

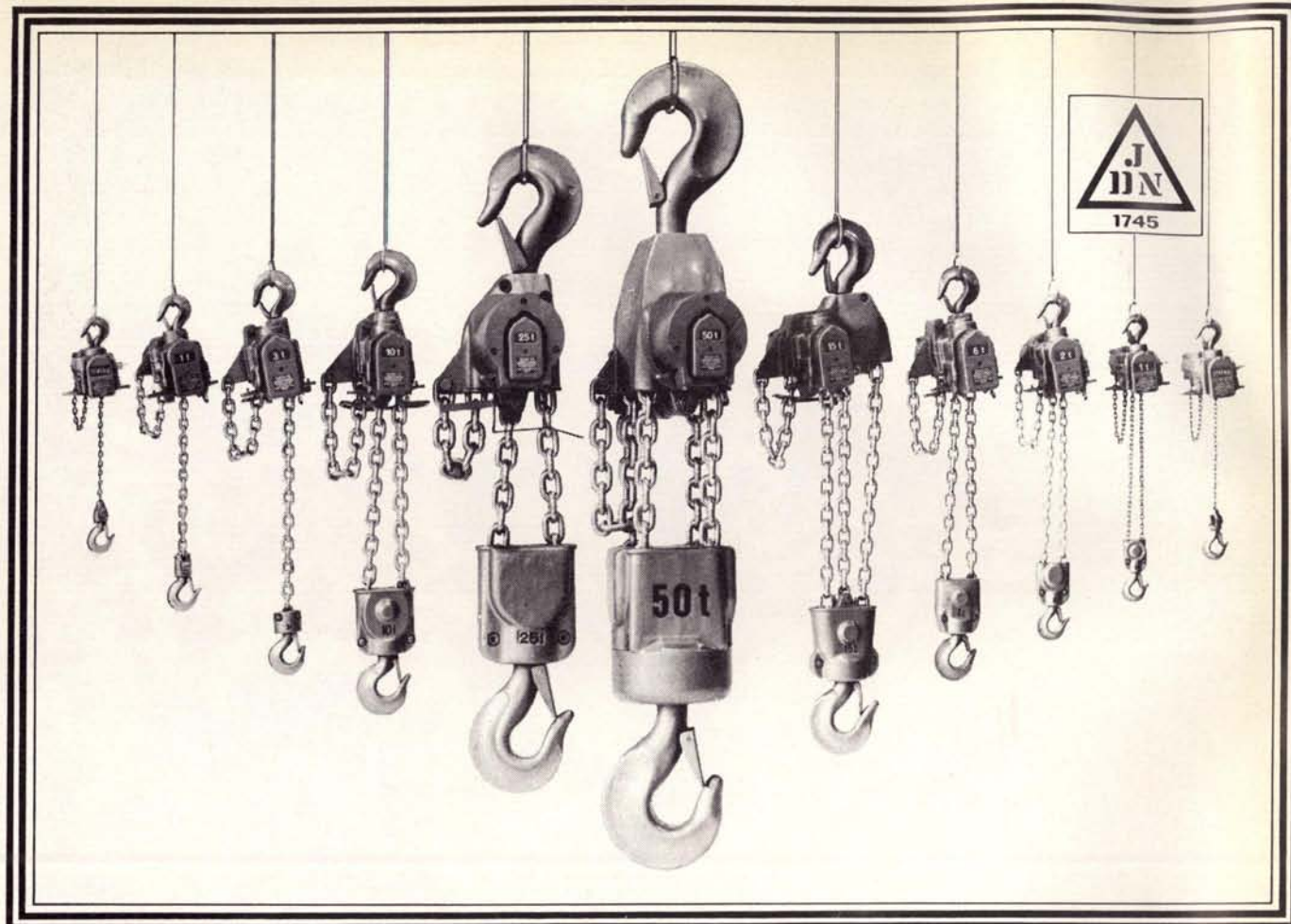
An aerial photograph of a town completely inundated with floodwater. The water is a murky, brownish-grey color, reaching the roofs of many buildings and surrounding the trees. The town is densely packed with houses, some with visible roofs above the water. There are several larger commercial or industrial buildings, including a long, low building with a flat roof and a larger building with a gabled roof. A few cars are visible on the streets that are mostly submerged. The overall scene depicts a significant natural disaster.

hire

JOURNAL OF THE FIRE INDUSTRY

Vol. 6, No. 6

Floods! how a hire company helped



STAR PARADE

The JDN PROFI Air Hoist Athletes for Light and Heavy Loads

J. D. Neuhaus proudly present: The complete range of 11 JDN PROFI air hoists, with load capacities all the way from 0.25 t to a stupendous 50 tons — the world's most powerful air hoist. Yet each of these metal athletes needs only 6 atmospheres of compressed air to operate.

And just consider these excellent standard features:

- * They're all explosion-proof
- * They all have a 100 % duty cycle for non-stop operation
- * Their lifting and lowering speed is infinitely variable
- * They're all immune to dust, vapours and heat — the compressed air keeps them clean and cool
- * They're all very light in relation to their capacities

INTERESTED?
THEN JUST DROP US A LINE AND WE'LL GLADLY
PROVIDE YOU WITH MORE DETAILED INFORMATION.

LINDQUIP Pty. Ltd.
 2 Marjorie St. Sefton. N.S.W. 2162. Telephone 644 9563
 Agents in all states.

HIRE

official
journal of
the Australian
hire industry
and hire
associations

Editor: Wyn Reid, 923514, 23 King Street Waverton.

Publishers: Keith Breusch Pty. Ltd., 26 Ridge St, North Sydney

Advertising: for all enquiries phone
SYDNEY: 922 2073, 922 2086
MELBOURNE: 42 6510

Printers: Keith Breusch Pty. Ltd.

Distribution: N.S.W., Queensland, Victoria, S.A., Tasmania, W.A., Darwin, New Zealand & Overseas.

Editorial Contributions: The Editor welcomes news, stories, and pictures covering any phase of the Hire Industry

The opinions of HIRE are not necessarily those of the Hire Association of N.S.W., Victoria or Queensland.

The Hire Association of South Australia

c/- Broons Hire (S.A.) Pty. Ltd.
88 Port Rd., Woodville South.
Tel: 268-1988

President: M.G. Keller
(Construction Plant Hire (S.A.) Pty. Ltd.)

Secretary: Graham Bowes
(Broons Hire (S.A.) Pty. Ltd.)

The Hire Association of N.S.W.

6 O'Connell St, Sydney. Tel. 255401

President: Barry McDonald (Macbro Plant Hire Pty. Ltd.)

Vice President: Gerry Nolan
(Handyman's Hire Service)

Treasurer: Greg Page (Page's Hire Centre Pty. Ltd.)

Secretary: Rolf Schufft

Committee:

Andrew Kennard (Kennard's Hire Service Pty. Ltd.)
Ken Graham (Concrete Pumping Services)
John Mason (Walco Industries Pty. Ltd.)
Jim Hope (Wreckair Pty. Ltd.)
Warwick Levy (Formal Wear Hire Service Pty. Ltd.)
Harry Ford (Ador Hiring Service)

The Hire Association of Queensland

P.O. Box 55, Stafford

President: A. Staines (All-Hire Trading)

Vice-President: T. Cioccarelli
(Wreckair Pty. Ltd.)

Secretary & Treasurer: R. Lawler
(Brisbane Hire Service)

The Hire Association of Victoria

MTIA House, 74 Eastern Rd., South Melbourne. Tel. 699-1022

President: Ern Turner

(Nosedra Hire Service Pty. Ltd.)

Vice-President: Peter Burne

(Burnson Plant Hire Pty. Ltd.)

Secretary: John Klemmer

Committee:

Peter Smith (Coates & Co. Ltd.)

Stan Jessup (U-Hire Pty. Ltd.)

Don Brereton (Alltools)

Alwyn Moon (Ingersoll Rand Pty. Ltd.)

John McKechnie (Miller Bros.

Hirings Pty. Ltd.)

Don McConnell (Walter H. Wright Pty. Ltd.)

Ray Kelsey (Wreckair Pty. Ltd.)

Brian Elms (Builders' Aids Pty. Ltd.)

Keith Olver (Moorland (Builders) Plant Hire Pty. Ltd.)

Bob Hill (Alora Party Hire)



Flextool

SUPPLIERS TO THE HIRE INDUSTRY



Distributors of:

Flextool range of Pumas & Vibrators

Concrete finishing machines

Carpenter Grovenor Concrete Mixers
capacity 2·3·3 $\frac{1}{2}$ cubic ft.

Kango Hammers & Accessories

 **KANCO**
Type 950
Rotary
Hammer

For all enquiries:—

FLEXTOL (AUST.) PTY. LTD., 213 WELLINGTON ST, COLLINGWOOD,
VIC. 3066. PHONE 41 5064

FLEXTOL (N.S.W.) PTY. LTD., 2 ADA PL., PYRMONT. PHONE 660 3411

FLEXTOL (QLD.) PTY. LTD., 17 ROSS ST., NEWSTEAD. PHONE 52 2306

FLEXTOL (W.A.) PTY. LTD., 17 LINDSAY ST., PERTH. PHONE 28 1666

presidents message



Barry McDonald
President, H.A.N.S.W.

Not very long ago, and in rapid sequence, I was shown two opposite sides of the hire industry coin.

We were entertaining Don Williams from the Canadian Rental Association and, naturally, he wanted to have a look at some of our yards. Everywhere I took him our members were

happy to give him their time and all the information he wanted. I must admit that I felt pretty proud of their spirit of co-operation.

But pride goes before a fall, and only a day or so later I received a complaint about employee-snatching within the industry. Where was that co-operation now?

With so much going for us we just can't afford this kind of thing. We can't afford to jeopardise the friendly co-operation and mutual trust which benefits every one of us.

Instead of trying to entice each other's employees away, wouldn't it be better to think about exchanging some of them — particularly the technical people — from time to time? And wouldn't it be a great thing if we could implement some kind of inter-company training scheme for selected people?

It would be very simple to arrange and the whole industry would benefit. But it will only become possible when companies can fully trust each other.

editorial

INVOLVEMENT

This issue of HIRE is bigger and — we believe — better than its predecessors. As you turn its pages you will notice that it has an increased advertising content, as well. This is the result of a concerted drive to bring in more advertisers, for advertising is as indispensable to an independent journal as petrol is to your car.

We hope that, wherever practicable, you will support the advertisers who are supporting your journal.

And, because HIRE is your journal in a very real sense, we ask you to do something else: suggest to your regular suppliers that — if they want to increase their penetration of the hire industry market — they should start advertising in its magazine.

In return, we will be able to give you a bigger, better journal, and publish it every month instead of every second month.

HIRE is an independent publication. Despite the fact that it receives no subsidy or financial support from any Hire Association, it has for a number of years been distributed free and post free to Association members — a fairly unique situation to say the least.

If you earn your living, or part of your living, in the hire industry in any State in Australia, HIRE is your voice. Use it to get things done, and support it in any way you can.

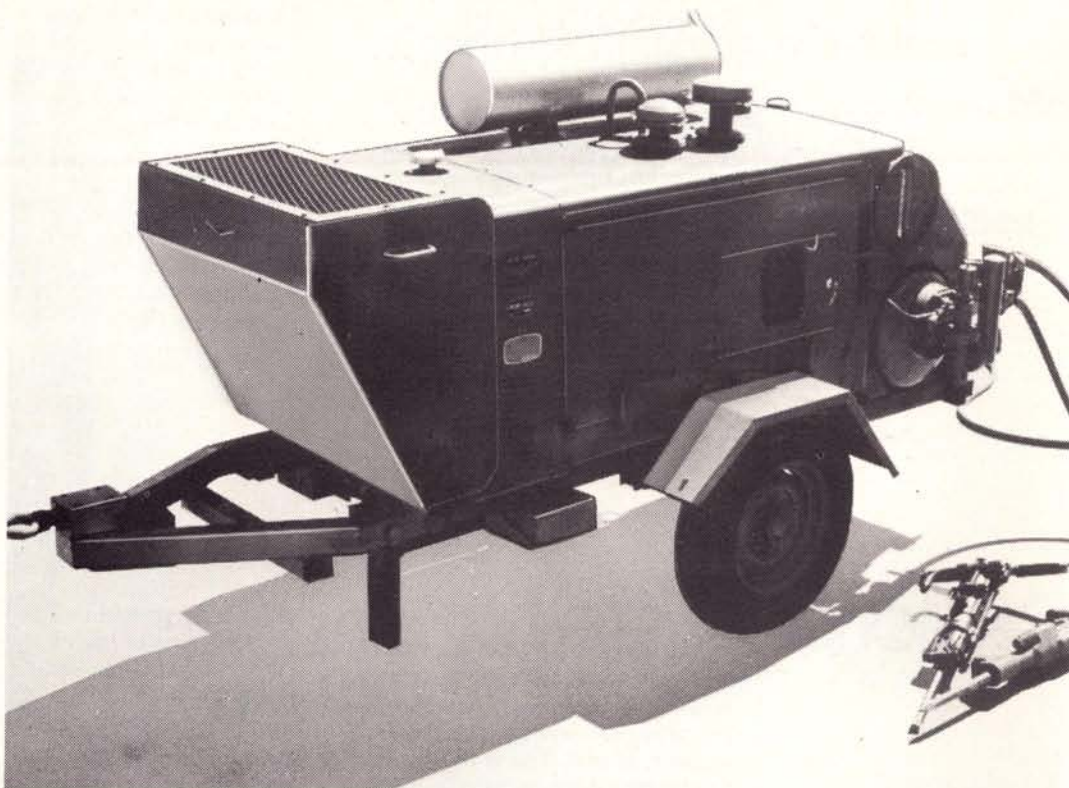
This is the kind of participation that benefits everybody. The word that sums it up is **involvement**.

You can rely on Airman

Airman guarantees more compressor for your dollar. Whatever your need, Airman has a compressor to suit you with capacities from 90 CFM to 1200 CFM in both Rotary Vane and Rotary Screw models. As well as standard units all Airman models are also available noise suppressed to meet all silencing requirements. Airman features include complete fail safe devices, for Engine and Compressor, automatic

blow off valves, with tools and recommended parts as STANDARD equipment. Airman compressors offer thirty years of technological development coupled with Japanese skill and craftsmanship which guarantees you the most consistently reliable and robust compressor on the market.

Airman, leaders in the air compressor field, exclusive to Tutt Bryant. Nation wide sales and service second to none.



Tutt Bryant



For further information contact Tutt Bryant Ltd., 2-8 South Street, Rydalmere, N.S.W. 2116, or call your local Tutt Bryant Sales and Service Centre in: Melbourne, Brisbane, Rockhampton, Cairns, Townsville, Hobart, Devonport, Adelaide, Darwin, Perth,

TB.864



HIRE ASSOCIATION OF AUSTRALIA ANNUAL REPORT

presented by vice-president Ern Turner



On December 4th, '72, a meeting was held between representatives of N.S.W., Queensland and Victoria to consider the feasibility of forming the National Association.

At that meeting discussion took place on the aims and structure of the National Committee together with an estimated finance program.

February brought the election of officers and draft of the constitution, together with preliminary costing of the 1973 convention, as suggested by the Victorian Executive. At this stage New South Wales, Queensland and Victoria had delegates and South Australia and Tasmania were advised. We were now formally known as The Hire Association of Australia.

In May, Neville Kennard visited Western Australia to encourage members there to join the National Association.

We undertook the promotion of the industry through the services of a Public Relations expert via local media, H.A.A. Logos and a double sided four fold brochure.

September saw the outcome of tremendous effort with a highly

successful Convention held in Melbourne. Fears of a convention based in a capital city creating a lessening of attendance at sessions proved groundless. New approaches were tried, resulting in enthusiasm for the 1974 Convention to be held in Sydney.

Items discussed throughout the year were many and varied and included the following topics:— Staff Training, Rates, Promotion, Kango Spares, Insurance, Credit Control, Bulk Buying, Associate Memberships, Conditions of Hire, Interfirm Comparisons, Statistics, Conventions — past, present and future.

We appreciate the value of our magazine, HIRE, in promoting the National concept and in particular the interest shown by Wyn Reid. For the benefit of all we must assist with the news of our industry.

On behalf of President Neville Kennard and myself, I extend our sincere thanks for the support of all Councillors and Secretary Rolf Schufft.

We have passed a year of adjustment and learning and look forward with confidence to promoting, in full, the aims as originally set out.

saw & tool sharpeners

specialising in the sharpening of : • Air Moyles • Kango Tools
• Chain Saws • Circular Saws • Planer & Shaper Blades • Tungsten Tipped Tools

Free Pick-Up and Delivery

CONSOLIDATED SHARPENING SERVICES

1-3 Lachlan St, Waterloo. Telephone 699 2083 A.H. 325173, 622 4401

THE HIRE BUSINESS IS TOUGH SO HIRE OUT TOUGH EQUIPMENT- STIHL

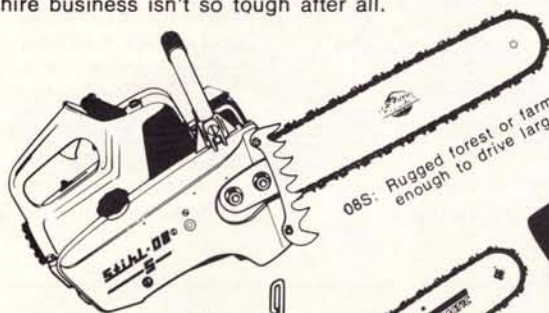
You have probably found that there are people who sometimes treat hired equipment a little roughly. This makes the hire business tough . . . both on the equipment and on profits.

So you need to hire out gear that's tough.

Stihl equipment can be man-handled and still come back for more. Stihl is designed for safe and trouble-free operation which keeps the hirer happy. To keep you happy, low initial outlay and low maintenance costs. Stihl is a profit maker in every way.

And if you think Stihl is only quality chain saws ask your dealer to show you the range of attachments. The two man earth drill, the fence post borer, the brush cutter, the hedge trimmer, the mister or the Cutquik.

Add Stihl to your hire equipment and you'll find the hire business isn't so tough after all.



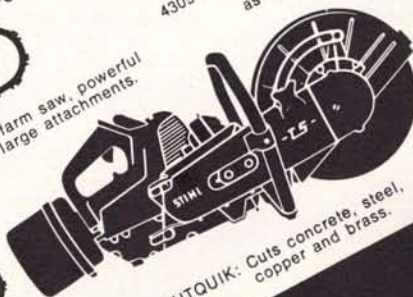
08S: Rugged forest or farm saw, powerful enough to drive large attachments.



031AV: Designed to cut medium timber.



4309 FENCE POST BORER:
Can also be used
as an earth auger.



TS08 CUTQUIK: Cuts concrete, steel, copper and brass.

**designed and built
with safety in mind.**



HIRE ASSOCIATION OF NEW SOUTH WALES annual general meeting

Hire companies from all over Sydney and as far afield as the South Coast turned up in strength for the 1974 Annual General Meeting of the H.A.N.S.W. The meeting, which was held at the Sebel Town House, Potts Point, on the 6th of February, was preceded by drinks and followed by a dinner.

In presenting his report, President Barry McDonald welcomed and identified members who had joined the Association during the year. At the end of 1973 the N.S.W. membership was 98. There had been 5 resignations, 4 from people leaving the industry and 1 from a company moving interstate.

Subjects covered in the report included: the Delinquent Debtors list . . . credit control meetings . . . the updated membership application form which has been circulated to all members . . . metrication . . . associate membership . . . promotion (emblem blocks have been distributed to members) . . . and the 1974 National Hire Convention scheduled for the 12-15th September.

In the absence of Treasurer Greg Page, Vice-President Gerry Nolan presented the Financial Report. This was followed by the election of the following office bearers for 1974:

President:	Barry McDonald (MacBro Plant Hire Pty. Ltd.)
Vice-President:	Gerry Nolan (Handy- man's Hire Service)
Treasurer:	Greg Page (Page's Hire Centre Pty. Ltd.)
Committee:	Ken Graham (Concrete Pumping Services) John Mason (Walco Industries Pty. Ltd.) Andrew Kennard (Kennard's Hire Service Pty. Ltd.) Jim Hope (Wreckair Pty. Ltd.) Warwick Levy (Formal Wear Hire Service Pty. Ltd.) Harry Ford (Ador Hiring Service)



BARRY McDONALD President, H.A.N.S.W.

While the votes were being counted members engaged in a lively discussion on promotion. Jeff Marsh (Toongabbie Hire Service) expressed the opinion that the 'Why Hire?' brochure was a complete waste of money destined, he believed, for the average recipient's w.p.b. He contended that the Association is not selling and projecting the hire industry hard enough: it should be giving the retail trade some worrying competition. He recommended a visual appeal, as in illustrated pamphlets.

Alan Rutherford (Hire Kingdom) also pinpointed the need for more promotion. Gordon Esden said that only limited use had been made of the 'Need it — hire it' stickers the Association had prepared, and Warwick Levy (Formal Wear Hire Service) pointed out that a National TV campaign suggested by some members would not be practicable because it would cost approximately \$100,000. Keith Breusch (HIRE's Publisher) outlined the idea for a consumer-directed 8 page newspaper which will

come up for discussion with the H.A.A. at an early meeting. Barry McDonald (MacBro Plant Hire) said that the press is always looking for "cute stories", and suggested that this angle be pursued by individual members.

The remainder of the business session was devoted to a special resolution changing the Hire Association of New South Wales Limited into the Hire Association of New South Wales, deregistering the first-mentioned company and transferring its assets and executive to the simpler and more flexible form of Association. This step was taken on the advice of Tony Davis, the Association's legal advisor, who attended the meeting and answered members' questions. Later in the evening he also filled the role of after dinner speaker, giving a helpful and practical rundown on the pitfalls for hire companies in the new consumer legislation, and again answering questions.

the H.A.N.S.W.'S new committee members

With the election of Harry Ford (party hire) and Warwick Levy (clothing hire), the Committee of the H.A.N.S.W. has become more representative of the hire industry as a whole. As this is the first term of office for both of them, we asked them about their background in the industry and their objectives as members of the committee

Presenting



HARRY FORD

People enter the hire industry, by choice or by chance, for a variety of reasons, but Harry Ford was thrust into it by disaster.

At the beginning of the Nineteen-sixties Harry and Mavis Ford (it is impossible to refer to one without the other, so close-knit is their relationship) were running the successful furniture manufacturing business founded by Harry's father. Then, out of the blue, came the credit squeeze. They lost everything.

In the years before the crash they had occasionally hired out furniture, and this gave them an idea. But how could they start a hire business without capital? Eventually they managed to scrape up enough money to buy an old Holden, 30 chairs, 3 tables and a decrepit box trailer. Harry recalls that he was so ashamed of the trailer that he used to tell customers his truck had broken down.

Determination and years of shared work ("We were hand-in-hand in everything," he says) have put them on their feet again. Today they own the expanding Ador Hiring Service and the Ford Fashion Furniture factory — a neat double, since it enables them to hire out a complete houseful of furniture at a time.

Late last year Harry Ford became Secretary of the newly-formed Catering Hire Division, and on the 6th

of February he was elected to the Committee of the Hire Association of New South Wales.

Asked what he would like to achieve during his term of office, he stressed his conviction that an association — like an individual — only gets out of life what it is prepared to contribute. Without a strong Hire Association the Committee can do little, so it is in this area that he hopes to make his most effective contribution.

Presenting



WARWICK LEVY

Warwick Levy is the youngest of the 1974 Committee members and, on his own admission, a stirrer — using the word in its most constructive sense. He has been involved with hiring for eleven years, although only since January 1969 on a full-time basis. Prior to that his participation in the family business, Formal Wear Hire Service, was restricted to holidays, weekends and University vacations.

He started on the floor, did some part-time selling, took charge of the agents' section and became purchasing officer. Today he wears three impressive hats: National Agency Manager (Formal Wear has agencies in six States), National Direct Sales Manager, and Menswear Buyer for the Company group.

As a Committee member of the H.A.N.S.W. he has a number of clear-cut objectives

TARIFF RELIEF — He will urge the Association to make strong representation to the Tariff Board to reduce the duty on items not manufactured in Australia. Hire companies are paying up to 100% duty on some imported goods. These goods are not locally available, so the tariff cannot be considered a protective one. Its removal would result in a better deal for hire companies generally.

ELECTION REFORM — He will campaign for the overhaul and reform of office bearers' elections. Under the existing system the candidates for election have no opportunity of declaring their policies and aims. They are elected 'blind', in many instances by people who don't know who they are and have no idea what they stand for. This archaic system is due for reform, he believes. The policies of all candidates for election should be published in HIRE in advance of the Annual General Meeting so that all members of the Association will know for whom and for what they are voting. What we have now is perilously close to a donkey vote.

THE MAGAZINE — He is prepared to do everything he can to make HIRE a strong and fully representative industry journal.

SUB-GROUPS — Essentially, he feels that he is opposed to the formation of sub-groups and divisions within the Hire Association, but before he takes a stance he would like to give the question more thought.

PROMOTION — He believes that the solution to the promotion controversy is to be found in public relations rather than advertising — not the expensive professional operator but the home-grown exponent. Much can and should be done within the company itself. There is still a great deal that is fresh and exciting to be said about hiring.

MANAGEMENT — He would like to see technical management expertise filtering down from the Executive to the member companies. This is one of the most valid ways the Association could assist its members and help them improve the public image of the industry.

Continuing prosperity and even survival may depend on willingness to adopt a more scientific approach to management.

We are in a period of rapid change and intensifying competition, of market research and technical expertise and scientific management. Takeovers are always in the wind. We can't afford to look complacently at our balance sheets and congratulate ourselves that we know how things are done. Clearly, Warwick Levy will make his presence felt on the Committee.

"It's going to be interesting," he says.

MEMO TO STATE ASSOCIATIONS:

Don't forget to put HIRE in the picture when you hold your Annual General Meeting. We'd particularly like to publish your list of office bearers, some background notes and their photographs.

HIRELIGHTS

Our roving HIRELIGHTS contributor is back with some new food for thought. This time his subject is —

CREDIT

Credit is an essential part of business. Allowing credit assists sales and profits. But credit is often abused and extended way beyond the 30 days allowed.

In the selling business, money can often be received from the sale before the goods need be paid for.

In the Hire business we must pay for goods, and then proceed to get income. It may take from three months to three years before we get the cost back in hire; if credit is given and not paid until 90 days, the time taken to recover the cost is extended to from 6 months to 3¼ years.

This is very expensive, as well as limiting to growth. Many firms are tightening their credit policy considerably, and cutting off credit much sooner.

Here is an extract from a circular letter being sent out by one Sydney company to tell its clients. It makes some points not always considered in credit attitudes . . .

"Charge accounts are a necessary part of our business economy, and healthy credit is a good thing because it allows greater freedom of trading and promotes growth. Unhealthy credit is extremely bad.

In order to protect this Company's interest in the present business climate, and believing that the correct use of credit will assist both buyer and seller in achieving more stable conditions, it has been decided that we should restate our Company's credit policy:

We extend credit only to credit-worthy clients to a limit which it is considered is within their means and is within terms arranged .

Let us explain this —

- We give credit as a convenience to our customers who can afford to pay their accounts. It is not intended as a loan to those who cannot do this.
- Credit is not intended as a substitute for working capital which should be provided by the appropriate financial institutions.

• Credit terms of the Company are: Payment is on a thirty day basis from last day of the month during which the purchases or services are made.

• Credit to any client may be limited to what the Company believes the client can pay and the client will be advised of this.

Most misunderstandings with customers on collection of accounts arise from our credit policy not being understood. If in the past we have made frequent approaches for payment after the expiration of the customary 30 days, it is because we believed the account was past due for payment.

Credit is not given on the basis that we are paid when our customer is paid. We give credit to our client only, **not to his customer**, and we expect to be paid within our trading terms. We will always be pleased, however, to discuss a problem with a client where he finds himself in difficulty with his credit rating or requirements.

We do not accept that a query on part of an account is sufficient reason for non-payment. This Company guarantees satisfactory performance and in the event of an adjustment being necessary, expects all but some nominal retention to be paid on the due date.

Remittances should indicate the specific accounts being paid. When, however, the amount remitted differs from any statement balance, full details are required.

If in the light of those comments you feel there is a need to discuss credit, please let us know because we want to create arrangements with customers which are practical and can be honoured. The establishment of correct credit requirements is prerequisite to harmonious relationships, particularly between clients and our credit managements.

Your business is important to the welfare of ours and we believe a properly controlled credit policy will do much to ensure an adequate service in your best interests."

If all Hirers agreed to limit trading time to a 30 day maximum, no one individual would suffer, and we would all gain.

How about it?

COATES

MODERN GIANT WITH A GREAT TRADITION

Any national company as progressive as Coates & Co. Ltd. has its sights firmly set on the future. Rarely is there time for a backward glance at the road over which it has travelled. So HIRE is indebted to GARRY BUTLER, Coates' New South Wales Manager, for this story which began in Cannon Street, London, in the 1880s and spans nearly a century of achievement . . .

The Coates Hire Centre at Edwardstown, Adelaide.



The founder, John Coates, belonged to a North of England engineering family believed to have been related to George and Robert Stephenson, the first great railway engineers. With Cuthbert Lee he founded John Coates & Company and set up business in Cannon Street in 1880. (The names of both men are perpetuated to this day in the telegraphic address: 'Coateslee'.)

Five years later he made the long voyage to Melbourne to open a second office. By the time he returned home in 1889 he had built some 50 gasworks in Australia and New Zealand, and secured contracts for harbour works in Melbourne and Wellington and for cranes at Everleigh railway yards in Sydney.

He left a strong team behind him — his nephews George and William Swinburne. Another nephew with a brilliant engineering background, Matthew Coates, set up as a consultant in 1908, shared the John Coates & Company premises and worked closely with the Swinburnes.

By this time they had an impressive track record of gas and hydraulic engineering to their credit, so much so that the name "Coates" can still be seen in almost any gasworks in Australia. George Swinburne, a member of the Victorian State Parliament holding ministerial and other important positions, is also remembered as the founder of Swinburne Technical College.

In 1915 the family interests were amalgamated with the formation

of the company Coates & Co. Pty. Ltd. The golden age of gasworks was coming to an end, and as the industry turned to cooking and heating for its outlet, Coates astutely took advantage of the consumer demand for stoves and heaters. The company acquired the Australian agency for the British company John Wright (later part of the Radiation Group) whose New World gas stoves became a household word. This franchise was energetically developed under the leadership of W.G. Rowe, who joined the company in 1928.

The present General Manager, C.W. Coates, joined it two years later, when its activities could hardly have been more varied. Between the World Wars the company was involved in almost every facet of Australia's developing economy, including . . .

1. The supply and installation of the first system of electric train lighting throughout Australia, in association with J. Stone & Co. Ltd., London. This was followed in the 1930s by the first successful air conditioning of railway carriages, amplified by the famous Victoria Railways "Spirit of Progress".

2. The supply and installation, in conjunction with Boving and Company of Sweden and London, of major hydro-electric power schemes in Victoria, N.S.W., Tasmania and New Guinea. Those in Tasmania were the largest undertaken until the much later Snowy Mountains development scheme.

3. The supply, in conjunction with Stothert and Pitt, of the first heavy lift floating cranes for main Australian ports, also coal loaders for Queensland, overhead cranes in all railway workshops, and the first ore unloaders for Hoskins Iron & Steel Company (later A.I.S.) at Port Kembla.

4. The supply of, in conjunction with Lancashire Dynamo, of auxiliary drives for virtually every major power station in Australia, including the first large, totally enclosed, radiator/cooled motors. Other achievements included completely equipping the first paper pulp mills to use eucalyptus hardwoods, and supplying drives for the first rubber tyre industries, and power for goldmining winding motors and ore crushers.

During the 1950s the company undertook development of Australian manufactured road making machinery and construction equipment. This rapidly gathered momentum in Australia's continuing construction boom. The company was soon specialising in compaction equipment based on the vibrating roller principle, and today offers one of the largest ranges of rollers to the Australian market.

In 1962 the connections with the gas industry were finally severed and the company concentrated exclusively on its mechanical engineering activities, particularly the hire and sale of equipment for road making and for use in the building and construction industries. New equipment started

COATES

MODERN GIANT WITH A GREAT TRADITION

As a national company as progressive as Coates & Co. Ltd. the firm looks to the future. Rarely is there time for a backward glance at the road over which it has travelled. So COARE is indebted to DAVID JONES, the former New South Wales Manager, for the story which began at Cannon Street, London, in the 1880s and spanned nearly a century of achievement.

The Coates Hire Centre at Edwinstown, Adelaide.

Australian industries which the Swinburnes and Coates of an earlier age did so much to establish.

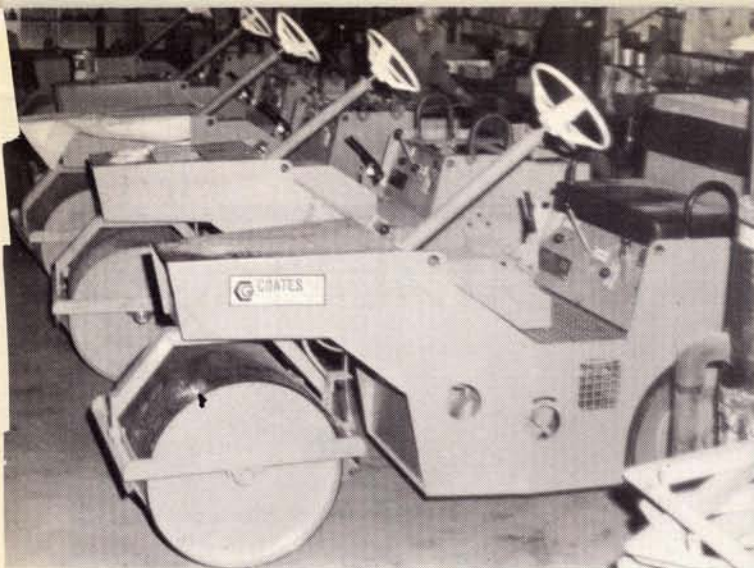
How astonished those founders would be if they could return in 1974 and see the result of their personal enterprise and effort — a great National company still thrusting ahead, with branches in all mainland States, agencies throughout Australia and in New Guinea, 30 Hire Centre outlets and more than 400 employees.

Big rollers keep a 'cat' busy at Castle Hill, Sydney. The total deadweight of a complete unit approaches 70 tons.



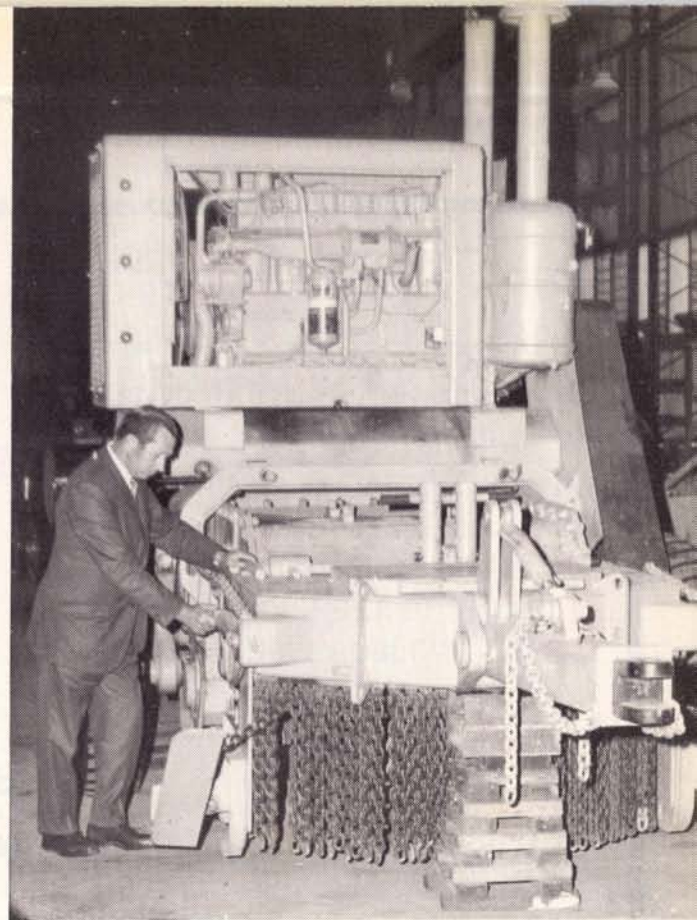
A hoist at Coates Miranda aids the loading of a truck for overnight delivery to other Sydney Hire Centres.





Assembly of a batch of model 32RDE Rollers at Springvale Works, Melbourne.

Springvale Works Superintendent R. Allisey with a rockbuster. After final checks the machine was dispatched to Ethiopia. →

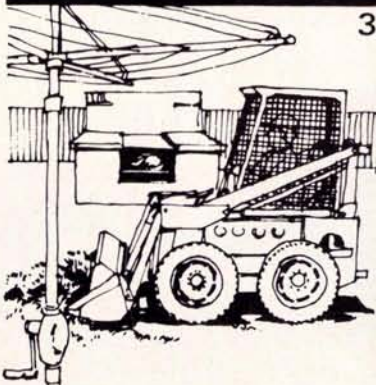


The Coates Hire Centre at Canning Bridge, Perth.



corner bobcat

the original
Melroe Bobcat loader range—made for tight corners!!



- Pivot turn. ■ 4 wheel drive.
- High lift. ■ Large capacity.

M 371 - Mini loader fits through a standard 36" doorway and turns in its own length - 92"
M 610 - loader fits through a 55" opening - also turns in its own length - 107"
M 970 - "Big Bob" fits through a 85" opening and, naturally, turns in its own length - 155"

1. Crowded building sites
2. Landscape gardening - between roses and rhododendrons
3. Backyard swimming pools - between the hoist and the barbecue
4. Sub-divisions - squeeze between the trees

Bobcat's "claws" are interchangeable and include: Backhoe, Sweeper, Auger, Lift-Forks, Hydraulic Grapple Forks and 20 others. Whatever your need Bobcat will meet it.

Melroe Division Clark Equipment Australia Limited
P.O. Box 50, Hornsby, N.S.W. 2077 Australia.
Sydney 648 3777/Newcastle 57 4230/
Melbourne 546 0477/Brisbane 47 3233/
Adelaide 68 1722/Perth 68 2424/
Devonport 27 8554



tear out this ad, attach it to your
letterhead and you'll be one
of the first invited to
see the Bobcat
in a corner
!!

* MELROE and BOBCAT are trademarks of the Clark Equipment Co. U.S.A.

C MEL 003SAA

Coming on strong THE CONVENTION

Since arrangements for the 1974 Hire Association Convention were announced in some detail in the February issue of HIRE, a great deal of interest has been shown by suppliers as well as by hire companies. (Although the suppliers made their initial breakthrough at last year's Convention in Melbourne, this will be the first time that they will have the opportunity of fullscale participation in a National Hire Convention. It is expected that suppliers from all over Australia will be represented in strength at Sydney's Chevron Hotel from the 12th to the 15th of September.)

INTERNATIONAL KNOWHOW

Convention Organiser Barry McDonald clearly managed to soak up a tremendous amount of expertise on his overseas trip in January, during which he spent a lot of time with the American and Canadian experts, and attended the New Orleans A.R.A. Convention and a Board Meeting of the California Rental Association. He learnt so much, and brought back so many ideas, that he firmly believes that the 1974 H.A.A. Convention is going to be world class.

TWO SUB-COMMITTEES

Two working sub-committee groups have been formed to take care of the organisational detail. One group, chaired by Andrew Kennard, will be responsible for the allocation and sale of space for equipment displays and exhibitions. Participation will be restricted to equipment of practical interest to some facet of the hire industry, and space will be allocated on a first-come-first-served basis.

The second group, chaired by Warwick Levy, will determine topics and themes for the Convention and select speakers for the business sessions.

MEMO TO SUPPLIERS —

Any supplier who has not received a registration form should contact the H.A.A. Secretary, Rolf Schufft, 6 O'Connell Street, Sydney, N.S.W. 2000, Tel. 255401.



THE PLANT HIRE COMPANY & ITS INSURANCE REQUIREMENTS

AS INSURANCE BROKERS FOR MOST OF
THE LARGE HIRE FIRMS WE WOULD BE
HAPPY TO ADVISE ANY HIRE
ASSOCIATION MEMBER OF THEIR
INSURANCE PROBLEMS.

KINLOCH (INSURANCES) PTY. LTD.

18 Berry Street, North Sydney. 2060

CONTACT: ANDREW PLYMPTON, MANAGER
Ph. 929 5755



Blacksmiths & Toolsharpeners

established 1889

specialising in sharpening of:—

- * MOIL POINTS
- * KANGOS
- * TUNGSTEN DRILLS & CROSS BITS
- * PICKS
- * MATTOCKS
- * BARS
- * SAWS

HARRY CAMPBELL & CO.

Kallaroo Road, Terrey Hills

- SAME DAY SERVICE
 - ANY QUANTITY
- ALL HOURS PHONE 450 1794

EVERYTHING YOU NEED TO KNOW ABOUT VIBRATING ROLLERS

by CHRIS PANNELL

If there is anything at all that Chris Pannell doesn't know about vibrating rollers you can take it that it isn't worth knowing. An acknowledged expert on the subject, he has been designing them, manufacturing them, servicing them, hiring them out and selling them over a number of years. Because of this in-depth knowledge and his considerable experience in supplying both the hire operator and the hire customer, he is uniquely fitted to write about vibrating rollers from the hire industry viewpoint. Chris Pannell is an Associate Member of the Institute of Plant Engineers, London, and a Director of Pannell Plant Pty. Ltd., designers and manufacturers of building and civil engineering plant.

When choosing a vibrating roller for a particular application, intending users often attempt to estimate performance on the basis of comparison with a non-vibrating roller of similar weight.

Such a comparison is misleading, for the action of vibrating rollers is totally different from that of any deadweight roller.

This article is being written to provide hire companies, users and engineers with basic information about the dynamic effect of vibrating rollers and the effect that vibratory compact-

ion has on road materials in general use. More particularly, it will explain the principle on which Pannell Plant vibrating rollers work.

Every compaction problem and application involves widely varying factors such as:

1. Travelling speed of the roller.
2. Moisture content of the material.
3. Structure and composition of the material.
4. Number of passes required to achieve acceptable compaction.
5. Depth of material which can effectively be compacted by a particular machine.

It is only possible to lay down general guide lines for initial compaction. Specific requirements have to be confirmed by carrying out field density tests to determine an acceptable compaction specification for that particular application.

DYNAMIC AND STATIC COMPACTION — A COMPARISON

Deadweight compaction. The effect of smooth drum or rubber tyred deadweight rollers is purely a crushing one, and it has very limited compaction more than a few inches below the surface because of friction between the particles, even though voids are still present supporting the deadweight of the roller, thereby requiring very shallow lifts of material to maintain an acceptable degree of consolidation.

With deadweight sheepfoot and tamping foot rollers the crushing effect is greatly increased by the reduction

in the area of roller on the ground. In addition, a kneading effect is introduced by the feet in the material.

However, with deadweight smooth drum or sheepfoot rollers the same problems and limitations of economic compaction output still prevail.

Vibratory compaction. Compaction by vibration is achieved by means of the following factors:

1. The introduction of vibration into the ground causing 'fluid flow' — the reorientation of the soil particles by reduction of the friction present between the particles and their movement into a position with the minimum air voids.
2. The dynamic impact of the vibrating roll mass on the ground — i.e. tamping effect.
3. The influence of the deadweight of the machine on the ground i.e. rolling under pressure.

Each of these factors will now be considered in more detail . . .

Vibration. The introduction of high frequency vibration into the material being compacted causes a reduction in the friction between the particles of material, allowing them to become rearranged in minimum time. (In all Pannell Plant vibrating rollers the frequency is carefully chosen in conjunction with the roll weight to give a high energy output and minimum compaction time for a particular application and machine size.)

continued next page

Impact. The impact of the vibrating roller on the ground is one of the most important features of vibratory compaction, particularly on cohesive materials, bituminous macadam and similar materials in which the viscousness reduces by damping the particle movement induced by vibration. (Pannell Plant vibrating rollers produce high impact forces over the ground surface which deal most effectively with such materials.)

Frequently centrifugal forces are quoted for vibrating rollers by some manufacturers. However, unless these are related to the impact of the roll weight on the ground, which is a function of the centrifugal force, the roll weight and the amplitude, then they are virtually meaningless as a guide to performance and application.

If comparisons are required, then the only three factors to be considered in a vibrating roller are the roll weight, its frequency of vibration and the amplitude of vibration induced by the out-of-balance weights.

In all Pannell Plant vibrating rollers these three variables are carefully combined at the design stage to incorporate the greatest compaction output commensurate with the machine weight and size class, and are based upon millions of hours' operational experience of vibrating rollers gained over more than twenty years.

Deadweight. The contribution to the compactive effort made by the direct deadweight of the machine is relatively small in relation to the dynamic compaction effect.

Nevertheless, the superimposed dead-weight of the machine on the ground is important in maintaining stability of the machine and keeping the roll in continuous contact with the ground, enabling it to transmit the energy generated into compactive effort.

With too little weight the roll would 'bounce' and so be less effective.

LONG, RELIABLE WORKING LIFE

Pannell Plant vibrating rollers operate at a frequency and amplitude carefully chosen to suit the designed application. Normally the frequency with which the roll vibrates is the maximum that can safely be obtained, having in mind the economical construction of the machine with a long and reliable working life, coupled with the elimination of excess mechanical stress in the machine and its components.

FLOODS!

how a hire company helped

From time to time we have published stories about the valuable contribution made by hire companies during industrial crises such as strikes. But never, until this issue, have we been able to bring you a story about the role hire companies can play in a national disaster such as the recent floods. This graphic report from Bundamba was written especially for HIRE by BRIAN TELFER, Kennard's Queensland Manager . . .

As you are probably aware, Brisbane and Ipswich are recovering from devastating floods.

Many hire yards suffered badly from flooding. Here, however, we were comparatively fortunate. We were flooded, but not before we managed to evacuate most of the equipment to my home, which is on high ground in Bundamba.

Having thus saved most of my equipment, I was in a good position to handle the increased demand when the flood waters had subsided.

PUBLIC RELATIONS

Apart from the nett cash advantage gained from need generated by flood damage, we achieved some wonderful public relations.

When it first became obvious that flooding was widespread and extremely serious, I spoke to Police and Civil Defence and told them my equipment was at their disposal. As a result the Army came and collected three generators because there were widespread power failures.

Later, I was happy to learn of the good uses to which the generators had been put. One unit ran a kidney pump machine. Another ran a fuel pump on a laundry boiler at the Salvation Army Old Men's Home. The third unit ran a

refrigerator filled with delicate drugs such as insulin for a few days, then it was utilised by the Mayor of Ipswich to run his P.A. system when conducting his food and clothing appeal.

ON AN ISLAND

During the peak of the flood Bundamba became an island, isolated with only two small stores open for business, and these soon ran out of food. Worse still, there was no pub on our island! All the service stations were flooded, and fuel supplies ran out. There was no electricity, so people were desperate for some form of heating and lighting. Fortunately I had rescued all my portagas cylinders and a 45-gln drum of kerosene.

I told Civil Defence that gas and kero were available to all who needed them — free of charge. Soon I had a steady stream of people with empty gas cylinders and tins coming to the make-shift hire yard under my house.

NEW BUSINESS

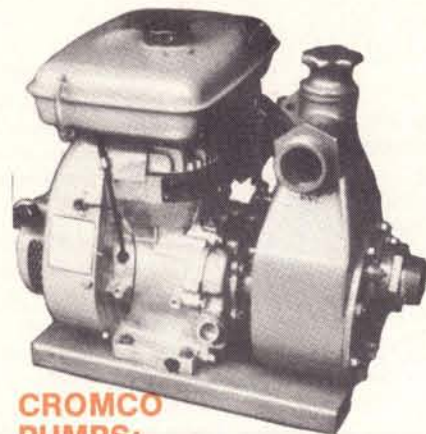
The day the flood subsided, one of the men whose gas cylinder I had filled came back and said he wanted some gear for repairs to his factory, which had been flooded. He had never hired anything at all before, but now — having become aware of what was available — he hired the following equipment (most of which, at the time of writing, he still has out on hire): a 160 cfm compressor and breakers, two pedestal fans, two exhaust fans, a steam cleaner, a pressure washer, four spray guns, a magnetic base drill and four space heaters.

Not a bad return for the gift of 5lb of portagas, was it?

I am sure that most hire companies in Brisbane will agree that the flood has given them a much wider market than they had before. If all the new customers are satisfied, then this should be the beginning of a great leap forward for the industry in this State.

THE SPECIALISTS TO THE HIRE INDUSTRY

13 years of operating our own hire division under the extreme conditions and vast distances of Western Australia have helped us develop equipment that needs minimum maintenance.



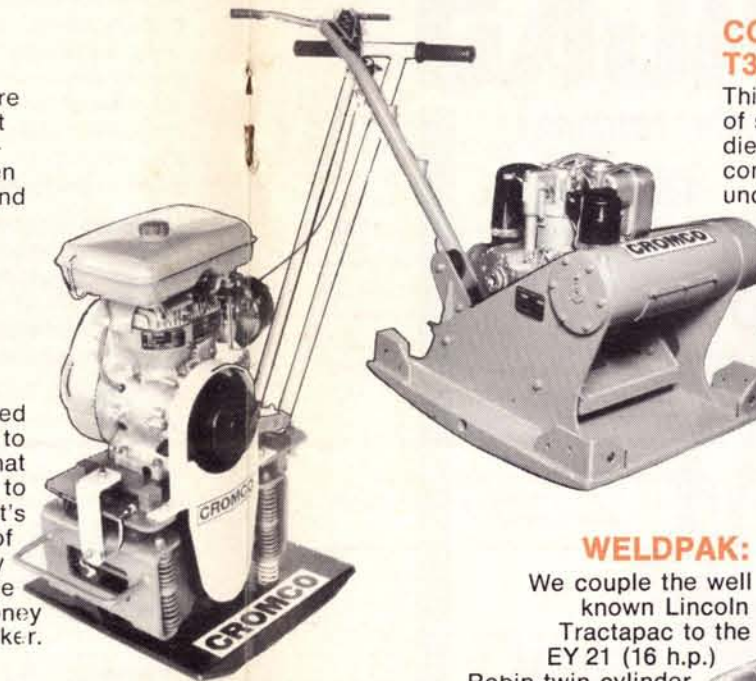
CROMCO PUMPS:

Centrifugal, close coupled 1½", 2" and 3" pumps. Ruggedly built and powered by Robin Engines, of course.



ROBIN ENGINES:

Now completely accepted by the hire industry throughout Australia. Competitively priced, proven low maintenance and spare parts costs.



Specifically designed for easy access to difficult areas, that makes it easy to hire. The fact that it's practically foolproof and needs virtually no maintenance makes it a big money maker.

COMPACTOR T30:

This is one of a range of six new design diesel or petrol compactors made under licence from Germany, trouble free operation, incredible compacting power, there is one reversing model.



KANGO HAMMERS:

The best money earner in your fleet. This year stocks will be short so we're giving first priority to hire companies.



WELDPAK:

We couple the well known Lincoln Tractapac to the EY 21 (16 h.p.) Robin twin cylinder engine. Simple, rugged, efficient.



CROMCO

N.S.W. Ring Bob Hayes, C/o Crommelins 82 0277
Victoria. Ring Ian Marler, C/o Crommelins 24 1702
Queensland. Ring Ron Perry, C/o Perry Tool & Equipment, 52 1417
Darwin. Ring John Miller of Bunnings 81 9655
S.A. Ring Lawton Agencies, Richard Stevens
W.A. Ring Jim Brooks, C/o Crommelins 81 4044



CROMCO 34 POWER TROWEL:

This model is the result of our third design change. Maintenance is now reduced to an absolute minimum.



CROMCO CONCRETE GRINDER

Heavy duty, powered by either a 6 h.p. petrol or 3 h.p. 3 phase electric motor. Ideal for Concrete Contractors, Flooring Contractors, Civil Contractors, Industrial Plants and Home Builders.



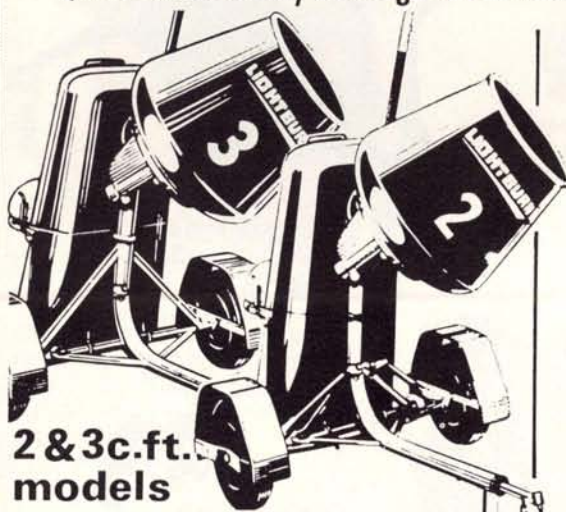
CROMCO GENERATORS:

These incorporate everything for the contractor, double waterproof plugs, volt meter to ensure minimum site calls. A big profit maker.

LIGHTBURN

has the name for the toughest, most reliable MIXERS & JACKS

(famous not only throughout Australia, but in 70 other countries)



2 & 3 c.ft. models

Mobile models with stout tubular steel frames, heavy gauge steel bowls, cast crownwheels, long life bearings, enclosed power units. Driven by either a petrol or electric motor.

1 3/4 c.ft. all purpose farm mixer

Can be driven by flat belt from either a tractor or truck P.T.O. or stationary engine. Alternatively fitted with electric or petrol motor.



1 3/4 c.ft. "special electric"

A light, but ruggedly built mixer with a heavy-duty one-third H.P. electric motor. Ideal for jobs around the farm or home where there is 240 V power.

LIGHTBURN

Trade enquiries:

LIGHTBURN PRODUCTS LTD.

Cnr. Gray & Peel Streets
South Brisbane. Phone 41361

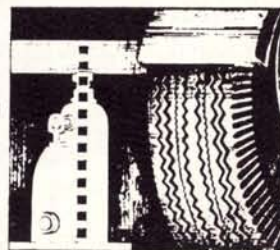


**15 models
1-12 ton
capacity**

There's a Lightburn hydraulic jack to suit every vehicle, tractor and implement. All have a solid steel welded casing integral with the steel sled base... virtually indestructible!

Safe and positive lift

A hardened steel grooved headcap and large base ensures that the load is taken directly through the centre of the jack for greatest strength, stability, safety.



Easy one-point control

Lightburn jacks can be positioned, raised, lowered and withdrawn without crawling under the vehicle.

6 months warranty (double that of most jacks). Original equipment in leading makes of trucks.

132 Stanmore Road, Stanmore,
Sydney. Phone 566351

59 Smith Street, Kensington,
Melbourne. Phone 330791

Morphett Road, Novar Gardens,
Adelaide. Phone 2954193

30 King Edward Road, Osbourne Park,
Perth. Phone 465022

setting up dialogue with the big boys

the H.A.A.'S roving ambassadors

Two executive members of the H.A.A. have been representing us with distinction overseas during the first quarter of 1974. We hope to bring you a full report from Neville Kennard (still globe-trotting when we went to press) in a forthcoming issue.

Meanwhile, Barry McDonald has been filling us in on what he regards as the most rewarding trip he has ever made . .

He told HIRE that in many respects he was reaping the benefit of previous overseas trips in which he had made contacts and established personal friendships. As a result he was able to identify with the scene immediately and enjoy the whole experience. His wife, Margaret, went along for the ride, and they got red-carpet treatment wherever they went.

From Hawaii they flew to Los Angeles where they were guests of Sam Greenberg. In addition to covering a lot of rental yards, Barry was able to take in a California Rental Association Board Meeting at Mowbray while he was there.

At these Board Meetings the business sessions routinely occupy a full day and all the members stay overnight. As the visiting fireman Barry was appointed after-dinner speaker with, he says, 'about two seconds' notice'.

After Los Angeles the next port of call was New Orleans where the A.R.A. Convention ran Monday through Thursday, attended by some 3,000 people. Forty-nine

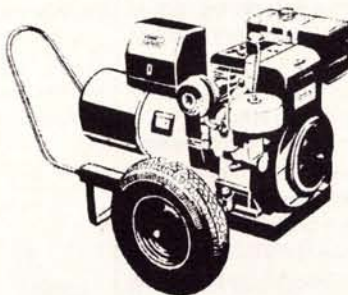
visitors checked in from the U.K., and South Africa, Belgium and Canada were also represented, so the McDonalds were glad to be able to hoist the flag for Australia too.

The equipment exhibition was — we quote — 'unbeatable', and the organisation 'just beautiful'. Three hour business sessions catering simultaneously for different facets of the industry occupied the mornings. Afternoons were given over to the equipment exhibitions. Equally enlightening was the time spent with officers of both the American and the Canadian Rental Associations who were unfailingly generous with advice and information.

Dialogue has been set up with both Associations, and this can only result in further reciprocal exchange — and continuing benefit for the H.A.A.

A party of at least fifty Californians hopes to accept the invitation to attend our National Convention in Sydney next September, and members of the Canadian Rental Association are also talking about coming. The only foreseeable obstacle is the fact that all three major conventions are happening about the same time. But in these days of jet travel such an obstacle could well be overcome.

Diesel and petrol generating sets and alternaters



PORTABLE
STATIONARY
MOBILE
FROM 1 K.V.A.

Sales & Service

POWERLITE PTY. LTD.

**23a Gordon Rd. Chipping Norton.
Phone 727 0077**

Bob Cunningham reports from THE TOOLSHED

Probably the most remarkable hire company story you have ever read.

INTRODUCING THE AUTHOR

High-powered, innovative, a born trail-blazer, Bob Cunningham is the most controversial figure in the Australian hire industry.

Born 46 years ago in Colorado, U.S.A., he sold magazines door-to-door in the Depression, majored in accounting finance and economics at University, and followed up a brilliant career as a chartered accountant with three years in sales and marketing. Then, with a couple of partners and a capital of \$11,500, he launched a computer service business – and made almost \$1,000,000 in the first year. Not surprisingly, he was able to retire at 39, but was soon bored by inactivity. So, with his wife Margaret and their three children, he emigrated to Australia in 1969 and settled in Canberra – "the prettiest city in the world."

The Cunninghams' activities on the hire scene are so newsworthy that they are written up from time to time in the press. When HIRE asked for their story Bob said that he considered it an honour – but warned us we might lose a few subscribers.

The story he sent us has been only slightly edited. Bob Cunningham pulls no punches – he tells it like it is. We believe that the Australian hire industry is grown up enough to take it.

We arrived in Canberra on December 23rd, 1969, looked at houses on December 24th and bought one at 10 p.m. that night – Christmas eve – so that we could start remodeling on Christmas Day. We didn't want to wait until Australian tradesmen returned to work in late January,

so we did all the work ourselves. During our remodeling – which took six months of twelve-hour days and seven-day weeks – we were constantly plagued by hired tools that didn't work . . . operators who didn't know how to do a job, what tool to use or how to use it . . . stores without stock, etc. etc. etc.

HOW IT BEGAN

After our bad experiences with hire and sales organisations we decided that if people were prepared to pay good money for such things, they ought to go off their nuts if someone gave them good tools, expert advice and service. So we decided on a hire and sales business. We spent six months planning, talking to manufacturers, arranging premises, distributorships, etc., remodeling the building, constructing display cases and making our 'hole' on Newcastle Street liveable. We opened for business on March 1st, 1971, with Margaret and myself and two others.

There were threats to newspapers not to take our advertising, threats to printers not to print our forms, threats to suppliers not to sell to us. There were rumours we would never open, rumours we would go broke in six months, then rumours we would go broke in twelve months. At least we found out who our friends were. The net result was to make us more aggressive than we would otherwise have been.

RAPID EXPANSION

Our hire range initially included just handyman equipment, while the sales stock had a full range of power tools, hand tools and woodworking equipment. We were open for business 7 days a week from 8 until 5, including holidays, so for 18 months Mom and I

were kept busy all day, then worked until midnight on service of equipment, sales stock and advertising. Which goes to prove that immigrants like us have to work harder.

In spite of the attempts to obstruct us, our business flourished and grew rapidly, with sales and hire about fifty-fifty. Both were expanding fast in range and numbers.

PARTY HIRE

We immediately saw a good market in party hire, as the only gear available seemed to be sub-standard or beat-up. (We even saw marquees with patches on the patches on the patches!) If any place ought to have first class equipment we felt it should be the Nation's Capital, so we entered the party hire field with Noritake china, imported glassware and linens, comfortable padded chairs and a full range of equipment. Our beautiful marquees have white nylon linings, white poles and ropes, and we can heat them in the winter. All our party ware is packed in white plastic boxes with plastic dividers for safety and hygiene – a first in the industry.



Toolshed marquee set up for formal function

As our party hire grew we decided to add first class catering on a full time basis in premises built for the purpose. So we gave the party hire and catering separate accommodation on Whyalla Street, built in a kitchen, cool rooms and a walk-in freezer. The building has a 20 ft. ceiling, so we double-decked all our party hire bays on two levels, and enclosed the 1,600 chairs and 270 tables, along with 1200 feet of dance floor, into dust-proof houses. As the Tool Shed image didn't fit catering, we called it **Top Hat Caterama**.

About the time we started our party hire we also added health hire (vibrators, bicycles, etc) and now have 90 bikes, 270 vibrators and a great quantity of other health equipment.

HEAVY EQUIPMENT

As our business grew we ran out of space on Newcastle Street, with only 4,000 feet of building and a small yard, so in July 1973 we moved the equipment hire to Whyalla Street. Our premises there have a huge yard and 2,500 square feet for hire and sales display.

With this move we entered the heavy equipment field and added hoist towers, rollers, dump trucks, a full range of trenching machines, compressors up to 160 cfm, and a comprehensive range of contractor equipment.

ANOTHER BRANCH

During the past year we had been negotiating for premises in Bateman's Bay, and in December 1973 we opened a new hire and sales branch at 1 North Street, Bateman's Bay. At the same time we acquired a half acre of industrial property for future expansion and a block of land for a house right on the beach front.

On February 20th 1974, we also opened a hire depot at Moruya, with Target Builders' Supply, a Canberra timber company which has branches in Moruya and Goulburn.

To take care of future expansion in Fyshwick, we acquired our old 'hole-in-the-wall' on Newcastle Street, along with the five adjacent buildings. From now on we will buy rather than lease all our premises.

SUMMING UP

How have we done in three years? When we started there were seven competitors in our field. Now there are three — including us. We have had approximately 25,000 different hires and 25,000 different sales transactions. Not bad out of a hole-in-the-wall! And the red carpet still looks new. As the hire business is only limited by

one's imagination and capital, we now have 750 different items to hire, representing an investment of half a million dollars. Our party hire and catering section is about second in size — and unmatched in quality. We have eighteen employees on the payroll.

Our growth has been due to giving the customer first class equipment in spotless condition and working order, then demonstrating how to use it and giving him assistance on how a job should be done (even if he doesn't need to hire anything.) Our range — 750 hire items and 4,000 sales items — is by far the largest in Australia, and we are constantly adding to it.

Each piece of equipment is completely serviced every time it has been out, cleaned, tested and returned to first class shape. To achieve this we have created a service manual covering every item in our range, and we train our staff how to use and service each piece of equipment. Margaret and I have both run the Service Department ourselves, so we personally know every item — what it is to be used for, how to use it and how to service it. Another departure from the norm is the fact that we keep our premises spotless at all times. This is done at my insistence. The floor in the shop is always so clean that I could sit on it without getting my clothes soiled.

NO TWITS OR BLUDGERS

The lack of good staff is a never ending problem: we could have grown twice as fast if we'd had enough of the right kind of people. We find about one good employee in ten, so we don't mess around with twits or bludgers. We don't take on ex-hire-company people, and we don't employ turners, fitters, mechanics, welders or truck drivers. We hire young eager staff who want to work and succeed, and we train them to our ways. Our standards are high and tough, but if they can grow and produce they will make it faster here than anywhere else.

We spend a good deal of money (\$60,000 last year) on advertising. We did all our own advertising until about a year ago, when we engaged a national firm.

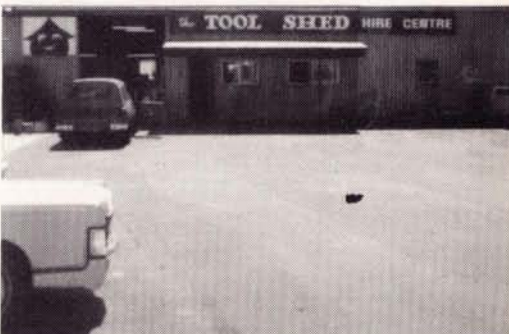
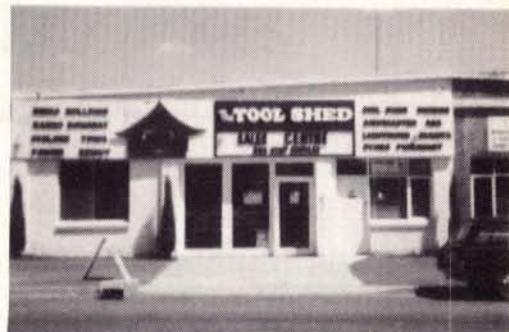
FUTURE PLANS

We plan on adding branches in Canberra and on the South Coast, then spreading throughout the Riverina and New South Wales. Gradually we'll go nationwide. The big cities will probably be last as we would want at least eight branches at once in the

Sydney area — and that will take several million dollars. To meet the capital requirements for future years' expansion we may go public . . . or we may franchise . . . or maybe we'll raise the capital ourselves. All these avenues are open.

TEAM WORK

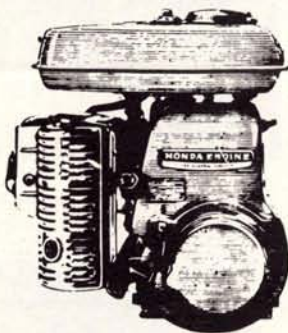
Margaret takes full time interest in the business and has worked in and run all sections, including the catering. She is my sounding board on new ideas, new lines and locations, and it was she who created the Tool Shed name and logo. Years ago she would always nose around a hardware store looking at all the tools and gadgets in preference to visiting a dress shop. I used to tell her: "Baby, some day I'll buy you a hardware store." Man, what a store!





HONDA

stationary engines for absolute dependability

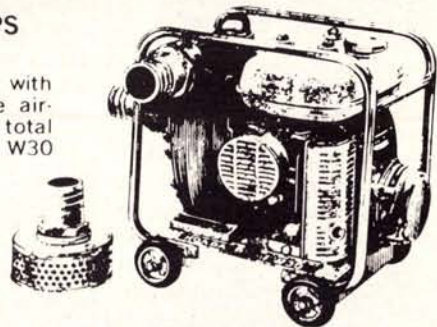


G40 and G65. The G40 has a constant vacuum carburettor for easier starting, increased power and improved acceleration. Delivers a maximum output of 1.5 hp at 4,000 rpm. Reduction gears are available. High torque. Weighs 48.7 lbs.
The G65 delivers a full 6.8 hp at 4,000 rpm and is similar in general design to the G40. Weighs 64.2 lbs.

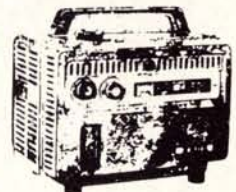
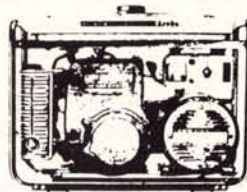
Four of the finest general purpose engines in the world. Honda's vast experience and 4 stroke quality engine-building techniques mean more power, versatility, safety and dependability, less fuel and maintenance costs.

HONDA WATER PUMPS W20, W30, WL20

Get more pumping power with Honda's famous 4-stroke air-cooled engine. W20 with total head of 79 feet pumps. W30 with a total head of 92 feet, 14,000 gals. per hour. Compact, versatile and self-priming, with an open impeller for sludge.



HONDA GENERATORS E300, EC1500, E2500, E4000



Instant start, quiet power to spare, with self-contained Honda 4-stroke generators. From the compact 300 watt to the powerful 4,000 watt diesel, you get constant voltage output. With rubber mountings for quiet, smooth running, and waterproof electrical circuits for safety.

Manufactured by

HONDA TOKYO JAPAN

Imported and Distributed by

BENNETT HONDA PTY. LTD.

665 Gardeners Road, Mascot, N.S.W. 2020

Telephone: 67 2517, 67 5722

Transportation problems solved!

Coates & Co. Ltd, who originally entered the hire industry offering vibrating compaction equipment, now operate in excess of 200 rollers and tractors of varying sizes.

The company has always prided itself both on the equipment and the back-up services it offers to customers. These back up services are exemplified by the recent purchase of a low loader. This unit, which has a legal payload approaching 20 tons, is powered by a Ford prime mover fitted with a large V8 Cummins Diesel, a split 10 speed Road Ranger gear box and an Eaton differential. The trailer, designed to allow equipment to drive on and off, was also fitted with a large capacity winch. This enables equipment to be winched on, in the event of a tractor not being located on site.

Pat Patterson, Coates Heavy Equipment Supervisor, has found the low loader has enabled him to distribute equipment within NSW and offer an unsurpassed delivery service. Driver, Pat "Streaky" Groundwater states it as a dream to operate, and refers to the unit as "The pride of the Fleet".

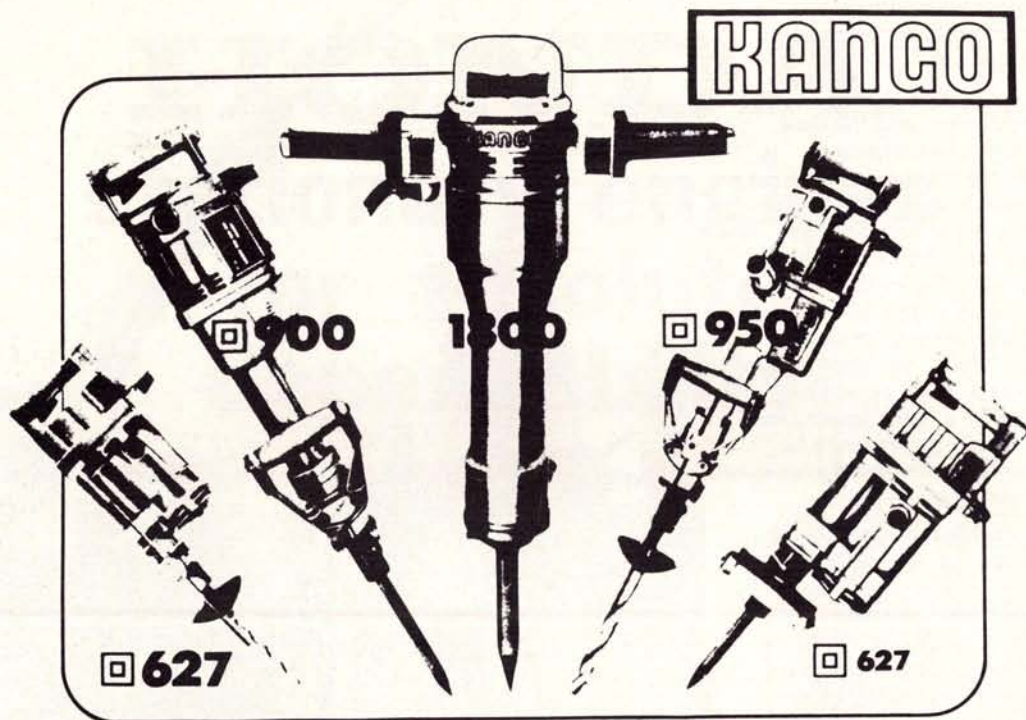
Another recent purchase was a Heavy Duty Dodge "500" series fitted with a 4 ton Hiab crane. This has enabled rollers to be delivered to country areas and off loaded without worrying about site lifting facilities, as with multiple deliveries (See photograph)



Effortless deliveries! Hiab crane lifts the Rollers off Coates' new truck.

Coates' Low Loader delivers a Smooth Drum Roller to a site at Picton, N.S.W.





With the Compliments of

R. J. & W. G. SMITH PTY. LTD.

31 MARRICKVILLE ROAD, MARRICKVILLE, 2204

• PHONE 519 2450, 51 1305

AUTHORISED "KANGO" SALES & SERVICE AGENTS
POWER TOOL SPECIALISTS & MOTOR REWIND SALES & SERVICE

hire company in rescue drama as trawler sinks in heavy seas

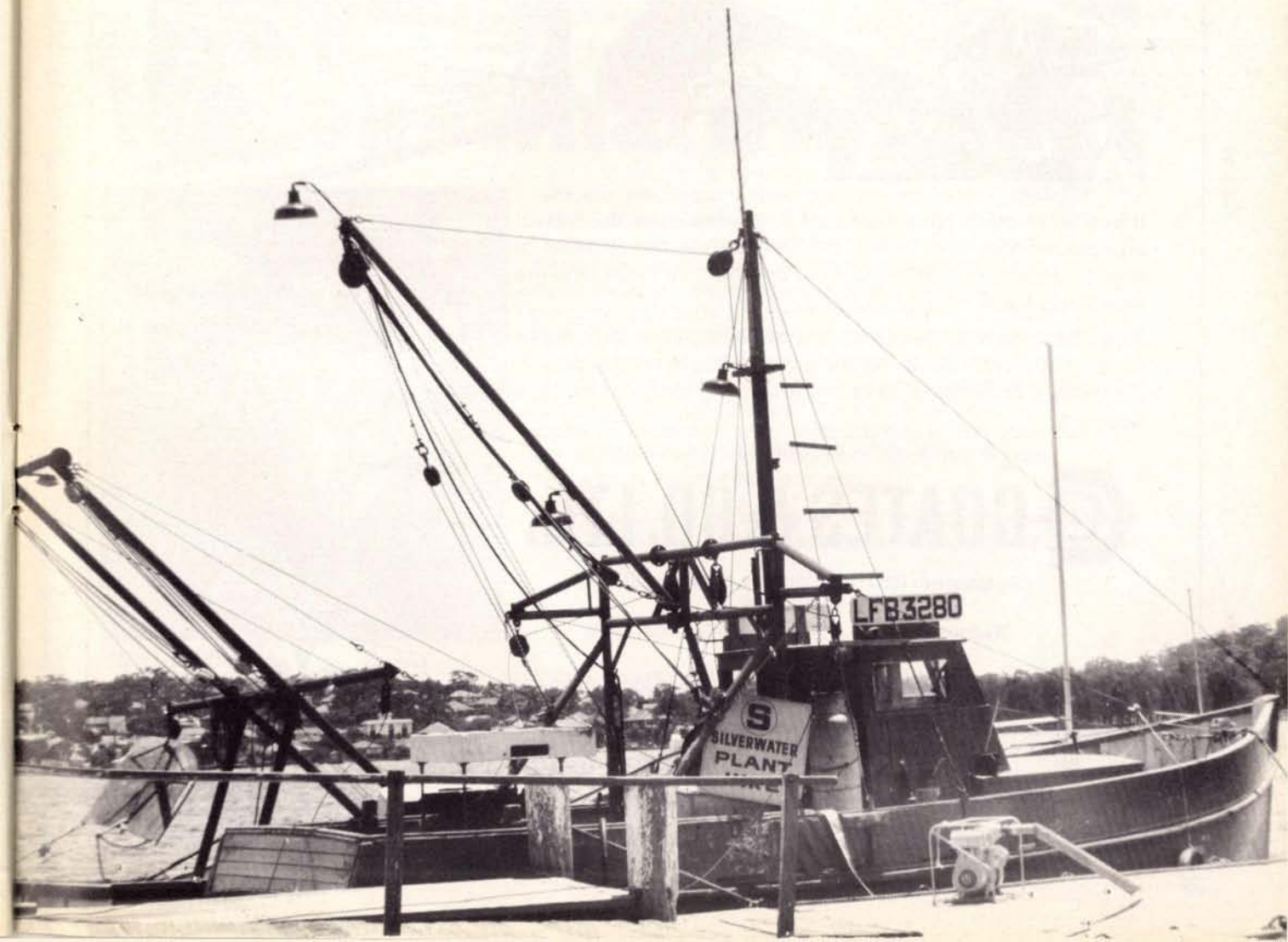
It was touch and go for the 42-foot trawler **Buccaneer** when she was caught in a violent summer storm off Sydney's La Perouse. Hit by three massive waves in rapid succession, she sprang a couple of planks. Water poured in so fast that the pumps couldn't cope and were soon under water, out of action.

Bailing frantically, Skipper Col. Sutton just made it to La Perouse, with the decks awash and the trawler making water so fast that he didn't give her more than an hour. His first action was to dial Silverwater Hire's emergency number. This was at 9-10 p.m.

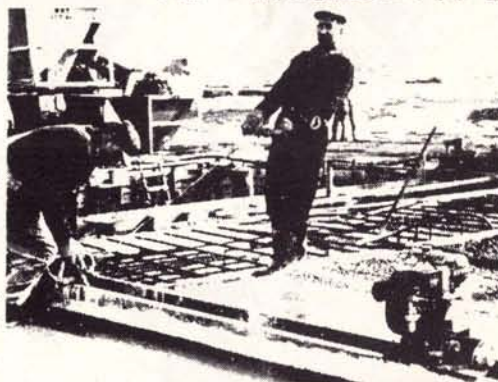
25 minutes later, at 9-35, Silverwater's men arrived with a 6000-gallons-an-hour petrol-powered pump, after a nightmare dash through torrential rain. By this time **Buccaneer's** gunwales were awash. It was a long, hard night as men battled with the sea for possession of the trawler — and won.

Said owner-skipper Col. Sutton: "Silverwater Hire certainly lived up to their 24-hours-a-day-service claim."

Buccaneer the morning after — rescued from a watery grave by Silverwater Hire.



the best concreting equipment comes from **COATES**



If you want concreting equipment, Coates have the best . . . equipment like the highly efficient Coatesflex screed and rugged, reliable Liner Roughrider dumpers including the great new 2-ton 4 wheel drive Super 2.

And then there's the Coates trowelling finishing machine which can finish up to 10,000 sq. ft. of concrete in one day, Coatesflex immersion vibrators and a big range of skips and hoppers.

For sales, hire, service, spares, literature . . .

 **COATES & CO. LTD.**

Melbourne: 195 Princes Highway, Dandenong 3175
Phone: 791 6188

Sydney: 15-17 Kumalla Road, Miranda, 2228
Phone: 525 3333

Brisbane: 816 Beaudesert Rd., Coopers Plains, 4107
Phone: 46 3011



party equipment hirers make further progress

The recently-formed Party Equipment Hirers' sub-group of the H.A.N.S.W. met for the first time in 1974 on the 19th of February. Instead of being held at the Orange Hall, Auburn, as originally planned, the meeting took place at Barwick Hire's Auburn premises. The change of location caused some confusion, as it appears that some members were not notified and went to the Orange Hall. To further complicate matters, it turned out that there were two Orange Halls!

So, given the above circumstances, an attendance of 14 was quite a respectable muster. Apologies were received from four companies unable to be represented at the meeting.

In future, the minutes of each meeting, together with the agenda for the following one, will be circulated to all

members of the sub-group.

MEMBERSHIP DRIVE

Recruitment of members is obviously one of the first concerns of a new group, and a definite plan of action was laid down at this meeting. Each member is to make a list of the eligible non-members operating in his particular area, and forward the list to the H.A. Secretary, Rolf Schufft. The Secretary will then write to these non-members, inviting them to the Party Equipment Hirers' next meeting. At the same time members will themselves be talking to the non-members, explaining the advantages of belonging to — and acting as — a group.

BULK BUYING

Subjects of immediate practical

concern to party hirers were discussed at the meeting. These included: the huge increase in the cost of crockery, cutlery and glassware . . . cartage . . . reciprocal trade discounting . . . and the 1974 Hire Convention. There was also considerable discussion on the possibility of reducing costs by bulk buying — perhaps in conjunction with party hire companies in other States.

It was decided that bulk buying, reciprocal discounting and the recruitment of new members would be the main topics on the agenda at the March meeting. (HIRE will have gone to press before the meeting is held, so it will be reported in a later issue.)

After discussing the format to be adopted for future meetings, members decided that they should foregather at the appointed place between 8 and 8.30, enjoy a guided tour of the host company's premises from 8.33 to 8.45, conduct the business session between 8.45 and 10.15, and complete the evening with supper.

Anyone requiring information about membership, meetings, etc. should contact President Greg Page (587-1755) or Secretary Harry Ford (533-4022).

Wacoh — what a rammer



"Wacoh", the 200 lb rammer that delivers between 500-700 blows per minute through a rugged 12½" x 13" shoe. Ideal for trench work or compaction jobs in confined spaces. Wacoh's major feature is the low rear mounting of its 4 hp motor giving a uniquely low centre of gravity that guarantees stability. The low mounting protects the engine against damaging vibration and ensures smooth operation which in turn reduces operator fatigue to a minimum. You benefit from long service life with less maintenance costs. Wacoh comes complete with front mounted shock absorber, wheeling frame, water proof cover and tool box with kit. Items not standard on other machines. Wacoh means more rammer for your money.

Wacoh, exclusive to Tutt Bryant, the leaders in the Australian compaction field. Nation wide sales and service second to none.

Tutt Bryant



For further information contact Tutt Bryant Ltd., 2-8 South Street, Rydalmere, N.S.W. 2116, or call your local Tutt Bryant Sales and Service Centre in: Melbourne, Brisbane, Rockhampton, Cairns, Townsville, Hobart, Devonport, Adelaide, Darwin, Perth, Port Moresby.



TB869

Q. who can forecast fashion?

A. formal wear can!

Just about everybody in or out of the hire industry in N.S.W., Victoria and Queensland must be aware of the niche that Formal Wear Hire Service has carved for itself in the clothing hire business. But how many of us realised — before Friday, the 1st of February — that Formal Wear not only follows fashion but actually forecasts the incoming trends?

On the Friday morning in question the entire weekly fashion slot on the Network 7 Today show was

given over to a parade of Formal Wear clothes. Introducing the parade, regular compere Liz Mason pointed out that Formal Wear, as well as bringing expensive high fashion clothes in reach of everyone, is an accurate barometer of public demand and can therefore forecast popular styles.

Shown off by leading models, the clothes ranged from the most elegant feminine fashions to the velvet suits and ruffled shirts with which men are stealing the scene at so many of today's weddings.

This was surely a history-making event for any hire company — and one with long range benefits for the ever-growing number of Formal Wear branches, especially as Liz Mason deftly slipped in the information that a new branch was being opened at Cabramatta that day, and another had been opened the previous day at Bondi Junction.

Around the same time Formal Wear also achieved some outstanding editorial promotion in both *The Sydney Daily Mirror* and the national magazine *Woman's Day*.

MEMO TO: ALL HIRERS.

FROM: ABALON HIRINGS PTY LTD

If you are not geared for it and receive an enquiry for temporary partitions, screens, art exhibitions and displays of any kind we suggest that you consider the advantages of an amazing portable exhibition system which does not entail costly erection or demounting.

Constructa Modular Panels are clad both sides in tough attractive vinyl and can be erected in minutes with absolute simplicity.

The ingenious assembly principle offers an infinite variety of layouts to suit any floor area or display. No nuts, bolts, nails, screws or tools are needed. Simply clip the modules together with connectors.

Available only from us for sub hire. We can also deliver and erect. An enquiry or quote will cost you nothing and the hiring rates are minimal. There is nothing comparable to Constructa.

"It stands on its own"



ABALON HIRINGS PTY. LTD.

1 OSWALD ST., EDGECLIFF N.S.W. 2027 • TELEPHONE: 32 4388, 328 6027

CONSTRUCTA PRODUCTS; SEBEL DESIGN AWARD. SELECTED AS GOOD DESIGN BY THE AUSTRALIAN DESIGN INDEX.

TAILORED TO THE HIRE INDUSTRY a hose & fittings package

Accent on safety and toughness

Stuart Fell & Co. Pty Ltd. are keenly aware of the two forms of risk associated with the hire industry . . . the loss of profits caused by frequent replacement of hoses and fittings; and the loss of reputation — the constant nightmare — should equipment failure cause bodily injury. For this reason, they went to considerable trouble to make their high pressure paint hose and matching reusable fittings as idiot-proof as possible.

The hose has a cover of abrasion resistant polyurethane, with a braided nylon lining. This permits, among other things, a bend radius on the $\frac{1}{4}$ " bore hose of only $1\frac{1}{2}$ ". Hire contractors will be all too familiar with effects of frequent kinking caused by thoughtless tugging at a twisted hose.

The fitting itself is a patented compression type which does not rely on biting into the skin of the hose to obtain a reliable clamping action.

COMPLETE RANGE OF HOSES

Both multi-purpose and special purpose hoses, and all the required fittings, are produced under the Barfell label. Hoses for air, water, oil, paint, chemicals — everything the hire industry is likely to call for.

Extremes of environment are also accommodated. Extremes, that is, beyond what **this industry** considers the norm. A classical example is the Cold-Flex, a single braid hose which remains flexible at freezing point, and is equally useful at temperatures around 40°C . The brittleness of some ordinary hoses at low temperatures is well known.

HYDRANT COUPLING

One of the latest products in the Barfell stable is an all plastic hydrant coupling. Hire operators familiar with the weight and cost of machined metal couplings have already endorsed this tough, lightweight newcomer. For hose-to-hose connections, a nut and tail section are also available.

AIR LINE SAFETY VALVE

Most hire contractors will be familiar with the vicious hose whip which results from a ruptured, or accidentally disconnected, pressure hose. Because of this the Barfell engineers have come up with a small, inexpensive device called the air line safety valve. This immediately cuts off the air supply in the event that a hose or coupling fails. The hose then lies inert . . . and harmless to both equipment and personnel.

Where necessary, a special longitudinal series of reinforcing strands are employed to prevent stretching: so the occasions where the air hose is pressed into service as a rope leave it with a sporting chance of continuing as an air hose.

For low pressure, high volume pumping, a super flexible concertina-wall hose, which doubles as an industrial vacuum hose, is produced. Steam cleaners are catered for by a range of hoses. For working pressures of 75 p.s.i. and working temperatures of 160°C , up to the extreme duty 250 p.s.i. (and over 200°C) applications, where steel cord reinforcement is used. The recommended Boss type couplings are available to match the hoses.

"We have made a practice of designing our hoses and fittings for specific industries," says Managing Director Stuart Fell. "Certainly there is a degree of overlap. But we can safely say that we have a specific group tailored to match the requirements of the hire industry, despite its reputation for handing out punishment . . . or perhaps because of it."



The Barfell Air Line Safety Valve fitted to a Hire Compressor.

HIREOSCOPE

COUNTERFEIT HIRE

Some members of the general public may still be unaware of the benefits of hiring — but not so the criminal element. The counterfeit American \$20 bills which made headlines on both sides of the Pacific in February were printed — all \$12,000,000 worth of them — on machines the counterfeiters had hired! We know the industry's making money, but isn't this going too far?

S.O.S. FROM NEW ZEALAND

Greg Page (Page's Hire Centre) tells us that a New Zealand hire company wrote over and asked if they could hire one of his marquee linings for a wedding. The request arrived too late, for he had already left for New Zealand to attend the Games, and the lining wouldn't have fitted anyway — but, well, it's nice to be famous. While he was over there, incidentally, he had a look around the party hire scene. His focal point was Johnson & Cousins, specialists in marquee hire.

SPECIAL PEOPLE SAY HULLO

H.A.N.S.W. President Barry McDonald brought back greetings from A.R.A. identities who have visited this country in recent years. One was **Sam Greenberg**, who holds an important position as one of the Commissioners of Los Angeles Airport. Another was **Bill Ristow**, who asked to be remembered to everyone down under. Barry has also had a letter from the redoubtable **Bill Grasse** of Acme Rents — on new family letterhead. (Remember the old one, reproduced in a recent issue of HIRE?) Had there been new additions to the Grasse family, we enquired. The answer was no — just new art work.

FIRST HONORARY MEMBER

At the H.A.N.S.W. Annual General Meeting, visiting Canadian Don Williams became the Association's first Honorary Member. Don, who comes from Edmonton, Alberta, is the incoming President of the

Canadian Rental Association, and the organiser of the 1974 Canadian Convention which — like ours — will be held in September. He spent a few days here after attending the Games in New Zealand, where he acted as a boxing referee. The Honorary Membership was conferred for one year.

CONSCIENCE MONEY — AN INDUSTRY FIRST?

Coates Hire Service N.S.W. Manager, Garry Butler, sent HIRE a copy of the following letter . . .

Dear Sir: White working at a construction site at Botany during 1970 two of your vibrating rollers were on the site. I stole a 16-ounce grease gun from each roller. Since becoming a Christian I am now trying to put right those things I have done wrong in the past, and I am truly sorry for what I did and beg you to forgive me. Enclosing cheque for \$26.00 to cover your loss, please inform me if this is not sufficient.

The letter was signed.

On the principle that one good turn deserves another, the money was donated to a Coates Employees' Flood Relief Fund for Queensland flood victims.

FROM BLIGHTY TO BANKSTOWN

This little item, which could be subtitled 'From Yard Boy To Hire



John Morris

Controller', was contributed by Bankstown Plant & Equipment Hire. Young John Morris, who is Hire Controller at the Company's Bankstown branch, has come a long way in a short time. Just under two years ago he arrived in Australia under the auspices of the Big Brother Movement. Having had some experience in plant hire before he left England (where he was employed by E. & H. Toolan Pty. Ltd. in Cheshire) he gravitated towards the industry in Australia. Within two days of his arrival he was working as a yard boy at Bankstown Plant & Equipment Hire. In no time he had graduated to truck driver and now — at the age of twenty — he has been promoted to Hire Controller. But this, it seems, is only the beginning. He is presently doing a course in Management, with his sights clearly set on bigger things.

CITY TO SURF RACE

A couple of issues back we reported that a number of Sydney hire companies had accepted Greg Page's challenge to compete in the 1974 City to Surf Race. According to a reliable source, some of them are secretly in training. Indeed secrecy seems to be the common denominator, for Greg Page himself, having visited the Games in New Zealand to bring back the latest training techniques for his team, took off late in February for his favourite training camp at an undisclosed location. Seeing that the honour of the industry's at stake, how about letting us in on your progress, you sprinters, so that the rest of us can cheer you on — and maybe lay a few bets on the outcome?

OFF TO THE U.S.

Whether it's got anything to do with the example set by the Prime Minister, the travel itch would seem to be catching. Wreckair executives Ray Kelsey (Melbourne) and Jim Hope (Sydney) were among the latest to take off for the United States for an anticipated month-long visit.

DELEGATES RE-ELECTED

The Committee of the H.A.N.S.W. recently re-elected Neville Kennard and Barry McDonald as the Association's official representatives on the 1974 H.A.A. National Council.

HIRE BUSINESS CHANGES HANDS

David Holt of Holt's Hire Service, Christies Beach, South Australia, has advised us that he has sold his business, and that it is now operating under the name of Johnson's Hire Service. The address is 199 Main South Road, Morphett Vale, South Australia 5162.

HIDING LIGHTS UNDER BUSHELS

If you live in Victoria, Queensland, South Australia or Western Australia, it's hardly surprising if you sometimes get the impression that HIRE is biased in favour of New South Wales. 90% of our material comes to us from just one State. We don't like this unbalanced state of affairs any more than you do, and we are constantly trying to rectify it. For example, five weeks before this issue was due to go to press we wrote, requesting stories, news, photographs or contributions of any kind, to the Hire Association of Victoria (no reply), the Hire Association of Queensland (no reply), and the Hire Association of Western Australia (no reply). Subsequently we also wrote to the Hire Association of South Australia (no reply).

Apart from some first rate material contributed by Brian Telfer in Queensland and Bob Cunningham in the A.C.T., everything in this issue originated in the Sydney area.

This is probably the appropriate place to say how much we appreciate the increasing support and assistance HIRE is receiving from individual members of the industry in N.S.W. But what about all you hire people in other States — are you going to let N.S.W. hog all the space in your industry magazine? HIRE circulates all over Australia and must give some readers the impression that the hire industry is only significant in one State.

What it all adds up to is this: it's up to you, you **personally** — not your competitor down the road, or the executive of your State Hire Association. Why not see that your company — and your State — are both represented in our next issue? We're collecting stories, news, company information and photographs now — so how about it?

McCulloch makes it easy

... easy for you to have portable power
and reliability when you need it most.



MAC 1500—
thousands of these
McCulloch generators are
used daily to operate
power tools, provide
light; at lumbering
camps, construction
sites or in areas
where town power
is unavailable.
Features include
Briggs & Stratton
3½ HP 4 cycle
engine, factory
oiled foam
air cleaner,
and only weighs 61 pounds.



PRO MAC 60—
professional power
plus lighter weight
makes the PM 60 ideal
for larger timber cutting or
clearing of thick undergrowth in the
most rugged areas. Features include auto and
manual oiling, D.S.P. compression release starting,
throttle latch.

McCULLOCH

McCULLOCH OF AUSTRALIA
PTY. LTD.

Distributors in all States

price reduction on MELROE BOBCAT



The Melroe Bobcat M-610 has a rated operating capacity of 1,000 lbs. and maximum lift height of 108 inches.

Clark Equipment Australia Limited has announced a reduction of 4% in the 1974 suggested retail list price of the Melroe Bobcat Loader Model M-610. From January 1st the price of a standard unit ex capital city will be \$5,995 compared to the 1973 price level of \$6,250.

Originally designed and built in the U.S.A., the Bobcat is a multi-purpose pivot-turn loader now used extensively in Australia on building sites, in factories and in rural industry. Local production began at Clark Equipment's Hornsby, N.S.W., plant in 1971.

Mr. B.H. Henderson, chairman and managing director of Clark Equipment Australia Limited, said that the price reduction was the result of outstanding acceptance of the Bobcat which had sharply increased manufacturing schedules for 1974, leading to improved economics of manufacture. It had been decided that savings should be passed on to consumers.

During 1973 Clark had progressively announced reduction in the suggested price of Melroe loaders, Clark lift trucks and replacement parts for these products. The reductions were a direct result of current revaluations and the lowering of import duty. Progressively the effect has been to lower the cost of imported material used in the Australian manufacture of the company's products.

Yamamoto-the Japanese art of breaking up the ground



Yamamoto, Japan's biggest manufacturers of quality construction and mining air tools ranging from rock drills, leg drills and drifters through to concrete breakers, coal hammers and chipping hammers.

Yamamoto air tools are rugged and combine superior technology and craftsmanship giving greater working life and ensuring top production rates regardless of conditions.

Yamamoto bonus features include low air consumption and anti friction parts for reliability and low cost operation; minimum recoil and unique vibration suppression cuts operation fatigue, increases production.

Yamamoto, leaders in pneumatic tools, exclusive to Tutt Bryant. Nation wide sales and service second to none.

Tutt Bryant



For further information contact Tutt Bryant Ltd., 2-8 South Street, Rydalmere N.S.W. 2116, or call your local Tutt Bryant Sales and Service Centre in: Melbourne, Brisbane, Rockhampton, Cairns, Townsville, Hobart, Devonport, Adelaide, Darwin, Perth, Port Moresby.



TB.866

T.W. CROMMELIN expands to N.S.W.

The name T.W. Crommelin & Co. Pty. Ltd. is well known throughout Australia, particularly in the building and allied industries and the hire industry. This Western Australian based company manufactures building equipment and imports a wide range of internationally-known machinery. It also operates a flourishing six-branch hire company organisation in its home State, and was responsible for Western Australia's active waste disposal service.

The T.W. Crommelin story is one of steady growth. Due to customer demand for major national franchises (Kango hammers, Robin engines, Cromco products) the first interstate warehouse operation was established in Melbourne. Then, because business was growing rapidly in N.S.W. and Queensland, further interstate expansion became necessary — this time into New South Wales.

The new T.W. Crommelin warehouse distribution centre was opened recently at 108 Lilyfield Road, Rozelle 2039, to give immediate personal service to N.S.W. customers.

In providing personnel for the venture, new appointments were made to the executive staff. The company has previously been represented in N.S.W. by Bob Hayes, who has been with Crommelins for eight years. He has served in W.A. and for the past three years has taken care of the Melbourne operation, as well as looking after the company's interests throughout Queensland, New South Wales and South Australia.

Crommelins have a widely-respected name and a successful history in supplying equipment to the hire industry in all States. The fact that they operate hire companies of their own has always enabled them to test their equipment thoroughly under actual hire conditions.

HIRE welcomes the company to N.S.W., commends its equipment to readers and wishes the new venture great success.

from birth to maturity

The name of Lightburn has been known in South Australian industry since 1919 when a general engineering business was founded.

In 1945 the Lightburn group of companies was incorporated and its extensive functions include research — design — engineering — supply — finance — factory and sales.

Lightburn commenced manufacturing concrete miners in 1919, then hydraulic jacks poured off the assembly lines in 1944, and in 1948 Australia's first twin tub washers rolled off hugh assembly lines and began making their presence felt in the still young electrical appliance field.

The head office and factory are located on 33 acres of prime industrial land in South Australia and over 800

people are permanently employed in the manufacture of Hydraulic Jacks — Power Tools — Concrete Mixers — Industrial Wheels and Washing Machines.

Lightburn is an all Australian company with over 20,000 shareholders who hold large parcels of shares in the Group's paid up capital of \$2,500,000. All product groups are painstakingly manufactured to rigid specifications of the highest order after having been designed, tested and re-tested under unbelievably torturous conditions by a highly skilled, dedicated team of expert engineers, draftsmen and technicians.

This attention to their products is one of the reasons why Lightburn currently hold these Government Period Contracts:

State Contracts Control Board — Concrete Mixers held for last six years. State Contracts Control Board — Washing Machines — held for last six years. Commonwealth Dept. of Works — Washing Machines — held continuously since 1952 — Tendered for annually. N.S.W. and Victorian Housing Commission — Washing Machines. South Australian Housing Trust — Washing Machines — both contracts held for eight years.

In the face of strong local and overseas competition, Lightburn still commands in excess of 90% of the total Australian concrete mixer market which has been made possible by the high degree of acceptance of the entire building trade and handyman field, backed by the support of hire companies.

This is not a Trencher!

You get maximum control and work efficiency from a drive train that provides separate control of trenching or vibratory plowing speeds and the vehicle's hydraulic travel speed. You can vary each for just the right combination for varying conditions. For maneuvering, there's a mechanical mobile range.

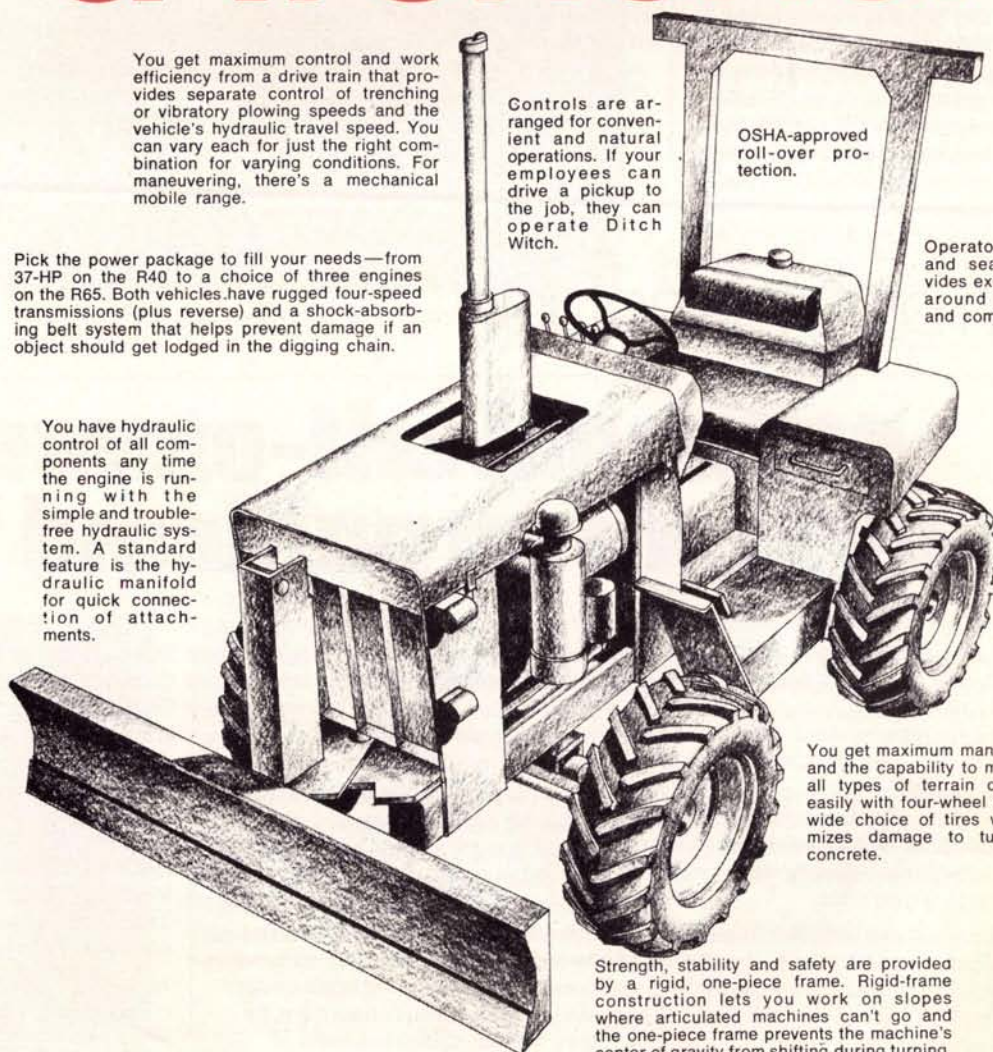
Pick the power package to fill your needs—from 37-HP on the R40 to a choice of three engines on the R65. Both vehicles have rugged four-speed transmissions (plus reverse) and a shock-absorbing belt system that helps prevent damage if an object should get lodged in the digging chain.

You have hydraulic control of all components any time the engine is running with the simple and trouble-free hydraulic system. A standard feature is the hydraulic manifold for quick connection of attachments.

Controls are arranged for convenient and natural operations. If your employees can drive a pickup to the job, they can operate Ditch Witch.

OSHA-approved roll-over protection.

Operator position and seating provides excellent all-around visibility and comfort.



You get maximum maneuverability and the capability to move across all types of terrain quickly and easily with four-wheel drive and a wide choice of tires which minimizes damage to turf or new concrete.

Strength, stability and safety are provided by a rigid, one-piece frame. Rigid-frame construction lets you work on slopes where articulated machines can't go and the one-piece frame prevents the machine's center of gravity from shifting during turning.



Utility backhoe.



Roto Witch hydraulic boring unit.



Fully-hydraulic backfill blade.



Double-auger digging assembly.



Clean-sweep broom on R40.



Earth Saw on R65.

it's more

Ever taken a look at a trencher without the digging assembly? Ditch Witch has. And, we've designed features into that basic vehicle that give you an edge over the competition. We've also designed eight different modules, with easy socket-mounting, to give you more than a trencher. To meet the demands of today and tomorrow, Ditch Witch offers the unique Modular-matic Series, in ranges of 37- to 65-horsepower: one expertly-engineered vehicle with the "switchability" you need to handle all your underground construction jobs. Ditch Witch gave you the first service-line trencher. Now, Ditch Witch gives you more. And there's still more yet to come!

See Mole Engineering for the full range of Ditch Witch Trenchers and these modular attachments.

MORE PROFIT HIRE CONTRACTORS
Any of these attachments
will increase the hire rate of
your Ditch Witch trenchers.

**MOLE
MOLE
MOLE**

MOLE ENGINEERING PTY. LTD.

N.S.W.: Rodborough Road, French's Forest. 2086. Phone (02) 451-1222.
VIC.: 2066 Hume Highway, Campbellfield. 3061. . . . (03) 305-4191.
S.A.: 18 Arabie Avenue, Edwardstown. 5039. . . . (08) 276-8166.
QLD.: 31 Flanders Street, Salisbury North. 4107. . . . (072) 47-5744.
W.A.: 65 Dowd Street, Welshpool. 6106. . . . (092) 68-1429.
TAS.: 26 Wignall Street, North Hobart. 7000. . . . (002) 34-6258.



Hydraulic pavement breaker.



Single-auger digging assembly.

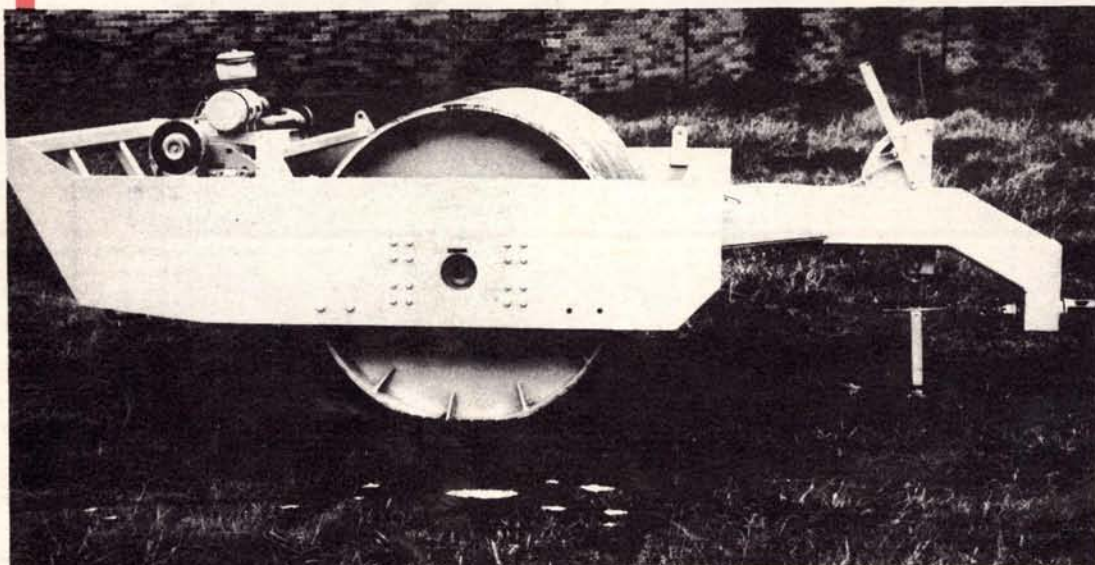


equipment from 7- to 195-HP.

NEW RELEASE FROM PANNELL PLANT

THE HIRE INDUSTRY SUPPLY SPECIALISTS for:-

SELF PROPELLED 30 & 32W VIBRATING ROLLERS
SELF PROPELLED 38R TANDEM VIBRATING ROLLERS
TRANSPORT TRAILERS
POST HOLE DIGGERS
DRIVE UP - DRIVE DOWN HOIST TOWERS
LAWN & LINO ROLLERS



The Pannell Plant "2000" DRAWN VIBRATING ROLLER is available in 72" or 78" Rolling width, with smooth sheepfoot or cleated rolls, hand or electric start. Prices start from \$6,000 ex Sydney. Phone or write for literature and quote to your requirements.

**PANNELL
PLANT** PTY.
LTD.

ENGINEERS

SYDNEY TEL: 534-1400