



hire

JOURNAL OF THE HIRE INDUSTRY
Vol. 7, No. 5, Feb/March 1975

WARBURTON & FRANKI CONGRATULATE
MAKITA, MANUFACTURERS OF POWER
TOOLS FOR INDUSTRY & CONSTRUCTION
ON THEIR 60th ANNIVERSARY.

They're rugged, reliable, time tested! They're 'just' made for the Hire Industry!

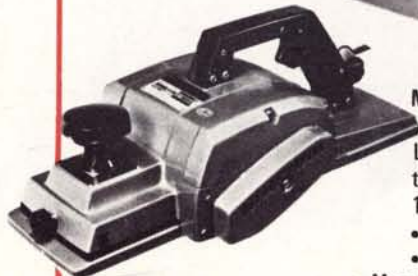
Whenever there's a tough job to be done industry knows it can rely on Makita, and 60 years of time-tested experience bears this out. If you are in the business of hiring out power tools you couldn't operate more economically than through Makita from Warburton Franki.

Makita Planers

World's biggest range of heavy duty hand planers — from 80mm (3-1/8") to 155mm (6-1/8") — blade width.

- MODEL 1100** —
Heavy duty 82mm (3 1/4")
- With steel case
 - No load speed 16,000/min.
 - Max. planing thickness 3mm (1/8")
 - Shiplap depth ...20mm (51/64")

- MODEL 1125**
— Heavy duty 82mm (3 1/4")
- No load speed 12,000/min.
 - Max. planing depth 2mm (5/64")
 - Shiplap depth 25mm (63/64")



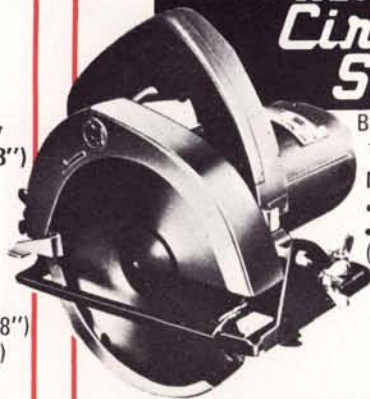
- MODEL 1805**
Super duty
Largest portable
type ever made.
155mm (6 1/8")
- Wooden carrying case
 - No load speed 16,000/min.
 - Max. planing depth 3mm (1/8")

Makita Power Tools

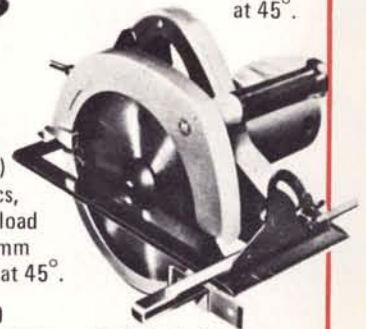
Makita Circular Saws

Blade sizes from 100mm (4") to 380mm (15")

- MODEL 5600B** 160mm (6 1/4")
- No load speed 4,000/min.
 - Cuts 55mm (2 1/8") at 90°, 36mm (1 3/8") at 45°.



- MODEL 5900B**
— Super duty 235mm (9 1/4")
- Wood, Steel, Stone, Plastics, all cutting operations.
 - No load speed 4,100/min.
 - Cuts 84mm (3 3/4") at 90°, 58mm (2 1/4") at 45°.



- MODEL 2400**
— Heavy duty 255mm (10") Table Saw
- Cuts wood, plastics, aluminium, steel at high speed.
 - No load speed 4,100/min.
 - Cuts 70mm (2 3/4") high, 137mm (5 3/8") wide at 90°.
 - Cuts 70mm (2 3/4") high, 97mm (3 3/4") wide at 45°.
 - Quick adjustment of cutting angle at 0°, 15°, and 45° right or left.



AVAILABLE FROM



WARBURTON FRANKI

HIRE official journal of the Australian hire industry and hire associations

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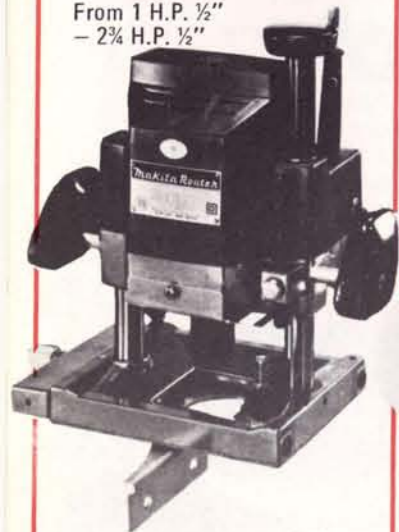
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Makita Routers

From 1 H.P. ½" – 2¾ H.P. ½"



MODEL 3600B 12mm (½") – Super duty
 • For carving, chamfering, grooving, cutting, butting, copying. • No load speed 22,000/min. • Highly efficient elevating mechanism. Motor plunges vertically up to 60mm (2 3/8") and is optionally fixed by lock lever. • Quick change of cutting depth between 0 - 15mm (0-5/8") by turning stopper block.



MODEL 3600 1HP 12mm (½") – Heavy duty Engraving, chamfering, grooving, form cutting etc.
 • Bit speed of 23,000 rpm ensures smooth finish.
 • Easy depth adjustment.

Makita Sanders Polishers

Available in 6" & 7" disc type and 3", 4" belt type.



MODEL 9207 SPB 180mm (7")

• Sand and polish with one tool. • Well balanced – weight only 3.4 kgs (7.5 lbs.). • 2 speeds – 2,000 and 3,800 RPM • Switch protected from abrasive dust and dirt. • Super burn-out protected motor.



MODEL 9401 100mm (4") BELT SANDER Heavy duty
 • Fast sanding on wide variety of materials; wood, composition and metals.

• Belt speed 350m (1,148 ft.) min.
 • Net weight 6.9kg (15.21 lbs.)
 • Perfect for flush-along-side sanding as well as open areas.

Makita Disc Grinders

Wide selection from compact 100mm (4") grinder to the super duty 230mm (9")



MODEL 9500B 100mm (4")

• Powerful, lightweight, safe and easy to operate. • Weight only 1.8kgs (4 lbs.). • Wide range of accessories.
 • No load speed 10,000/min.



MODEL 9609B 230mm (9") Super duty high performance grinder

• Lightweight 6.3kg (13.9 lbs) and with superb balance for long operation. • No load speed 6,000/min. • Wall chasing accessories available.



Makita Power Trowel



MODEL 4000

• Produces dense concrete surface by uniform trowelling pressure • Easily carried by one man. Supply fold handle, fits in car boot.
 • Cam mechanism protects unit from impact damage. • Net weight 30kg (66 lbs)
 • Ideal for the handyman

ALL MAKITA TOOLS ARE BALL BEARING CONSTRUCTION FOR SMOOTH OPERATION AND LONG LIFE

Makita Hammer Drills

From 10mm (3/8") to 35mm (1 3/8")



MODEL 8035B

– Heavy duty 35mm (1 3/8")
 • Most powerful tool in its class • For setting of anchors in concrete. For drilling, channeling, chiseling and demolishing reinforced concrete. • No load speed 200/min. • Impacts per min. 2,800 • Air cushion design for operator comfort.



MODEL 8022B 22mm (7/8") Heavy duty

• Compact, light weight, easy to operate. • The fastest drilling hammer on the market for self-drilling anchors.
 • No load speed 500/min.
 • Impacts per min. 3,000.

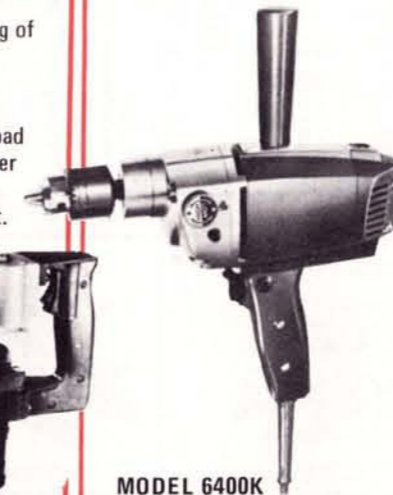
Makita Drills

A wide range from 6.5mm (¼") – 20mm (¾")



MODEL 6300L 13mm (½")

Angle Drill – Heavy duty
 • Ideal for drilling in tight corners or difficult access areas.
 • No load speed. High 800/min. Low 350/min. Without right angle attachment 550/min.
 • Capacity Steel 13mm (½") Wood 30mm (1 1/8")

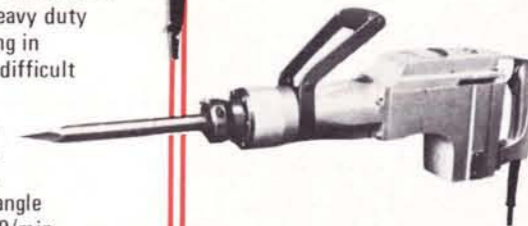


MODEL 6400K 10mm (3/8") 2-Speed Drill

• No load speed – High 2,300/min. Low 1,150/min.
 • Capacities – Steel 10mm (3/8") Wood 24mm (1")

Makita Power Hammers

From 5.8kg (12.8 lbs) to 15kg (33 lbs)



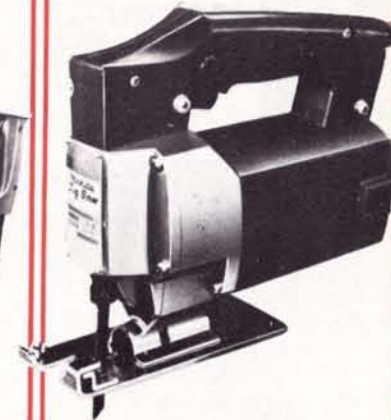
MODEL 8900 – Net weight 15kg (33 lbs) Heavy duty

• Powerful hammering action for chipping and demolishing concrete, stone etc. • Impacts per min. 1,750. • Highly efficient air cushion design.
 • Safer burn-out protected motor.

Makita Jig Saws

MODEL 4300 BA – Heavy duty

• 26mm (1") stroke • Bevel cutting up to 45° right or left • Cutting capacities 60mm (2 3/8") in wood 6mm (¼") in steel.



The full Makita range backed by Australia-wide Service facilities, is obtainable from:

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Sydney : 199 Parramatta Rd., Auburn, NSW. Ph. 648-1711
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 Launceston : Associated Agencies P/L, 212 York St. Ph. 2-1218
 and all authorised Warburton Franki Makita Dealers.

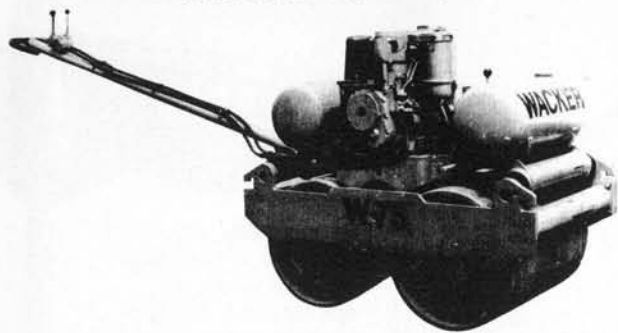
THAT'S IT!

THE LARGEST RANGE OF SOIL COMPACTION EQUIPMENT ANYWHERE—20 MODELS!

VIBRATION ROLLERS



VIBRATION ROLLERS



Double Drum Vibration Rollers: Diesel powered, two forward and reverse speeds, large water tanks, self cleaning drums, maintenance free drive and vibration mechanism, built-in lockable tool box, dual operating controls.
Double drum vibration = doubled compaction effort.

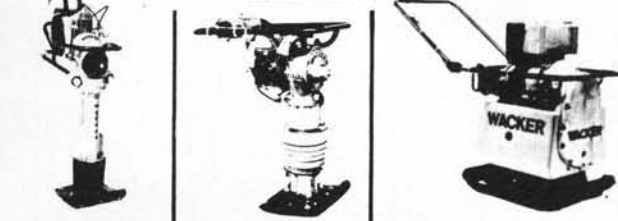
Vibro Plates: Petrol, diesel or air driven, forward and reversible, from 300 mm to 1000 mm compaction width. Compaction depth up to 800 mm. Suitable for compaction of granular and mixed soils. Water tanks, moulding edges available for asphalt work.

VIBRO PLATES



Rammers: Petrol, diesel or air driven, from 22 kg to 228 kg, shoe sizes from 110 mm to 500 mm interchangeable; compaction depth up to 650 mm. Suitable for road patching, asphalt work, granular and especially cohesive soils.

RAMMERS



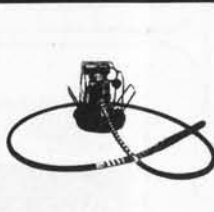
OTHER WACKER EQUIPMENT FOR THE CONSTRUCTION INDUSTRY



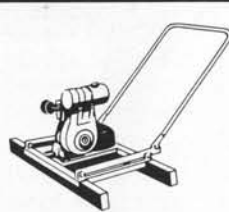
BREAKERS



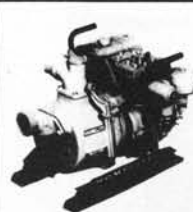
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INTERNAL VIBRATORS



SCREED BOARDS



WATER PUMPS



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GERRY NOLAN
NEW PRESIDENT H.A.N.S.W.

ARA CONVENTION LAS VEGAS

Now that the A.R.A. Convention tour is over, some 20 Australian Hire (rental ?) operators are wondering where they can improve their operations.

The convention and its associated yard tours left some of our party with the feeling that they would like to start again, and correct any mistakes they may have made in the past.

Briefly, the American operations are most efficient and their employees work for their pay.

(Which incidentally is not much different on a dollar for dollar basis than our current rates.)

One thing that impressed most people was the inter-company relations that prevail and the strength and integrity of the A.R.A. membership.

The convention was started by a most impressive flag parade and blessing and was finished by an annual banquet in a ballroom of nearly two acres in area.

The speakers and panel discussions left everyone wondering, and gave us some good ideas on what we can do to make our next convention in Adelaide that much better, and it is hoped that a group of American Rental operators can visit us in Adelaide.

The hospitality of all whom we met left many of us with slight headaches, (mainly in the morning) but they were prepared to help us in any way they possibly could showing us over their yards, and also where possible the local sights.

When in the future there are other tours (and there will be) I hope to see more Australians make the effort to attend, as the benefits of exchange of information are too great to be missed.

president's message

editorial

HIRE NEEDS YOU — YOU NEED HIRE

Hire started publication nearly eight years ago.

During that time it has grown from little more than a newsletter to the current issue of 48 pages.

Hire started as a free publication to Hire companies and had a circulation of just over 100 copies in N.S.W. only. This issue will be sent to over 1200 companies in Australia, New Zealand, United Kingdom, North America and New Guinea.

The magazine was most fortunate to have had Wyn Reid as its editor. She put in many hours of hard work for little financial reward and replacing her will be extremely difficult.

Like all enterprises, success or failure is dependent on profit, a fact that all Hirers will appreciate. During the magazine's lifetime, costs of production have trebled, postage charges have quadrupled

and editorial charges will increase substantially. Each copy of Hire costs over \$1.50 to produce and mail to you.

Justifiably we receive complaints when the magazine is late but generally the magazine now has an excellent reception in the industry.

Hire does not receive any financial assistance from associations and has relied purely on advertising revenue.

At present some Hire companies pay for the magazine while others don't which of course isn't fair.

If you want a magazine of good quality to be brought out regularly on time then you can help in three ways:

1. Pay the modest subscription of \$6 per annum for 6 issues per annum.
2. Tell your suppliers about Hire as an advertising medium.
3. Send us news or articles of interest to the industry.

BANKCARD

V

MASTER KEY ACCOUNT CARD

*Hire received the following letter
from Mr. Ken Richardson,
Managing Director of Access Plant
(Hire & Sales) Ltd.*

Dear Sirs,

I have been passed the October/November, 1974 edition of "Hire" by Mr. Shannon of "Hire News". I found it most informative; so much so, that I have arranged for my Bank to send a mail transfer form for one year's subscription.

I was particularly interested by the article on Bank Credit Cards for the Industry. I imagine that conventional Bank Credit Cards have the same shortcomings as far as hire is concerned in Aussi, as they do in the U.K. but it is generally accepted that some kind of credit card could be introduced to advantage.

We are trying to meet the requirement in the U.K. by the introduction of the Master Key Account Card. The dictionary definition of Master Key is "a key that opens all doors", "hence solves all difficulties." Whilst the card is not fully operational, it is anticipated that it will be in about two months. Already it has been received with enthusiasm by the Hire Trade and Contractors alike. I enclose some information on the card; if you consider it newsworthy you may publish it. If not, perhaps you would be kind enough to pass it to Mr. Gerry Nolan of Handyman's

Hire Service who, I believe, chaired the meeting.

The attached article on generators may be of interest to your readers.

Yours faithfully,
ACCESS PLANT (HIRE & SALES)
LTD.

K.E. Richardson
Managing Director.

All hire companies have experienced from time to time the problem of establishing the bona fides of potential customers, who, whilst well known and accepted in their own area are unknown to the hire company. Even if bona fides are proved it is not always economic to open an account for a one off transaction. This problem is now solved by the advent of the Master Key Account Card.

Whilst the basic concept of the card is the same as the Access Card, Diners Card, etc., that is payment guaranteed by the card issuer, there is one major difference in that the potential card users are not canvassed by the card issuer but are proposed by Hire Companies who, in consequence, receive a commission of 10% on all hire transactions conducted by the persons using the card.

The actual working of the scheme is best illustrated by reference to the three parties concerned:—

1. Card proposer.
2. Card holder.
3. Hire company accepting the card.

Card Proposer

The hire companies participating in the scheme may propose initially four of their own account customers as card holders, if they feel they have suitable bona fides and would wish to make use of this service, (the number that may be proposed will be increased subsequently). Subject to suitability, the proposed organisations will be issued with cards which will have on them the code number of the proposing hire company and every time an invoice is submitted to Master Key Account Card 10% of the gross amount of the hire part of the invoice and 2½% of the sale items will be paid to the proposer in an average time of twenty days after receipt of hire invoice.

Annual renewal notices to card holders will be passed through proposers thus giving them the opportunity of ensuring that subsequent cards continue to bear their code number. Master Key Account Card guarantee not to deal with any potential card holder direct but only through a hire company, whose code number will be endorsed on the card. The only charge to participating hire companies will be a £2 per branch per annum registration fee.

MASTER KEY ACCOUNT CARD

At the end of each financial year a firm of chartered accountants will certify that all commissions due to participating hire companies have been remitted to them.

Card Holder

An organisation proposed by a hire company as above will be issued with cards at a cost of £2 per year, personalised for use by individual employees. The card will show the company's name with the signature and photograph of the employee. Card transactions will be further protected by the employee supplying an official order for each transaction.

The card holder will no longer have the problem of handling and accounting for large sums of money for hire and deposits and all transactions for one site (even if he is obliged to use more than one hire company) will appear on a single statement. There will be the additional benefit that if credit is required beyond the normal monthly account facilities, this will be automatically available. Only 15% of the amount outstanding need be paid each month and the charge for the use of the facility will only be 1½% per month on the amount outstanding.

Hire Company accepting the Card

Some three hundred hire companies (chosen to give effective cover throughout the U.K.) are being approached to participate in the service. Should they agree, their names and a list of equipment that they have available will appear in a guide book which will be given gratuitously to each card holder. If the hire company wishes to restrict the use of the card to only certain items in their hire fleet this will not present any problem, as they need only show those items on their list. Organisations working away from their normal base of operations and thus unable to make use of the

account facilities they have with their usual hire company, will be channelled into the premises of the participating hire company in the area in which they are working. The hire company will be supplied at no cost with a sign indicating that they accept Master Key Account Cards, a card imprinting machine, instructions, etc., and a briefcase to contain all the items associated with the card service. No charge will be made to the hire company for the inclusion of their name in the guide list which will be published and distributed not less than once per year.

The hire company honouring the card will invoice Master Key Account Card for their normal hire charges less 20%. Master Key Account Card on their part guarantee to pay the invoice on average twenty days after receipt and without further reference to the card holder. This facility will obviously help the cash flow situation of the hire company who honours the card.

Expendibles which are purchased such as drill bits, abrasive wheels, abrasive sheets, etc., will be invoiced for at normal rates less 5%. Subsequent charges for lost or damaged equipment will also be honoured by Master Key Account Card on the same terms.

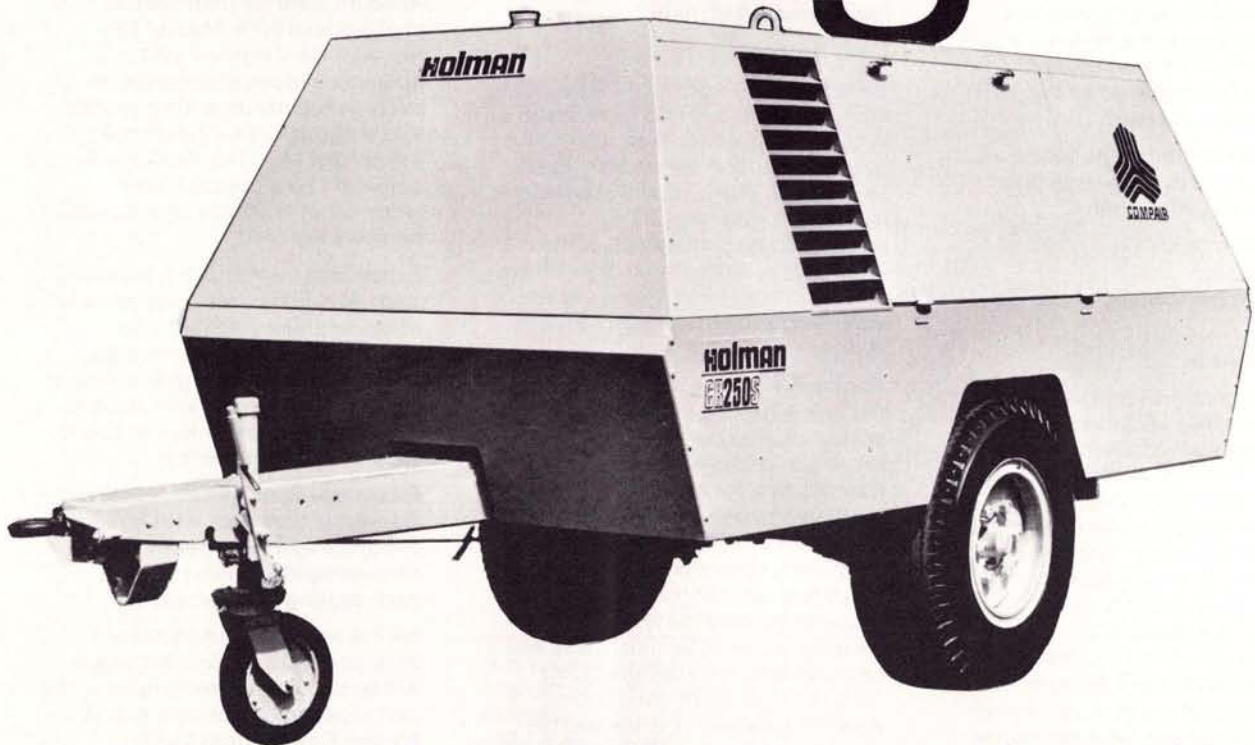
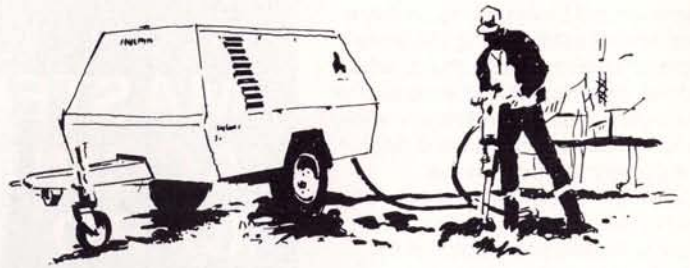
All transactions will be processed through a computer with two bought ledger runs per month to ensure rapid payment to participating hire companies.

All the terms set out above are incorporated in a contract which will be signed and exchanged by the participating hire company and Master Key Account Card.

.....
As well as the obvious benefits, there are several spin off advantages.

1. If your customer (being a card holder proposed by you) requires equipment you do not normally stock or of which you are temporarily out of stock, you can enquire of another hire company and if they have the equipment, send them your customer. He will present his card and the transaction will be completed without any involvement by you, apart from your original enquiry. You will receive 10% of the hire transaction every time the other hire company invoice Master Key Account Card. You will have

total tuning



The new Compair CV/CR range of portable compressors are designed silent

They don't use insulated canopies and other after thoughts to get noise level down to better than 75 dBA* — they are "totally tuned" — and that means 'silencing' is built-in. Silencing is standard with the

Contact your nearest Compair branch or distributor

CV/CR range — you can't buy them any other way. The only option is in the capacity — 125, 160 or 250 cfm of reliable, low cost air power — or whether you prefer **Broomwade** rotary vane or **Holman** rotary screw.

* ISO 2151 Rating.



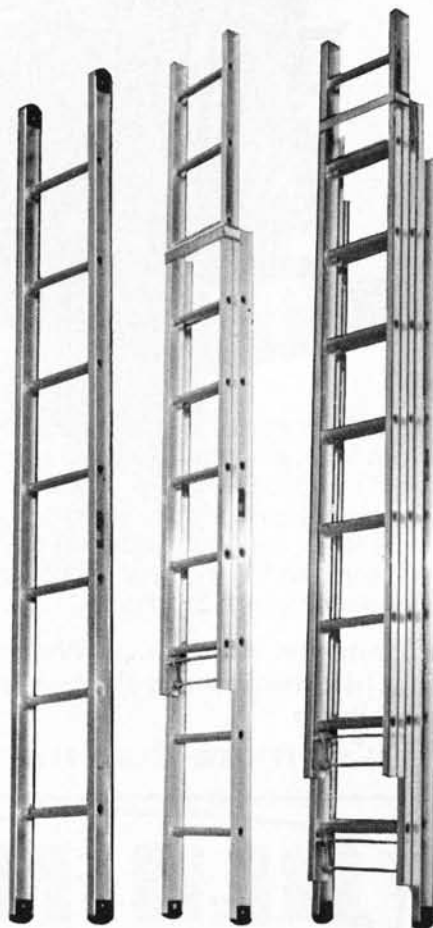
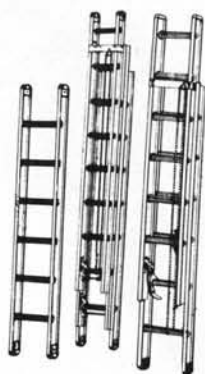
CompAir Australasia
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BAILEY

THE NEW I-BEAM EXTRUDED SECTION FOR LADDERS

I-BEAM sections are recognised by engineers as possessing strength and safety factors exceeding those of other ladder stile sections.



Cut-away illustrating the completely solid bonding of rung to stile.



Showing the perfect crimping and swaging of rung to stile. Our unique method gives a solid joint with no possibility of turning of rung.



Illustrating completely smooth finish of swaging of rung to stile.

SINGLE LADDERS AND EXTENSION LADDERS (I-Beam)

These ladders are for general, industrial and trade use. They all make use of the remarkable I-BEAM stiles which have the greatest strength and safety factors. In combination with Bailey's own unique crimp and swage method of bonding rungs to stiles, a solid right angle connection of outstanding strength is formed. Large diameter rungs are used, serrated for extra safety and bonded to the stiles in a manner which ensures they will not turn in use. Solid non slip neoprene feet ensure a perfect footing. You may confidently rely upon these ladders to give very many years of hard and constant use.

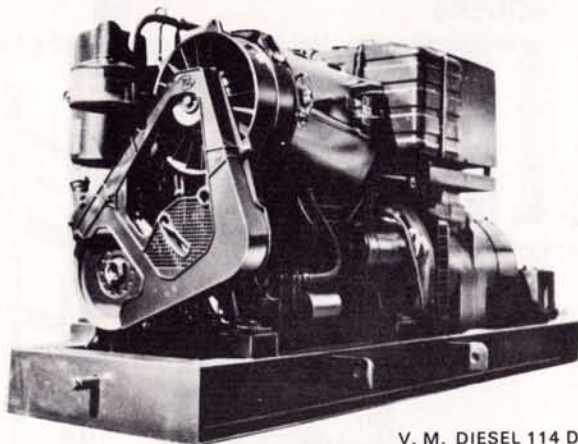
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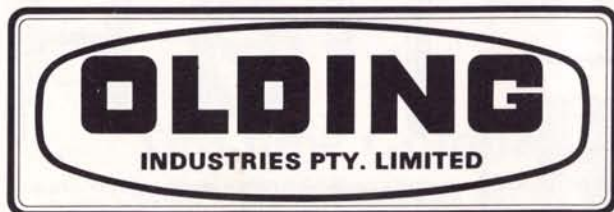


V. M. DIESEL 114 DAN

Ranked among the world's best, the competitively priced V.M. air cooled engine is available from 6BHP to 360BHP ratings. These robust engines of proven design feature interchangeable parts from single to six cylinder models in the in-line range and from the V6 to the V12. Power take-off points for all applications.

**We supply. We service. We perform—
just like the great equipment we
distribute.**

We're more than machinery.



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 Melbourne: Fairbank Rd., South Clayton 3169. Phone (03) 551 2666. Telex AA32879
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OF SWEDEN

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1. can be used with all types of impact tools — Breaker, Chisel, Drill, Digger and Tamper.
2. Completely independent of external power.
3. Light weight — only 9kg. (20 lbs)
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5. Thyristor Ignition System.
6. Simple but robust design.
7. A must for all Hire Companies.

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Cuts concrete, steel, copper and brass.

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HIRE ASSOCIATION OF NEW SOUTH WALES annual general meeting

Hire companies from all over N.S.W. gathered in force for the 1975 Annual General Meeting of the H.A.N.S.W. The meeting which was held at Sebel Town House, Potts Point on the 6th February, was preceded by drinks and followed by a dinner.

Retiring President Barry McDonald presented his report welcoming and identifying new members to the association. At the end of 1974 membership stood at 100.

Subjects covered in the report included The National Convention held at the Chevron being the first to include equipment exhibitors . . . submissions to government departments with particular reference to the Department of Labour & Industry. Barry congratulated John Mason for his work in having the Act changed to introduce a Class V (Restricted) Riggers certificate allowing hoists, but not sections, to be erected by employees who have qualified to hold the certificate . . . thefts and attempted thefts of equipment . . . associate membership.

In the absence of Greg Page, Harry Ford presented the Financial Report. This was followed by the election of Office Bearers.

President: Gerry Nolan

Vice President: Greg Page

Immediate Past President: Barry McDonald

Executive Committee: Garry Butler, Andrew Kennard, Harry Ford, Warwick Levy, Ken Graham, Jeff Marsh, Jim Hope.

General Discussion raised various subjects.

Barry McDonald wanted more workshop meetings, John Brookefield agreed and thought



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

association meetings should be broken into their various Hire classification. Lyall Hamilton disagreed, he felt that this would fragment the association.

Barry McDonald moved a notice of motion seconded by John Mason that the Presidency of the Association should be for a period of one year.

Informal discussion followed.

Barry McDonald — one year enabled the President to retain keenness.

Neville Kennard — minimum of two years necessary settling in period is required.

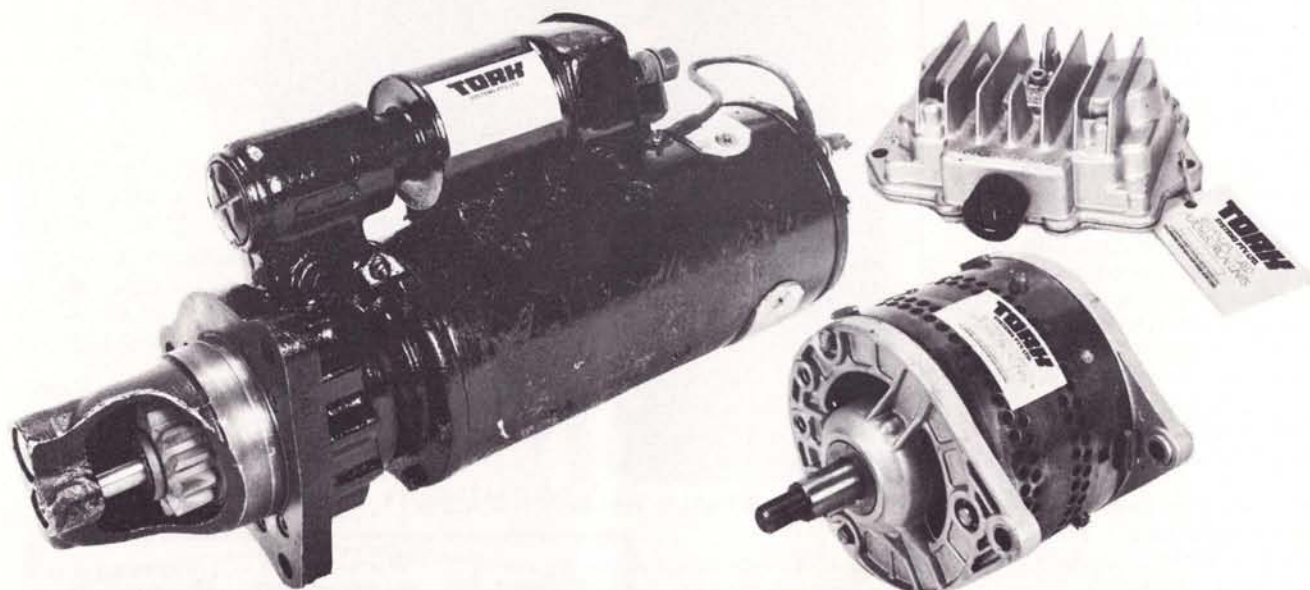
Lyall Hamilton — way should be open to remain president for 3 years.

Warwick Levy — it required a year just to settle into the job. President does have right to stand down.

After further discussion Lyall Hamilton proposed an amendment to the notice of motion extending the time-limit of the presidency to 3 years.

The meeting closed and dinner was served. The Guest Speaker was Mr. Len Barkley who gave a most entertaining talk on the 'People Problem' which complimented Mr. Doug Nettleship's address to the National Convention 'Motivate or Dominate'.

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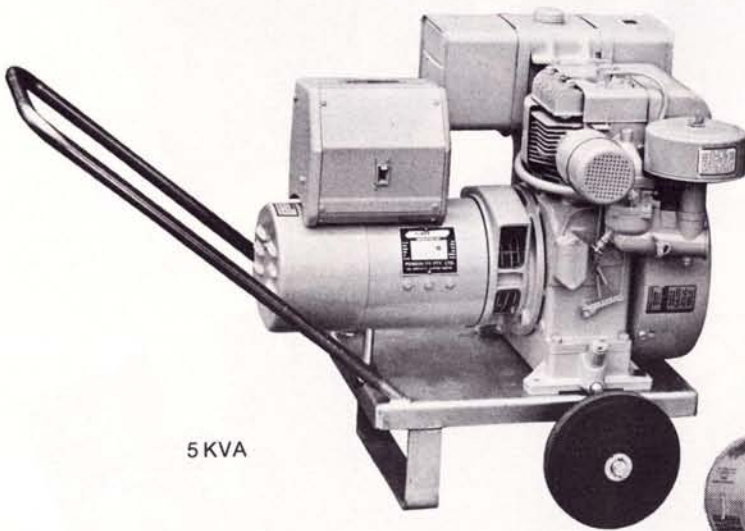
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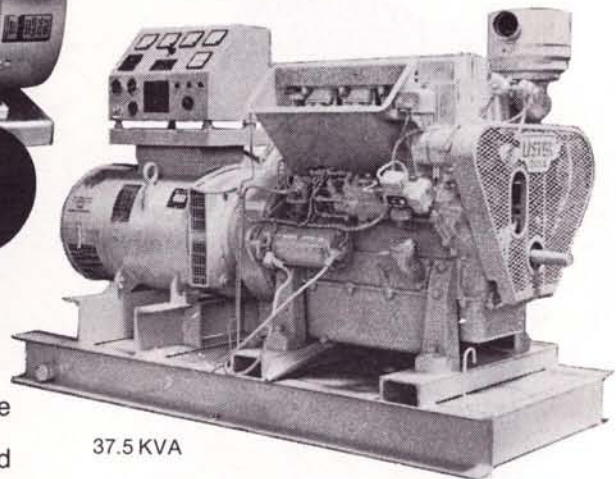
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H.A.N.S.W. ANNUAL GENERAL MEETING**

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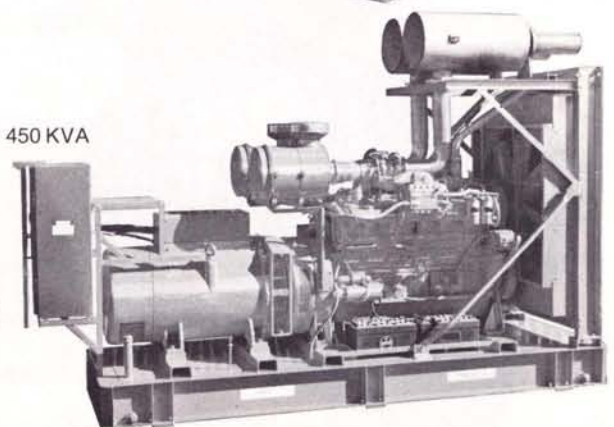
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PARTY LINE

with
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Mark Twain once said that if you are angry, count to four, but if you are extremely angry swear.

So here goes Himmelkreuzdonnerwetternocheinmalnocheinmal!!

What has got my dander up has been the stupid, senseless, profit-destroying, industry-demoralising efforts at price-cutting by those members of hire fraternity who haven't been able to cope with a change in the economy.

This trend has probably been seen in every State in recent months, and the offenders or geniuses responsible come from association ranks as well as outside.



This seems a fitting subject when we are now in the January doldrums, when party hirers normally go out and shoot themselves. This January we have some beautiful extra business bonuses: a sagging economy, shocking labor costs, more unemployment, astronomical stock replacement costs, and more backyard amateurs who live on the smell of an oil rag.

Many party hirers are still healthy and happy. Those who saw the thunderstorms coming battened down their ships by tightening running costs. Others ran for port by increasing advertising budgets.

But the rubber ducks who sat there while the swell got heavier are now doing the only thing they can desperately think of — cutting prices.

When will they understand the mathematics of profit-making and the cold truth about human nature?

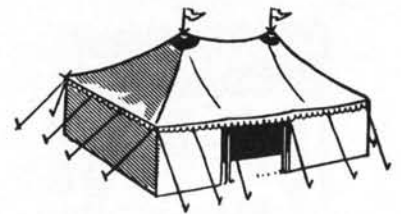
There is a limit to the number of people who will order glasses or marquees or party goods in any one week. When the market drops, or real expansion temporarily halts, the number of total customer orders in the market place stands still. Some hirers win, some lose. But at least the total pool of money entering the industry does not drop dramatically.

However, if a hirer, driven to desperation by dropping orders, announces a "60% introductory discount", or ignores the pricelist and captures the business for whatever price he can, the silly fool thinks he is going to scoop the pool.

Not ruddy likely. That kind of fire will be fought by fire. The opposition then lowers its prices. Both hirers then lose the money the industry sorely needed, and it takes the industry years to get back to any sensible return-on-investment.

If ever there was a need for association members to show the courage of their financial beliefs and charge a fair price for a fair return on a fair investment it is now.

But thank heavens there are a few stalwarts still left around Australia. Salt-of-the-earth people like John McKechnie of Miller Bros. in Melbourne, the Stewart Barlen boys in Canberra, Pat Pearce of Renniks Hire in Adelaide . . . etc . . . etc.



We should probably all take heart at history rather than cry over our Haigs at the moment.

After the Great Depression of 1929-31 a survey was done on those industries which suffered the most when people began to tighten their spending. According to Columbia University's Joel Dean the items which people cut down on most included: eating out, home furniture, entertainment, boats and cars, electrical goods, cooking equipment, musical instruments, luggage, jewellery, purchase of liquor from hotels, flowers and seeds, photo-developing, taxis, and . . . to add a macabre note . . . monuments and tombstones.

But items that people cut down the least on were: china, glassware, tableware and utensils, second-hand furniture, interest on personal debts, household paper products, cigarettes, newspapers, petrol, use of buses and trains, life insurance and medical goods.

What does it all mean, and is there a message for today's society?

Perhaps the best one could say is that there is a likelihood that party entertainment will temporarily move back towards the home, and away from restaurants and hotels.

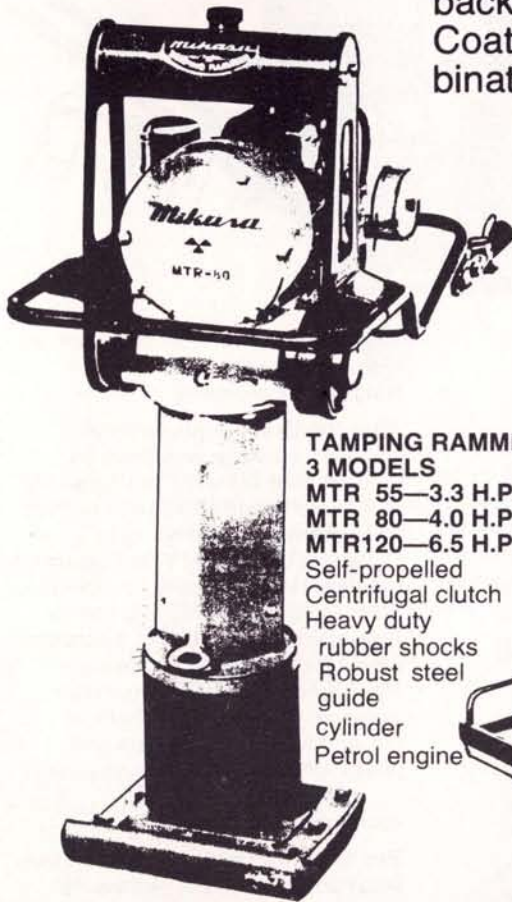
Party hirers, theoretically then, could expect to lose business from hotels and restaurants, and

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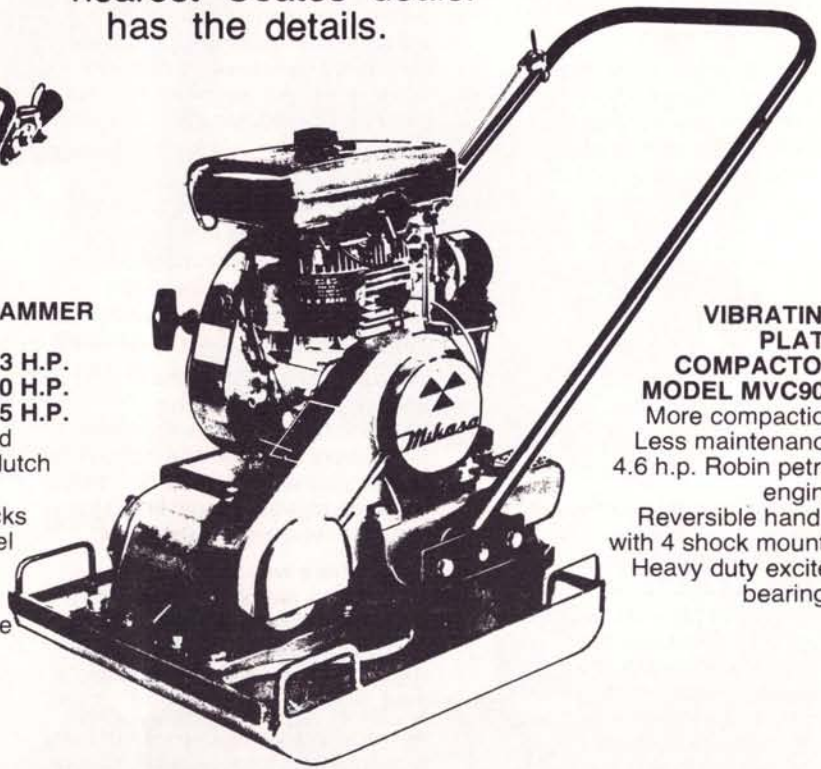
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possibly see an increased bad-debt ratio in these areas. This loss may or may not compensate for the gain in hires at private homes.

Chair revenue from large entertainment spectaculars might slow down. But the overall trend would be that people would tend to buy less goods outright and prefer to hire or use credit facilities instead. This is an encouraging trend.

The changes in spending patterns must occur. The hiring industry must be aggressively abreast of them. With flexibility to take advantage of changes party hirers will grow stronger than ever.

But the best advice price cutters should get is that if they want to go broke they should continue to do exactly what they are doing now.

For the final word in their pink oystery ears, I bow down in homage to George Krausman of the Best Rental Service, Fort Lauderdale, America, who wrote the following little gem:—

Ten little chiselers, cutting all the time;

One cut a little more, then there were nine.

Nine little chiselers, feeling kinda great;

One forgot the overhead, then there were eight.

Eight little chiselers, looking up to Heaven;

One took a credit risk, then there were seven.

Seven little chiselers thought they couldn't mix;

One quit his association, then there were six.

Six little chiselers, all still alive;
One cut the price again, then there were five.

Five little chiselers, crying out for more;

One couldn't pay his bills, then there were four.

Four little chiselers, all full of glee;
One forgot the transport, then there were three.

Three little chiselers, didn't know what to do;

One met a low price, now there's only two.

Two little chiselers, a cuttin' by gum;

One cut the other's throat, now we have one.

One little chiseler, left without a penny;

He can't cut no more, so now we haven't any.

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AUSTRALIA WIDE DISTRIBUTION NETWORK

HOW TO EARN HIRE INCOME FROM THE STOCK ON SHELVES WITHOUT IT LEAVING THE STORE

(as practised in the U.K.)

*Sent to us by K.E. Richardson,
Managing Director Access Plant
(Hire & Sales) Ltd. United Kingdom.*

The U.K. has been plagued for several winters now by perennial power cuts, culminating last year in a three-day working week. Many small organisations ceased to function or barely continued to function, whilst a single generator with even capacity of 1½ kVA would have put the matter right.

As a consequence, many hire companies stock pile generators in the winter well in excess of their requirements in normal times, in anticipation of power failures. As the winter progresses without an interruption of power supplies, hire companies become increasingly aware of the problem that they have a very heavy capital commitment which will be left on their hands if no emergency arises.

This problem is coupled with another problem; when an emergency does arise, the demand is so great for hire and sale generators that the stock is quickly exhausted and established customers who arrive late have to be refused.

A very happy solution has been found to this problem, a system of "standby charges" has been instituted. In this way, the far-sighted user who wishes to protect himself against the effects of a possible breakdown can book a generator for approximately 1/7th of the normal "in use" charge. He is thus protected for a nominal "premium" and the hire company obtains very worthwhile revenue on equipment which is actually still

on their premises and not in use. We recently received an order for 40 of 1½ kVA generators from a very astute gentleman in charge of a group of Jewellery Stores, who realised that for a modest cost of 20 pence per day, he could ensure lighting would be available for security purposes in the event of an emergency, which otherwise would have necessitated the closure of the shop.

It is not suggested there are parallel situations in Australia, but it does illustrate the point if sufficient thought is given to a problem there is always a solution!

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\$1000 to be gained!**

The Barfell company is sponsoring an award, comprising cash prizes and a trophy, for suggestions on how industrial safety can be improved. Each month \$100 is paid for the best suggestion. Three \$100 awards have already been made. At the end of the period in May, the best of these will earn a further \$250 and the Barfell trophy.

If YOU have an idea for improving safety, in any industry, it could be worth \$100 + \$250 + the trophy. But not if you keep it to yourself. Send your entry now, to:

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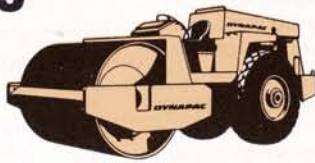
6 tons



Dynapac CA 15

Average capacity on base, subbase and embankment: 300 m³/h (400 yd³/h) at 95–100% Std Proctor/AASHO

9 tons



Dynapac CA 25

Average capacity on base, subbase and embankment: 600 m³/h (800 yd³/h) at 95–100% Std Proctor/AASHO

10 tons



Dynapac CA 25 A

Average capacity:
On asphalt: Wearing course: 120 tons/h at 98% Marshall. Binder and base courses: 250 tons/h at 6% voids
On base: 400 m³/h (525 yd³/h) at 95–100% Std Proctor/AASHO

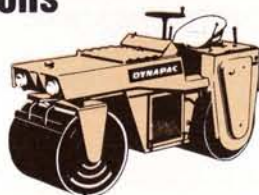
11 tons



Dynapac CA 25 PD

Average capacity on subbase, embankment and dam core: 350 m³/h (450 yd³/h) at 95–100% Std Proctor/AASHO

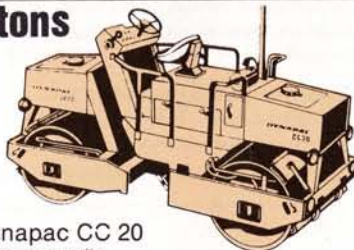
1.8 tons



Dynapac CG 11

Average capacity:
On asphalt: Wearing course: 15 tons/h at 98% Marshall. Binder and base courses: 30 tons/h at 6% voids
On base: 40 m³/h (52 yd³/h) at 95–100% Std Proctor/AASHO

6 tons



Dynapac CC 20

Average capacity:
On asphalt: Wearing course: 90 tons/h at 98% Marshall. Binder and base courses: 200 tons/h at 6% voids
On base: 300 m³/h (400 yd³/h) at 95–100% Std Proctor/AASHO

10 tons

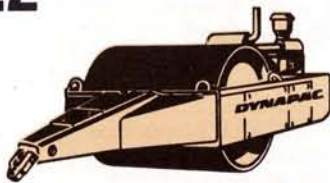


Dynapac CC 41

Average capacity:
On asphalt: Wearing course: 150 tons/h at 98% Marshall. Binder and base courses: 350 tons/h at 6% voids
On base: 400 m³/h (525 yd³/h) at 95–100% Std Proctor/AASHO

Towed vibrating rollers for soil and rock fill compaction

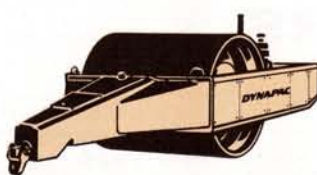
5.2 tons



Dynapac CK 42

Average capacity on embankment, subbase and base: 450 m³/h (620 yd³/h) at 95–100% Std Proctor/AASHO

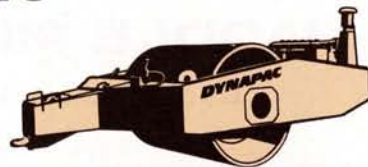
9.1 tons



Dynapac CK 50

Average capacity on embankment, subbase and base: 800 m³/h (1100 yd³/h) at 95–100% Std Proctor/AASHO
Padfoot version 9.3 tons

15 tons



Dynapac CH 61

Average capacity on embankment, subbase and base: 1,200 m³/h (1650 yd³/h) at 95–100% Std Proctor/AASHO

Self-propelled vibrating tamper and plate compactors

62 kg



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Specialised designed for compaction around plastic and other non-rigid pipes in trenches.

72 kg



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Fitted with a water sprinkling system, this is a handy asphalt compactor for minor repair jobs. Also suitable for sand and gravel.

156 kg



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A light all-round compactor fitted with transport wheels. Electrically powered version available.

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Dynapac CM 21

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78 kg



Dynapac CO 16

Versatile vibrating tamper for compaction in confined areas, such as narrow trenches. Easy to operate even on uneven backfill surfaces.

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none of the myriad complications associated with cross hire. Whatever complications ensue, as they inevitably do with cross hire, you are in no way involved *other than the 10% commission you receive!*

If your current policy is not to get involved in cross hire (as is the policy of many hire companies) this way you can have the financial benefits without the attendant problems.

2. The card can be used to imprint your standard delivery note. This will save the time you normally spend writing or typing it.
3. There is no cash changing hands with the attendant security problems and no large sums are required to be available to repay deposits on termination of hire.

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H.A.N.S.W.**

1. Associate Membership shall be open to any Company, Firm or individual, who operates as a Manufacturers' Agent for materials or equipment for use in the Hire Industry, or any phase thereof who engages in the form of Hire-Activities or Services (other than the principal hirer), and who is not eligible to apply for full Membership as set out in Clause 4 of the N.S.W. Constitution.
2. Acceptance by the Executive Committee on the recommendation of a three quarter majority of the members present.
3. Payment of the first year's subscription or if Membership accepted during the year the pro rata amount calculated as per full

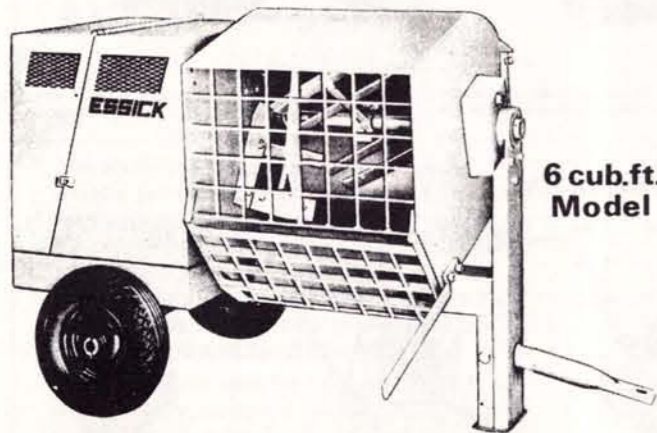
Membership.

4. NO ASSOCIATE MEMBER SHALL —
 - i) Be eligible for election to any office of the Association
 - ii) Nominate or second the nomination of any candidate to Membership other than candidate for Associate Membership.
 - iii) Nominate any candidate for election to any office of the Association.
 - iv) Have power to vote on any matter of the Association.
 - v) Subscription fees for Associate Membership shall be the same as full Members.

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NEW! CASE/ UNI-LOADER Diesel powered 1700 lb load rating.

NEW! DAVIS SCATBACK articulated, four wheel drive, hydrastatic, front end loader with 9 cu. ft. bucket.



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DATE:

TRADING NAME (in full)

ADDRESS

Postcode Phone

Type of service your company offers:

DIRECTORS OR PARTNERS

Name:	Address
Name	Address
Name	Address
Name	Address

Are you a subsidiary of/associated with other Companies
If Yes, please list them

Yes No

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Which will be credited to next year's subscriptions. Plus \$5 for Branch Mailing Costs.	

TO: THE COMMITTEE OF THE HIRE ASSOCIATION OF N.S.W. LTD.

I,

Desire to become an Associate Member of the Hire Association of N.S.W. Ltd. and request you enter my name on the Register of Associate Members accordingly, subject to your Constitution.

Dated this _____ day of _____ 197

Signature

Position

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.



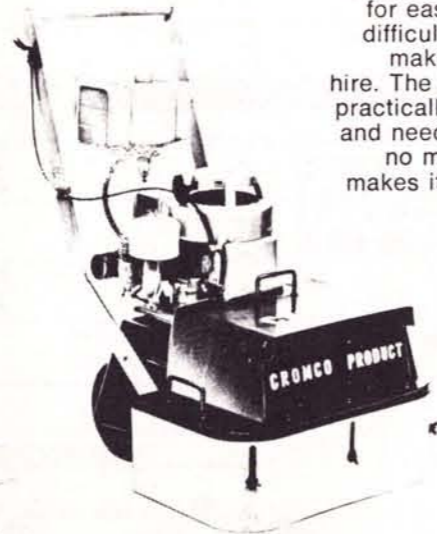
CROMCO PUMPS:

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



ROBIN ENGINES:

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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.



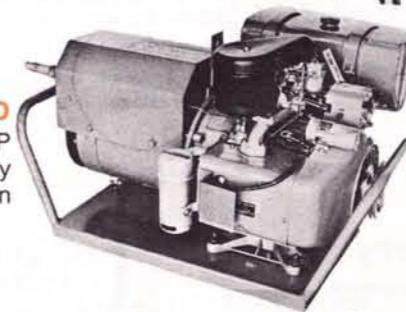
POWER-WELD

5 K.V.A. A.C. Power — 250AMP welding capacity — Powered by the mighty Robin 16 H.P. Twin Cyl. Engine — Portable — weighs only 424 lbs — lifted by 2 men — Electric start —



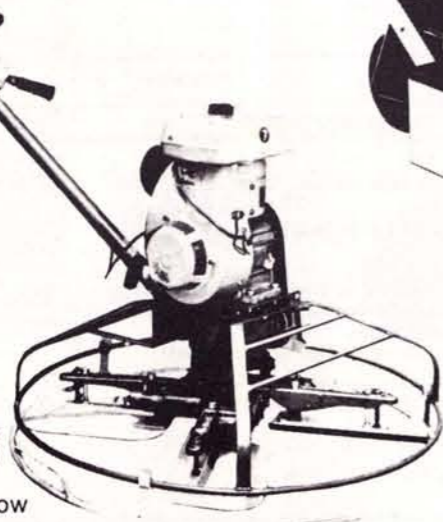
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The best money earner in your fleet. This year stocks will be short so we're giving first priority to hire companies.



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.

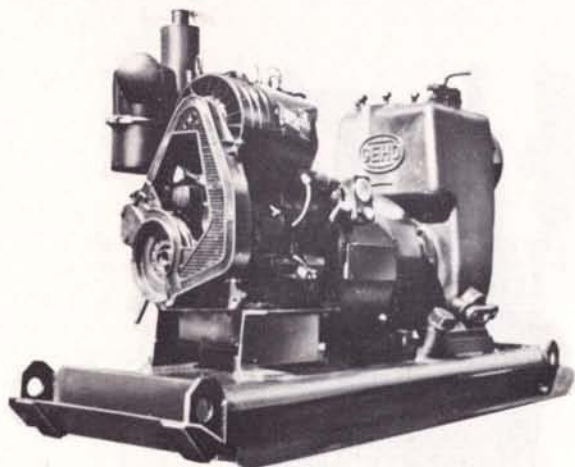


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 Victoria. Ring Ian Marler, Brian Stuart, C/o Crommelins 24 1702
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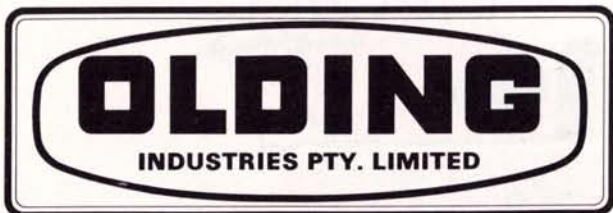
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PRODUCT NEWS

PARTNER INTRODUCES A NEW MOTOR HAMMER

Chicago Co. AB Partner is now adding yet another Partner product to its range of chain saws and motor cutters for concrete and metal — the Partner M100, a completely new motor hammer which is ideal for building construction industries and many others. The Partner M100 can be combined with many different types of impact implements and can therefore be used for a wide range of work such as macadam breaking, chiselling, drilling, digging, packing etc.

It is particularly suitable for use in difficult and confined conditions or operation since it only weighs 9 kg (20 lb.) and this makes it very easy indeed to work with.



It is of simple design, the air-cooled impact assembly being driven by a petrol (gasoline) engine and providing impact energy of 5 – 10 J (0.5 – 1 kmp) when operating at a frequency of 67 cycles per second (1/4,000 min.). The ignition system is of the electronic state type without any parts subject to wear and completely insensitive to moisture and impurities. Both the handles are insulated from

vibrations. The fuel tank has a capacity of 1 litre (0.9 Imp. quart = 1.0 US quart), this being sufficient for about one hour of operation under normal conditions. The fuel system is completely independent of the angle at which the machine is being used. This means that the M100 can also be used for work on walls and ceilings.

This versatile machine delivers flushing air for implements and can also be fitted with an exhaust hose when work is being carried out in pits or indoors.

BARFELL \$1000 INDUSTRIAL SAFETY AWARD

Cheques for 3 winners ... another 4 to go.

Cheques for \$100 each have been awarded by Stuart Fell & Co. Pty. Ltd. for the industrial safety suggestions received in November, December and January and considered the best by the judging panel which included a representative of the National Safety Council of Australia.

The recipients were:

November:

Mr. G.F. Oppenheim,
7 Ballara Court, Brighton, Vic.

December:

Mr. J. Smidt, Safety Officer,
Ralph McKay Limited, Maidstone,
Vic.

January:

Mr. A.W. Pumpa,
312 Townsend Street, Albury,
N.S.W.

Four further monthly awards of \$100 each are still to be made.

"We believe," said Mr. Stuart Fell, managing director of the sponsoring companies, "that there are still many people working in industry who could make worthwhile suggestions on how industrial safety could be improved. We urge them to contribute their ideas."

Industrial managements, with some notable exceptions, have long been criticised for apathy where safety is concerned. It is expected that individuals, frequently closer to the problems than their

managements, will continue to express their concern by making suggestions, particularly since they have the opportunity of being tangibly rewarded for their efforts.

The Barfell Award consists of a \$100 cash prize in each month, November 1974 to May 1975, for the best suggestion received (from individuals, not from companies). Precautions, techniques, equipment, materials, regulations, in fact any practical suggestion for improved industrial safety will qualify in the month it is received.

The best of the series will then earn for its author the Barfell Award trophy, together with a further cheque for \$250. All winning entries will be made available to the press.

So come on, you safety conscious workers, don't just complain. Put your ideas on paper in as few words as are necessary. The entries received have already earned \$100 each for the winners. How about yours? Send them to BARFELL INDUSTRIAL SAFETY AWARD, 9 SYDENHAM STREET, HIGHETT, VIC., 3190.

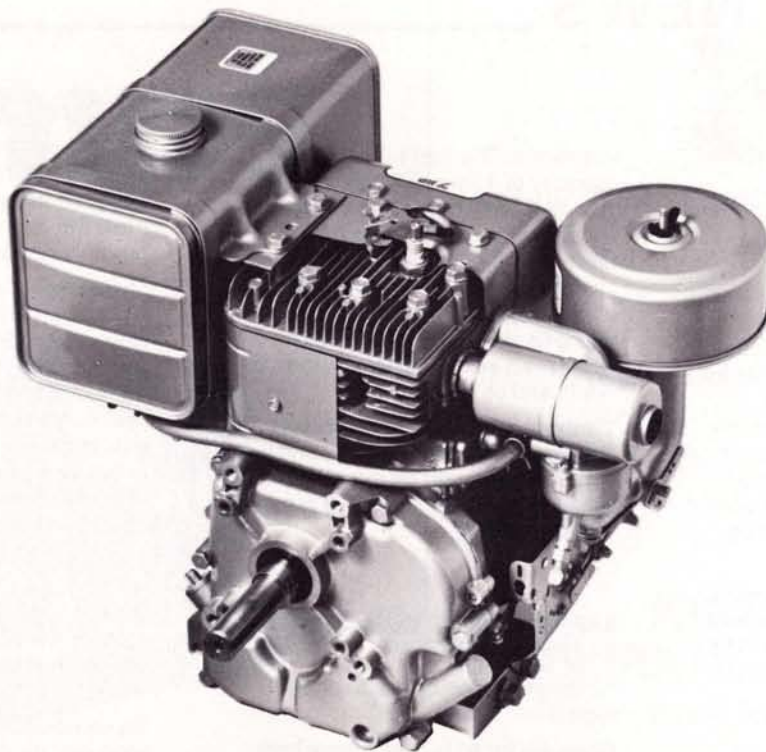
MIKASA RAMMERS AND COMPACTORS

The well known range of Mikasa Tamping Rammers has now been supplemented by the addition of the Vibrating Plate Compactor MVC 90 and the smaller MTR 55 Rammer.

Fitted with a fully protected built-in water tank, the MVC 90 is ideal for hot mix operation, sand and soil compaction applications.

The unit incorporates as standard, many new features, including recoil starter, heavy duty exciter bearings, two-stage air filtration, and four lifting handles for safe and easy handling. The reversible operating handles are mounted with four large rubber shock mounts to isolate vibration and minimise operator fatigue.

The MVC 90 has a vibrating plate area of 500 mm (19.7") by 560 mm (22.1") and overall weight of 89 kg (189 lbs.) fitted with a Robin EY18-2D petrol engine.



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If you run a hire organisation, look for Briggs & Stratton powered equipment . . . it can give a far better ratio of worktime against repair time. If service is needed, you've got the support of the ANI Perkins branch in your State, who back up their 14

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THE PERFECT HIRE YARD

as outlined in detail by

**KEN SIMS State Manager Coates
& Co. Ltd., Western Australia**



One of the main features I consider important in the design and layout of a hire yard particularly when we look at equipment hire rather than soft goods, is that we are now in the merchandising era and therefore must look at showing our goods to the public just as a supermarket carefully chooses where every food line is placed to get maximum impulse sales.

I am an advocate of the American open yard display and believe all our equipment should be on display by being laid out for easy access in the yard and not stored behind buildings etc. or clients being forced to drive around behind the office to collect trailers, hoists etc. If you're ashamed of it — sell it.

Most of our equipment works outside in the rain so it shouldn't really hurt to store it outside. A plastic cover over the motor is an asset to protect it and assist easy starting.

In view of this attitude it seems automatic then that I would place the office and workshop at the rear of the block and leave the majority of the yard to be hot mixed.

Another point I am acutely aware of is after virtually 20 years in the hire industry and having existed most of this time in a situation of having my workshop and office facilities under the one roof, I have lost a great deal of my hearing which is irrecoverable and a factor which all too few ambitious hire contractors overlook until too late.

We must become conscious that our staff should be protected as much as possible from sudden loud noise by trying to have a buffer area between the display and servicing portion of the building and the servicing area — I look here to perhaps the stam pad doing this service.

The next most important point is vehicle access and manoeuvrability. A 30' drive in a virtual semi circle with 3 lanes marked in white and two 30' gateways. Don't insist on clients using any special gate let them use either but use arrows to keep them to the left. The centre lane is to allow access for cars in line to pull out and leave. This system works and I have seen more than 30 vehicles at once in this situation with absolutely no blockages or holdups.

Loading facilities vary considerably around the world. One of the most popular is the hydraulic platform and another is the overhead chain hoist or winch. Personally I favour the overhead winch particularly if it can be fitted to an overhead gantry. This offers tremendous advantages in being able to move heavy items from service areas to storage and again to various loading positions.

Another point I like with an overhead winch is that you are often asked to unload an item from the front of a loaded truck, particularly cement mixers from a grano worker's truck loaded with drums, planks, trowelling machines etc. The ability to lift it clear and let the truck drive away cannot be done with a hydraulic lift. I have also seen difficulties arise when heavy loads are being transferred from the platform to the truck and vice-versa. When the weight transference alters the height of the truck and tips the unit off balance. And of course the problem with a hydraulic lift when the unit is skid mounted and you can't push it.

The office or serving area should be all glass fronted with 100% vision at all times of the entire yard and steam bay if possible. It is so important for efficient operation

particularly when answering the phone to be able to give the client the immediate answer "Yes, we have one available" by being able to see it without moving, rather than dashing around the-back to see if it is there.

The attractive items, electric hand tools, small generators etc. and quick moving lines should be inside the display area and on show to the public, preferably with tickets or signs stating what they are and how much so if you are busy serving a customer they can wander around and learn what you have.

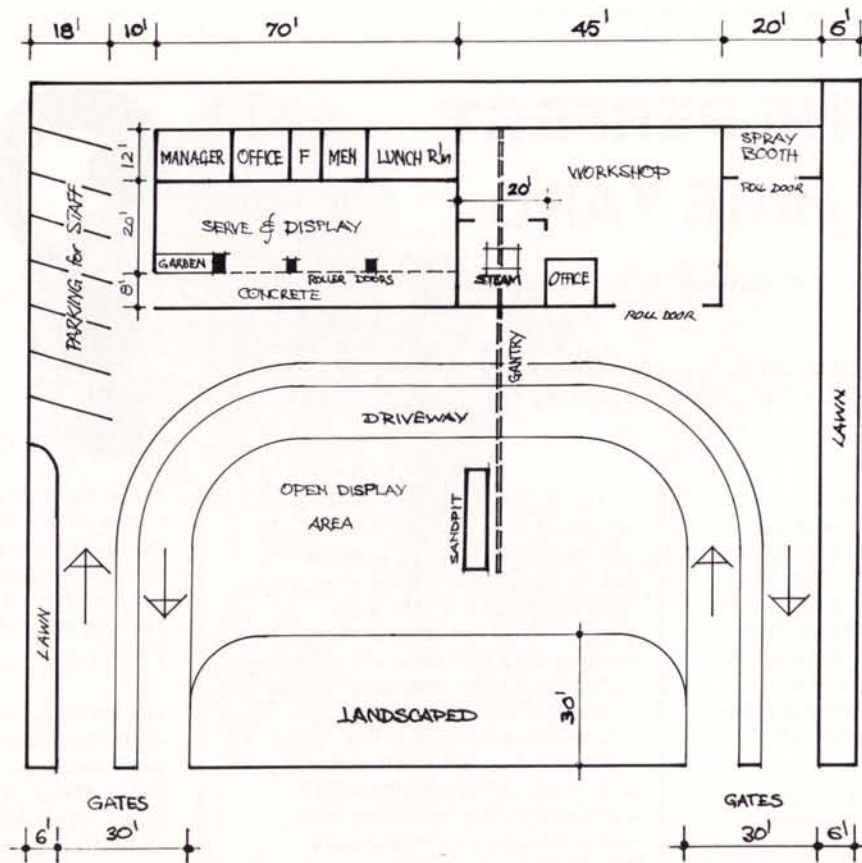
If you can use roller doors in front of your display all the better as this means your goods are wide open for easy access yet quickly protected against weather or for closing at night.

Depending on the State you operate in you will have to take due consideration of certain by-laws which make a great deal of difference to your design.

One of these is parking. It seems amazing to me how many cars your staff possess. They seem to bring 3 each per day. In this instance I have marked out an area next to the office with 18' of diagonal parking and 10' of drive behind it. There is nothing more infuriating than having your car dented in your own yard because you didn't really allow enough space to manoeuvre.

Another feature is the local Government act concerning landscaping. Sometimes they want you to set aside more area for lawns and gardens than they leave you for a yard.

The steam bay. I'm in favour of having all major equipment go through the cleaning bay and then into the workshop. It wants to be at



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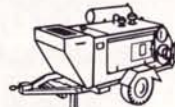
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THE PERFECT HIRE YARD

least 20' x 20' and make sure you put in an efficient drainage and sludge filter system first or you'll be in for expensive trouble later.

The sand pit. A comparatively new innovation in leaving an area unpaved and with at least 3' of sand. The size can vary but I suggest at least 25' x 6'. This area is invaluable for testing compactors, trenches, rotary hoes, earth augers and even more helpful when you get a customer claiming a trencher, or compactor won't work and you can actually test it. If it doesn't work — refund him, if it does maybe he was trying to trench concrete? I can assure you the small outlay in the sand pit is invaluable.

On my layout I have made the offices, toilets, lunchrooms etc. all 12' wide and located them at the rear of the display area. The main serving and display area is 70' long x 20' wide preferably with vinyl tiled floor. Two roll up 15' wide doors give full access directly onto a concrete apron and again directly onto the drive.

The workshop — On this block I've suggested an "L" shaped shop as the block isn't really wide enough to spread right across. Both legs of the "L" are 45' and it virtually surrounds the steam pad. Again roll up doors from the steam pad lead straight into the workshop and if your gantry can run from the

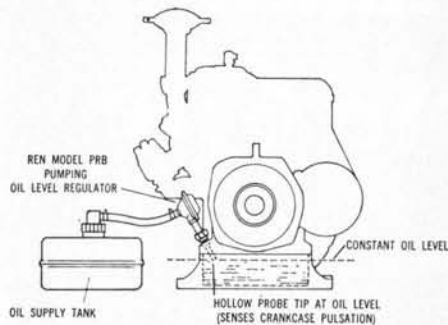
workshop over the steam pad, over the drive and over some of your yard you can handle, store and repair heavy equipment and only involve one man to move it.

A paint booth located at the rear of the workshop with alternate access from outside is depicted and needs to be about 20' x 12'.



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Miss Wyn Reid
Editor
HIRE Magazine
23 King Street
Waverton, N.S.W.,
Australia 2060

Dear Miss Redi:

I was reading through the October/November 1974 issue of your HIRE magazine which, by the way, grows in quality by leaps and bounds with each publication, and especially enjoyed reading John Kroeger's article, "Why Party Hire and Equipment Hire Mix Like Oil and Water."

The controversial topic, general rental vs. specialized rental, is one that A.R.A. members review with interest whenever they meet for conferences and conventions, and I know they would be highly interested in Mr. Kroeger's viewpoints and experiences — especially since they are presented in such a humorous, well-written style.

I would like to ask HIRE's permission to reprint the article in a future issue of RENTAL AGE and request at your convenience the following: 1) wording for a proper credit line; and 2) the photograph of John Kroeger, if it is available.

Thank you for your attention and congratulations on another fine issue.

Sincerely,

AMERICAN RENTAL
ASSOCIATION, INC.

James R. Irish
Editor

SERIOUS ILLNESS

Readers of Hire will be sorry to hear that Wyn Reid the former editor is seriously ill. Wyn went to the doctor last December with what she thought to be fibrositis of the hip, and after exhaustive tests was diagnosed as bone cancer. She is now receiving ray treatment which has helped her a great deal.

She has had to make a big adjustment to her way of life including the use of a wheel chair, which she has hired to reduce the amount of walking.

The Hire industry wishes her a speedy recovery.

FOLDING BAR A WINNER

John Matthews, associate director of Renniks Hire in Adelaide, has designed a folding bar that was christened at the South Australian Jockey Club's annual outing for the Adelaide Cup. The SAJC was so impressed that two of the bars went into the members' ladies' cocktail area, and two into the champagne tent.

The bar folds up on hinges so that it is five inches wide and can be carried by one person, despite its length of six feet.

HIREOSCOPE

NEW SAFETY STANDARDS

Hats off to Ken Stevens, the man behind Turners and Base Hire in Melbourne.

An idea of his looks like being accepted through much of Australia as a way to make the handling of heatane gas much safer.

Ken was instrumental in getting a special sub-committee of the Hire Association of Victoria to study ways of reducing fire and/or explosion risks.

He helped design a special bottle stand for 20-1H. bottles that will prevent accidental tipping. Regulations were also prepared to help instruct customers in the use of these gas bottles. Special instruction stickers, as well as stands, are being made for association members.

We all know what happens when you put a right-hand thinker in charge of a left-hand thread. And so far the hire industry has been free of any major tragedy involving human life. If it stays that way, it will be in no small measure due to Ken Stevens.

"HIREOSCOPE"

Those entrepreneurial characters at Pannell Plant have done it again, in a recent Press release Chris Pannell advised "Hire" of their latest "Conquest".

They have secured an order from The Department of Main Roads N.S.W. for the supply of 10 of their 32R self propelled vibrating rollers.

This order was secured against world wide competition from England, Germany, Sweden, Japan and of course from their friendly Local Public Companies.

NEW COMMITTEE MEMBERS OF THE H.A.N.S.W.



GARY BUTLER



JEFF MARSH

DAVLECO SELF-PROPELLED ROLLERS

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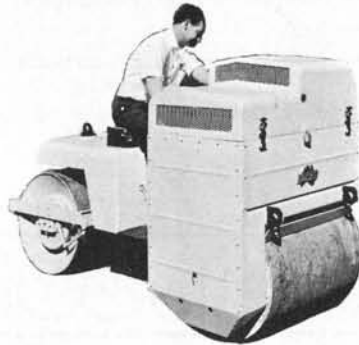
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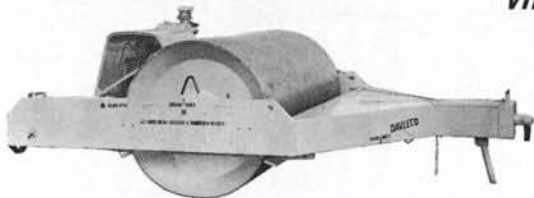
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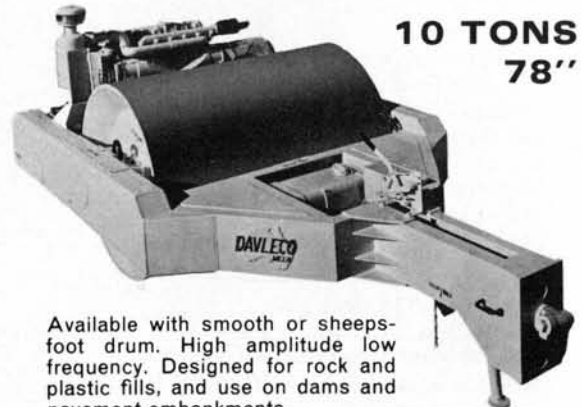
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BORROWING VERSUS HIRING

Patience Thoms in the Brisbane COURIER MAIL, which also carried the story, commends the idea to our own municipal councils. "Not only would this scheme be a boon to the householder," she comments, "it would also help preserve the world's rapidly decreasing supply of basic materials."

If the idea caught on, would it constitute a threat to some sections of the hire industry? Unlikely. Most municipal councils are extended keeping their libraries supplied with books, let alone expensive equipment. And, in any case, any movement away from the ownership concept is a step towards hiring as a life style.

Gary Hooker of Broom's Hire sent us this amusing true happening.

Recently a customer hired a compressor and several air hoses for *BLOWING* out a block of home-units. Much to Gary's surprise the customer requested more air-hose the same day. Broom's ever-efficient team delivered the required hose immediately. However on arrival at the site it was discovered that the customer had wound his way through nineteen units and didn't have enough hose to complete the final unit. Unbeknown to the client, the compressor was just outside the unit, to which he had worked his way back.

HIRE COMPANY IS VALUABLE ASSET TO COMMUNITY

Not only do hire companies help the builder, contractor, factory manager and homeowner by making the latest and most reliable equipment available, but they also provide community assistance when it is most needed.

For example, hire companies such as Silverwater Rental Centres are on call 7 days per week. In emergencies such as floods, storms, blocked drains, even sinking ships, the company provides expert advice, reliable

HIRESCOPE

equipment and fast radio-controlled service. Some of the equipment Silverwater carry in their four Rental Centres are

- (a) Pumps of all kind to relieve flooding.
- (b) Tarps to cover houses or factories which may be unroofed by severe storms and cyclones.
- (c) Manual and power driven "Drain Snakes" to quickly clear blocked drains.
- (d) Portable alarm systems to guard premises which may be subject to vandals and looters.

(e) Sheds for temporary safe storage of goods. They even have for hire Polaroid cameras with which to record damages suffered, so an insurance claim can be substantiated with pictures!

Recently one of Silverwater Hire's roving service vans was first on the scene of a bad car accident. By using his 2 way radio, the technician was able to call an ambulance immediately. The ambulance arrived inside 5 minutes.

Apart from times of disaster and emergency when hire companies can help with unusual equipment, there are many times every day where anyone can get help in the form of personal instruction on how to go about tackling a project.

Silverwater have on their staff four teams of experts on building, rigging, home repairs and extensions. They are willing and able to assist the novice as well as the largest construction company. They work on the principle that the more help they give, the more clients will come back to hire again. With this kind of a philosophy, is it any wonder that hire companies are expanding despite the present economic climate?

1975 H.A.A. CONVENTION IN ADELAIDE

We understand that planning is already well under way for next year's Convention, scheduled for the 25th-28th September in Adelaide. The initial planning meeting took place early in October to appoint the organising committees. As well as some interesting yard tours, President Moss Keller is envisaging a trip to the Barossa Valley, Australia's major wine-growing centre. The Convention will be held in the beautiful, modern Hotel Australia which has a magnificent view of the city and the River Torrens. The trade exhibition will be located about half a mile away at the Wayville Showgrounds, and a shuttle service will be laid on to take delegates to and fro. President Keller is hoping that H.A.W.A. delegates will take advantage of the shorter distance and turn up in strength. He has also promised that there will be some special conference sessions for the party hirers next year.



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TOOL LIBRARY — hiring for the house-proud

Neville Kennard's watchful eye picked up an AAP news item from THE NEW YORK TIMES which made the national dailies here in at least two States. We reprint it by courtesy of THE SYDNEY MORNING HEARALD...

A man came into the library the other day and walked out with a jigsaw and a belt sander. About the same time, a housewife came in and returned a big rug shampooer.

It was a normal day in the Cohoes Tool Library, a public library specialising in lending household maintenance and repair tools in this city of 18,000 on the banks of the Hudson River, near Albany, New York State.

Both householders and officials of the city administration consider the tool library a successful venture in providing tools at no cost for "do-it-yourselfers" to improve their homes.

The city has a large population of blue-collar workers and old housing units.

"The whole idea is to instil a little pride in houses," said Mr R.J. Pawley, of the city's Planning and Development Department, directly responsible for the library.

In May, 1,942 local residents borrowed 238 tools, ranging from a screwdriver to a cement mixer.

The library has 1,537 members, the only requirements being that they must be over 21 years and a resident of Cohoes. The library's collection of 250 tools is valued at about \$A6,000.

It was opened in 1970 as part of the Federal Model Cities Program here. At the time, local planners believed it was the first such library in the country, but an official of the American Library Association in Chicago said she had heard of at least two others, one in Michigan,

the other in Ohio.

The library, housed in the basement of an old church, was operated on a budget of about \$A14,500 last year with most of the money going to pay staff wages.

Behind the library desk are several rooms with tools neatly displayed on walls and floors — screwdrivers and wrenches of all sizes, jack stands, home vacuum cleaners, brush cutters, wheelbarrows, garden tools, snow shovels, pruners, lawn rollers, paint sprayers, chain saws, hammers, axes, pipe wrenches, crowbars and floor buffers.

"A lot of people ask why we should lend out auto repair tools, but we feel that if a man needs a car to support his family and can fix it at a minimum expense himself, then we have performed a worthwhile function," said the director, Mr Green.

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ASPLEY.

For further information contact your Bergin Distributor in all States throughout Australia.

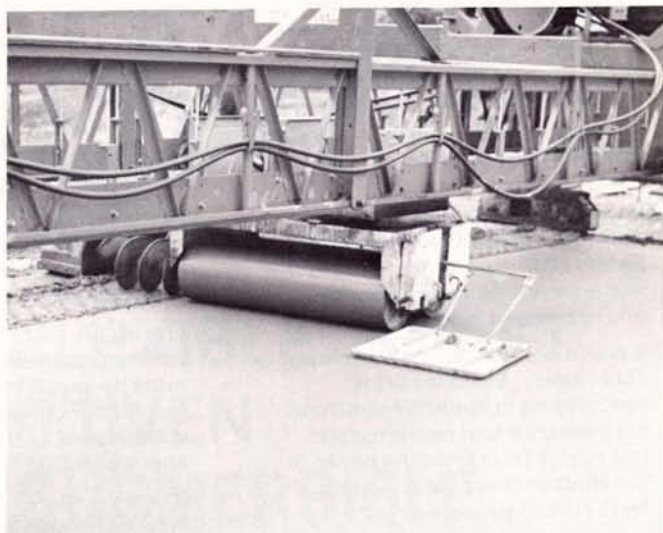
"GOMACO"

The Revolutionary Concrete Finisher



The GOMACO GT-6000 gives you automatic precision, as a grade trimmer, as a curb, gutter and sidewalk slipformer, with an added bonus of forming Median Barrier Walls, or any other free standing concrete structure without forms or boxing of any

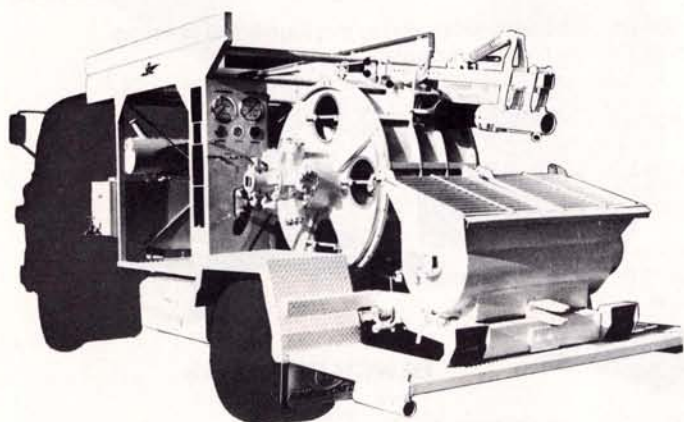
sort. With a concrete yield of nearly 100%, laid to a tolerance of $\frac{1}{8}$ of an inch, this revolutionary machine offers the contractor the competitive edge by expanding his bidding capabilities and reducing his labour problems.



The GOMACO C-450 is able to achieve quantity and quality while holding labour costs to a minimum. One finisher and several labourers can pour and finish up to 2,500 square feet per hour. Typical contractor's comments include: "GOMACO

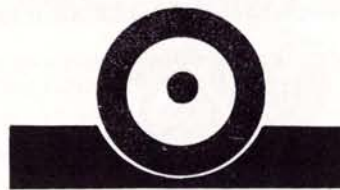
Finisher saves us the labour of 3 men, besides doing a better job. Labour saved on the first project paid for my machine." Lightweight, inexpensive, accurate and versatile, and above all, easy to operate.

SOLE AUSTRALIAN AGENT



Following the outstanding success in Australia and New Zealand of our 'Squeeze-Crete' range of Mobile Concrete Pumps, we are proud to introduce the wide range of Concrete Placers and Finishers manufactured by GOMACO

Corporation/U.S.A. This new generation of sophisticated machines can revolutionise your placing and finishing methods and by significantly reducing labour, offset today's escalating material and labour costs.



SQUEEZ-CRETE
AUSTRALIA PTY. LTD.

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329 8866

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344 PRINCES HIGHWAY,
ST. PETERS 2044

51 7010

THE FOX THAT KNEW THE SCORE

Heard any good shaggy fox stories lately?

This one, a doozy, comes from Silverwater Hire's Marketing Manager, Vic Findlow.



Ever since the quick brown fox jumped over the lazy dog, and another member of his family coined the expression "Sour grapes", foxes have been rated as smart. They still deserve their reputation, judging by this modern fox story ...

One morning recently John Strada, Manager of Silverwater Rental Centre, Bankstown, happened to glance out the window. "That's a funny looking cat," he said. "No, it isn't a cat — it's a dog! ... Good heavens, it's a fox — a baby fox!"

Office speculation was rife. Where had it come from? How had it managed to survive the dangerous journey along Milperra Road? Had it come to hire something? After all, Silverwater do advertise "We've got the lot!"

The upshot was that before you could say Tally-ho the fox was taken into protective custody and dispatched by courier to Homebush in a carton endorsed "Box of Bites" ... "Not to be used for hunts" ... and "Warning! Wild fox — may have rabies."

At head office it was offered sanctuary by comptometerist Rita Hertwig, who fed it, wormed it and tended its sore eye. There was, however, one problem. Rita owns a hunting dog, a large Weimaraner named Kurtman. What would happen when Kurtman was introduced to his traditional quarry — a fox?

To her astonishment, Kurtman immediately adopted it as a playmate!

The fox, which turned out to be a little girl fox (nothing so cute and fluffy could possibly be referred to as a vixen) was tentatively christened Cunningham. In recognition of her perspicacity and good judgment, Cunningham has been appointed official mascot of all the Silverwater Hire and Rental Centres.

Paw-note: In case you're wondering what baby foxes eat, the answer is: dog's meat, chickens — and fingers.

Some of the best ideas are discovered by accident . . . !

Like the fact that concrete deposits clean off mixers, formwork, tools etc. with almost ridiculous ease and speed . . . with a product we formulated as a masonry cleaner!

A large public authority 'discovered' it. The Hire Industry can get the benefit of it.

Get the full story . . . send the coupon to REDIC AUSTRALIA PTY LTD or telephone Melbourne 729 6511

TO: REDIC AUSTRALIA PTY. LTD.,
P.O. BOX 160,
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PRODUCT NEWS

The MTR 55 Tamping Rammer completes the range by introducing a light-weight but highly effective Tamper.

A Robin EC-07 petrol engine provides the power to the MTR 55 which has a tamping foot of 285 mm (11 1/4") by 330 mm (13") and overall weight of 55 kg (120 lbs.). Again heavy duty rubber shocks isolate the vibration and minimise operator fatigue.

These two additional units are available around Australia, together with the highly successful and versatile MTR 120 (120 kg) and MTR 80 (78 kg) range.

For full details, call your nearest Coates & Co. location in Brisbane, Sydney, Canberra, Melbourne, Adelaide or Perth.

EQUIPMENT LIFE EXTENDED BY MOLECULAR COMPOUNDS

Whilst developed for industry generally, the Belzona R range of molecular maintenance compounds, now distributed nationally by Redic Australia Pty. Ltd., could well have been designed specifically to help the Hire Industry.

We all know that hired equipment has to take a lot of punishment, and even the most robust gear can come back in heartbreaking condition. Repairs are frequently necessary, and where they involve replacement parts they are frequently expensive and time consuming.

Molecular Metal.

Judging by results, one of the more dramatic money-savers is the Molecular Metal, a two-part compound containing micronised ceramic steel and available in paste and liquid forms. When mixed, the compound bonds tenaciously to the base metal, actually forming a molecular bond with the surface atoms. It cures to form a hard metallic mass with a compression strength claimed to be up to 20,000 p.s.i. and a very impressive resistance to abrasion.

Successful repair jobs listed in Redic's case history files range from cracked cylinder blocks to split water pipes: rebuilt shaft keyways to relined pump castings and rebuild undersized shafts.

Anti-Seize.

Where seizure is caused by corrosion, chemical action, heat etc. (and your clients, bless 'em, aren't always as careful as they might be), this brew permits fast, easy disassembly . . . if you applied it to the nuts and bolts beforehand.

If not, and if you are tempted to put a three foot extension on the spanner to loosen the damn thing, you might first try the 'sister' compound, called Nato Fluid. This is designed to penetrate and unfreeze things like seized threads. It also waterproofs ignitions and wiring. So that's the pair — one preventive, one corrective.

MOLECULAR RUBBER

This cold-curing elastomer enables you to repair rubber goods.

Solid tyres, grommets, rollers, belt surfaces, resilient mountings, buffers etc. etc. are all fair game: and complete part replacement can often be avoided. You can even cast or mould rubber grommets, seals, covers, and belt coatings.

There is a mouldable wood which could be more than handy for portable dance floors, stages etc.: a flexible membrane to permanently seal roofs, windows, gutters and flashings (builders sheds?) and even repair canvas and tarpaulins.

Emphasis of the entire Redic range is to avoid replacement, prevent premature wear, and make repairs faster and easier than by conventional methods.

Their track record suggests that they have succeeded.

DIESEL POWERED VIBRO RAMMER

The largest vibrating rammer in the world!

The WACKER Model DSU 180 has now been released on the Australian Market!



First users of this machine are Leighton Contractors Pty. Ltd. and the N.S.W. Department of Main Roads. The machine is effectively applied on the \$25 million Flemington Produce Markets and the multi million dollar Western Expressway, both being located in New South Wales.

The machine has also been added to Wreckair's hire fleet, being one of Australia's most progressive.

The DSU 180, weighing 228 kg, is the first rammer to operate on a diesel engine, eliminating a considerable amount of wear and tear and consequently reducing maintenance costs to a minimum. The machine features an oil lubricated drive system, a shock absorbing guiding handle and another first: — variable forward and reverse motion.

Enquiries should be directed to WACKER AUSTRALIA PTY. LTD., 913 Princes Highway, Springvale, Vic. 3171, or to any of the WACKER Branch Offices.

Naturally, obligation free demonstrations are available.

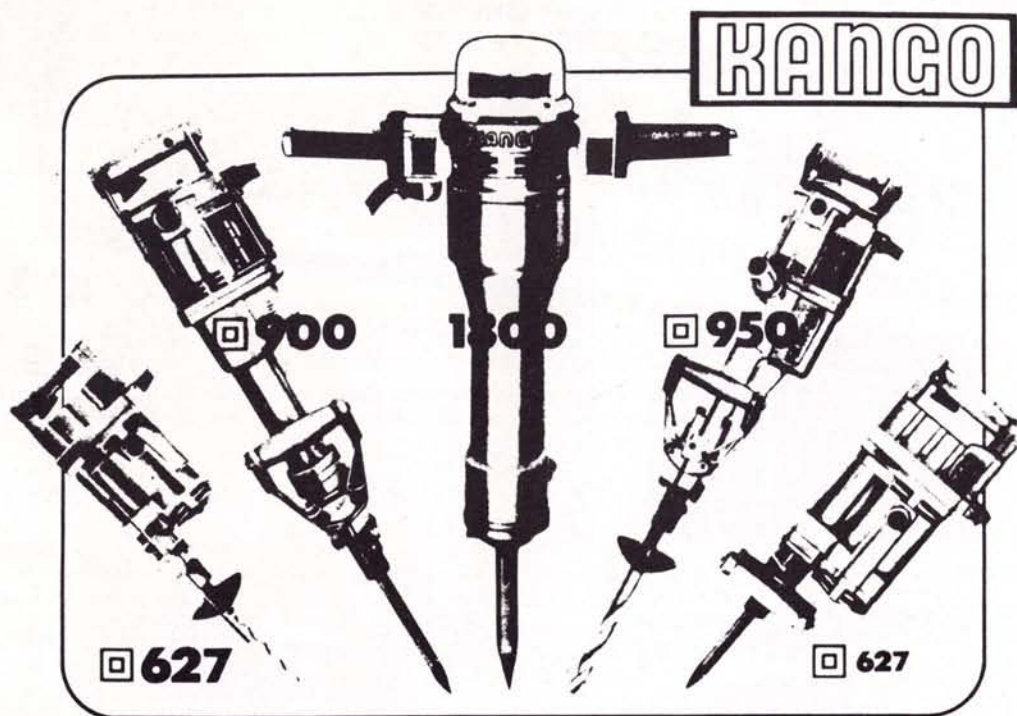


WHY WRECKAIR CHOOSE MACO

WRECKAIR PTY LTD, one of Australia's most progressive hire companies, take delivery of another batch of MACO 64 CFM Diesel-Powered Compressor Units. MACO'S reliability and economy, coupled with good spare parts availability and service back-up, are without doubt some of the reasons why WRECKAIR PTY LTD repeatedly order MACO.

Please direct your Sales inquiries to: **A1 PLANT SALES,**
18 Brooklyn Court,
CAMPBELLFIELD. 3061

Or Phone Melbourne: **359 5453.**



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

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

PRODUCT NEWS

VERSATILE FEATURES ON NEW COMPACT LOADER

A small skid steer loader, the Grasslands Gehl 4400 Hydraskat, has recently been introduced to the Australian market by Grasslands Pty Ltd of Sydney.

The new machine features a hydrostatic four-wheel-drive combined with a dual T-bar control system. It is claimed to be exceptionally manoeuvrable, simple and quick to operate.

Contractors seeking maximum versatility are expected to find special appeal in the speed with which a range of attachments, including a backhoe, can be interchanged.

One of the unit's dual T-bars controls speed, direction and steering. Tight pivot turns are made by contra rotation of the drive wheels. A safety mechanism automatically prevents tight turns being made at excessive speeds which could affect the stability of the machine.

The second T-bar controls bucket elevation and tilt. There are also hand and foot operated throttles, but in many operating situations, the machine is controlled entirely by the T-bars.

The Grasslands Gehl 4400 loader has a wheel base of 914mm (36in), a turning radius of 1930mm (76in) with the standard bucket, and weighs 1740kg (3835 lb). It is powered by a Ford industrial engine developing 33kw (44hp) and has an infinitely variable speed range from 0 to 10.5km/h (0 to 6.5 mph) forward and reverse.

Operating capacity, based on SAE rating is 544kg (1200 lb), the static tipping load is 1088kg (2400 lb) and the hydraulic system offers a maximum lift capacity of 1543kg (3400 lb).

Several buckets are available, ranging in heated capacities from 0.39 to 0.764 cubic m (14 to 27 cu ft). A Quick-Switch tool bar system permits fast interchange of buckets, pallet fork, manure fork, hydraulically powered post hole digger and a backhoe.

Attachment or removal of the backhoe from the loader is an extremely simple operation which can be accomplished in about one minute. It requires no physical effort on the part of the operator, as the hydraulics are used to lift and position the hoe. When the backhoe is being used, the loader bucket is locked in the elevated position.

Further details may be obtained from Grasslands Pty Ltd, 25 Fairfield Street, Villawood. NSW 2163.



Grasslands Gehl 4400 Hydraskat

ELECTRIC SUBMERSIBLE DEWATERING PUMP

A new heavy duty electric submersible dewatering pump, the Pacific Frogman model 800BB, with a discharge diameter of 2in, has been introduced by the Pacific Pump Company.

The pump is manufactured for the Australian market by the Tsurumi Manufacturing Company of Osaka.

Weighing only 55 pounds, the pump is of robust construction yet is extremely compact in design.

It is powered by a three-phase, one hp electric motor, and has a maximum flow of 70gpm. The 800BB is capable of pumping fluids to a maximum head 59ft.

It can run continuously in water containing sand, silt and mud. No oiling is necessary. The unit can also be successfully run in a diagonal position which enables it to be used in pipes.

To enable the 800BB to be used under the most severe operating conditions, it features an exclusively designed double mechanical seal of high-strength alloy tungsten carbide and an oil seal to prevent shaft defacement. Both are standard equipment.

The new pump is suitable for drainage, civil engineering and construction work, bridge piers,



The new Frogman model 800BB electric submersible dewatering pump marketed by Pacific Pumps.

factory sewerage disposal, mine tunnel drainage and draining waste water from factories.

Further information is available from the Pacific Pump Company, 2 South Street, Rydalmere, NSW 2116, or authorised Pacific Pump dealers.

There has been very little that is new in ladders, but with the coming of ALUMINIUM LADDERS there opened up a new era for the manufacturer and the consumer. England, the United States of America and European countries were the natural leaders in this field. There followed many years of trial and error in these countries.

W. H. BAILEY LADDERS PTY. LTD. did not hasten into this new field but continued to observe very closely the collective experiments and efforts in these countries. Ideas on types, construction, safety factors and data from the highest overseas standards were closely studied and we admit to having derived much benefit from this knowledge.

We have now confidently entered into the production of the complete range of aluminium ladders and allied products in the knowledge that we are fully equipped to offer ladders of QUALITY which compare most favourably with any ladders in the world. They comply with the high standards set down for Australia and it is a fact that Australian standards are in very many instances more stringent and exacting than those operating overseas.

IN PRESENTING TO YOU Bailey Aluminium ladders, we do so in the knowledge that we have observed the highest standards, used superior extrusion designs and shapes to the correct aluminium alloys, and employed manufacturing methods which ensure of greater safety margins and a longer life than may be expected from any other ladders.

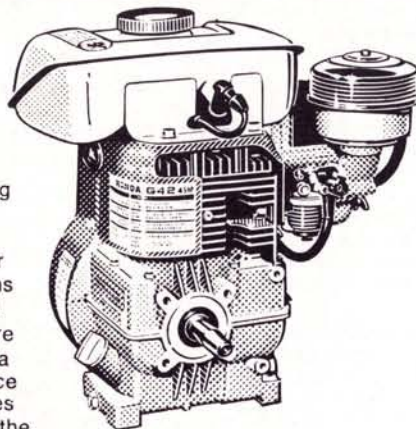
COMPARE these ladders with others and you will immediately become aware of Bailey superiority. We are satisfied you will then select them, use them and be constantly aware of the correctness of your choice.

HONDA POWER for everything...

PUMPS...GENERATORS...
VIBRATORS...CEMENT...
TROWELS...you name it!

7 SHAFT ADAPTATIONS, 2.8-6.8 HP.

Honda's general-purpose engines bring reliability into the power pack field. Why? Because these units were built for continuous operation. Needle roller big end bearings and ballbearing mains ensure maintenance and vibration-free operation. Add to this the fact that there are 7 PTO shaft adaptations and Honda is the perfect power replacement choice for every conceivable purpose. Matches up in minutes. From the 2.8 HP G28 to the 6.8 HP G65, Honda General Purpose Engines are in a class by themselves in offering absolute dependability, simple operation and economical long life. Ask your Honda dealer for more details, and you'll find that reliability in general purpose units is here to stay.



Illustrated: Model G42 4.5 H.P. Weight 39.6 lb (18 kg)



Distributed by
Bennett Honda
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Through Honda dealers throughout the State
6 Wood St., Tempe, N.S.W. 2044

KEN GRAHAM

HANGS OUT HIS OWN SHINGLE



We first encountered Ken Graham on a bus headed for the Broadbeach Hire Convention. He was having some trouble with his legs. Bus seating is designed to accommodate standard-size limbs — and the Graham legs, like the Graham talents and personality, come considerably larger than standard.

This was in the spring of 1972, and already he had chalked up a list of successes in hire-orientated sales and management. Joining Lawrence Tootill Pty. Ltd. as Assistant Manager at the beginning of 1971, he became Group Marketing Manager for Tootill Holdings eleven months later. Within another two months he had been appointed Lift Trucks General Manager, in charge of sales and the hire fleet. He continued to hold the same responsible position when Lawrence Tootill became a subsidiary of Ateco Holdings and was reconstituted as Hyteco Pty. Ltd. Then he joined the MacBro group of companies and, at the beginning of 1973, was elected to the committee of the H.A.N.S.W.

It was a few months later that we encountered him again — at another Convention, this time in Melbourne.

No one who attended the 1973 H.A.A. Convention will readily forget his entertaining address on the final afternoon, "Do Reps Earn Their Keep?" — or the verve and crackling wit which kept his convention-sated audience practically rolling in the aisles.

In view of that performance, his election to one of the planning committees for the 1974



KEN GRAHAM

in a deeply thoughtful moment at the 1974 Annual General Meeting of the H.A.N.S.W. We feel obliged to mention that he doesn't like this photo, and — if it comes to that — nor do we. In fact we hope he'll replace it with one that does him more justice, because we are bound to hear of him (and, we trust, from him) in the months and years ahead.

Convention was scarcely surprising. The real surprise, a big one, was to come. In June we heard he was in Paris. He had left MacBro and was planning to set up his own business. On reflection, of course, we should not have been surprised. There are people whose career history and assembled talents make such a course a foregone conclusion.

His company, Ken T. Graham Pty. Ltd., commenced operation on July the 1st. at 22 Albany Street, Crows Nest, N.S.W. 2065 (Phone 439-5333). It was formed to hire builders' plant (from power tools to hoists), to hire fork trucks, and to market the Saxby range of materials handling equipment. Whilst initial sales activity is centred on the Sydney area, future plans include all Australian States.

The purpose of the Paris trip — which also took in Rome, London and Singapore — was to obtain the franchise for the Saxby range of equipment. Saxby is a subsidiary of the Otis Elevator Company and has its manufacturing facilities located north of Paris at Montataire. A specialist in materials handling, it has such well known subsidiaries as Baker, Mototruc, and Baker-York in the United States.

The Saxby range includes: Battery Electric Reach Trucks, Counter-balanced Electric Fork Trucks, Battery Electric Stackers, Battery Powered Pallet Trucks, Internal Combustion Fork Trucks, Electric Tow Tractors, Internal Combustion Tow Tractors and Electric Driverless Tow Tractors. These units are currently available both for sale and for hire.

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.

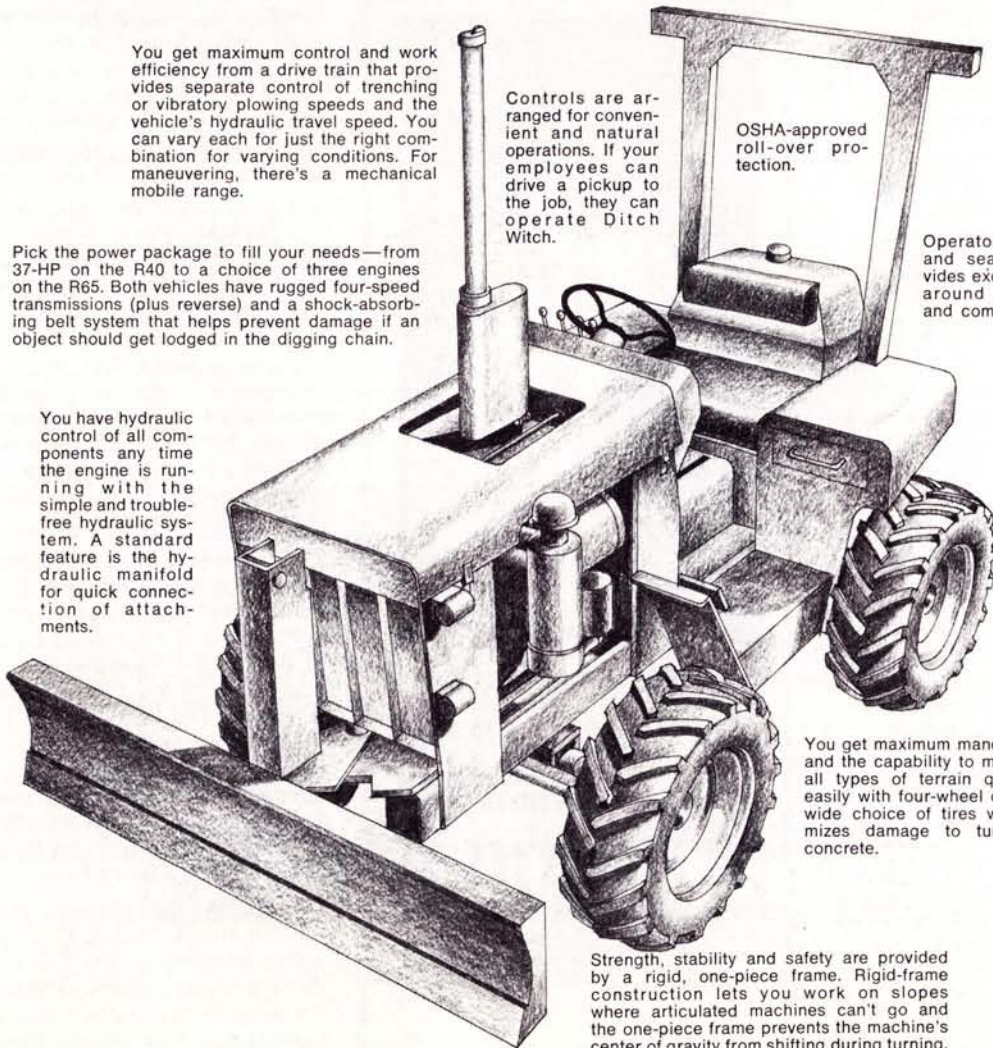
Pick the power package to fill your needs—from 37-HP on the R40 to a choice of three engines on the R65. Both vehicles have rugged four-speed transmissions (plus reverse) and a shock-absorbing belt system that helps prevent damage if an object should get lodged in the digging chain.

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.



Hydraulic pavement breaker.



Single-auger digging assembly.

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

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equipment from 7- to 195-HP.

NEW RELEASE FROM PANNELL PLANT

32R TANDEM VIBRATING ROLLER



PANNELL PLANT VALUE ENGINEERED FEATURES

- Full Hydrostatic Transmission with Vickers Piston Pump and Motor drive, infinitely variable speed for shock free direction changes and dynamic engine braking.
- 32" Rolling width for maximum compaction output.
- Lister or Lombardini, Hand or Electric start air-cooled diesel engines with australia-wide service.
- Full operator comfort, full width upholstered seat over large lock-up tool box. Designed specifically for the hire industry road construction and Local government with minimum servicing requirements and maximum accessibility, the **PANNELL PLANT 32R** gives you the best engineered vibrating roller on the market today and is the result of over 20 years experience in design and development of vibratory compaction equipment.
- Over 150 Pannell Plant rollers have been supplied to major hire companies and local government authorities throughout Australia during the last year — proof of their outstanding success reliability and sheet value for money.

Your customers are already hiring them — get with the leading hire companies. *GET PANNELL PLANT AND GET ON!*

Our range also includes:

32W, 32 DUPLEX, 38R, 54T, 72T, 78T, 84T rollers,
Hoists, Trailers, Post-hole Diggers, Hand rollers.
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