N.S.W.
THE HIRE ASSOCIATION OF VICTORIA
HIRE ASSOCIATION OF QUEENSLAND
THE HIRE ASSOCIATION OF AUSTRALIA

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welcomes news stories and pictures covering
any phase of the hiring industry.

THE OPINIONS IN HIRE ARE NOT NECESSARILY
THOSE OF
THE HIRE ASSOCIATIONS OF N.S.W.,
VICTORIA OR QUEENSLAND.

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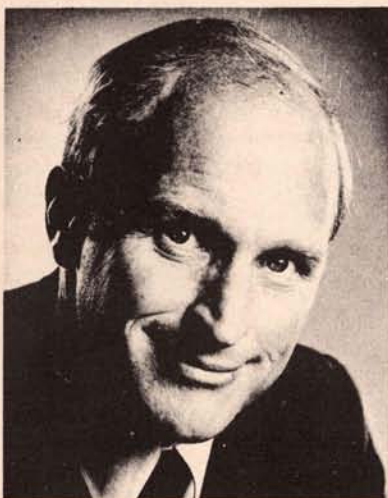
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PRESIDENT'S MESSAGE

Employees - the key to success



NEVILLE KENNARD
President, Hire Association
of Australia.

In a new and diverse industry such as ours, there is no such thing as a ready-made employee.

No matter what the job, be it Manager, receptionist, driver or mechanic, the new employee must be trained before he or she can pay his or her way.

This is an expensive and time-consuming job, and it holds lots of disappointments.

Yet the only way for any hire business (and the industry itself) to achieve high standards of efficiency and professionalism is with the help of competent employees. They need to be carefully chosen, well trained and properly looked after.

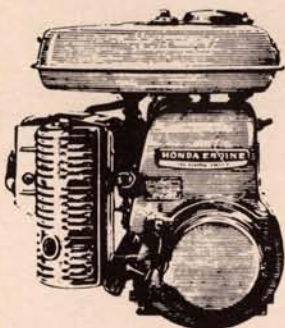
It is important for them to know that they are needed. An employee needs to be proud of his job and should want to make a career of it. He or she should be allowed to get involved, to contribute, to be heard.

If we do the right thing by our employees we will be repaid a hundredfold.



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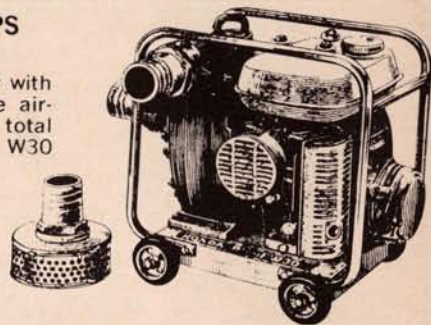
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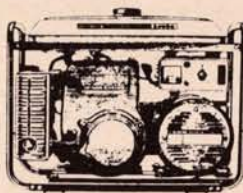
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EDITORIAL

When the customer complains ...

Theoretically, if you play the game and give a fair deal, all your customers should be happy with the service. But in practice this is sometimes not the case. The complaining customer is a fact of life in the hire business everywhere — so much so, in fact, that he was studied in depth at a special seminar in the United States recently.

The majority of complaints, it was agreed, are valid ones. Even with regular maintenance, malfunction of equipment can and does occur. But complaints also arise from misunderstandings, complacency and poor communication. Rushing the customer through the transaction, for example, without proper advice and information is a prime cause of these. The most effective insurance against them is to make sure that he leaves your premises adequately instructed in the use of the tool or machine, and properly appraised of the conditions under which he is hiring it.

A complaint should be recognised as a chance to defuse an explosive situation. It should be dealt with immediately. "Get to the problem fast," the seminar was advised, "or it will blow sky high." If you approach the situation positively, with your temper under control, you have a good chance of gaining the complainer's respect and further business — and collecting some new customers as a spinoff.

Whether the complaining customer has a case or not, and even if he is a trouble-maker, a responsibility-dodger or a nut, you can't afford to dismiss him lightly. He should be regarded as a challenge, an opportunity and a potentially rewarding exercise in public relations.

Coming-ready or not: METRIC CONVERSION

Metric conversion – imminent and inescapable – is a subject which concerns every one of us. On August 7th the workshop dinner meeting of the Hire Association of New South Wales was addressed by Mr Brian Delroy, Senior Research Officer of the Metric Conversion Board, and a report on his talk appears in this issue. Some weeks earlier, HIRE (acting on a suggestion put forward by Lyall Hamilton, Bankstown Hire) contacted Mr Delroy and asked him to write an article so that the industry in general could be appraised of the facts. We are given to understand that there is a wide range of explanatory material available, and that Andrew Kennard, Kennard's Hire Service Pty. Ltd., who is a member of the Hire Association's Metrication Committee, has been placed on the Metric Conversion Board's mailing list for relevant material.

Metric Conversion for the Hire Industry

by

Brian Delroy
Senior Research Officer,
Metric Conversion Board

Australians are becoming increasingly involved in the change to the simple, internationally accepted SI metric system of measurement. The SI (System Internationale) is the most logical, coherent, and simple system yet devised. While it is metric (based on the number 10) and some of the units are the same, it differs in many ways from the traditional metric system used in Europe. The European countries are also converting to an SI metric system with the Common Market countries setting 1978 as the year by which "conversion" is to be achieved. Over 85% of the world are now committed to a metric system.

A brief description of the way in which the Metric Conversion Board functions may

help in understanding how the conversion is being planned. The Board, appointed by the Australian Government in 1970, has set up an extensive committee structure consisting of 11 advisory committees responsible to the Board, and over 80 sector committees, each being responsible to an advisory committee. For example, the Non-ferrous Metals, Heavy machinery, and Automotive Engineering Sector Committees are three of the 12 committees responsible to the Engineering Industry Advisory Committee. Similarly the Beverages and Licensed Premises, Household Utensils and Equipment, and the Textile Sector Committees are three of the 14 committees responsible to the Consumer Goods and Service Industries Advisory Committee.

Each sector committee in consultation with industry has examined in depth the particular metric units to be used and the most appropriate timing for conversion within its sector. The committees also make recommendations to various government and non-government bodies to achieve the necessary amendments to legislation, standards and codes. The recommendations of sector committees are co-ordinated at the advisory committee level and ultimately at Board level.

Due to the wide range of products used by the hire industry in Australia, it will be necessary for different hire companies to convert in phase with their own particular suppliers and clients, and not necessarily in phase with other hire companies.

It is therefore important for each individual company to study its own particular position in relation to its own suppliers and clients.

(a) STANDARDS AND CODES

As industry becomes more and more technologically advanced the number of standards and codes stipulating the recommended methods and equipment to be used increases. A large number are produced by the Standards Association of Australia (SAA) while many others are produced by bodies such as the Department of Labour and Industry, Electricity Supply Association and trade associations.

It is advisable that you contact such organisations and obtain any relevant documents. The SAA Document 2000A lists all SAA standards so far produced or revised in metric units. Companies can keep in touch with what standards are being produced by obtaining regularly the SAA Monthly Information Sheet (free for members; \$5/year for non-members.)

(b) SUPPLIERS

A substantial number of the members of MCB committees are representatives of various trade and industry associations and institutes. These organisations having been involved in the planning for conversion in their area are obviously the best source of information and should be the initial point of contact.

For example, if your company is involved in the hire of, say, clothing then to obtain the latest information on the standard systems of size coding being introduced by manufacturers, you should contact the Australian Confederation of Apparel Manufacturers, Industry House, Barton, A.C.T. 2600 (their Newsletter No.14 would be quite useful).

In cases where only a few companies are involved (e.g. compressed gases) one should

obviously approach that company directly to find out their conversion timetable.

There are numerous associations of manufacturers and suppliers (e.g. the Scale Manufacturers Association, Fasteners Institute of Australia, Hardware and Tool Merchants Association, Society of Automotive Engineers of Australia etc.). General information on which association to contact may be obtained from the Chamber of Manufactures in each State or from the Metric Conversion Board.

(c) CLIENTS

Obviously you should consult directly with good regular clients and, armed with the knowledge you received from suppliers, a satisfactory timing for conversion can be targeted.

Where you deal with a large number of clients in a similar field it is likely that they will also have an association which you should contact. For example if most of your equipment hire is to local government authorities and councils, then the Local Government Association should be approached.

Other associations may be helpful, e.g. The Master Builders Association, Metal Trades Institute, and the Retail Traders Association.

Where clients are numerous and members of the general public (clothing hire, camping gear etc.) there would generally be no problem. The person who hires a suit only cares whether it fits or not and couldn't care less if its size is stated in inches or centimetres.

COSTS

No compensation will be paid. The adopted policy is that costs "lie where they fall". This has been the policy adopted in every country in the world which is changing to the metric system. However, the Australian Government has introduced income tax

and sales tax concessions in respect of certain types of expenditure that will necessarily be encountered by some taxpayers in the course of converting existing plant and equipment of a capital nature for use in the metric system of weights and measures.

The Government's decision was announced on 23 February 1973 by the Treasurer, Mr Frank Crean.

Mr Crean said, "Following recommendations by the Metric Conversion Board, the Government has agreed to introduce two amendments in the taxation laws for the benefit of persons who are faced with costs of converting capital items of plant and equipment to the metric system.

"Firstly, it is proposed that an income tax deduction be allowed in the year of incurrance for expenditure in modifying or converting plant for use in the new system. This deduction will be allowable for expenditure on plant used for the purpose of producing assessable income. It will, of course, be limited to expenditure that may be directly attributed to the change of system and will not alter the basis on which deductions are allowable for the cost of plant modifications that enable additional functions to be performed, or for the cost of units of plant acquired as replacements.

"The second concession proposed is the exemption from sales tax of conversion kits purchased by taxpayers for use in converting existing units of plant for employment in the metric system. The exemption will apply where the unit converted is used for industrial or commercial purposes.

"In recognition of the progress some industries have already made towards changing over to the new system, the income tax concession I have announced will

Metric Conversion continued

apply as regards eligible expenditure incurred in the 1971-1972 income year and subsequent years while the sales tax concession will apply in respect of purchases made on or after 1 July 1971. After the legislation comes into force, applications may be made for refunds of any sales tax paid on conversion kits purchased on or after 1 July 1971."

The actual wording of the legislation introducing these measures is published in the August 1973 issue of the Newsletter available from the MCB.

ROUNDING OF NUMBERS

It seems that many Association Members feel that, say, conversion of a 60 cu ft/min rating to metric will result in unwieldy numbers. The units which will be adopted for flow rates of this order will be litres per second (l/s).

While it is true that a fairly accurate conversion of 60 ft³/min would give 28.317 l/s it is completely unrealistic in most cases. If you know that the true value lies between, say 59-61 ft³/min then 38.3 l/s would be the appropriate conversion. If the precision is such that the value is likely to be anywhere between 50 and 70 ft³/min then 28 l/s should be used.

After the metric system has been adopted completely and designers and manufacturers start to "think metric" the same type of machine will probably be designed to a 30 l/s rating or a 25 l/s rating.

METRIC CONVERSION: Special problems for the Hire Industry

There's no future in a 'She'll be right' approach. A challenging responsibility for the H.A.A. . . .

At the Workshop dinner on Metric Conversion on Tuesday, August 7th, Mr. Brian Delroy, Senior Research Officer of the Metric Conversion Board, put some fears into the members present by showing how ill-prepared for the changeover we are.

The Hire Industry could well be one of the hardest hit, as we are completely at the whim of manufacturers, and we are concerned with all industries. As the Board has made different dates for changeover times in these industries, we cannot change completely by a certain date, but gradually with each industry. This will create many problems.

The 30' ladder you hire may be metric in the building industry, but still Imperial in another. The 60 C.F.M. Compressor will change for the building industry, but be requested by a factory in Imperial units.

The answer is to have your employees knowledgeable in both units; but this is not easy in itself.

A sub-committee has been

formed by the N.S.W. Association Committee to investigate the matter, and determine how the changeover should be effected.

The Committee hopes to provide guidelines to members, so the Industry will have some standardisation.

Another problem envisaged is the way manufacturers will change over. Do they retain the same equipment and just make an exact metric conversion (this is known as a "soft" conversion)? Or will they change the equipment to metric sizes, and so make all our equipment superseded models (with all the problems of parts, etc.)? This is a so-called 'hard' conversion.

The Committee feels we as an industry should have some say in this, as it will affect us enormously.

The Concrete Pumping division has already experienced the problem with the change to metric units in concrete on July 1st.

The Committee will be keeping members advised on developments.

Free Competition-or Utopia?

An interstate reader disagrees with some of the views expressed in the contributed page, 'Hirelights', in our June issue. HIRE welcomes controversy. We should like to print your viewpoint on this or other issues raised from time to time.

To the Editor of HIRE :

I feel compelled to challenge some of the assertions about competition in a free democracy made by your 'Hirelights' contributor in the June issue of HIRE.

Competition means just that. Every business enterprise — in the hire industry or out of it — succeeds or fails according to the way it is operated, and according to the attitude of its operators towards customers, employees and competitors.

A free democracy means that each of us has the right to earn an honest living by whatever talents we have and whatever means or avenues are open to us. Competition, therefore, should NOT send us crying: "There's a competitor opening up on our doorstep, and he shouldn't do that because he'll take away some of our customers if he gives better service." . . . Nor should it make us complain: "X Hire Service is giving discounts to the \$2,000 a month customer who pays in thirty days. The same customer is only doing \$200 a month business with us, and it's taking us 90 days to collect. We can't

afford to give discounts, so X Hire Service shouldn't either!"

"A position of over-supply now exists."

I take the strongest issue with this statement. The hire industry in Australia could double its turnover within the next twelve months if it even began to meet the level of demand which already exists. Phone any major, service-minded hire company, and you will find it difficult to hire — straight off the shelf — any number of common items for which this industry has generated a demand in recent years.

"Competition between companies too close to each other will cause prices to fall."

This is another fallacy. Nothing causes prices to fall. Everyone running a hire business is completely free to set his own prices and establish his own level of service. Nobody makes him do anything — remember that free democracy bit? But the customer has freedoms, too, including the freedom of choice. It's unrealistic to assume that he will elect to deal with someone who claims exclusive rights to a territory and wants to exclude competitors from the area for fear that they will offer better equipment and better service to his customers.

That, Mr Hirelights, is what competition is all about. In a democracy no company, partnership or individual has any God-given right to monopolise a particular area or section of the market, irrespective of whether they're selling dog biscuits or hiring massage vibrators. The

protected monopoly situation does not and cannot exist in a free democracy.

The customer is the deciding factor in the success or failure of any business operation. He chooses (and stays with) the supplier who gives him a class of equipment and level of service equal to, or better than, any he could obtain elsewhere. It's as simple as that. Anyone who believes otherwise has to have his head in the clouds — or in the sand.

Your contributor concluded his article: "Competition is great. Let's keep it that way — let's keep it clean."

I would add: let's keep it real.

HIREFACTS

(Name and address supplied)

SILVERWATER HIRE Saved the day

When it comes to an emergency, never underestimate the resourcefulness of a community-minded hire company!

The Unchartered Apex Club of Holroyd recently decided to support Dr. McBride's Foundation 41 Appeal, and after considering many ideas for fund raising, settled on a "Sit-upon-a-pole-a-thon" as their project. Club President Lindsay O'Shannessey volunteered to do the "sitting" from 1st September to 8th September, 1973.

Management of Merrylands Mall made space available on their lawn for the Pole and a number of companies donated equipment, food and cash.

Came the big day when footings for the 40 ft. high pole were to be poured and Lindsay and his merry band of helpers enthusiastically attacked the lawn and dug the four huge holes required. Then near tragedy struck. Concrete workers were on strike. No ready mixed concrete was available, and for a while the project appeared certain to be postponed indefinitely.

Frantic telephone calls and many appeals to friends finally located sufficient bags of cement to do the job, but by now it was midweek. Time was fast running out and the volunteers were all at work. Then Gordon Esden, Managing Director of Silverwater Plant Hire, saved the day by supplying a petrol powered concrete mixer, plus several

wheelbarrows and shovels. These were delivered to the site minutes before the sand and gravel arrived, so the footings were poured on schedule.

Silverwater Hire also provided the 40ft. extension ladder which became Lindsay's "lifeline" to earth.

The final cement came from Gordon Esden : "SILVERWATER HIRE was pleased to be able to help in the emergency — Foundation 41 is a good cause and the Apex Club members are doing a wonderful job. It was a pleasure to become part of such a fine community effort."



1. Silverwater Plant Hire's Marketing Manager Noel Haydon wishes Polesitter Lindsay O'Shannessey good luck.



2. To lend a little moral support, Noel later joins Lindsay on his windy poletop patio.

BRIAN BECKETT- The Specialist Hirers

No doubt all members of the Hire Industry regard themselves as hiring specialists, but one company in Brisbane, Brian Beckett Pty. Ltd., really lives up to the name. Among the general hirers in Queensland, this company concentrates on a limited but very specialised range of equipment. The hire activity is an offshoot from their general marketing of industrial equipment which in many instances is itself highly specialised. In fact it was due to this, that the Hire Division grew quite by accident.

Nine years ago, when the company first started and introduced to the Queensland market, West's Clemco Sandblasting Machines at a time when sandblasting was not widely known or accepted, many prospective customers expressed the wish to "try before you buy". Demonstrations followed and this led to requests to use the equipment for longer periods for proper evaluation, and so Brian Beckett started hiring sandblasting machines. Naturally, as the demand for hire equipment grew, it was accompanied by demand for compressed air to power the abrasive blast equipment. Today Brian Beckett Pty. Ltd. offers an extensive service, with a range of different size sandblasting machines and air compressors to match.

The same principle led to the inclusion of other allied equip-

ment in the hire fleet such as high pressure water jet cleaning and water jet blasting. Water jet cleaners operating at 900, 1500 and 2000 p.s.i. are available for hire as well as sale, along with water jet blasters operating at 5000 and 8000 p.s.i.

The high pressure water jet blasters are, again, specialised equipment and go out with specialist operators. The jet of water at these pressures can quickly carve up a piece of 4 x 2 hardwood. In the hands of an inexperienced or careless operator, a serious accident could occur. A great deal of work is being carried out on descaling operations with boilers, condensor bundles and associated equipment in refineries and factories. Consideration is now being given to the inclusion of an even bigger machine in the hire fleet, operating at pressures considerably in excess of the present 8000 p.s.i. Among the equipment offered for sale, high pressure water jet equipment is available operating up to pressures of 17,000 p.s.i. These high pressure water jet blasters can also be used with sand injection into the water stream in special applications.

The high pressure water jet cleaners are in considerable demand for equipment cleaning by earth moving and transport contractors, in addition to those engaged in equipment cleaning in factories generally. Similarly,

clogged drains, concrete and masonry walls, factory roofs and heavily contaminated floors can be quickly cleaned with this equipment. The smaller single-phase electric-powered machines operating at 900 p.s.i. are in demand for domestic roof cleaning of fibro cement roofs.

Although Brian Beckett Pty. Ltd. are distributors for the high quality A.E.G. electric power tools and Fuji Pneumatic Tools, these are not included in their hire equipment. This is considered to be a field in which the general hirers specialise, but one power tool which is offered for sale has been included for hire, Jasons De-Scaling Pistols are a natural follow-on from the marketing and hire of sandblasting equipment, and these have been available for hire for many years. They are extensively used for de-scaling prior to maintenance painting in areas where sandblasting cannot be carried out, as well as other applications such as exposed aggregate work.

Also included in the specialist cleaning equipment are Indoor/Outdoor Vacuum Machines. Two sweeping machines of different sizes are offered and widely used by factories which have periodical requirements for additional equipment, or for replacement equipment while their own machines are being serviced. These sweepers have been frequently used in the

cleaning of high-rise buildings at the completion of construction, and for the initial cleaning of drive-in shopping centres. Again following logically from the use of sandblasting equipment is an air operated vacuum. This unit, which requires only compressed air and no electricity, can be used in places where no power other than compressed air is available. They are popular with sandblasting and painting contractors for cleaning-up on site, or for removing spent grit from

inside tanks, or even for dewatering operations without any risk from wet power leads.

Another product offered for sale which has found extensive use in hire is the range of No-Bolt Scaffolding marketed in Queensland for many years by Brian Beckett Pty. Ltd. Concentrating chiefly on the supply of quick-erecting type mobile scaffolding towers, the Company has found a ready demand for this equipment. In addition No-Bolt Span Scaffolding is

available for a run of scaffold along a building. Plans are in hand to extend the range with Mobile Platforms to meet the specialised requirements of a number of hire customers.

By working in unison, the Sales Division and the Hire Division have complemented each other's activity and extended both the sales and the hire of the specialised range of equipment.

He's got to be kidding!

Tom Cioccarelli (Wreckair, Queensland) contributed this lighthearted look at a serious subject. His comment: "Queensland may be behind in many things, but we are on the ball when it comes to sick leave."

September, 1973

New Sick Leave Policy

It has been brought to my attention that the attendance record of this Company is a disgrace to our Gracious Benefactor, who at YOUR OWN request, has given you your JOB. Due to lack of consideration for your jobs with SO FINE A COMPANY, as shown by your frequent absenteeism, the following changes are in effect from today -

SICKNESS : No excuse ... we will no longer accept your Doctor's Statement as proof, as we believe if you are able to go to the Doctor you are able to

come to work.

DEATH :

(a) (Other than your own). ... This is no excuse ... there is nothing you can do for them, and we are sure that someone else with a lesser position can attend to the arrangements. However, if the funeral can be held in the late afternoon, we will be glad to let you off one hour early, provided that your share of the work is ahead enough to keep the job going in your absence.

DEATH :

(b) (Your Own) ... This will be accepted as an

excuse, but we would like two weeks' notice, as we feel it is your duty to teach someone else your job.

LEAVE OF ABSENCE : (For an operation) ...

We are no longer allowing this practice. We wish to discourage any thoughts that you may need an operation, as we believe as long as you are an employee here, you will need all of whatever you have, and should not consider having anything removed. We hired you as you are, and to have anything removed would certainly make you less than we bargained for.

FACILITIES : Entirely too much time is being spent in the staff toilets. In future, you will follow the practice of going in alphabetical order. For instance, those whose names begin with "A" will go from 9.00 to 9.15, the "B" group will go from 9.30 to 9.45 and so on.

If you are unable to go at your own time it will be necessary to wait until the day your turn comes again.

THE ABOVE POLICIES WILL BE COMPLIED WITH BY ALL STAFF MEMBERS WITHOUT EXCEPTION

The New Rollers roll in at BANKSTOWN PLANT HIRE!

It was an event worth capturing on camera when Bankstown Plant & Equipment Hire took delivery of the first four units in a large fleet of rollers from Pannell Plant Pty. Ltd. Bankstown Plant Hire was so pleased with these 36R Self-propelled Tandem Rollers that — within three days of taking delivery — they placed a further order with the manufacturer to ensure a continuing supply.

Lyall Hamilton, Director of

Bankstown Plant & Equipment Hire, recounts how a careful analysis of customers' requirements, along with an evaluation of other vibrating rollers on the market, led his company to select the Pannell Plant 36R hydrostatic drive machine with electric starting and power steering.

He told HIRE that customers are so impressed with the new machine that they would rather wait anything up to three weeks

for a Pannell Plant 36R than take immediate delivery of an older type vibrating roller. In particular they are impressed by the ease of control, power steering and greatly increased travelling speed.

"It's our policy to give customers what they ask for," he said, "so we have placed substantial orders with Pannell Plant for more machines."



The first four in a fleet of Pannell Plant 36R vibrating rollers ordered by Bankstown Plant & Equipment Hire.

Promote the Hire Concept as well as your own business!

More and more people know some of the advantages of hiring nowadays. But how many — even those who are customers already — are fully aware of the multiple benefits to be derived from hiring in times of rapid change, frequent industrial unrest and constantly rising prices?

You will benefit your own business and the industry as a whole if you take every opportunity to point these advantages out to enquirers, customers and the public at large.

Mediacom Public Relations has listed some of them on behalf of the Hire Association of Australia. It might pay you to display them on the wall — near your telephone and/or in your enquiry office where cus-

tomers can see them . . .

Apart from the obvious advantages of hiring there are many hidden ones.

Hiring can eliminate storage costs and maintenance problems, allow the user to try out new ideas and equipment, save registration and licensing fees and enable considerable tax savings in business. (Hire charges are fully deductible.)

Hiring permits industry to fill in at peak periods, overcome breakdown problems, increase efficiency with the right tool or equipment for the job, avoid obsolescence and disposal problems and fix costing exactly.

Homeowners can save on labour costs by doing their own building, cleaning, painting and

repairing projects. And many people are saving on hire charges by sharing a piece of equipment with neighbours. It may only be a quick job for which the handyman needs an electric drill or power saw, and there are often people in the same street who have need for the same tool.

Power lawn mowers are a good example of joint hiring. Groups of neighbours quite often band together to hire a large mower and get the job done more efficiently and in less time.

Hiring is meeting increasing consumer acceptance, and is rapidly becoming one of Australia's most important service industries.



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Hireoscope

\$2,000 DEPOSIT — IS IT A RECORD?

Kennard's are claiming a record for a deposit taken recently.

The Englishman who raced his motor cycle round Australia in 19 days needed a good follow-up vehicle that could not only maintain but stand the pace. He chose their Range Rover. After some quick calculations, they requested a deposit of \$2000.00 — and got it!

The Range Rover returned 19 days and 9,500 miles later, in surprisingly good condition, after averaging 500 miles per day on some very rough roads.

FACELIST FOR APPLICATION FORM

The Hire Association of N.S.W. has prepared a new Membership Application form. The new form tells prospective members more about the Association and its aims, and the benefits available to them.

The Committee decided that to maintain the standard of members, more information should be obtained. Some questions the new forms asks are: the date the hire business started, names of associated companies, names of Directors, and the type of hire business the applicant operates.

These forms will be sent to all members to complete.

NEWS FOR HIEMEN AND HANDYMEN

The home owner/handyman is hiring rather than buying his equipment to an ever-increasing degree, so hire companies specialising in equipment for this segment of the market will be interested to hear that a range of water-balleted smooth and spiked drum lawn rollers has just been released by Pannell Plant Pty. Ltd. Constructed from ¼" plate, these machines have a rolling width of 24" and are now available ex stock. Also available are solid steel vinyl tile rollers 6" in diameter x 8" wide. Full information can be obtained from Pannell Plant Pty. Ltd., 713 Forest Road, Peakhurst; Tel. : 534-1400.

HIRE IDENTITY REJOINS COMPANY

When Roy Moymow joined Hyteco recently it was in many senses of the word a home-coming, for he was in fact returning to his former company. Before it became Hyteco Pty. Ltd. the company was Lawrence Tootill Pty. Ltd. — and (although he left prior to the takeover) Roy Moymow was the manager of Lawrence Tootill Hire Pty. Ltd. for most of that subsidiary company's lifespan. He is well known and liked throughout the industry, so his return will interest many readers.

FROM QUEENSLAND AN IDEA TO COPY

It is becoming increasingly common for Hire Association members to incorporate the 'HA' logo in their stationery, advertisements and company display signs. But Wreckair Plant Hire, Queensland, has gone a step further. The company is presently displaying a specially-prepared 3' x 3' 'HA' sign. Visible for a considerable distance, it is both promoting the idea of hiring and showing the public where to come for a good and reliable hire deal. Wreckair believes that this sign could well be the first of its type and dimensions in Australia. But it may not remain so very long. A PR programme promoting the use of the 'HA' logo is planned for the very near future.



An amusing story from a Queensland contributor —

"Compo" ups and downs

Those of us who have enjoyed the benefits of Workers' Compensation ("Compo" to you), will remember the claim form and its ten million questions, one of which is: "How did the accident occur?" A local bricklayer decided to supply full details. He wrote:

"...I was repairing a chimney and had rigged up a beam with a pulley at the top of the building to hoist up bricks and mortar. When the job was finished there

were a lot of bricks left over.

"I hoisted the barrel up to the top and tied the rope down below, then I went up and filled the barrel with the bricks. Then I went down and undid the rope.

Unfortunately, the barrel of bricks was heavier than I was and before I knew what was happening the barrel started down, jerking me off my feet. I decided to hang on and halfway up I met the barrel coming down and received a very severe

blow on the shoulder'.

"I then continued to the top where I banged my head on the beam and jammed my fingers in the pulley.

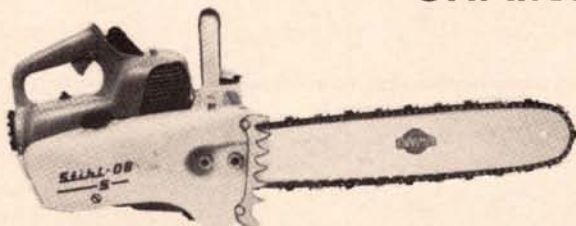
"Then the barrel hit the ground and burst its bottom, allowing all the bricks to fall out. I was now heavier than the barrel, and so I started down again at a very high speed. Halfway down I met the barrel coming up, sustaining severe injuries to my side. When I hit the ground, I landed on the bricks and so received many painful cuts from the sharp edges.

"At this point I must have become confused, as I let go the rope. The barrel, being heavier than the rope, came down at great speed and gave me a blow on the head and put me in hospital.

"That's how it happened".



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Another winner for the hire industry —

New Drive-up Drive-down Hoist has unique advantages for Hiring

There's no grass growing underfoot at Pannell Plant Pty. Ltd., the new company designing and manufacturing equipment for the hire industry.

The latest product of Chris Pannell's drawing board, a Drive-down 10cwt Cantilever Builders' Hoist, has an array of exclusive features and advantages which could make other hoists obsolescent. Here — from the hire operator's standpoint — are some of them . . .

Unique adaptability With the Pannell Plant Mark 10 Hoist you can change the power unit to suit your customer's requirements in a matter of minutes. Four bolts and two self-sealing hose couplings enable the drive unit (Pannell Plant call it a power pack) to change it in a

mere five minutes from a 10 HP petrol powerpack to a 10 HP 3-phase electric motor drive, or a 10 HP aircooled diesel engine.

Fully automatic operation The transmission, common on all machines, incorporates an automatic deceleration and shut-off system. This, regardless of the operator, ensures — with the in-built drive-down hydraulics — that the hoist carriage is automatically decelerated, and stopped on descent to the ground. It is impossible for the operator to unravel rope from the drum. X

Completely demountable trailer. Another very interesting feature for the hire industry is the incorporation in the design of a completely demountable trailer for transportation of the

machine from site to site. It comes complete with erection winch and is attached to the hoist frame with six bolts. A fleet operator would only need to own one trailer for moving his hoists.

Operational winch unit.

A further valuable feature for the fleet operator is the drive-up drive-down winch unit suitable for fitting the various power pack units. It is available separately to enable the owner of free fall hoists to convert to drive-up drive-down.

Literature and specifications. Complete information and technical specifications can be obtained from the manufacturer, Pannell Plant Pty. Ltd., 713 Forest Road, Peakhurst, 2210; Tel: 534-1400.



The Pannell Plant Mark 10 Drive-up Drive-down Builders' Hoist takes to the road on the completely demountable trailer.

The Silverwater slant :

TOWER POWER

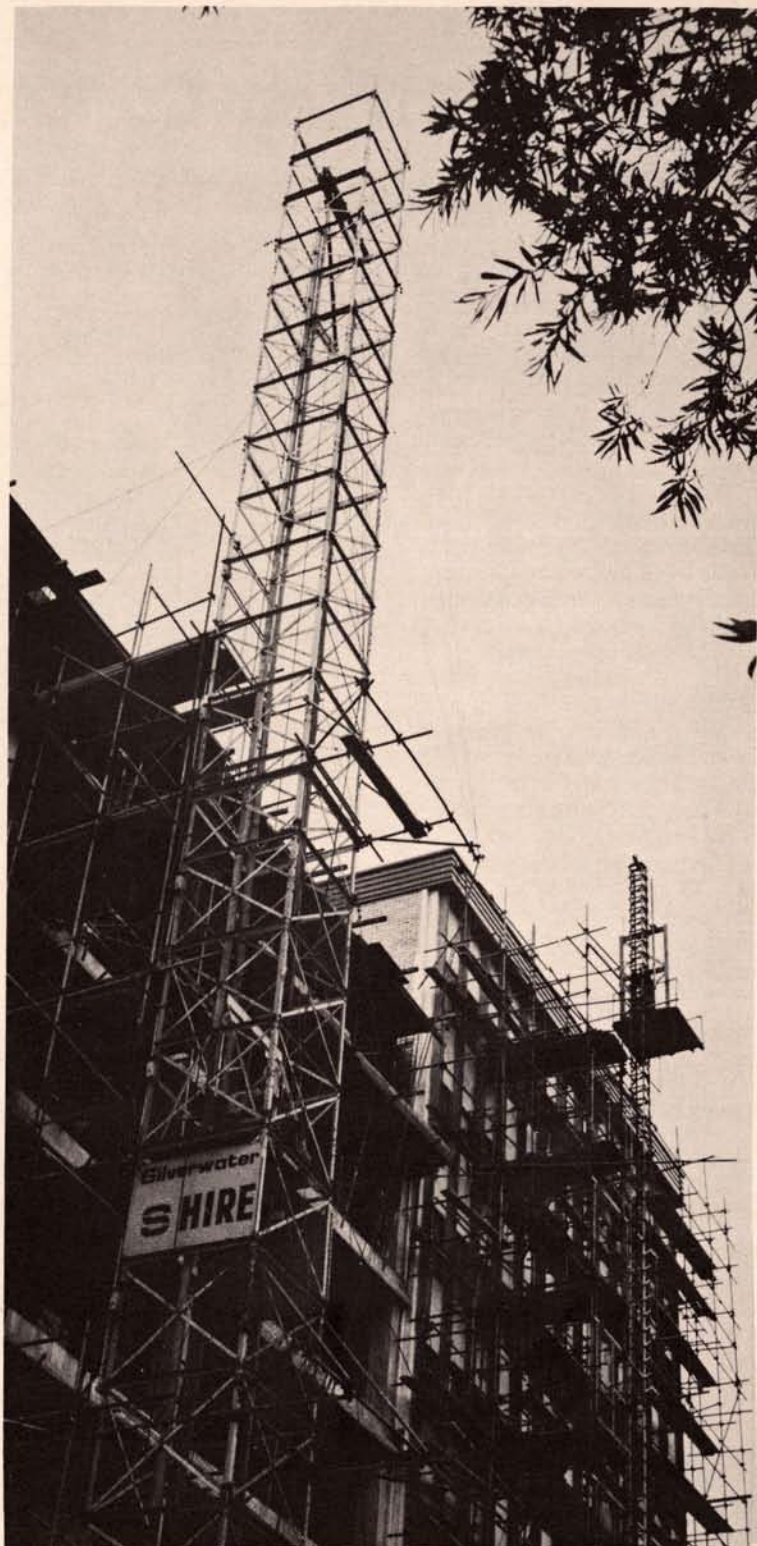
Industry's trend today is to higher and larger buildings, and this has greatly increased the problem of material handling. Quite some time ago Silverwater Hire anticipated this trend and became very active in research and experimental work on various types of hoists. Consequently, it is now in a position to supply on hire the most efficient and economic hoist tower available.

The equipment available from Silverwater ranges from the small 6 cwt. capacity Single Barrow Hoist to the Super Duty Hoist Tower of 2 Ton Capacity, as well as a recently improved Angle Tower which is supplied, if required, complete with 270° Slew Jib with 15 cwt. Capacity.

"We are very proud of our interchangeable alarm bell system which can be fitted in seconds at each gate point by the tower riggers," says Silverwater's Managing Director Gordon Esden. "This means big savings to our customers as no electricians are required for the bell installation, and component parts can be replaced in seconds if accidentally damaged, thus avoiding costly delays."

The Angle Towers which have a maximum height of 200 ft. are very popular as the Hoist may be put up to the full height at the start of the job if required. Assembly is quick and Drivers can be provided on a long term rate if required.

The Super Duty Hoist Tower is Freestanding with a maximum height of 400 ft. and this too can be erected swiftly by Silverwater's specially trained riggers.



Indispensable in the hire fleet

New Pedestrian-Controlled Vibrating Roller

Following the immediately successful Pannell Plant 36R vibrating roller, the new Pannell Plant 30W pedestrian-controlled Vibrating Edgeroll fills a genuine need in the well-equipped hire fleet.

The unit, a 30"-wide 30W machine, is similar to the Pannell Plant 36R unit. It is fitted with a Vickers full hydrostatic variable speed transmission, and powered by a Wisconsin S12D air-cooled petrol engine as standard.

The fixed idler wheel takes all the torque reaction off the operator; the infinitely variable forward reverse speed control is conveniently located for fingertip operation in the handlebar of the machine.

Other power units are available to order. For complete specifications and descriptive literature, contact the manufacturers,—



Easy does it with the new Pannell Plant 30W Pedestrian-controlled Vibrating Edgeroll — a paying proposition in any hire fleet.

Pannell Plant Pty. Ltd., 713 Forest Road, Peakhurst; Tel.: 534-1400.

Aptly named: The Genie Hoist

In Arabian stories the genie was a magical sprite which could do anything commanded of it. The Genie Hoist, newly available from Wreckair Pty. Ltd., Queensland (and other Wreckair State

branches) has similar magical properties.

Despite its small size and light weight, it can raise 225 lbs. of anything to heights of 12 and 16 feet. It can be operated

either from bottled CO₂ gas or normal air supply, and it is so portable that it can be folded away and transported to the next job in the boot of a car.

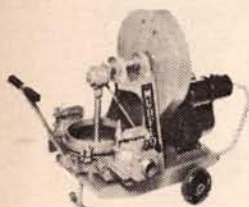
The Genie's uses are innumerable. It is the easiest means of lifting — among other things — air conditioning ducting and sheets of plaster or wallboard.

Operation is by a simple remote control.

Davey-Dunlite products guarantee continual Hire -Company profits because they're always in demand.

The way to make big profits in any Hire-Company is to offer equipment which is so efficient that customers will rent it on sight. Davey pumping equipment and Dunlite generating sets are recognized throughout Australia as being leaders in their field. This means that your Davey-Dunlite equipment won't lie around idle in your headquarters — it'll constantly be out in the field earning you profits because their rugged design and construction cuts maintenance to an absolute minimum. Get details of the wide selection of Davey-Dunlite products.

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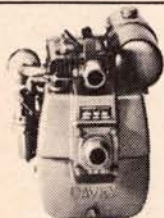
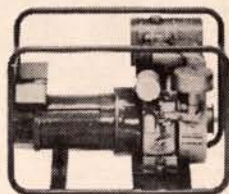


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Dunlite Portable Power Packs

These lightweight 240 volt A.C. Portable Generating Sets are available in 2.5, 4 and 5 K.V.A. sizes, powered by either Briggs & Stratton or Honda petrol engines, or by Honda and Petter diesel engines.

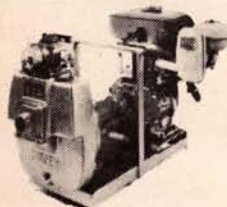
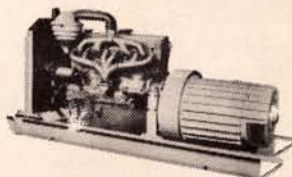


Davey Portable Self Priming Pumps

Pump large volumes of water with minimum maintenance because their impellers run in replaceable hard-wearing volutes or diffusers that protect the casing from wear and tear.

Dunlite Diesel Engine Generating Sets

in a range of sizes up to 150 K.V.A. Standard sets are available with Lister, Ford, Perkins, Volvo-Penta, Dorman or Rolls - Royce diesel engines.



There's a large range of both High and Low Pressure Davey Portable Self Priming Pumps, and Pumps can be supplied with Villiers, Honda or Briggs & Stratton Engines.

Dunlite Trailer Mounted Generating Sets

Dunlite sets are available with a wide range of optional equipment such as set mounted fuel tanks and switchboards, resilient mounts, canopies and enclosed trailer mounting.



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