

OFFICIAL JOURNAL OF THE HIRE ASSOCIATION OF AUSTRALIA

# HIRE

AND RENTAL EQUIPMENT NEWS

Vol. 11 No. 7 FEBRUARY, 1978

Registered for Posting as a Periodical — Category (B)





We realise it's hard  
to believe the interest  
created by the  
**HYDRO-MIST**

### **Now there is national magazine advertising...**

So demand will be boosted still further. The public will be asking for the Hydro-Mist, in still greater numbers. Word has got around that Hydro-Mist is the best system for cleaning carpets.

Many Hire Companies have already ordered their second, third, or even more machines. They like Hydro-Mist because it's so simple for their customers, and so rugged and easy to maintain, too.

They like the support Trewax gives the Hire Trade. Best of all they really like the excellent profits made by hiring Hydro-Mists.

Why not order another one today?

**For demonstration phone —**

**HIRE KINGDOM**

12 Gartmore Avenue,  
Bankstown. N.S.W. 2200. — 707-2655

# HIRE

AND RENTAL EQUIPMENT NEWS

★ **THE HIRE ASSOCIATION OF AUSTRALIA**

60-62 York Street,  
Sydney. N.S.W. 2000.

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**Vice President:** Peter Burne  
**Secretary:** Rolf Schufft.  
Phone: (02) 290-0700.

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**President:** Ken Sims  
**Secretary:** Gary Bettridge  
Phone (09) 349-9455

## EDITORIAL:

All Editorial copy should be addressed to:

**The Hire & Rental Equipment  
News Editor,  
C/- the Publisher.**

Opinions expressed in HIRE and Rental Equipment News are not necessarily those of the Hire Associations.

## ADVERTISING:

### TELL & SELL PROMOTIONS

Copy should be mailed to the Publisher, or phone (02) 93-1277.

## PUBLISHER:

### LEADER PUBLISHING HOUSE

2 Dale Street,  
Brookvale. N.S.W. 2100.  
Phone (02) 93-0351.

## PHOTO CAPTION:

Recipients of Presidents Awards at N.S.W. Hire Association Annual General Meeting.  
Left to Right — John Brookfield, Gordon Isden, Andrew Kennard (President), Barry McDonald, Jerry Krusza and Rob Wallis.

Printed in Australia by —  
Vaughan Douglas Printers.

# THE EDITOR'S PAGE

Communication is why I joined the Hire Association....

In the October issue of "Hire and Rental Equipment News" we featured the reasons why you should join the H.A. And we gave you several, including the letter circularised to Association members on the topic of Investment Allowance.

It seems however that there are other aspects which make membership an attractive proposition for all hirers of equipment and materials. Bill Cushing, president of the Diablo Rental organisation in Pacheco, California, and a visitor to the last national convention, had this to say:

"My answer is this: (Some 7,000 miles away)! Marguerite and I belong to the following Rental/Hire Associations, as of this moment:

AMERICAN RENTAL ASSOCIATION  
CALIFORNIA RENTAL ASSOCIATION  
TEXAS RENTAL ASSOCIATION  
RENTAL ASSOCIATION OF CANADA  
HIRE ASSOCIATION OF AUSTRALIA  
HIRE ASSOCIATION OF NEW ZEALAND  
HIRE ASSOCIATION OF EUROPE  
HIRE ASSOCIATION OF IRELAND  
PLUS: LIAISON WITH: "JAPAN LEASE  
CONSTRUCTION EQUIPMENT"

John, your readers will ask why? It is very simple!

**Communication**, "World-Wide", whether it be:

"RENTAL"; "HIRE"; "LEASE"; equals the same thing, communication between all parties involved therein.

Possibly, after twenty-five years in this business, I am wrong in my feeling, that each can learn from the other, whether Large or Small, however, as of this date, no one has challenged my feeling's on this matter."

Right on, Bill. We do not know of anyone here who would challenge you either.

And still with Bill Cushing, I'd like to let you read his comments on the "Brotherhood of Man" (you'll recall we covered Wal Reynolds' fire and marvellous way Association members came to the rescue):

"On Page Two, it was indicated that Australian owners, jointly, and severally, immediately responded to another owner, in trouble, due to: FIRE: To my knowledge, in the USA, during the past 6 or 7 year period, association members have stood-up and been-counted, on no less than three occasions of "FIRE" or "FLOOD". To me, that is what association means!!!"

If you're in the business of hiring products, materials, or services, then membership of the Hire Association **does** offer real benefits. Why not join now....and plan to attend the National Convention to be held in Sydney in May of this year.

Details of the 1978 National Convention and Hirexpo Field Day appear in this issue.

## I MAY LUK IGGERANT — BUT I CAN SELL!

The newly hired travelling salesman wrote his first sales report to the home office. It stunned the top brass in the Sales Department. Obviously, the new "hope" was a blithering illiterate because here's what he had written:

"I seen this outfit which they aint never bought a dimes worth of nothing from us and I sole them a couple of hundred thousand dollars of guds. I am now going to Chicago."

But before the illiterate could be given the heave-ho by the sales manager, along came another letter:

"I cum hear and sole them haff a millyon."

Fearful if he did, and fearful if he didn't fire the illiterate peddler, the sales manager decided to dump the problem in the lap of the president. The following morning members of the staff were flabbergasted to see the two letters posted on the bulletin board and this letter from the president tacked above:

"We ben spending two much time trying to spel instead of trying to sel. Lets wach those sails. I want everyboddy should read those letters from Smith who is on the rode doing a grate job for us, and you should go out and do like he done."



# Which witch is best for your Rental Customers?



There are different Ditch Witch models available for all kinds of rental requirements ... which one is best for you, depends on **your** needs. If you rent mostly to homeowners, one of our handlebar models will be just right. They carry a relatively low price tag, and operational procedures are easy for your customers to understand. If you're into contractor rentals, consider our new 18-HP class Model 2200 trencher, or one of our larger Modularmatics that can trench and do other underground jobs, too. The point is, Ditch Witch has the equipment to fit varying rental needs and backs up every Ditch Witch model with a professional parts and service organisation. Why not talk things over with your Ditch Witch dealer?



The Ditch Witch Model 2200 with optional roll over protective structure and flotation tyres.



**DITCH WITCH HAS THE ANSWER!**

## **DITCH WITCH DIVISION Mole Engineering Pty. Ltd.**

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VIC.: 2066 Hume Highway, Campbellfield, 3061 ..... (03) 305 4191  
S.A.: 18 Arabrie Avenue, Edwardstown, 5039 ..... (08) 276 8166  
QLD.: 31 Flanders Street, Salisbury North, 4107 ..... (07) 277 5744  
W.A.: 65 Dowd Street, Welshpool, 6106 ..... (092) 68 142z  
TAS.: 282A Argyle Street, Hobart, 7000 ..... (002) 34 6258

ML39/FP

## PRESIDENT'S MESSAGE

It was brought to my notice recently that the practice of leaving equipment on site without charging hire was becoming prevalent. I believe that this erodes the very basis of our industry.

The hire industry earns income by receiving money while the customer has our goods. Now if the industry permits customers to have our goods without receiving money, we will take on the image of a charity!

Now there may be many valid reasons for making some allowances due to wet weather for some equipment, but we must remember (and remind our customers) that most of our costs continue whether our plant is in use or not.

While on the subject of crazy practices I have also heard that fuel is being supplied free in some circumstances. The enlightened view has been for some time that charging for fuel is fair as the customer using equipment the hardest will have the highest invoice.

Another suggestion for improvement is to eliminate the term "paid for" from our industry. We hear it often. industry. We hear it often.

— "You only have to hire the tool out for 20 weeks and it's paid for".



Statements of this nature if left uncorrected create a bad impression of the industry. The people who make and believe such statements can be likened to the individual who wants to buy oil at the wellhead price, or a car at the cost from the factory door, or spare parts at cost from the lathe. We must remind all connected with our hire that we have substantial other costs apart from ownership costs.

There must be many other areas where we do harm to our industry so why not write to the editor with your area of concern of, if possible, a solution!

D.G. Whelan  
President

## AWARDS FOR HIRE INDUSTRY MEMBERS

Many trades and industry associations present awards to individual members whose outstanding performances in promoting their own industry, have merited both recognition and reward.

Such recognition is well justified.

The publishers of HIRE and Rental Equipment News announced the institution of an award called the 'Leader Award' at the 1977 National Convention.

An annual award to be presented each year at the National Convention will be given to the individual Hire Association member who is seen to best promote the Hire Industry by personal effort during the year.

The award will be in the form of an engraved perpetual trophy and a replica for the winner's retention. The replica will also be engraved. Winner of the award will be judged by the National President and the Editor of HIRE.

According to the publishers, the winner will probably have presented the hire message by talking to Lions, Apex, Rotary, or similar body, or by speaking on radio or television, or by writing an article on the Hire Industry for any general

publication. In fact, a member who spreads the word to the public by any means available.

It is important to note that a member may be nominated by another member, state association, or he may nominate himself — **AS YET WE HAVE NOT HAD ANY NOMINEES.**

Please forward your nominations to The Editor, C/- Leader Publishing House.

### HIRE Editor's Award

A second award, the Editor's 'Gold Star Award' will also be presented annually.

Decided upon by the Editor of HIRE, this award is to be presented to the Hire Association member who has contributed most during the preceding twelve months. It will also be presented during the National Convention.

### At the National Convention....

The 1978 National Convention is to be held in May, 1978 so if there's anyone you believe to be deserving of the 'Leader Award' let's hear from you now. As far as the Editor's 'Gold Star Award' is concerned, there is no need for you to nominate for it. Just keep the material coming and we'll do the rest.

# NEW ZEALAND NEWS

From New Zealand comes news that the "HIRE" journal is well received by members of the Hire Services Association of New Zealand.

## PLANS ARE WELL ADVANCED FOR CHRISTCHURCH CONFERENCE IN JUNE

The first National Conference of the Hire Services Association of N.Z. to be held in Christchurch from June 20th to 23rd looks like being a must for the Hire man to mark on his calendar. With John Moody the Region 2 Director taking the initiative, a committee of local members has been formed to handle all the necessities and a "Promotional Brochure" has been distributed, hopefully, to all who could be interested in attending. If by chance anyone interested has not received one, please contact 'The Conference Secretary, P.O. Box 22-063, Christchurch, N.Z.'

Christchurch has a proud reputation as host to major Conventions and the arrangements being made by John and his committee should ensure that this image is preserved.

(Brochures on Christchurch enclosed if you want to extract further information or pictures.)

## FIVE HIRE CENTRES "RIPPED OFF" IN ONE GO BY CON-MAN

A smartly dressed con-man giving the name of B. Forrest and driving a 1970 model Wolsley car fitted with stolen registration plates calmly walked into five N.Z. hire firms in Gisborne, Napier, and Hastings within a couple of days of each other in December and hired nearly \$1,500-00 of grinders, chainblocks, electric drills and gas welding sets. Neither he nor the equipment has been seen since and some members of the Hire Association feel that a report in newspapers throughout the country that all Hire Centres had been alerted to watch out for this con-man probably made him stop his operations, but also foiled the chance of other Hire people catching him red-handed, as members were advised immediately of his actions. The incident should act as a warning to all Hire Operators to vet their clients more thoroughly and possibly ask for a more substantial bond or deposit where the client is not personally known.

## HIRE FIRMS — BEWARE OF MISLEADING INVOICES

The American Rental Association has advised its members that it is now the time of the year when Hire Firms start receiving those official-looking invoices that make it appear they have ordered a business directory or have authorised an advert. in a directory of some sort. Many of the so-called invoices list such items as "job number", "reference", "terms", and other quasi-official words. The owners name is usually printed somewhere on the document to make it appear as if he personally had ordered the directory or advert. This method of soliciting business has often been used in N.Z. and Hire Association members are urged to read every invoice carefully and check to make certain the charges are legitimate. It takes quite a number of hire transactions to make up a loss caused by such questionable documents.

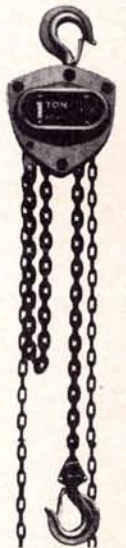
**"GIVE YOUR TURNOVER A LIFT"**

with

**"KITO"**

CHAIN HOISTS  
AND  
LEVER HOISTS

BEST PRICES  
IN N.Z.



**TARANAKI  
EQUIPMENT  
DISTRIBUTORS**

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PH. 79134

**SUPPLIERS OF LIFTING EQUIPMENT  
TO THE HIRE INDUSTRY**

# HIRING AROUND NEW SOUTH WALES

## Inverell....



Doug Fraser and his son, Murray, are shown here outside I.P.W. Hire's premises at Inverell in northern New South Wales. Doug started the hire outlet during the time he had the local (and adjoining) hardware store. The hire is such now that he no longer has the hardware store, but has concentrated instead on the expansion of the hire activity.

Son Murray has now finished his university studies and looks like becoming another hire "operator".

The Hire Journal is indebted to Jerry Krusza, of Hire Kingdom, who took the photographs and supplied the information. Jerry is a well known identity in all parts of the state since he visits hirers wherever possible to spread the Hire Kingdom word. Thanks, Jerry.

## Muswellbrook....

Makes Hire has only recently opened up in the Muswellbrook area, but already its making a big impact.

Keith Camps, owner of Makes Hire, is the manager of the local furnishings discount store. His son Johnathon is still at school but finds time to run the depot. Actually Johnathon opens the depot for a while before school, then closes until lunchtime when he opens again for one hour, and then he reopens after school.

Seventeen year old Johnathon will open the business continuously when he finishes school.

Determination like that of Johnathon will guarantee success.

## South Grafton....

Pictured outside his Jacaranda Hire is Paul Todd. Paul runs a "handyman style" hire depot. A newly established business, it grew from a lawn mower sales and service to the stage where it is now a force to be reckoned with in the Grafton area.

Paul is a member of the Hire Association of N.S.W.





## The 1978 National Convention

is now close on our heels. Unfortunately, the printer is taking longer than anticipated to print the brochures. So, to save time, here are details of our Convention.

**SYDNEY** is the venue for the 7th National Hire Convention.

SYDNEY with its beautiful harbour and beaches, famous Opera House and Kings Cross, Observatory, Taronga Zoo, Koala Park, Blue Mountains, Opal Shops, Museums and Art Centres, Theatres, hundreds of Restaurants, Antique Centre, Agradome, Golf Courses etc., is awaiting your discovery. Visit us and have the time of your life!

### DATES:

Wednesday 24th May, 1978 – Saturday 27th May, 1978.

### PLACE:

Chevron Hotel, 81 Macleay Street, Potts Point, N.S.W. 2011 Australia. Phone: 358-0433. Cables: Chevron, Sydney. Telex: AA20489.

Chevron Hotel pictured at right.

### PROGRAMME:

#### Wednesday 24th May –

a.m. Registrations

p.m. Yard Tours and Ladies Tour

#### Thursday 25th May –

“Collecting your own Debts”

“What to do in Case of Disaster” (Fire, Explosion, Flood, etc.)

p.m. Hirexpo (equipment exhibition)

Ladies “Coffee” cruise

#### Friday 26th May –

a.m. Seminars

“Training the Trainers”

“Saving Dollars the Practical Way”

Parallel seminars with special topics for Party Hirers

p.m. Ladies Luncheon

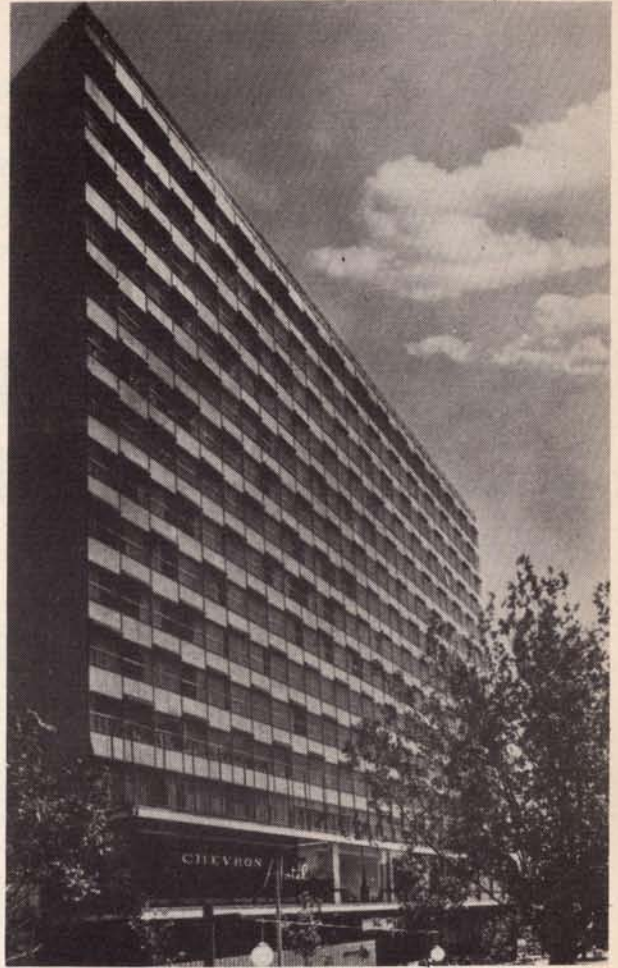
Hirexpo

Banquet

#### Saturday 27th May – Play Day

Free cocktail parties every evening. Something for everyone at the May '78 Convention/Hirexpo in Sydney. Accommodation adjacent to the Chevron Hotel has been arranged for overflow, at the same low rates.

For further information please contact Hire Association of N.S.W., P.O. Box 5, Seven Hills 2147. Phone: 621-5323.



## **DYNAPAC**

### FOR CONCRETE



#### Vibrators and Screeds

petrol, electric and  
air driven

#### Form Vibrators

#### Vacuum Equipment for de-watering

Also vibratory plate compactors  
rollers, and materials handling  
equipment.

### WORLD LEADER IN COMPACTION

## **DYNAPAC** Pty. Ltd.

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VIC.: 18 CENTURY DRIVE.  
BRAESIDE 90 8850

QLD.: 13 CLARENCE STREET  
COORPAROO. 397 2602

# 1978 NATIONAL HIREXPO

## Field Day & Convention

For Manufacturers and Suppliers of Equipment to the Hire Industry  
AT THE CHEVRON, KINGS CROSS, N.S.W. May 25th and 26th, 1978.

This year Hirexpo is to be run in conjunction with the National Hire Convention. We are expecting 300 delegates which offers you a great opportunity to demonstrate and sell your equipment to the Hire Industry.

### Schedule:

Set up	Wednesday	24th May
Exhibition	Thursday	25th May 1 pm — 5.30 pm
Exhibition	Friday	26th May 10 am — 5 pm
Dismantle	Saturday	27th May

### Display Areas:

Ball Room in 3m x 3m bays  
Parking Area: under Marquee 6m x 4m bays  
in open with 2.4 x 2.4 stand on 6m x 6m bays

Maximum bays any one Company 3

### Registration:

Includes stands and marquees and booths but not lighting. You will receive three entry passes per bay which may be used to gain entrance for staff or clients. Extra passes may be purchased. Everyone registered for the convention will have free admittance to field day.

### Planning:

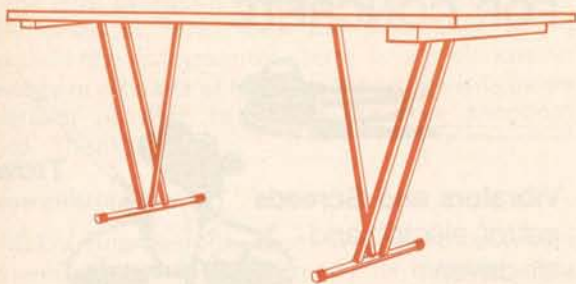
Booths will be allocated later with preference given to Associate members and those registering early. A meeting will be held on May 16th 2.30 p.m. at the Chevron Hotel to finalise details.

To make the field day a success for you and for us we make the following recommendations.

- 1) Aim your products and displays to the Hire Industry.
- 2) Have as many cutaway models and working equipment as possible.
- 3) Prepare Hire Industry Price lists and "specials" for the day.
- 4) Have available service trouble shooting sheets and maintenance schedules and lists.
- 5) Print lists of principal spare parts to carry and relevant costs.
- 6) Organise live repairs of equipment from your service department.

For further information ring Gordon Esden (02) 648-5455 or Joe Price (02) 399-3326. Get yourself into some good company. Check the 1977 Exhibitors List.

## A Leg fit for the best of tables . . . . .



The ELLIS Patented Folding Leg ideal for square tables, round tables, banquet tables, high tables, low tables. . . . in fact any sort of tables, and of course, forms for seating.

The ELLIS Folding Leg needs only six screws for attachment — folds flat to only 1 1/8" — is light but strong — locks in the folded position — supports 6, 8 and 10 foot table tops — specially built for the hard hiring life.

Plated and not painted, the ELLIS Leg is maintenance free and almost essential for any equipment hirer.

The ELLIS Leg is patented and prosecutions are proceeding over infringements of the patent.

These trestle legs can also be supplied complete with tops. Coated or uncoated.

Available only from



**formrite**  
**tubebenders**

**47 Hawker St., Airport West,  
Victoria. 3042. Phone: (03) 338-2696**

Australia's most experienced trowelling machine manufacturer  
brings you an even better model...

# the new COATES

## Mark 11 trowelling and finishing machine

### New features

- Choice of engines — can be supplied with identical Briggs & Stratton engine as fitted to Mikasa vibrator and pump power unit, or Villiers C 12 4-stroke petrol engine.
- New direct-acting fingertip blade control — easier action and fewer wearing parts.
- Rugged rectangular tubing handle — less prone to accidental damage.
- New safety guard ring — to protect blades and arms from accidental damage and operator from injury. Mesh panels also available to fully enclose all rotating parts.
- Optional lifting attachment — for easier crane slinging.



**New prices**

with Villiers engine  
**\$675**

with Briggs & Stratton engine  
**\$645**

Recommended List Price all  
Capital Cities except Perth  
and Hobart.

### Proven features

... the results of over twenty years production in Australia.

- Dual-purpose blades for floating and finishing, constructed of high grade wear-resistant steel.
- Heavy cast steel blade arms for maximum strength to resist accidental damage.
- Heavy duty gear box with large taper roller bearings for longer life. Made in Australia for Australian conditions.
- Spare parts and service availability Australia-wide.

Distributed throughout Australia by

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# State News & Views

## SOUTH AUSTRALIAN NEWS

During the December meeting of the South Australian Association, there was further discussion on the "Aims of the Association", and the chairman, Richard Stevens, reported on a special meeting (held in November) at which the Executive had formulated the following aims:

- (1) TO PROMOTE THE HIRE INDUSTRY
  - (a) To collectively advertise.
  - (b) To improve the image of the industry.
  - (c) To conduct market survey to determine the public's attitude to hiring and hirers
  - (d) To help customers get equipment they want by referral.
- (2) TO GIVE BENEFITS TO MEMBERS
  - (a) To inform members of bad credit risks.
  - (b) To educate and train employees.
  - (c) To aid communication between members for mutual benefit.

These aims were not fixed or all embracing but were a guide to action in the short term.

### Collective Advertising

As a result of the feelings expressed at the last meeting and the above aims, the Executive held another meeting on 30/11/77 to formulate a proposal for collective advertising. After consideration of the cost and effectiveness of the various media for advertising, it had been decided that advertising should be in the form of a Newspaper advertisement.

R. Stevens and P. Couche had arranged with an advertising agent to draw up a sample advertisement and logo and these were submitted to the meeting for their consideration.

The advertising agent had also expressed the opinion that unless the Association was prepared to spend at least \$3,000 on an advertising campaign over 6 - 8 weeks, we would be wasting our money.

The approx. cost of the advertisement submitted for consideration was:-

Sunday Mail (circulation 247,000)	- \$611
Advertiser (circulation 170,000)	- \$496
News (circulation 241,000)	- \$402

The advertisement submitted for consideration provided for members to be listed. Most members had indicated their willingness to contribute \$200 - \$300 to participate in this form of collective advertising.

Most members were not in favour of the logo submitted and wanted advertising to be orientated towards the Hire Association concept. It was decided to refer back to the Advertising agent with these views, and that the Executive Committee should meet to discuss the matter further on 19/12/77.

## QUEENSLAND NEWS

The Annual General Meeting of the Queensland Hire Association was held on Monday, February 13, 1978, at the Melbourne Hotel, Brisbane. Outcome of the meeting was not known in time for inclusion in this issue, but it will be in the next issue.

## HIRE CLASSIFIEDS...

In the next issue of Hire, we plan to include a Classified Advertising column.

According to some of our readers, members with surplus gear which they want to get rid of, and others (renters in Hire under much the same headings as the customer), need some means of advertising to other members.

So, starting with the next issue, we will run advertisements in Hire under much the same headings as the big metropolitan dailies for equipment to buy or sell. This will be for a trial period to check its usefulness to members.

Rates will be quite modest - at 30 cents per word - and copy would be required by the end of the first week of the month of issue. For example, copy for the April issue would be required by Friday April 7, 1978. And that's at our offices, 2 Dale Street, Brookvale, N.S.W. 2100.



# I do not choose to be a common man.

**I**t is my right to be uncommon-- if I can. **I** seek opportunity-- not security. **I** do not wish to be a kept citizen, humbled and dulled by having the state look after me.

**I** want to take the calculated risk; to dream and to build, to fail and to succeed.

**I** refuse to barter incentive for a dole. **I** prefer the challenges of life to the guaranteed existence; the thrill of fulfillment to the stale calm of utopia.

**I** will not trade freedom for beneficence nor my dignity for a handout. **I** will never cower before any master nor bend to any threat.

**I**t is my heritage to stand erect, proud and unafraid; to think and act for myself, enjoy the benefit of my creations and to face the world boldly and say, this I have done.

**All this is what it means to be an American.** — *“My Creed” by Dean Alfange*

Bill Cushing of Diablo Rental Inc., California, U.S.A., supplied the above noting that he has used it with some success in his direct mail campaigns. Needless to say we've made one small change — and Bill feels it probably applies — but there's no prize for working it out.

## A MEMORABLE HIRING .

For just about everybody in the hiring business there is one job that stands out as being truly memorable, and, for Joe Price of Price Portable Plant Hire at Randwick, the visit to Sydney by His Eminence Pope Paul VI was definitely it.

Joe was invited to supply, erect, dismantle, and remove the large carpet covered podium used at Randwick Racecourse during the Pope's visit in December, 1970.

An altar, dressing rooms, service and audio control rooms and inverted pyramid awnings on 20" diameter steel columns, special suspended lighting and flower boxes to hold the thousands of specially grown flowers, as well as T.V. camera stands and remote control cameras included — all this gear had to be located, delivered and erected under "no-notice" conditions. Just my thing, said Joe in a recent phone conversation.

Seating was another big item. Some eighty Cardinals, Archbishops, and Bishops were to celebrate Mass, and an orchestra and a choir of 600 also had to be accommodated.

And more importantly, all evidence of race meetings had to be completely removed.

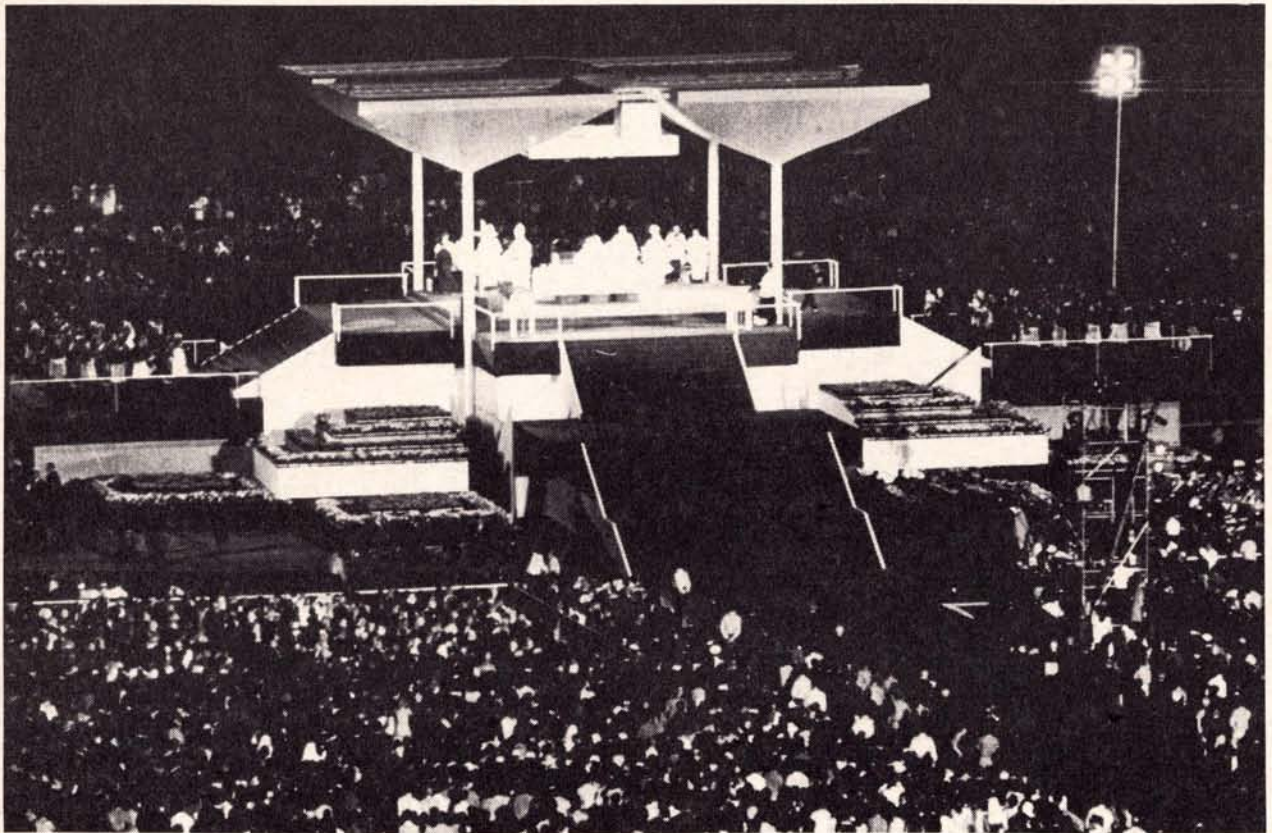
The assembly of materials, the erection and final finishes were, of course, subject to an unalterable deadline, both for completion and for complete removal as **all** other dates were racing fixtures.

Total time available was 50 calendar days from start to finish.

"Only two major problems were encountered, one was the weather, a 3 day howling rainstorm, which delayed completion so that there was not one hour to spare before the official arrival. The second was the daily training session of race horses. Work could never start before 8.30 a.m. Just about ½ a b..... day lost before we started", he said.

Joe Price is still very thankful for the full cooperation he received from everyone associated with this project.

Not a bad Hire! And one that anyone of us would have been pleased to be associated with. Thanks, Joe.



The photograph shows the great result of Joe Price's most memorable hire job. As Joe will tell you it was a beautiful evening, which was thoroughly enjoyed by the thousands of people — Catholics and others — who went to see Pope Paul VI at Randwick Racecourse that evening in December, 1970.

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# NSW Rental Association Secretary Denise Layton recalls her visit to the Californian Rental Association

A few notes on the C.R.A. Convention in San Diego, October 26, 27, 28, 1977.

N.S.W. Hire Association Secretary, Denise Layton, recalls her visit to the Californian Rental Association.

The Brochure said —

- \* San Diego is one of the most beautiful areas in the world.
- \* The C.R.A. Convention would be the GREATEST in history.

All true and more.

It promised the Convention would be profitable, educational, interesting and fun-filled. That was true too.

**Educational** — There were 3,300 registrants and 500 exhibitors at the Convention. I had never seen so many people under the one roof before. We were on our feet for many hours getting registrations through. Listening to "strange" accents and almost unpronounceable company and place names was an education in itself!!!

**Profitable** — Sales reached a record \$5 million - in my books, that's profitable!

**Interesting** — It was interesting all right! Take the trip to Tijuana, Mexico. Strange, dark city, strange

people, language and food. Then the weird feeling of being the only person out of a busload of people who is searched and whose passport, etc. is taken away for checking. But they finally let me out of the country so all was well.

**Fun-Filled** — It surely was that! Our American friends are extremely hospitable and made sure we had plenty of fun.

Prior to the Convention, my stay in San Francisco was also an education.

Unbeknowns, I got myself booked into a "downtown" pub and really saw how the other half lives. I was so scared the first night, that, movie style, I locked and bolted my door, put a chair against it then propped my suitcase against that, hoping that the lid would crash down warning me of an intruder. On reviewing the situation, however, I decided it would be a lot better **not** to know if there was a visitor, so I took some valium and slept like a log. I don't think anyone paid a call!!

On the whole, a marvellous trip. I would love to see more of America. When and where is the next Convention?

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## PEOPLE IN THE NEWS

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### CHANGES AT DYNAPAC

Mr. Bengt Gibson, managing director of Dynapac Pty. Ltd., has announced a number of changes within the organisation.

Early in 1978 the company will transfer its head office activities from Clyde to larger premises in nearby Silverwater, N.S.W. to the west of Sydney.

Mr. Sven Lindgren has been appointed manager responsible for design, production and marketing of light compaction equipment at the headquarters of Dynapac, Maskin AB, Sweden.

Mr. Lindgren's successor as Australian sales manager for Dynapac Pty. Ltd., is Mr. Lars Brodin, formerly with the Swedish headquarters.

### COATES HIRE APPOINTMENTS

Mr. Jim Brown, currently Coates Hire Service State Manager has been promoted to State Manager, N.S.W. Barry Cerda assumes control of the Victorian operation.

Coates Hire service is a division of Australian National Industries.

### VICTORIAN MANAGER FOR ACROW

Mr. Frank Manning has been appointed manager of the Victorian Branch of Acrow Pty. Limited, manufacturer of construction equipment and materials handling systems.

Formerly manager of the Tasmanian Branch, Mr. Manning replaces Mr. Sid Gardiner who has transferred to the company's head office in Sydney to manage the formwork and hire division.

# HIRE POOL, N.Z.

hiring 'most anything

The growth of the hire business in recent years probably has several causes. They include the growing awareness that it is not necessary to own something which one uses rarely, particularly if it is expensive. The hire companies may also benefit from the so-called decline in "pride of ownership", which is supposed to be afflicting modern society. Whatever the reason, the companies have done reasonably well in providing the public with an extraordinary range of goods, and should do better in future.

In N.Z., Hire Pool Ltd., the Fletcher Holdings subsidiary, is the biggest unit in the industry, and this is a problem for general manager Bob Baldey. His company's success in selling the hire concept, against a natural urge to buy, has been so successful that "hire pool" is becoming a generic term for the industry.

The public often thinks of hiring in terms of a "hire pool". This can be a problem if something goes wrong, because Baldey's organisation can be blamed, although it had nothing to do with the deal.

Market surveys done for the company show that the public does not always mean the Auckland-based enterprise when it mentions "hire pool".

Since Hire Pool provides construction site huts, tea pots, champagne glasses, movie screens, barbecues, arc welders, 11-ton vibrating roller compactors, and forklifts (from "cups and saucers to front-end loaders"), it is easy to understand how the whole hire industry could be identified with the company.

But the Hire Services Association of New Zealand (formed in July) has more than 60 members, and that excludes firms engaged in television and motor-vehicle rental, which are not eligible. Although only three or four of these companies have more than one outlet, in total they have more establishments than Hire Pool.

The company now has 12 branches in the North Island, and bought its first South Island outlet at the end of 1976 when it acquired the Christchurch firm Rental Services Ltd.

Continued on Page 16



# Flextool

SUPPLIERS TO THE HIRE INDUSTRY

## FLEXIBLE SHAFT DRIVEN SUBMERSIBLE 50 mm [2"] PUMP

PUMPS WATER CONTAINING  
SLUDGE OR SOLIDS

- CHOKELESS
- SELF PRIMING
- LIGHTWEIGHT
- PORTABLE
- HIGH DISCHARGE

FITS ALL FLEXTOOL  
POWER UNITS

Designed and manufactured by:

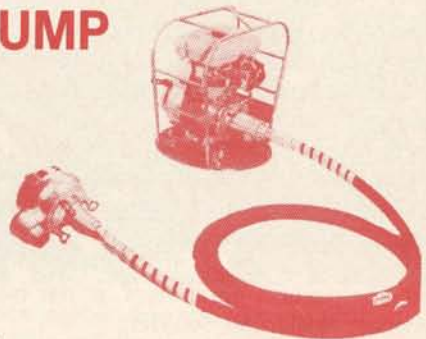
**FLEXTOOL (AUSTRALIA) PTY. LTD.**

**MELBOURNE**  
82 Stanley St.  
Collingwood.  
Ph: 41-5064

**SYDNEY**  
2 Ada Place,  
Pyrmont.  
Ph: 660-3411

**BRISBANE**  
17 Ross St.  
Newstead.  
Ph: 52-2306

**PERTH**  
Unit 3, 47 Tate St.  
Bentley.  
Ph: 458-1653



50,000 litre/hr (11,000 gal/hr)



# IT'S A HANDY NEW

# SPECIAL

## THE LIGHTBURN 1.3/4 c.ft SPECIAL PETROL. A MIXER SPECIALLY SUITED TO THE HOME HANDYMAN & SMALL JOBGING CONTRACTOR.

The 'non-identical' twin of the highly successful and well-proven Lightburn Special Electric mixer is now available for immediate delivery. Rugged and reliable, it is powered by a 1.7 h.p. petrol engine which allows it to be used in almost any location. Full of time-proven Lightburn features this mixer is a must for odd jobs around the house or for tradesmen for smaller contract work.

**IS YOUR HIRE FLEET VERSATILE ENOUGH TO MEET TODAY'S DEMANDS? CASH IN ON THE NEED FOR A RELIABLE, MOBILE HANDYMAN MIXER BY FILLING IN THE COUPON BELOW.**

## LIGHTBURN

**Lightburn & Co. Limited**

QLD. Cnr. Grey and Peel Streets, South Brisbane, 4101. Phone 44 1361 N.S.W. 132 Stanmore Road, Stanmore, 2048. Phone 560 2000 VIC. 59 Smith Street, Kensington, 3031. Phone 33 0791 S.A. Morphett Road, Novar Gardens, 5040. Phone 295 4193 W.A. 30 King Edward Road, Osborne Park, 6017. Phone 46 5022

**POST THIS COUPON TODAY!**

Please forward me further details on Lightburn Cat.129 Special Petrol Mixer.

Name \_\_\_\_\_

Address \_\_\_\_\_

Post Code \_\_\_\_\_

Phone \_\_\_\_\_



**IMMEDIATE DELIVERY**

But size is no guarantee of profitability. Hire Pool has had trading difficulties in recent years, after rapid growth until the mid 1970's. Its experience, problems, and solutions are typical of any rapidly growing industry.

The company started in 1956 when the founder, Peter Brookfield, opened a depot in Penrose. He and his partner built up a business steadily in the 1960's throughout the Greater Auckland region, and opened additional branches in Wellington.

The company began by hiring air equipment, and had the main Atlas Copco agency in Auckland. The business, therefore, grew from servicing industry downwards, rather than from the handyman market upwards. The latter development is a feature of many other firms.

Hire Pool entered the "home and leisure" market in the late 1960's after Peter Brookfield visited the United States, the world leader in the rental business. The emphasis is on domestic rentals in the home and leisure field.

(Hire Pool's acknowledgement of American leadership in the generation of the industry's ideas is seen in the company's membership of the American Rental Association.)

The business was sold to the Fletcher group after the death of Brookfield's partner, but Brookfield stayed on as general manager until 1975, when ill-health forced his retirement.

At the time of sale, the company had six branches in Auckland and three in Wellington. There was some irony in that sale, because Brookfield had earlier left Fletcher to set up Hire Pool.

The company slumped after Brookfield's retirement. Baldey was appointed in February, 1976 to straighten it out. He had been brought to New Zealand from the post of group merchandising controller of the Australian chain, Waltons, to reorganise Milne and Choyce, when Fletcher bought into that problem business.

Milne and Choyce was no longer Fletcher's problem when the former United Kingdom company manager arrived, and he moved into general administration work with the group.

Hire Pool had a bad year in 1976, and received the appropriate comment in the Fletcher annual report: "The results were unsatisfactory, and remedial action is being taken." When Fletcher talks of "remedial action", that is exactly what happens.

Baldey says there were five major areas of concern: a low level of managerial ability; an unacceptable degree of missing hire plant; a bad accounting system; heavy under-utilisation of

equipment; and a maintenance cost which was more than 30 per cent of revenue. Each area is vital for a successful hire business.

Management was improved. At present nine of 12 managers have been appointed since Baldey took charge, and the three area managers (Auckland, Central and Wellington) are new appointees in the hierarchy.

Assistant managers have been appointed to relieve the work load on branch managers, because the branches must work six days a week.

Baldey says he was concerned at the company's image, an image which in some branches could give customers the impression that they were entering a junkyard.

"We tried to make the managers look the part," he says. "We upgraded the branch and the staff, engaged sales representatives, and put them in company vehicles."

The sales reps call particularly on contractors, on or near the job. Their radio-equipped cars call up the branch and get quick delivery of equipment. Baldey says a contractor wants equipment now, when he sees the immediate need, and should not wait until tomorrow.

The allocation of every piece of equipment to a particular branch as its responsibility overcame the problem of missing hire equipment. Although the system could create a marketing problem, the difficulty was minor, because most plant is returned to the branch which issued it.

An inhouse computer took care of the accounting system, and also handled the major task of inventory control. Hire Pool has to keep track of 14,000 items, or up to 20,000 if a group of items (for example, one dozen as a set) is broken down to its individual components.

The computer provides financial returns on funds by branch, by area, and by type of equipment. The total inventory has a replacement value in excess of \$3 million, so the need for accurate financial information on its performance is obvious.

The company aims to earn a 100 per cent return on the replacement value figure. The American Rental Association has adopted this as the ideal. It may not be reached, and will not be reached on every item of plant, but it is a goal for the firm.

Equipment had low utilisation because new plant was being hired before old stock. All mechanical equipment older than seven years was sold, and the rest examined for redundancy, lack of spares availability, and any high level of

Continued.....

specialisation which meant low utilisation. The inventory was divided into building and contracting, home handyman, and home and leisure. Product specialists were appointed to each group.

Maintenance costs were cut in two ways. Some equipment had been kept too long, so it is now removed at an earlier date. The other solution was the appointment of qualified mechanics to every branch. Today the company is enjoying good profitability.

Hire Pool is writing 150,000 transactions a year, but the business is seasonal. For example, there were 8,000 transactions in June, but this will build up in the spring and summer.

The big problems are marketing the idea of hire, and the fact that some people may be using the wrong equipment, when Hire Pool could provide a better product. The public has a problem in comprehending the range of goods which can be hired, and this leads to the comment that the best advertisement is word of mouth; "did you know you could hire...?"

Hire rates depend on the utilisation of the item. Stereo equipment, for example, is a weekend item,

while chairs can go out regularly, and be hired for longer periods. The rates, therefore, vary between these two items.

The hire companies claim, with considerable justification, that their business rationalises the country's investment in capital equipment. Instead of three or four firms having the same piece of plant each, and using each piece 15 or 20 per cent of the year, the hire company can make one or two pieces available and obtain utilisation over the year in the region of 60 to 80 per cent.

The economic sense of hire in these circumstances may be one of the reasons why the companies do well in adverse economic times, when firms, and small businessmen, want to keep their funds free for maintaining working capital, rather than tying it up in expensive plant. Since much of this plant is imported, the hire company could be a useful vehicle for saving foreign exchange. The hire company hopes the public continues to remember it in good times.

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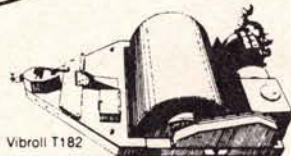
# Many many times compaction efficiency of their own deadweight!



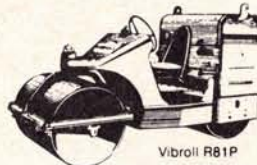
High density compaction capability coupled with light weight for ease of transport make Vibroll popular with Local Authorities and contractors around the world. Low initial cost. Rugged long — life construction. First rate spares service. Well over 1200 Vibrolls in operation in New Zealand.



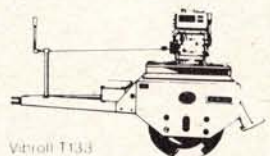
Vibroll W71P



Vibroll T182



Vibroll RB1P



Vibroll T133

Get full information on these high performance rollers from the New Zealand representatives:



## Richardson McCabe & Company Limited

216-8 Willis St,  
P.O. Box 792,  
Tel. 847-728  
WELLINGTON

68-82 Gavin St,  
P.O. Box 2214  
Tel. 593-099  
AUCKLAND

122-4 St Asaph St,  
P.O. Box 4015  
Tel. 60-973  
CHRISTCHURCH

A Member of Tappenden Industries Group

RMV 77/2

# NEW PRODUCTS

## OPERATION RECORDERS FOR HIRE VEHICLES

Mechanical 28 day recorders designed by the U.K. based Servis organisation now enable servicing and operation scheduling for hire vehicles to be streamlined.

The recorders so impressed the U.K. Conveyancer Plant Hire Company that they have now equipped their entire fleet of fork lift trucks.

The robust units provide a clear, chart record of all operational/non-operational activity for a 28 day period and enable Conveyancer to ensure correct vehicle servicing schedules are adhered to and accurate records of customer usage are maintained.

Conveyancer's fleet has a strict service schedule which involves an engineer inspecting every vehicle each 28 days. At this time the charts within the recorder are changed and details logged at headquarters so that a complete record of every vehicle's activity is always available.

Servis instruments are fitted with a mechanical (clockwork) drive which revolves a wax coated 6" diameter chart once every four days and subsequently provides a spiral record of 7 revolutions covering the complete 28 day period.

The principle of operation is simple. A sapphire stylus is brought to bear on the surface of the pressure sensitive chart. When the vehicle moves it causes a pendulum, which carries the stylus, to oscillate and a broad track is marked upon the chart. When the vehicle stops, the oscillation ceases and the stylus draws only a thin line.

These and many other Servis recorders are available from the Australian distributors Ferrocast Williams Pty. Ltd.

## NEW MIRACLE LATHAM GOLD-CHEM SPECIAL TILE AND TERRAZZO CLEANER

Just released on the Australian market Latham Gold-Chem 33TT is a low foam concentrated cleaner formulated specially for regular maintenance of terrazzo and tile paved areas.

Gold-Chem meets the requirements for floor maintenance laid down by the National Terrazzo and Mosaic Association and the New South Wales Stone and Terrazzo Association; it is a chemical non-detergent, neutral PH cleaner which is safe, non-toxic, non-irritating and bio degradable and is designed for use with electric scrubbing machines, spraying machines and hand cleaning.

Gold-Chem is easy to use, it mixes with cold or hot water to desired strength dependent upon the floor condition, is easy to apply and is removed with the dirt

all in one operation, Gold-Chem leaves no film or residue to dull the finish and is safe for fine installations including terrazzo, mosaics and marble tiles.

The product is applied to the floor, agitated, left for a minimum 3 minutes then the dirt laid on solution is removed, preferably with a wet vacuum pick up.

Latham Gold-Chem 44TT is an alternate no foam product designed for use with self-propelled floor maintenance machines.

Latham Gold-Chem is available from: W. Latham & Co. Pty. Ltd., 11 Wells Street, Annandale 2038.

## POWER CHASER FOR DUCTING AND CABLES

Mole Engineering Pty. Limited has announced the introduction of the Macdonald Portable Groover, an air-operated power chaser, designed to cut grooves in wall or floor surfaces to controlled depths up to 29mm (1 1/8").

The new power chaser is expected to find wide application in the building and mechanical services industries, cutting grooves for electric conduit, water or gas pipes, for the installation of central heating and

Continued on Page 20

## "NUFLOOR — the money spinner"

No other floor sander offers you all these advantages —

- Fits easily into any car boot!
- Lifted by one person upstairs
- Sales with every hire
- No complicated controls to explain
- Easily cleaned & serviced
- Designed specially for the Hire Industry

Full range of spares available.



Trade enquiries to:

**TOONGABBIE HIRE SERVICE PTY.LTD.**

4 Junia Ave., Toongabbie, N.S.W. 2146.  
Phones: (02) 636-2757 — (02) 636-5727

# Presenting 'CP Super Scamp'

Built rugged and reliable, but small.

## DETAILS AT A GLANCE

- ★ A 64 c.f.m. compressor, developed from Maco components.
- ★ Indus 20 air end coupled directly to engine.
- ★ Engine a Lombardini aircooled diesel engine (Model LDA 672)
- ★ Rugged one piece trailer chassis.
- ★ Low profile, sound attenuated canopy.
- ★ Noise level 70 DB(A) at 7 metres.

- ★ Lock-up canopy with downward opening door each side for easy access for maintenance.
- ★ A complete range of accessories and tools available to suit CP Scamp.



Vic.: Consolidated Pneumatic Tool Company (Aust) Pty. Ltd., 75-83 Charles St., North Coburg, 3058 N.S.W.: Consolidated Pneumatic Tool Company (Aust) Pty. Ltd., 55-57 Alexander Ave., Taren Point, 2229 Qld.: Wreckair Pty. Ltd., 747 Fairfield Rd., Yeerongpilly, 4105 Tas.: Wreckair Pty. Ltd., 170 Main Rd., Moonah, 7009 W.A.: George Moss (W.A.) Pty. Ltd., 461-465 Scarborough Beach Rd., Osborne Park, 6016 S.A.: Wreckair Pty. Ltd., 96 Daws Rd., Edwardstown, 5039.



Mechanical 28 day Recorder Hire Vehicles.



Guided along a chalk line, this new power chaser cuts grooves in wall or floor surfaces to controlled depths.

# NEW PRODUCTS

Continued from Page 18

for telephone and T.V. cables, and other specialised uses. It will be especially valuable for remodellers and renovators.

According to the manufacturer, the grooving operation is simply a matter of drawing a chalk line on wall or floor, then following it with the wheeled machine. The chasing is automatically controlled; the cutting action stops immediately the machine is lifted from the surface.

The Macdonald chaser can be fitted with either 13mm or 22mm solid carbide head bits. The rate of cutting a 16 x 16mm groove when the machine is fitted with the 13mm bit is up to 150mm per minute. A 25 x 25mm groove can be cut with the 22mm bit at rates of up to 38mm per minute.

The depth of cut may be adjusted by rotating a handwheel on top of the machine and is continuously variable up to 29mm. The new power chaser weighs 6.36kg and consumes 0.45m<sup>3</sup>/m (16 c.f.m.) free air at 600kPa (87 p.s.i.).

Further information is available from Mole Engineering Pty. Limited, Rodborough Road, Frenchs Forest, N.S.W. 2086.

## NEW MINI-EXCAVATOR IS DOUBLE JOINTED

Banbury Engineering, distributors of the KATO hydraulic excavators, have now launched a new 'baby' on the Australian market: the hydraulic mini-excavator produced by the Nissan Kizai organisation and already proved by six years on the overseas market.

Long acknowledged as the most versatile piece of equipment in the earthmoving industry, the hydraulic excavator has so far been restricted to the 'heavies', with bucket capacities starting at around half a cubic metre.

The smaller of Nissan's two little giants, the Model N3, has a bucket capacity of 0.15m<sup>3</sup> and a gross weight of only 2800kg: but it will still dig down to around 3 metres (10 ft).

Now the power, speed and versatility of the excavator is available to those industries which either cannot justify the capital cost, or cannot accommodate the size and weight of the full scale excavator.

Plumbing and draining, irrigation, fire fighting, swimming pool construction, trenching, landscaping, dam sinking, and a host of other earthmoving projects, both city and country, can now be handled by these little diggers, which not only do everything that their bigger brothers do, but possess some extra features all their own.

## Double jointed

Possibly the most outstanding 'extra' of the Nissan machines is the extraordinary swing boom.

Not only does the turret rotate through 360°, as is normal for an excavator: the boom always swings 70°, either side of the turret.

This feature permits side-trenching, or side excavating. A trench, for example, can be dug in line with the crawler tracks. For working in confined spaces, this ability is invaluable for all components of the work cycle – digging, disposal, and back filling. A trench can even be dug right beside a wall or pole; and a swimming pool can be excavated close beside a fence.

For fast levelling and back filling, these little excavators are fitted with a sturdy dozer-type blade, increasing their versatility still further.

Everything about the Nissan excavators except the size is comparable with the full sized versions. Tough, durable crawlers; roomy, functional cab; safety minded design; fast cycle times; and high power, with fully hydraulic controls.

The versatility of these excavators will facilitate their use over a wide range of applications, and a large number of sales is expected in Australia, as has been experienced overseas.

## STEEL DECKING FOR ACROW BRIDGES

Three versions of anti-skid decking, with strength and durability advantages over traditional timber decking, is a feature of the new Panel Bridge series recently introduced by Acrow Pty. Limited. The light version of the steel decking is also being offered to owners of existing Bailey-type bridges.

Available in light, heavy and "super-heavy" versions for different loading requirements, the new decking can be laid faster than conventional timber decking.

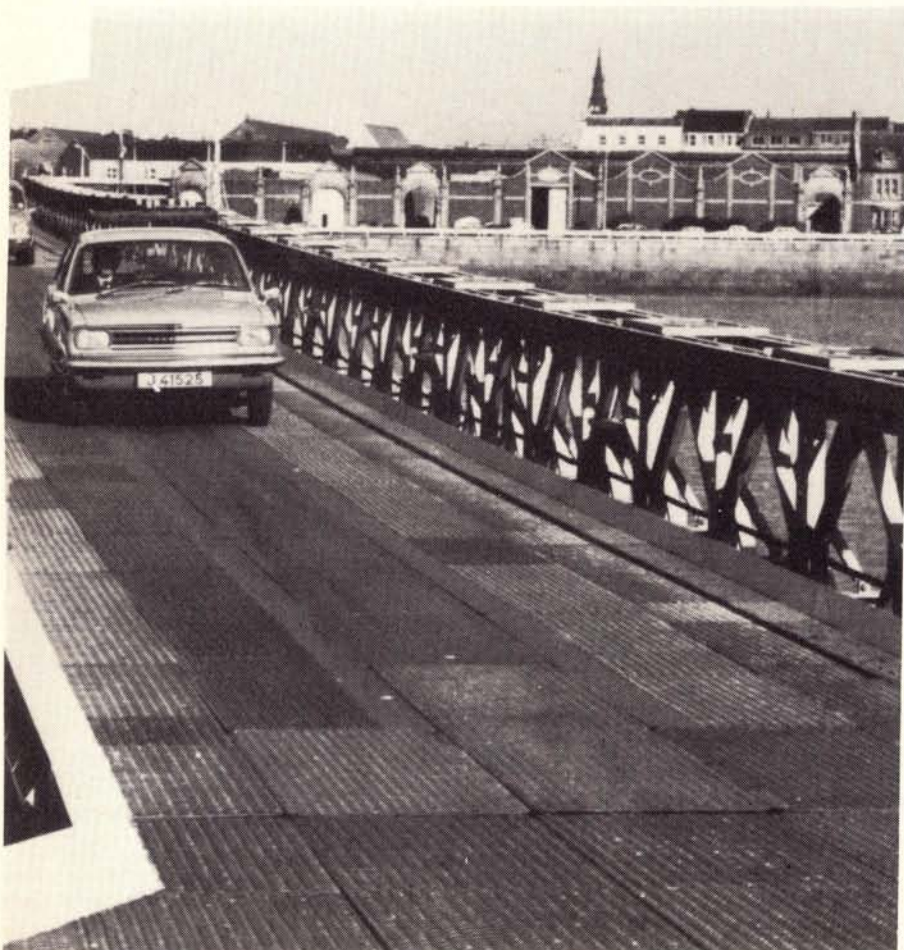
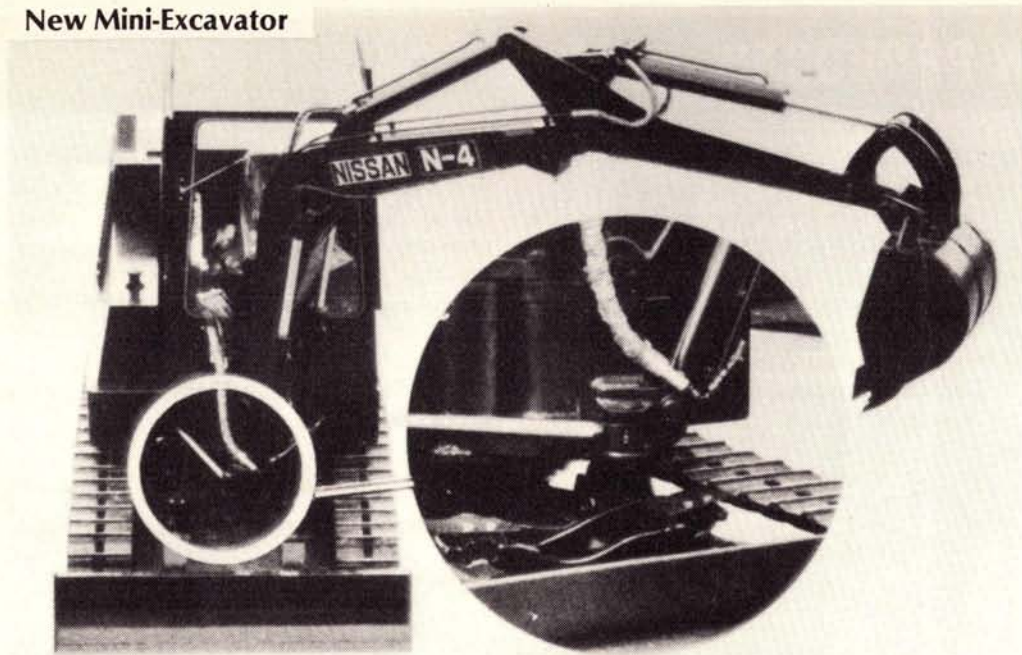
The steel decking panels, which are constructed with integral stringers, are designed to be laid in a staggered pattern and clamped to the transoms. Sloping ramp panels can also be provided.

According to Acrow, steel-decked bridges are more durable and far quieter, being free of the drumming noises produced by traffic on timber-decked bridges.

Further information is available from Acrow Pty. Limited, 11 Ferndell Street, South Granville, N.S.W. 2142.

**NEW PRODUCTS** continues

## New Mini-Excavator



## ANTI SKID STEEL BRIDGE DECKING

introduced by Acrow to replace  
traditional timber.

# NEW PRODUCTS

## FOUR NEW GARAGE COMPRESSORS AVAILABLE

Consolidated Pneumatics have introduced a new range of Garage Compressors. Called the Mark II, the Garage Compressors are Australian made and developed to provide an efficient source of compressed air. They are the result of detailed design and research to suit Australian conditions. The Mark II Garage Compressors are covered by a twelve month warranty.

The operating pressure of automatic units are pre-set to cut in at 560 kPa (80 P.S.I.) and cut out at 690 kPa (100 P.S.I.). If this is not suitable, dealers can provide instructions on changing operating pressure. CP can assist in situations where higher operating pressure than the working pressure of air received is required.

Details of the four Mark II Garage Compressors are as follows:-

### Dimensions

Model	Disp. C.F.M.	H.P.	No. Cyls.	Rec. Size	Length	Width	Height
4-¾	4	¾	1	8" x 18"	2'9"	1'4"	1'10"
8-1¾	8	1¾	2	12" x 24"	2'11"	1'7"	2'2"

### Dimensions

Model	Disp. C.F.M.	H.P.	No. Cyls.	Rec. Size	Length	Width	Height
15	15	5	1	48" x 15"	4'7"	1'8"	3'6"

### Dimensions

Model	Disp. C.F.M.	H.P.	No. Cyls.	Rec. Size	Length	Width	Height
30	30	10	2	72" x 15"	6'7"	1'10"	3'2"

PHOTO OPPOSITE

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## FLEXOVIT BRICK — SAWS GIVE GREATER VARIETY TO HIRE INDUSTRY

Flexovit Abrasives (Aust.) Pty. Ltd. have released an extensive new range of Petrol and Electric Brick - cutting machinery for the Hire Industry.

The largest machine in the range is the Flexovit ST67 fitted with a EY18D Robin Petrol Motor. This machine is extremely robust and strong, and is suitable for large and difficult cutting jobs. Optional extras include tilting table and swivel table for rock cutting.

The Flexovit Carela models come in either Electric or Petrol and are designed to give portability. The underframe can be dismantled and the complete machine can fit easily into a station wagon. The machine takes a 14" abrasive cutting wheel giving similar cutting performance as much

larger machines.

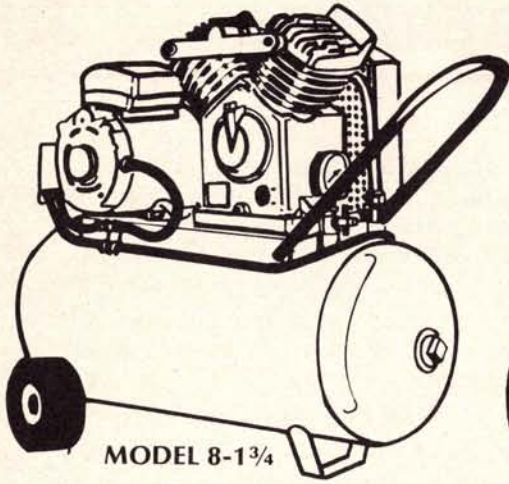
The smallest machine in the range is the Flexovit Minica Tile cutting saw. This offers professional tilers a machine which can be easily transported, has a 2HP Single Phase motor and can take a Flexovit 12" diameter cutting wheel. A feature of the range of machines is the water supply system. A self priming pump circulates the water evenly to both sides of the abrasive wheel.

Flexovit Abrasives (Aust.) Pty. Ltd. are marketing this machinery in conjunction with their large range of Masonry cutting off wheels, which are supplied to a great many hire companies throughout Australia.

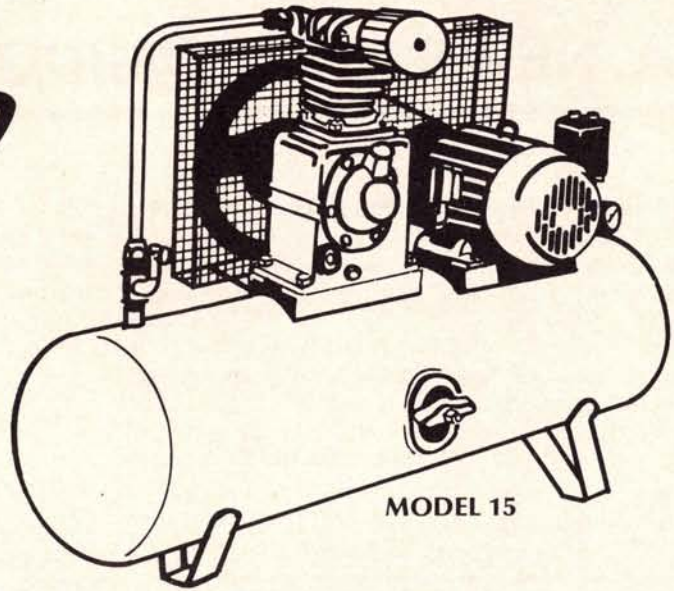
Flexovit Abrasives cutting off wheels and depressed centre wheels and machinery are available in all states of Australia. Refer to enclosed leaflet in this issue of the Hire Journal.



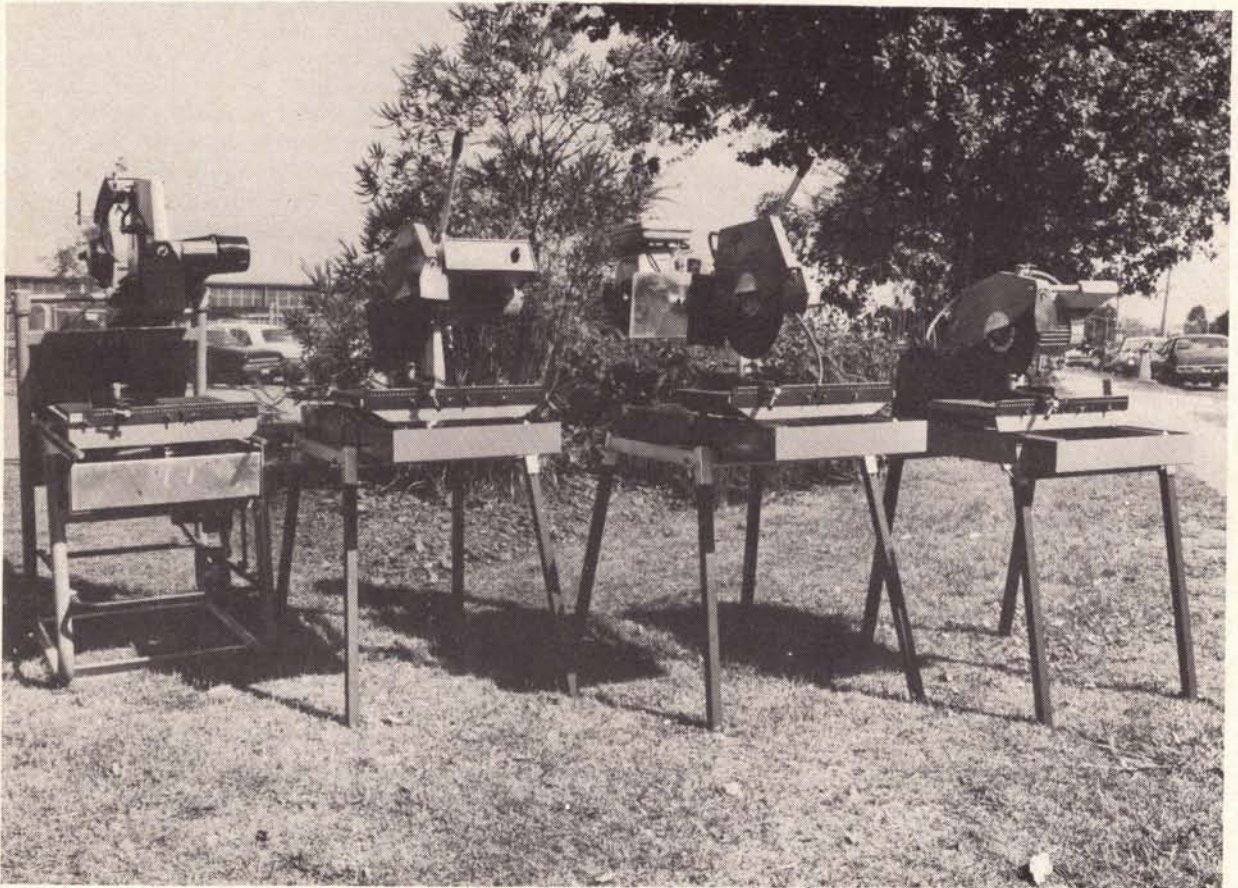
**NEW RANGE OF GARAGE  
COMPRESSORS**



**MODEL 8-1<sup>3</sup>/<sub>4</sub>**



**MODEL 15**



**FLEXOVIT BRICK-SAWS GIVE GREATER  
VARIETY TO HIRE INDUSTRY**

# H.A. NEWS AND COMING EVENTS

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## COMING EVENTS — Workshop Dinner in N.S.W.

The first workshop dinner is one which applies to everyone from the apprentice up to the Managing Director.

- TOPIC:** Repair and Maintenance of Diesel Engines.
- DATE:** 15th March, 1978 (Wednesday)
- PLACE:** Atlas Copco,  
Bessemer Street,  
BLACKTOWN.
- TIME:** Any time after 5.00 p.m. for drinks (cash bar)  
Dinner in Canteen  
7.30 p.m. session starts in auditorium.
- COST:** \$5.00 for first representative of each company.  
\$4.00 for second representative  
\$3.00 for each person thereafter.

Come along and bring your staff, you're all bound to learn something.

- RSVP:** Ring Denise Layton 621 5323 prior to Friday, 10th March, 1978.

## HIRE ASSOCIATION OF N.S.W.

9 Zermatt Avenue, Seven Hills. 2147. 621-5323

8th February, 1978.

Dear Member,

### PLANT MECHANICS TRADE

Not many members are aware of this new trade which commenced approximately four years ago. It appears to be ideally suited to the Hire Industry and its equipment.

This is a 4-year course apprenticeship, with a 3-year technical course of study.

This particular course aims at supplementing the daily training of apprentices in this trade. It consists of theory and associated subjects, demonstration, practical, welding, machinery, hydraulics, pneumatics and diagnostic faults and repair components. Details have been sent to N.S.W. Members, who can obtain further information from the Apprenticeship Directorate, Sydney. Telephone 238 8111.

Yours sincerely,  
ANDREW KENNARD  
President.

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## DON'T FORGET THE PHOTO COMPETITION

The Magazine is running a Photo Competition with the theme, A PICTURE IS WORTH 1,000 WORDS.

Some examples might be:

- A recently renovated Hire Centre
- Landscape Additions
- A Safety Innovation
- Just carried out a Community Service
- A Display of Equipment
- Any Photograph connected with the Hire Industry

which speaks "1,000 words"

Please add a few words to describe the photograph. (?) (!!) No limit on numbers. Hire Magazine & Rental Equipment News aims to publish as many as possible in each issue.

The competition commenced at the time of the 1977 Annual Convention.

The winner, chosen by the President and the Editor, will be presented with an 'image award' (yet to be decided) at the Annual Convention.

Remember the theme! **A Picture is worth 1,000 words.**

**WE WOULD LIKE MORE ENTRIES PLEASE!**

# H.A. NEWS AND COMING EVENTS

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## INSURANCE FOR HIRE MEMBERS

For some months, your committee has been investigating the aspect of insurance with the following thoughts in mind:-

- a) Are you paying too much?
- b) Are you under or over-insured?
- c) Have you made best use of insurance available?

The possibility of Group Insurance through the Association was examined, which appeared to offer huge savings on premiums. However, this proved to be unworkable due to the varying claims experience of different members, and the vastly different requirements of each member.

As a result of the survey, your committee is able to make some broad observations and suggestions which should benefit all members. These include:-

1. Types of Policies deemed essential
2. Recommended Brokers with proven records, expertise, and "Client oriented" attitude when dealing with Insurance Companies.
3. Scheme for a group "approach" to any broker, which will result in very worthwhile savings.

### 1. TYPES OF POLICIES DEEMED ESSENTIAL

#### a) Fire and Extraneous Perils

This should cover your warehouse and contents to a reasonable estimate of full value. If you are well under-insured in this policy, the average clause will be applied. However, if a genuine attempt is made to fully value, this can be eliminated. As this type of peril could result in a catastrophic loss, it is suggested that full cover be considered. The premiums are relatively cheap for the cover.

#### b) Machinery All Risks

This can be structured to cover burglary, theft, pressure vessel explosion, loss from sites, loss by clients disappearance.

There are two schools of thought:- (a) guard against the catastrophic loss only, by having a high excess with a lower premium, (b) guard against all losses with a small excess and higher premiums.

The average clause may apply, but is definitely negotiable. Cost of replacement is the usual cover which is calculated on present cost, less depreciation.

This cover is costly, but as the bulk of our equipment is always out on hire (hopefully), then the premium, too, can be negotiated.

#### [c] Workers Compensation

This is a legal liability which all employers must cover. The additional accident pay benefits which some unions obtained, was changed in December, 1977 and is now included in all workers compensation policies. Because of this, some increase in this insurance premium can be expected in 1978, but it is possible to obtain discounts on good results.

By carefully checking the "classes" of employees, the premium can be lessened. Note, also, it is not necessary for an auditor to certify as to the correctness of the wage schedule submitted — certification by the hire company's internal accountant or financial controller is usually accepted.

#### [d] Motor Vehicles

This is usually the most expensive premium, due to accidents, and the high cost of repairs. It can be structured in either of two ways:-

- (i) to guard against the major accident only, by having a high excess and low premiums  
or
- (ii) to guard against all risks, with low excess and high premiums.

An excellent scheme is to have an "automatic inclusion clause". This means a list of the M.V.'s is given to the broker, with the right to add or subtract at will. A reasonable time after purchase of any additional vehicle is allowed for notification. Thus any new purchase is automatically insured immediately, even though it hasn't been specifically notified.

#### [e] Public Liability

This covers our legal liability and whilst not legally necessary, any firm that does not have this cover is crazy. Awards made under the law are growing — in fact, an amount of \$576,000 was awarded against a firm for Public Liability recently. (Luckily the firm was covered).

It is suggested every one of us has a \$1 million cover, as the rates are based mainly on total wages paid, and the increase in premiums from \$200,000 to \$1 million, cover is relatively small.

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# ANNUAL GENERAL MEETING

Held on 14th April, St. Valentine's Day, at the Sebel Town House, Elizabeth Bay.

Drinks were served prior to the start of the meeting at 7 p.m. Apologies and Minutes from the previous Annual General Meeting were read.

The President Andy Kennard delivered the President's Report followed with the Financial Report from Treasurer Greg Page. Office Bearers were elected for the coming year with Andrew Kennard being returned as President for the third year in succession. Rob Wallace, Vice President, Greg Page,

Treasurer with Denise Layton to remain as Secretary.

The meeting was then open for general business. Following the meeting a superb meal was enjoyed by all.

Guest speaker for the evening was Mr. Harry Sebel. Mr. Sebel's topic was "Let's work a seven day week — and enjoy it!" This very interesting address sparked off quite a reaction amongst the members.

Mrs. Sebel then presented the President's Awards to the recipients with the evening then drawing slowly to a close.

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## NEW PREMISES FOR BARWICKS

Barwicks Hire have started a very extensive re-building programme since that tragic fire on that Saturday night the 1st of October, 1977.

The new premises are well on the way to completion and will provide far improved accommodation for Barwicks Hire Equipment.

Wal Reynolds would like to thank all those people who extended their hand of friendship in helping in the clean up after the fire and who have been generous in supplying loans of equipment to keep the business rolling.

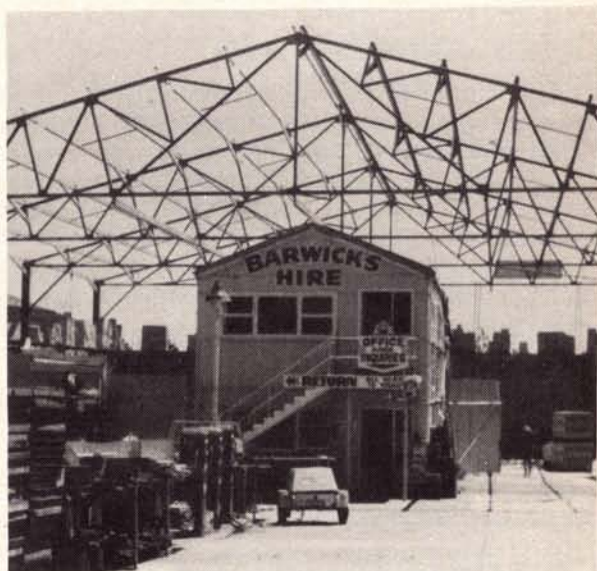
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If you have something to tell or sell, the person to see is....

**JOHN WILSON**  
PRODUCTION MANAGER



Rebuilding new premises for Barwicks Hire.

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# ANNUAL GENERAL MEETING



# TO THE EDITOR

9th November, 1977

January 27, 1978

Dear Sir,

I would like to express my sincere thanks to everyone in Australia who contributed to making me feel so much at home.

Despite the fact that I was the only British visitor to your convention, there was no time at which I was allowed to feel in any way alone.

This hospitality extended well beyond the convention into the next three weeks of my stay in Australia during my visits to the other States.

Your convention was extremely well organised and I found it very informative and with a very lively interchange of information and ideas.

If you could pass these comments on to your readers through your magazine I would be most grateful and if any Australian hire men are visiting the U.K. I would be pleased to return some of the hospitality shown to me if they would care to contact me.

Andy Griggs

Director

WESTERN RENTALS LTD.

24 Diglis Road, Worcester.

WR5 3BW

Telephone: Worcester (0905) 354171

Dear Sir,

Thank you very much for forwarding the first two issues of "HIRE and Rental Equipment News" magazine to this office. It is my opinion that your publication is professional in appearance and features quality reporting of hire industry and association activities. Congratulations on an excellent beginning. I wish you continued success and look forward to receiving future issues.

Your offer to exchange reprinting privileges between our two magazines is gratefully accepted. Please feel free to use whatever RENTAL AGE editorial material you find valuable. All we ask is that you include a credit line with each reprint stating: "Reprinted from RENTAL AGE, official publication of the American Rental Association, Inc."

I will see to it that RENTAL AGE is mailed each month to your attention, and I look forward to communicating with you in the future. Again, best of luck with your new venture.

Best regards,

AMERICAN RENTAL ASSOCIATION, INC.

James R. Irish

Editor - RENTAL AGE

THE VOICE OF THE RENTAL INDUSTRY

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CONTINUED FROM PAGE 25

## 2. RECOMMENDED BROKERS

Whilst all brokers interviewed were acceptable, the following three seemed to have longer experience, and were large enough to handle all businesses.

- a) H.M. Bates Insurances - Mr. Peter Bates -  
Phone 922 3811
- b) Stenhouse (NSW) Ltd. - Mr. Martin McAvena -  
Phone 231 0099
- c) C.B.A. Insurances Ltd. - Mr. Neil Morris -  
290 1811

However, it is stressed your own broker or insurance company may be quite satisfactory.

## 3. WAY TO SAVE MONEY

It would be preferable to plan a group approach by any number of the hire companies to the

brokers on a "tender" basis. That is, those of us interested, list our separate requirements, and on a common date (say 1st July) submit them together on a tender basis to all 3 brokers listed (plus any others you may like) and see who comes up with the best deal. This will result in big savings. Alternatively, each hire member can call on the brokers individually and get tenders for their business.

We emphasise that the Group approach still allows each company to have their own individual insurance policies; but because of the extra "muscle" provided by the group, better rates can be obtained. It is intended to call for tenders each year.

If you're interested in the Group approach, you can get more details from Lyall Hamilton, Active Hire, 74 Stacey Street, Bankstown, 2200 - Phone (02) 708 2972.

# How quiet is quiet?



Maybe you won't know until you have to meet possible anti-noise regulations.

Be safe and specify Compair SEQ Series portable air compressors — at little extra cost you are guaranteed noise level below 70 dBA.

In Compair's extra quiet Broomwade rotary vane and Holman rotary screw compressors low noise level is a built-in feature through "Total Tuning" design.

The SEQ Series is available in models ranging from 85 cfm to 275 cfm.

— and don't forget Compair can also supply a range of stationary air compressors (also silenced), rock drills, air tools and accessories.

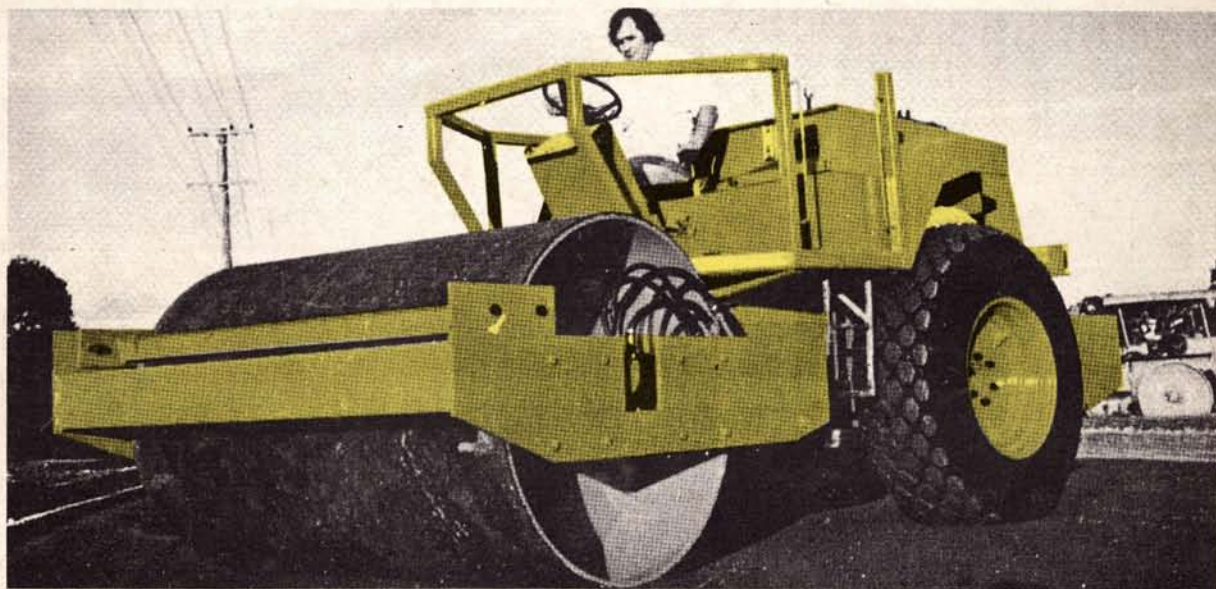
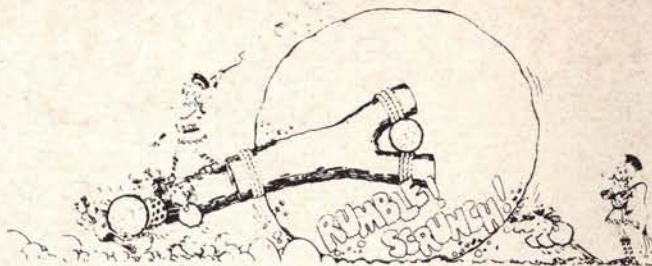
It pays to standardise on Compair.

 **CompAir**

*For further particulars contact:*

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Also, Combustion & Chemical Engineering, Townsville, Queensland, and McGinns Engineering Supplies, Mackay, Qld., Treloar & Son, Broken Hill. Exploration Supplies, Kalgoorlie and Universal Diesel & Engine, Darwin.

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## ABRASIVES (AUST) PTY. LTD.

introduce new range of brick-cutting machinery

### FLEXOVIT ST67 MASONRY SAW



**large work capacity/power/precision**

**MOTOR:** Robin EY18 D Petrol

**FRAME:** Formed profile steel

**WHEELGUARD:** Articulated so that guard remains parallel to table

**WATER SUPPLY:** Fitted with self priming pump. Water supplied to both sides of wheel.

**MEASUREMENTS:**

Length	Width	Weight	Wheel Dia.
1660mm	640mm	145kg	356m, 406m

### FLEXOVIT MINICA TILE CUTTING-SAW



**lightweight, compact, powerful.**

**MOTOR 2HP** Single Phase Electric

- ★ Capacity for cutting large tiles or bricks
- ★ Light & Compact capable to be carried by one man
- ★ Adjustment for cut-off depth control
- ★ Precision permits use of Diamond wheels
- ★ Self Priming Water Pump

**MEASUREMENTS:**

Length	Width	Height	Weight	Wheel Dia.
850mm	520mm	400mm	45kg	305mm

# FLEXOVIT CARELA MASONRY SAW

## ★ AVAILABLE 2HP ELECTRIC.



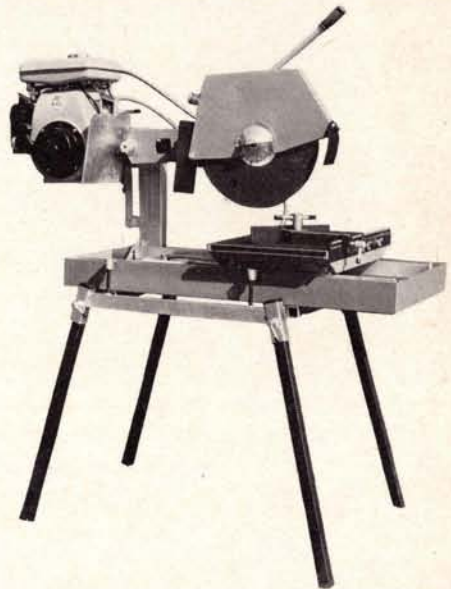
The Carela is specially designed to handle all masonry and brick cutting, but gives the added advantage of portability.

### SPECIFICATIONS:

Weight	Length	Width	Wheel Dia.
50kg	980mm	460mm	356mm

★ ★ ★ ★ ★

## ★ AVAILABLE ROBIN PETROL MOTOR EY13D



**CUTTING HEAD:** Can be locked to enable cutting in one pass. Adjustable cutting height.

**FRAME:** Rigidly constructed. Easily separated for transportation.

**RESERVOIR:** Rust resistant coating.

**CUTTING TABLE:** Fitted with sealed waterproof bearings. Design eliminates side movement. Surface Rubber Coated.

**WATER CIRCUIT:** Self priming pump fitted. Wet or dry cutting controlled by two position lever.

## ABRASIVE CUTTING WHEELS

As one of the leading manufacturers in the world of quality cutting off wheels, Flexovit can offer an excellent range for

★ Concrete ★ Brick Cutting ★ Joint Spacing ★ Asphalt Cutting ★ Refractory Brick Cutting

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