

OFFICIAL JOURNAL OF THE HIRE ASSOCIATION OF AUSTRALIA

HIRE

AND RENTAL EQUIPMENT NEWS

Vol. 11 No. 8 APRIL, 1978

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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.

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HIRE

AND RENTAL EQUIPMENT NEWS

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EDITORIAL:

All Editorial copy should be addressed to:

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C/- the Publisher.**

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

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Harbour View of The Sydney Opera House.

*Photo by courtesy of The N.S.W. Government
Tourist Information Centre.*

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THE EDITOR'S PAGE

1978 has brought us a new national President, and in welcoming Andy Kennard to the job and wishing him well, it's necessary that we say thanks to Des Whelan for a lot of real hard work. And for what he's achieved for the Hire Industry.

HIRE EXPO — STOP PRESS ANNOUNCEMENT!

A new national President isn't all that's new.

On Page 5 you'll find details of the changes that have had to be made to the Hireexpo 1978 programme. Because of some restraints imposed by the Chevron Hotel, the Committee switched the venue to Royal Randwick Racecourse Convention Centre for the exhibition and conference, and to the New Crest Hotel for the accommodation. Andy Kennard says that, after all, the committee is "confident the changes are for the best".

And so they may well be, since not all possible attendees — both members and suppliers — were very

impressed with the Chevron previously. Particularly those exhibitors down in the "hole" out the back.

SO — don't forget to ensure that you'll be where the action is between May 24 and May 26.

Jeff Marsh wrote to his local M.P. and asked that the government give consideration to the inclusion of photographs on Drivers Licences. His request was directed — through channels, naturally — to the Commissioner for Motor Transport, who said that the idea had been under consideration but that it couldn't be justified because of cost.

The Minister for Transport and Highways, Peter Cox, M.P., however says that he is aware of the degree of interest being shown in this type of licence, and that an inter-departmental committee has been set up to consider the matter. The committee's investigation is well under way and its recommendations will be considered shortly. Whatever that means.

Ten Tips for your Staff

1. **Speak to people** — There is nothing nicer than a cheerful word of greeting.
2. **Smile at people** — it takes 72 muscles to frown, only 14 to smile.
3. **Call people by name** — The sweetest music to anyone's ear is the sound of their own name.
4. **Be friendly and helpful** — If you would have friends, be friendly.
5. **Be cordial** — Speak and act as if everything you do is a real pleasure.
6. **Be genuinely interested in people** — You can like everybody if you try.
7. **Be generous with praise** — Be cautious with criticism.
8. **Be considerate of the feelings of others** — Remember, there are three sides to any controversy: Yours, The Other Fellow's, and the Right One.
9. **Be alert to give service** — What counts most in life is what we do for others.
10. **Be yourself.**

Drive for Members

Why don't YOU take a new look at your Association's activities every now and then to see what might and should be done to make its services more helpful to the other members?

Your Councillors are eager for suggestions, ready and willing to listen to them, to study them and, if useful, put them into operation.

Why not help strengthen your Association by doing your part to increase its membership?

Every member should strive to enlist at least one new member during May.

New members are important in many ways. So are the ideas and fresh viewpoints that "new blood" brings in.

Q.

Which witch is best for your Rental Customers?

A.

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.



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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 1429
TAS.: 282A Argyle Street, Hobart, 7000..... (002) 34 6258

ML39/FP

PRESIDENT'S MESSAGE

The year past was not one of tremendous activity for the National Body. National issues such as legislative areas were followed up on a lower key than in the previous year.

It remains my view that the National Body should have a viable structure to ensure that adverse legislation or similar challenges should be met with a united defence. However the real action and day by day improvements, training publicity or in other words the positive or attacking side of our associations are best organized at a state level. I have formed this opinion because our industry, our customers and accepted practices do vary from state to state.

That at least was my view for 1977 and now the new committee headed by the new president, Andrew Kennard, will have the opportunity to review this policy. We are fortunate to have the services of Andrew and I know that the 'National' is in good hands.



In closing I would like to thank the State Councillors and Secretary, Rolf Schuft for their support in the past 12 months.

Good luck and keep the rates up.

D.G. Whelan
President

MESSAGE FROM THE NEW NATIONAL PRESIDENT

Q. G'Day

A. How's business?

Q. Oh – Not bad; Bloody costs keep rising.

A. Yeah! – I'm trying to save wages this year by putting some of my blokes on contract.

Q. Yeah? How does that save you wages?

A. No holidays, sick pay or public holidays
No overtime just pay for work done
Saves workers comp and payroll tax – your costs are fixed.

Q. Yeah – what's in it for the blokes?

A. Good for the blokes too – they can save on tax by being self-employed and claiming money off their costs – car, phone, – you know?

Q. How much do you pay them?

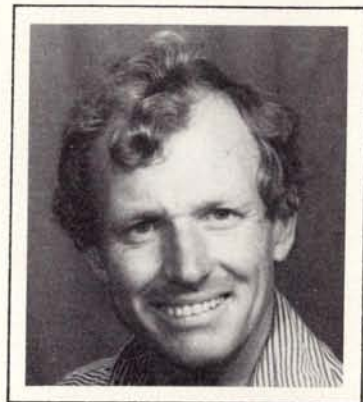
A. Oh – depends; \$5 an hour for some or if the driver supplies his own truck, maybe \$6.75.

Q. Anyone else doing it?

A. Yeah, I know of 6 or 7 companies.

Q. Yeah?

A. Yeah!



President: Andrew Kennard

This COMPLETELY FABRICATED yarn is the sort of conversation that goes on when 2 hirers get together – any 2 hirers.

Every hirer has something to learn and something to teach.

This is what Conventions are about – giving, taking, teaching, learning – and yarning.

When else can you get the time to do it? Don't lose the chance this year.

Andrew Kennard
President

STOP PRESS

CHANGE OF CONVENTION VENUE

Due to last minute changes to the terms and conditions imposed by the Chevron Hotel, has made it impossible to hold the convention there.

The new venue will be the
RANDWICK RACE COURSE
Convention Centre for the Seminars and Hirexpo.

Randwick Race Course is truly a beautiful setting and probably the only time you will be able to say you came home on a winner which is a certainty on this occasion.

Accommodation has been moved to the
NEW CREST HOTEL
111 Darlinghurst Rd., Kings Cross.

The Chevron Hotel management will not advise of those people who have already registered for

accommodation. So people who have already booked are asked to do so again, either by phoning the New Crest Hotel or returning the Registration Form in this issue of Hire.

To assist in transportation from the Hotel to the convention centre at Randwick Race Course, a bus shuttle service will run hourly throughout the day on the 25th and 26th.

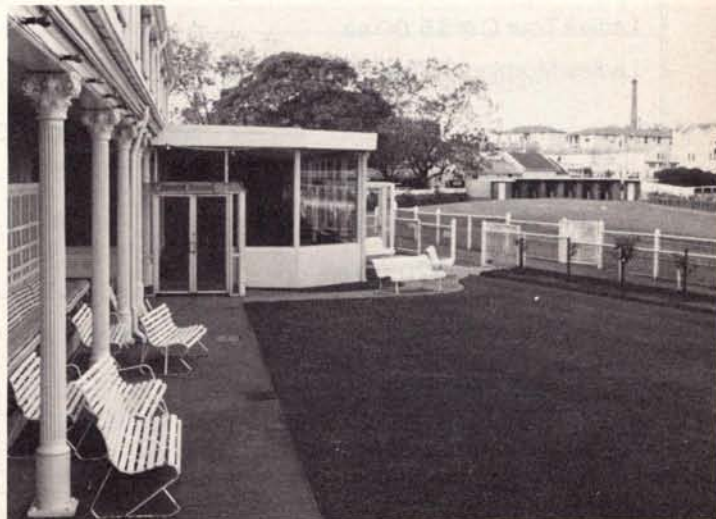
To further assist delegates, reception desks will be located at both the Hotel and Randwick Convention Centre and will be manned all day.

Exhibitors will be pleased to learn that there is now no problem associated with the "hole". The ball room style booths will still be totally under cover and of a similar design and standard. The "hole" booths will be of a higher standard than previously promised and approximately the same size. All booths will now be on the same level and in the same general area.

THE COMMITTEE NOW ASKS THAT YOU SUPPORT THEM BY ATTENDING THE CONVENTION.



Randwick Race Course.



Luncheon Area & Bar.



THE HIRE ASSOCIATION OF AUSTRALIA 7TH ANNUAL CONVENTION & HIRE EXPO

24 - 27TH MAY, 1978
THE RANDWICK RACE COURSE — SYDNEY

REGISTRATION FORM

Post Registration form, including cheque to: Mrs. Denise Layton, Secretary, Hire Association of N.S.W., P.O. Box 5, SEVEN HILLS, N.S.W. 2147 Australia. Telephone: 621-5323

Cheques made payable to: Hire Association of N.S.W.

Closing Date: May, 1978

COMPANY'S NAME: PHONE NO:

ADDRESS:

DELEGATES NAMES:

Men's Registrations @ \$40.00 ea. _____

Women's Registrations @ \$20.00 ea. _____

Ladies Luncheon Tickets @ \$15.00 ea. _____

Banquet Tickets @ \$16.00 ea. _____

Cocktail Tickets (free)

Yard Tour A (Party) @ \$5.00 ea. _____

Yard Tour B (Plant) @ \$5.00 ea. _____

Ladies Tour C @ \$5.00 ea. _____

Ladies Morning Coffee Cruise \$6 ea. _____

SINGLE DAY REGISTRATIONS

WEDNESDAY @ \$20.00 ea. _____

THURSDAY @ \$20.00 ea. _____

FRIDAY @ \$20.00 ea. _____

TOTAL AMOUNT DUE \$ _____

AMOUNT RECEIVED \$ _____

CHEQUE: \$ CASH: \$

SEND ACCOMMODATION FORM DIRECT TO THE NEW CREST HOTEL, 111 DARLINGHURST ROAD, KINGS CROSS, N.S.W. 2011. TELEPHONE: (02) 358-2755 TELEX: 21352 CABLE: CRESTEL, SYDNEY.

ORGANISING COMMITTEE:
Hire Association of N.S.W., P.O. Box 5, SEVEN HILLS 2147. Phone: (02) 621-5323.

NEW HOTEL REGISTRATION FORM

(Disregard any other Hotel Registration Forms you may already have)



THE HIRE ASSOCIATION OF AUSTRALIA 7TH ANNUAL CONVENTION & HIRE EXPO

24 - 27 MAY, 1978
NEW CREST HOTEL

PLEASE READ CAREFULLY:

1. RETURN THIS FORM DIRECT TO:
M/s Marie Lamb,
New Crest Hotel, 111 Darlinghurst Rd., KINGS CROSS.
TELEPHONE: (02) 358-2755
CABLE: CRESTEL, SYDNEY. TELEX: 21352
2. Please submit **ONLY ONE ROOM REQUEST ON EACH FORM** (obtain additional forms by photocopying this sheet)
3. Please **PRINT** or **TYPE** all information to assure accuracy
4. Cancellations must be made **24 HOURS PRIOR TO RESERVATION DATE.**

INSTRUCTIONS FOR COMPLETING FORM:

Circle type of accommodation i.e. Twin, Double or Executive Suite.

TWIN
\$30

DOUBLE
\$30

EXECUTIVE SUITE
\$32

NOTE: RATES ARE NETT — Room Only — Per Night.

ROOM OCCUPANTS: If twin, doubles or suites are booked, please list ALL occupants names below:

FULL NAME	FULL ADDRESS	ARRIVAL DATE	DEPARTURE DATE
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Organising Committee:

Hire Association of N.S.W., P.O. Box 5, SEVEN HILLS, 2147. Phone: (02) 621-5323

1978 NATIONAL CONVENTION DAILY PROGRAMME

WEDNESDAY 24TH MAY

8.00 a.m. — 6.30 p.m. 24 hours service	Registration Desk Hours Hospitality Room
12.00 — 1.00 p.m.	Yard Tours (A, Party; B, Plant; C, Ladies Scenic Tour). A & B Buses depart from Lobby Victoria St., Entrance. Lunch will be provided on yard tours A & B.
1.00 p.m.	Ladies Scenic Tour C (please have lunch prior to departure). *See Ladies Programme following.
5.00 p.m.	Return to Hotel
6.30 p.m.	Cocktail Party
7.00 p.m.	Official Opening by Sydney's Lord Mayor
8.30 p.m.	Party Concludes

THURSDAY 25TH MAY

6.30 a.m. — 10.00 a.m.	Breakfast (Buffet Style, Restaurant 2nd Floor)
8.00 a.m. — 5.00 p.m.	Registration Desk, Hotel
8.00 a.m. — 5.00 p.m.	Registration Desk, Randwick Convention Centre. Shuttle Bus Service to Randwick Convention Centre — from Lobby, Victoria Street, Entrance)
9.15 a.m.	Ladies Morning Coffee Cruise. Bus departs Lobby, Victoria Street, Entrance. *See Ladies Programme following.
9.00 a.m.	Seminar I "COLLECT YOUR OWN DEBTS" Speakers: Barbara Sparks, Kennards Hire; Therese Galvin, Superhire; Graham Edwards, Wollongong Chairman: Mark Cambridge, Cambridge Hire, S.A.
10.00 a.m. — 10.15 a.m.	COFFEE BREAK
10.15 a.m. — 12 noon	Seminar II "COULD YOU HANDLE A DISASTER" Speakers: Tom Cioccarelli, Wreckair Qld.; Wal Reynolds, Barwicks Hire, N.S.W. Mr. Powditch, Chubbs; Consultant Insurance Broker from Terrence Lipman P/L; Fire Brigade Chairman: Brian Elms, Builders Aids P/L., Vic. This session will conclude with practical fire demonstration
12 noon — 5.00 p.m.	EXHIBITION AT RANDWICK RACECOURSE CONVENTION CENTRE Lunch & bar facilities available at Convention Centre
7.15 p.m.	Banquet and Dance
7.45 p.m.	Dinner served (Banquet & dance to be held at SEBEL TOWN HOUSE, 23 Elizabeth Bay Road, ELIZABETH BAY)

FRIDAY 26TH MAY

6.30 a.m. — 10.00 a.m.	Breakfast (Buffet Style, Restaurant 2nd Floor)
8.00 a.m. — 5.00 p.m.	Registration Desk, Hotel
8.00 a.m. — 5.00 p.m.	Registration Desk, Randwick Convention Centre

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power to spare.

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Handles posthole digging, vertical drilling and a wide variety of nursery and construction jobs. Assorted extensions also available.



Stihl 4308 One-Man Earth Auger
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41 Barry Street, Bayswater. Phone: 729 3522.

N.S.W.:
Herbert Osborne Power Tools,
(A Division of Alduson Pty. Ltd.)
52 Queen Street, Alexandria. Phone: 69 6053.

QLD.:
Stihl Chain Saw (Aust.) Pty. Ltd.,
19 Thompson Street, Mayne. Phone: 52 4617.

W.A.:
W.A. Chain Saw Sales Pty. Ltd.,
108 Burswood Road, Victoria Park. Phone: 361 5444.

S.A.:
Stihl Chain Saw (Aust.) Pty. Ltd.,
394 Main North Rd. Blair Athol. Phone: 260 3766.

Mt. GAMBIER:
Stihl Chain Saw (Aust.) Pty. Ltd.,
15 Ferrers Street, Mt. Gambier. Phone: 25 5042.

LAUNCESTON:
Tas Chainsaws Pty. Ltd.,
210 Wellington Street, Launceston. Phone: 44 3141.

HOBART:
Don MacDougall Pty. Ltd.,
38 Brisbane Street, Hobart. Phone: 34 4221.

DARWIN:
Agricultural Services Pty. Ltd.,
Winnellie. Phone: 84 3577.

8C40

8.00 a.m.	Shuttle Bus Service to Randwick Convention Centre (From Lobby, Victoria Street, Entrance)
9.00 a.m. – 10.00 a.m.	Seminar III "TRAINING THE TRAINER" Speakers: Blair Cavill, Kennards Hire; Jim Brown, Coates Hire; Peter Beale, Peter Beale Management Chairman: Mark Williams, Steel Boxing Service Qld. Question Time
10.00 a.m. – 10.15 a.m.	COFFEE BREAK
10.15 a.m. – 12 noon	Seminar IV (Plant) "NUTS & BOLTS SESSION – HOW TO CUT COSTS & MAKE MORE MONEY" Speakers: John West, Atlas Copco; Trevor Barnicoat, Compair; Jock Mitchell, Mitchells Machinery Maintenance; Bob Edwards, Flextool; Dick Prestige Electric Chairman: Neville Kennard, Kennards Hire Question Time
10.15 a.m. – 12 noon	Seminar IV (Party) "KNIVES & FORKS SESSION – MECHANICAL AND CHEMICAL CLEANING" Speakers: Bill Hennes, Eswood Distributors Chairman: Gordon Willis, K. Jeans Hire, Qld. Question Time
12 noon – 5.00 p.m.	EXHIBITION AT RANDWICK RACECOURSE CONVENTION CENTRE Lunch & Bar facilities available at Convention Centre
6.30 p.m. – 8.30 p.m.	Cocktail Party

SATURDAY 27TH MAY

Tours available for those who wish
Clean Up Day

★ ★ ★ ★ ★ ★ ★ ★

*LADIES PROGRAMME

WEDNESDAY 24TH MAY

1.00 p.m.	Bus Tour Departs for Argyle Centre (Please have lunch prior to departure)
2.30 p.m.	Leaves Argyle Centre for Antique Centre, Surry Hills
4.30 p.m.	Returns to Hotel PRIZES TO BE WON ON EACH LEG OF JOURNEY

THURSDAY 25TH MAY

9.30 a.m. – 12.30 p.m.	Morning Coffee Cruise (Buses depart Lobby, Victoria Street, Entrance) LIMITED SEATS \$6 each – BOOK NOW with DENISE LAYTON, P.O. Box 5, SEVEN HILLS, N.S.W. 2147.
------------------------	---

FRIDAY 26TH MAY

12.30 p.m.	Ladies Luncheon Speaker: Rosemary Mariott, a Palm Reader of note who is most entertaining PLUS: YOUR CHANCE TO WIN A MONEY TREE
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GENERAL INFORMATION:

1. Hospitality Room in Hotel open 24 hours a day (Armoury Room, 2nd Floor).
2. Shuttle Bus Service all day long to & from Randwick Racecourse Convention Centre.
3. Entry to **ALL** functions by **TICKET ONLY**. All tickets will be available for purchase at Registration Desks.
4. As long as you have booked your accommodation prior to the Convention you can register for all functions at Convention Registration Desks.

SYDNEY VENUE FOR 1978 HIRE CONVENTION



SYDNEY: THE CONVENTION CITY, capital of NSW, was founded in 1788 as a convict settlement — an untidy huddle of tents and huts congregating around what is now Circular Quay. In 1978, almost one in every four Australians live and work in this extensive network of inner city streets and outer city suburbs. Sydney's charm pervades the immense expanse of water which constitutes "The Harbour". Captain Phillip's ideal of the superlative anchorage was no eighteenth century pipedream. Today, Sydney Harbour remains one of the world's most suitable marine ports. Sydney exists as Australia's front door and well caters for the tourist.

Both culturally and economically Sydney has grown over a relatively short period of time. With the ever increasing number of theatres and entertainment complexes, the city offers much to the tourist who doesn't want to walk till his feet feel numb. For those who enjoy the search and discovery of new places, Sydney again comes up with a rich offering.

The Nation's history began in this city in an area called The Rocks. The Rocks, Paddington, Windsor, Richmond and Hunters Hill all have their compliment of Historic buildings that reflect some aspect or another of the cities growth.

A helpful locality map appears in the Department of Tourism's illustrated booklet "A Guide to Historic Sydney". 30 cents.



Bondi Beach

The Beaches

The fame of Sydney's beaches has spread throughout the world. There is a beach for every mood — from glamorous Palm Beach, about 30 km north of the Harbour, through tranquilly beautiful Whale Beach, Avalon and Bilgola and sophisticated Manly and Bondi, to the more jaunty Cronulla, about the same distance south of the Harbour. There are also some popular picnic beaches around the Harbour foreshores. Two Harbour beaches have been set aside for nude bathing.

Sydney's beaches are a natural and colourful playground during the long, lazy days of summer. The yellow sand is soft and warm, the sky day after day a sunny blue, and out beyond the sandbanks where the Pacific swells break into walls of racing foam the sea is a deep blue-green. The thousands of sun-lovers with their gay umbrellas, bright towels and other beach gear form continually changing patterns of vivid colour and movement against the white dazzle of the surf, which sweeps shoreward an assortment of surfers either "body-shooting" (riding the waves unaided); zooming in on polystyrene or inflated rubber floats; or, in their own restricted areas, "hanging five" on surfboards.

Highlights of the summer season are the surf carnivals, in which volunteer lifesavers compete in swimming, surfboat, surfboard and surf-ski races and beach events. The teams also give displays of precision marching behind their club banners, and compete in rescue and resuscitation events, demonstrating the methods which have been evolved on Sydney's beaches and which are now in use in many other countries.

All Sydney's beaches are easily accessible by car or public transport, and are patrolled by lifesavers in the summer season. Speedy jetboats and a helicopter are on call for use in emergencies.

National Parks and Reserves

With the intensity and pace of city life (and sight-seeing) it is worth making a mention of the rare natural beauty surrounding Sydney. Much of this beauty can be found in both parks and nature reserves alike. The

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- Lifted by one person upstairs
- Sales with every hire
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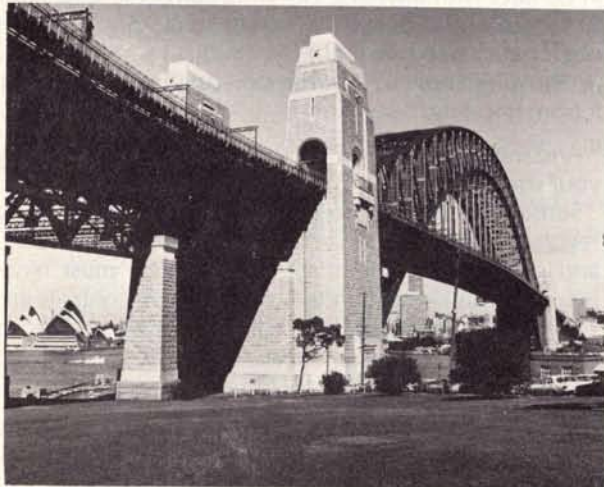
Trade enquiries to:

TOONGABBIE HIRE SERVICE PTY.LTD.

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

Sydney region has two National Parks — Royal National Park to the south and Ku-ring-gai Chase National Park to the north, whilst the smaller Lane Cove River Park lies just north of the harbour. All three are accessible by road.

Most visitors to Sydney are anxious to get more closely acquainted with wildlife, especially kangaroos, wallabies and koalas. Nature reserves presenting this opportunity include Koala Park at West Pennant Hills; Kalkari Wildlife Display in Ku-ring-gai Chase National Park.



Sydney Harbour Bridge.

Art in Sydney

A week rarely passes in Sydney without the opening of one or more exhibitions of new works by Australian artists.

This simple fact graphically illustrates the popularity of art in Sydney today — a popularity that takes over 100,000 visitors to the Art Gallery of New South Wales each year and which supports some 20 galleries in the city area alone, apart from those in the suburbs.

The Art Gallery of New South Wales, in the Sydney Domain, has the most comprehensive collection of art in Australia. Embracing most countries and most periods, this collection includes outstanding British, Australian, Aboriginal and New Guinean paintings and special sections highlighting Primitive and Asian art (mainly Oriental).

An impressive collection of paintings of Australian historical interest is on view in the Mitchell and Dixon Galleries in the State Library of New South Wales in Macquarie Street, next to Parliament House and the Domain.

Among the leading private galleries within the city area are the Macquarie Galleries at 40 King Street; the Blaxland Gallery in Myer's store; David Jones' Fine Art Gallery, in that company's Elizabeth Street store; and Prouds Art Gallery, on the corner of King and Pitt Streets.

Just out of town are many fine galleries, too —

including the Parker Galleries at 39 Argyle Street, in The Rocks; Watters, at 109 Riley Street, East Sydney; and Strawberry Hill at 533 Elizabeth Street.

But no art-lover should miss a visit to Paddington and nearby Woollahra, east of the city proper, where many of Sydney's most interesting galleries are to be found. All are within pleasant walking distance of one another and include the Holdsworth, Barry Stern, Hogarth, Gallery A, Coventry and Rudy Komon Galleries.

Kings Cross

Kings Cross, the fascinating paradox ... Less than a kilometre from the heart of the city, Kings Cross has, oddly enough, no definite boundaries, and yet any Sydneysider knows immediately the precise location that is meant when someone mentions "The Cross".

The reason is that Kings Cross is more a state of mind and a way of life than a clearly defined suburb.

From its early days as the centre of Sydney's bohemian life to the sophisticated, elegant image it projects today, Kings Cross has fired the imagination of visitors.

To countless thousands it is the magnet that draws them irresistibly to Sydney. The reputation of "The Cross" as a glamorous nightspot is international — travel the world over, mention you come from Sydney, and the first thing they ask you about is Kings Cross.

The name Kings Cross is derived from the main traffic intersection formed by the junction of William Street, Victoria Street, Darlinghurst Road and Bayswater Road. A resolution of the Municipal Council of the City of Sydney, passed in June 1897, bestowed the title "Queen's Cross" on this intersection, but in 1905 this was changed to the present name in order to avoid confusion with Queen's Square, at the northern end of Hyde Park.

Despite the fact that it's so essentially a part of the city, which it overlooks from the high ridge it occupies, Kings Cross is in many ways curiously different. Here the Australian life-style merges comfortably with the more exotic cultures of Europe and Asia; here the Village Centre beckons with its fountain, its sidewalk cafes, its Maze and Waxworks; here you can pause a moment in the Wayside Chapel or take a stroll to pleasant Fitzroy Gardens to view the spectacular El Alamein Fountain; and here you can sample the wordly pleasures of Kings Cross nightlife, with its fascinating array of restaurants, nightclubs, bars, coffee lounges, specialty stores and strip joints.

Brash, vigorous and sometimes bawdy, Sydney is endlessly fascinating in its variety, its beauty, its exciting potential for tourists. If you are a new visitor to our city, we hope you discover some of its highlights. If you are an old friend perhaps it can bring back some pleasant memories.

CHAIN SAWS SUPPLEMENT

It's only been a short time since the introduction of the chain saw. And in that time a great deal of development has resulted in machines for both professional and casual use.

More and more we see workers on building and construction sites, and farmers and home owners, using chain saws to cut timber which is beyond the capacity of ordinary power tools. Or where electric power is just not available.

The introduction of the "mini saws" — such as those from McCulloch, Dolmar and Poulan — at very competitive pricing has done much to create a greater awareness of the value of chain saws where the general public is concerned. And have also contributed to the increasing importance of chain saws where hire companies are concerned. In this HIRE Supplement, we look at several aspects of chain saws which should interest all hire companies.

SAFETY

Chain saws are dangerous machines. A sharp, exposed saw chain travelling at about 3,000-4,000 feet per minute can cause terrifying accidental injury so quickly that there is not time for avoiding action by the operator. The most significant problem associated with the use of a chain saw is the "kick back", which occurs when the chain at the nose of the guide bar strikes an obstacle causing a very rapid movement of the bar in an upward arc toward the operator.

The introduction of the chain brake resulted in a dramatic fall in the incidence of chain saw accidents — down by some 60%! It's no wonder that many countries now prohibit the sales of chain saws not equipped with a brake.

The Swedish manufacturer, Jonsereds, was the first in the world to put on the market an effective safety chain brake. It is operated by a powerful brake block which locks the rotating clutch drum, bringing the chain to a standstill in one-tenth of a second or less. The brake is actuated by the operator's left hand striking a bracket when a kick back occurs. Later models allowed for the brake to be engaged when starting the saw, or when carrying from one location to another.

The increasing use of chain saws by inexperienced people requires hire companies to ask a few simple questions, and offer some basic advice.

For example:

★ Ask if the hirer has ever used a chain saw before (simple but it's not always done), and run through the operating instructions paying particular attention to the safety aspects.

★ Recommend that the user wear some protective

clothing, e.g. shoes (not thongs or bare feet), glasses or goggles, and so on.

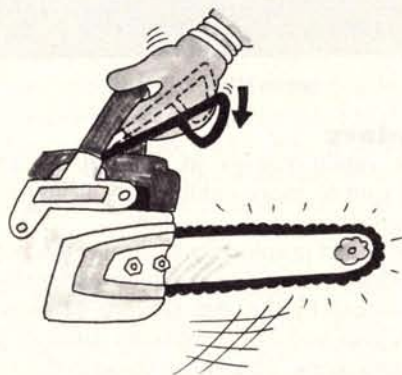
★ Ensure that the fuel requirements are understood, and make sure you supply enough fuel mix and chain oil for the job.

★ Tell him to make sure that the bar and chain are not in contact with anything when he starts the engine (a kick back could occur if it makes contact with some object, such as a tree limb).

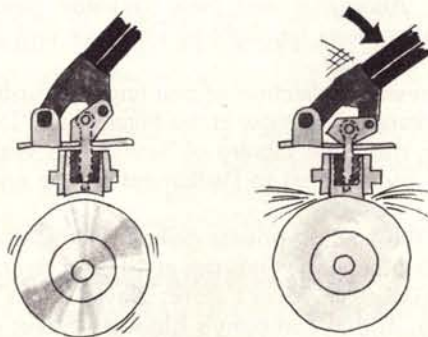
★ Show him how to start the saw, and how to prevent it from flooding.

And then start the saw for the hirer, before he leaves your shop.

Some Australian forestry areas are introducing regulatory controls governing the use of chain saws, and specifying the features which a saw **must** have before it can be used in the forest. These controls are expected to eventually affect all chain saws sold, even those for hire or consumer/casual use. Details of these controls will be included in a future issue of HIRE.



Chain brake function.



NOISE

In New South Wales, the State Pollution Control Commission has given nearly all of the chain saws sold a **Noise Rating**. Taken from a point 7.5 metres directly in front of the operator, and another 7.5 metres away at right angles, they produced an average of 92 dBA which is well within the levels laid down by the SPCC. Carried out at Sydney Showground, the figures will allow the Commission to control the noise produced by chain saws. And since the majority of hired chain saws are used within suburban areas, this aspect must be of real interest to hire companies.

It's in this area where the Swedish companies are among the leaders in research, since their local controls measure the noise of the saw at the operator's ear, not from 7.5 metres.

Noise problems in connection with chain saw operation are very difficult to solve.

To start with, the source of the noise – the chain saw – is close to the operator the whole time. He can be exposed to this noise for long periods.

Secondly, chain saws have to be compact and light but still be as powerful as possible. The source of the

noise, however, that can be damped technically as a rule requires large and heavy devices.

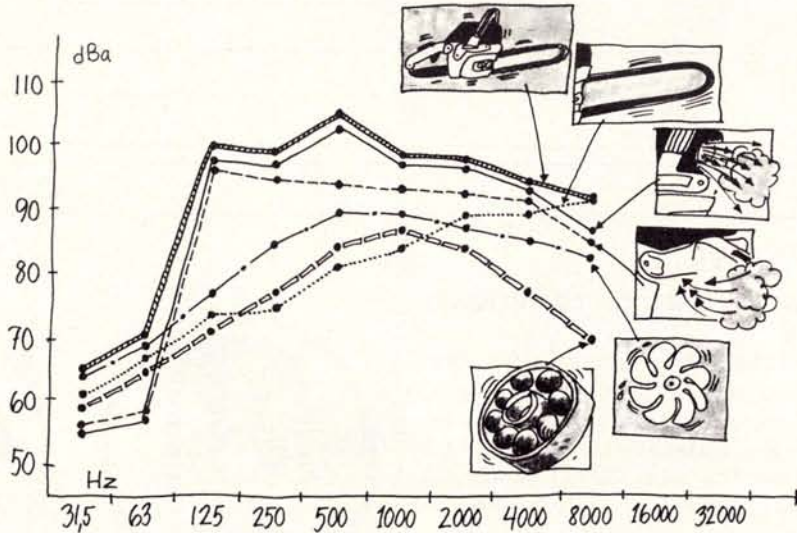
Noise, or sound pressure level, is measured in dB (decibels). Sound pressure level is sometimes measured in dB(A) as well, the noise then being evaluated at different frequencies as the human ear hears them.

A logarithmic scale is used for decibel measurement. This means, that if the noise as received by the human ear is reduced by half, the decibel value decreases by only about 6 units, for example from 106 to 100dB. To decrease the noise level from, for example, 108 dB to 105 dB, means a much greater change in noise level than the figures would appear to indicate.

Chain saw noise is caused by the following sources:

- Chain, bar and sprocket
- Combustion and the exhaust
- Carburetor induction
- Fan and cooling air
- Other mechanical components such as bearings, etc.

The relationship between the various sources of noise looks like this:



ANTI-VIBRATION HANDLES

A running chain saw always vibrates, and it is technically prohibitive to balance out completely all the reciprocating engine components that cause vibrations.

The piston moves between its top and bottom centre positions at extremely high speed. From a stationary position at its turning points, it accelerates up to a speed of about 50 m.p.h. (80 km/h) over a distance of only $\frac{9}{16}$ " (14 mm) when the saw is running at full speed. The up-and-down movements of the piston produce forces of varying intensities in different directions during each revolution, and the counterweights in the crank assembly can only balance some

of these forces. Much of the remaining force is transmitted to the hands and arms of the operator.

In chain saws without anti-vibration systems, the free force can be as high as 22-34 lbf (100-150 Newton) and it is the primary cause of one of the leading occupational hazards among loggers – "white fingers" or TVD (traumatic vasospastic disease). This takes the form of stiff fingers and hands which go numb. In most severe cases, cramp can also occur.

To make work more comfortable and to decrease the risk of TVD, vibrations must be reduced to the greatest possible extent before they reach the hands of the operator. That's why saws such as Swedish

machines have been effectively anti-vibrated for many years.

RATING A CHAIN SAW

Currently there are a few more than 100 model chain saws being marketed in Australia under a dozen brand names. Choosing the one which best suits your hiring business is almost as difficult for you as is the decision facing your hire customer who wants to use a chain saw. And in this area, Bob Karnaghan, well known chain saw man from Spear and Jackson, has prepared a "do-it-yourself" rating chart. Here is his simple guide:

Fill in the chart as you evaluate the saw, or saws since a comparison is usually worthwhile.

The higher the score the better.

1. BHP per pound: This signifies the ability of the engine to convert the fuel to energy and the quality of the material the engine block is made of – the lighter

it is the better.

2. Output per 1000 cc: As the hp is determined by the cc capacity, and influenced by engine speed and design efficiency, the hp (or performance) is converted to a common basis of hp per 1000 cc.

3. Chain speed in feet per minute.

4. Tank running time: Generally the longer the running time the more fuel must be carried.

5. Noise level: Since the demand is for less noise, then highest scores must go to the least noise.

6. Vibration level: Lowest level is most important.

In terms of value for money, which may not be the same, the best value can be calculated as:-

Price in \$

_____ = \$ per HP produced
output per 1000 cc

	1.	2.	3.	4.	5.	6.	7.	8.	9.	10.
1. Power/Weight ratio	.24 hp per lb or more		.20 hp per lb							.15 hp
2. Output for 1000 cc	40 hp				50 hp				60 hp	
3. Chain speed	3000 ft/min				3500 ft/min				4000 ft/min	
4. Running time on full tanks.	15 mins or less		17 mins		22.5 mins		25 mins		30 mins or more	
5. Noise level at operator's ear. (If not available then)	120dBA highest									100dBA lowest
6. Vibration Level (If not available then)	50 N or more highest				30 N				12 N or less lowest	

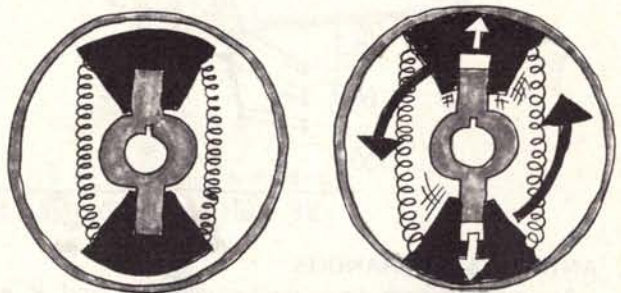
ABOUT CHAIN SAWS ...

THE CLUTCH IS POWERFUL ENOUGH TO TRANSMIT 40 HORSEPOWER!

A centrifugal clutch is fitted between the engine and the sprocket to disengage the chain from the engine at idle speed. It also acts as an overload protector for the engine should the chain suddenly stop, for example when binding. The parts of the centrifugal clutch attached to the crankshaft act as a flywheel as well. So it was possible to reduce the weight of the normal flywheel correspondingly.

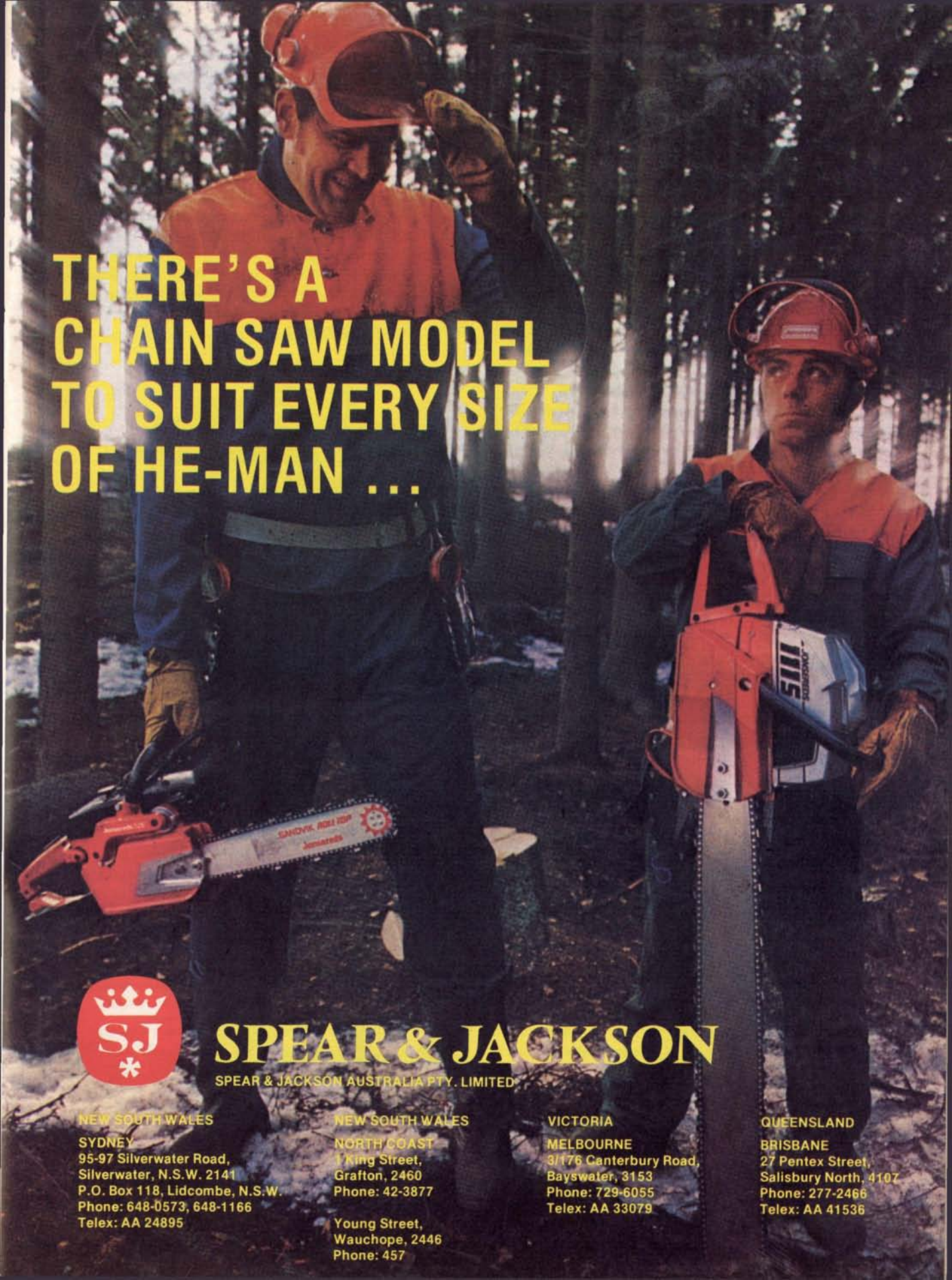
The clutch consists of a drum on which the chain sprocket is fitted. Inside the drum, and moving radially on the crankshaft, are two, three or four spring-loaded shoes (the number depending on engine size). At idle speed, these shoes rotate freely in the drum. When engine speed increases they are thrown outwards by centrifugal force. At the clutch engagement speed, centrifugal force presses the shoes so hard against the drum that the drum starts to rotate and the chain starts to move.

The clutch engagement speed is chosen with a safety margin between idle speed and the clutch engagement speed. If the clutch engagement speed is



too high, the clutch slips at speeds when firm engagement is needed. For this reason, the shoes are designed so that the difference between engagement speed and the speed where the shoes have a firm grip on the drum is as small as possible.

The shoes are pressed against the drum with great force. At full engine speed this force is as high as about 470 lbf (2100 Newton). The clutch could actually transmit as much as 30 kW (40 hp) without slipping.

A man in a forest wearing a red helmet and orange safety vest, holding a chainsaw. The chainsaw has 'SANDVIK ADI 10P' and 'JANUARY' written on it. The background shows a dense forest of tall trees.

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A CARBURETOR DESIGNED FOR WORKING IN ANY POSITION

The way chain saws are used makes very special demands on the carburetor and the fuel system.

The saw must be able to run in all positions, even upside down.

It must deliver a high output over a wide speed range of approximately 2,000-13,000 r.p.m. and it must accelerate quickly.

To meet all these demands, the carburetor must be able to feed the engine in all positions using a fuel-air mixture of about 1200 cubic feet of air to 1 gallon of fuel (9,000: 1 litre).

The carburetor must give the engine a richer fuel mixture during starting, idling and acceleration, and a leaner mixture in the medium speed range so that the engine always maintains maximum efficiency.

To attain maximum output, the carburetor must also provide the engine with a rich mixture under full load.

The Jonsereds, like many other chain saws, are fitted with the world-famous, proven Tillotson carburetors. A traditional carburetor has a float which regulates fuel flow, but a chain saw carburetor is fitted with a diaphragm (known as the main diaphragm) which regulates fuel flow through a needle valve. The carburetor includes a diaphragm pump which feeds fuel from the tank to the needle valve. This pump is driven by pressure impulses from the crankcase.

The needle valve admits fuel and regulates fuel flow by sensing the pressure in the diaphragm chamber. As the fuel in the chamber is consumed, pressure decreases and the diaphragm opens the needle valve and admits more fuel.

At high engine speed the needle remains in a predetermined position and admits fuel the whole time.

From the diaphragm chamber the fuel passes through the two jets into the intake port through three or four discharge holes.

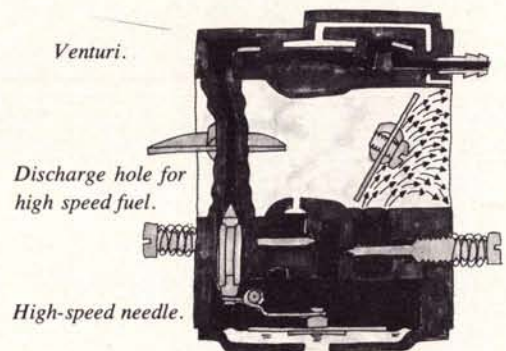
The total fuel feed and the rich/lean ratio of the

mixture are controlled through these discharges. The jets can be set by means of two needle screws marked "L" (lo-speed) and "H" (hi-speed) respectively.

When a cold engine is started, some of the fuel atomizes into the crankcase and the cylinder. The fuel-air mixture is then too lean for ignition. If the choke is closed, the pressure in the venturi is decreased and all the discharges provide a larger quantity of fuel.

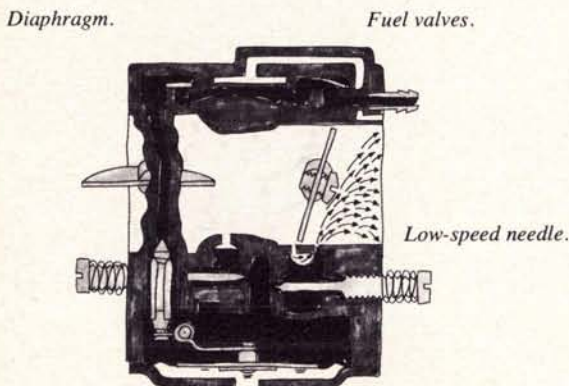
To ensure the smoothest possible idle speed, the idling jet is located at the throttle valve where air velocity is at its maximum. For this reason, the idle jet feeds a lot of fuel at idle speed and less fuel over the medium speed range. (Note that the throttle valve never closes completely.)

Medium speed system.

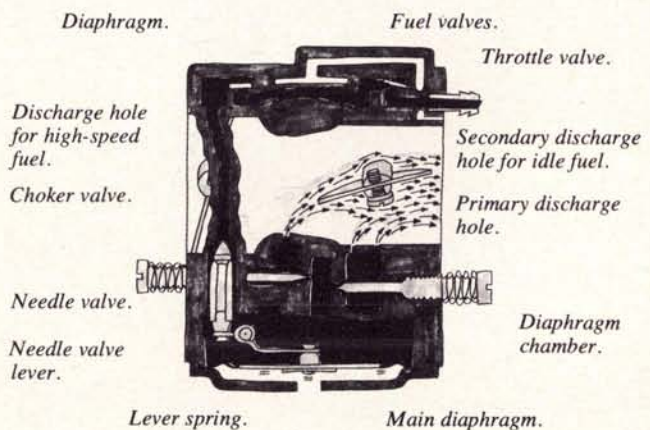


When the throttle is opened further, the engine receives more air and must then also have more fuel. This is received through both ports closest to the cylinder. The quantity is adjusted by means of the lowspeed needle (L) which always regulates the amount of fuel at idle speed and over the medium speed range. This needle is to be set in the most economical position but without weakening acceleration in any way.

Low speed system.



Choke system-starting.



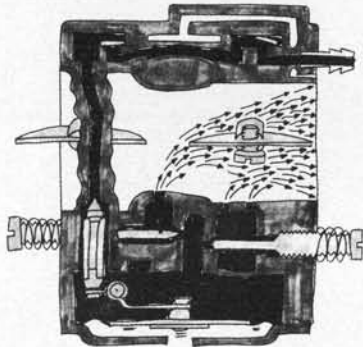
In the medium speed range, the partial vacuum in the venturi is not sufficient for the main jet to feed any significantly greater amount of fuel.

During acceleration, extra energy is needed to increase the speed of the engine, clutch and chain. This requires a richer fuel-air mixture.

When the throttle is opened quickly, the pressure in the venturi also decreases quickly and a great deal of fuel passes out through all three discharge holes simultaneously. The needle valve opens fully and admits more fuel than at a slowly decreasing pressure.

As engine speed increases during acceleration, more fuel is needed and the needle valve remains in about the same position as when acceleration started.

High speed system.



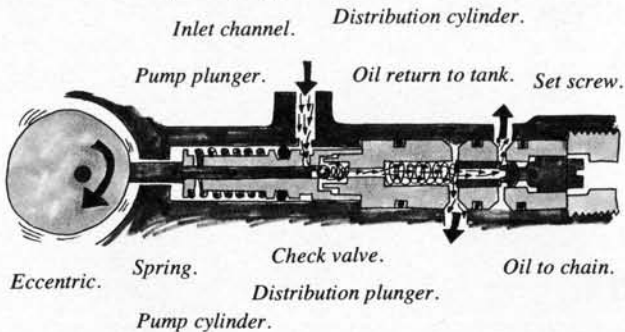
The main jet setting is very important for acceleration and the high-speed (H) needle must not be closed too much and compensated for by the low-speed needle (L). If that is done then the fuel-air mixture becomes too rich over the medium speed range and idling, but too lean at top speed and the result will be low output and a high engine temperature.

TWO DIFFERENT TYPES OF OIL PUMPS

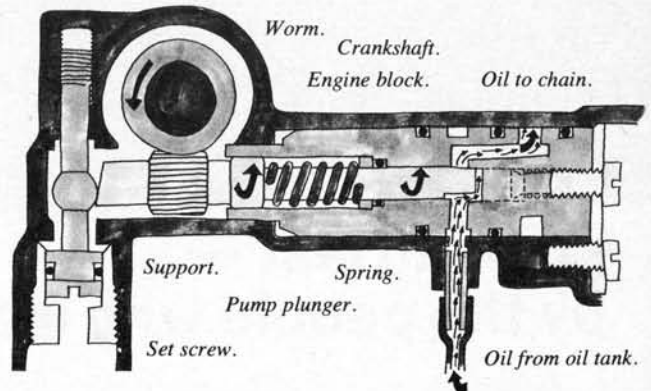
The right amount of oil, in relation to chain speed, is fed to the chain by the oil pump. The oil flow can be adjusted to suit different oil grades, bar lengths and operating conditions.

Here are two different oil pump types.

Plunger oil pump for chain lubrication.



Worm gear oil pump for chain lubrication.



In this type, the oil pump is driven by a worm (1) on the crankshaft which causes the pump plunger to rotate (2). Through a reduction system the rotation speed of the pump is 17 times lower than that of the crankshaft.

One end of the pump plunger is beveled. A spring (3) presses this end against a support (4) which is located eccentrically in relation to the pump plunger. The eccentricity of the support is changed by turning the screw (3) to modify the stroke length and the resulting pump capacity.

There is a recess on one side of the other end of the plunger, so that it functions as a valve when rotating, i.e. opening and closing the suction and pressure channels.



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TAKING THE "OUCH" OUT OF FRAUD

Extract from H.M. Bates News



Mr. Peter Bates, Executive Director H.M. Bates Insurance Pty. Ltd.

Over recent years embezzlement and fraud has soared. To what levels, few will ever know as most companies are unwilling to admit that they have been defrauded – particularly by their own management. Couple this with the situation that much "white-collar crime" goes undetected until a large amount is noted missing and you have a growing concern among industry today.

But even more disturbing is that the average embezzler is usually a trusted employee who has served the company with apparent honesty and integrity for some time.

A profile reveals he is most likely to be about 38 years old, married with two kids. And earning a comfortable wage. His motivation to steal from the Company probably stems from:

- gambling debts
- extravagant living standards
- unusual family expenses resulting in a financial crisis
- disenchantment with income level
- undesirable associates
- resentment or revenge.

But whatever his motivation, the results can be disastrous – even ruinous – to business.

With today's fraud operating at so many levels – particularly since computerisation slashed clerical staff – many companies are looking for ways to reduce the risk of fraud. But although good internal controls and external audits make fraud difficult, they do not make it impossible. In fact, they usually drive the potential embezzler to undertake a bigger fraud – and to attempt to cover it well.

Obviously insurance is vital to stop fraud from becoming a company disaster.

Now with updated contracts, insuring against fraud is most attractive.

Today specially designed Fidelity policies can offer:-

- broad coverage – all fraudulent or dishonest acts
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(Acknowledgement American International Group)



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NEW ZEALAND NEWS

EQUIPMENT SUPPLIERS AND WARRANTIES

As a direct result of negotiation by the Hire Services Association of N.Z., Frank M. Winstone Ltd. has agreed to Association members being exempt from the clause in their warranty voucher covering water blast machines which states "This warranty applies to original purchaser only and excludes machines used for hire".

This gives members of the Hire Association the same warranty advantages as those now enjoyed by other industrial users of the Winstone water blast machines.

A similar approach was made to H.M. Fogarty Ltd. with regard to warranties not being allowed to Hire firms on Hitachi power tools and they have now agreed to allow the same warranty as applies to tools sold for normal industrial use, namely 6 months from date of purchase.

The attention of the Association has been drawn to other equipment suppliers not allowing warranties to Hire firms and they will be approached shortly to see what can be done to alleviate this problem.

NOTE

**AIR FARES TO
N.Z. CONVENTION
MUST BE PAID TO
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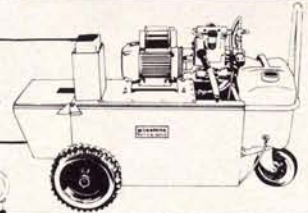
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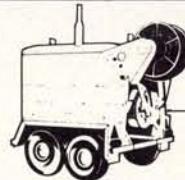
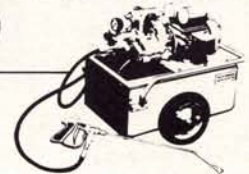
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Maintenance in Food Processing Areas
● Industrial, Commercial, Domestic.



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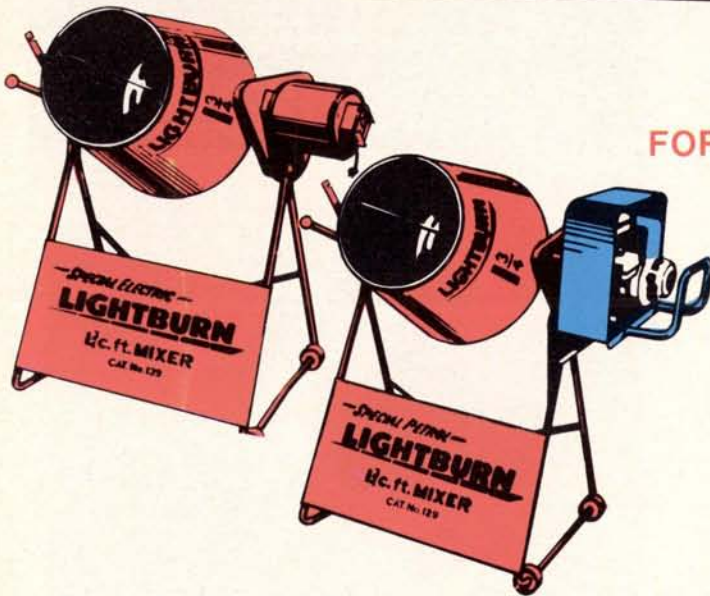
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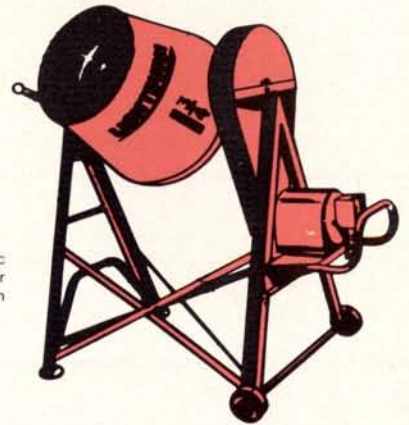


FOR THE HANDYMAN



The Lightburn 1 1/2 c. ft. "non identical twins"

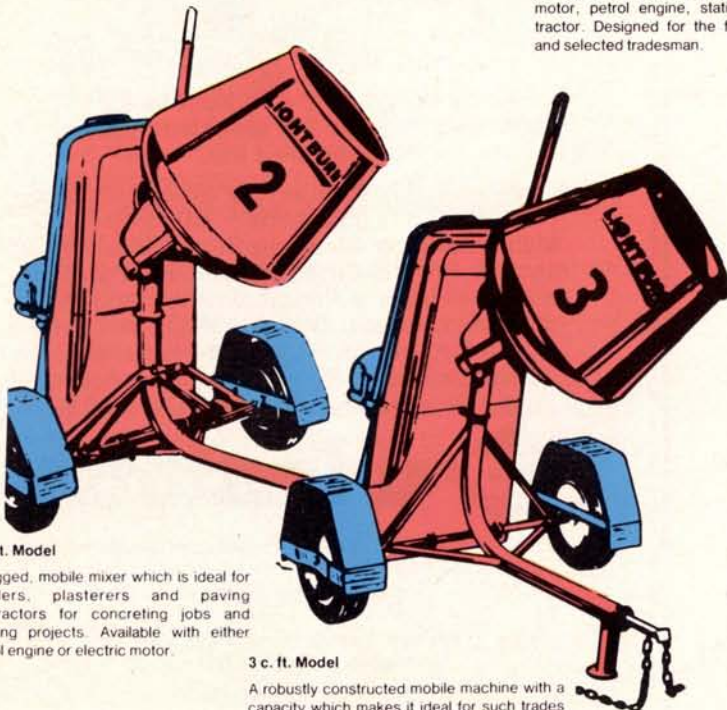
The Special Electric (left). The Special Petrol (right). Two mixers specially designed for the home handyman and the man on the land. Powered by either a 1.7 h.p. petrol engine (Special Petrol) or 1/2 h.p. 240V AC 50 Hz electric motor (Special Electric).



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HIRE SERVICES ASSOCIATION OF N.Z. 1978 CONVENTION

Dear Members of the Hire Industry and
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Hope you will be in attendance at our first
Annual Convention to be held at the Avon Motor
Lodge, Christchurch, N.Z., from 20th-23rd June,
1978.

Christchurch has a proud reputation as host to
major conventions and the arrangements being
made by the Hire Association should ensure that
this image is preserved.

There will be plenty of time to take in the
unique atmosphere of the "Most English city
outside England" with its quietly understated
beauty and friendly people.

The programme has been designed so that,
hopefully, everyone attending will not only learn
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ment exhibition but return home with the feeling
that meeting socially and talking shop with others
in the same game will have made it all worthwhile.

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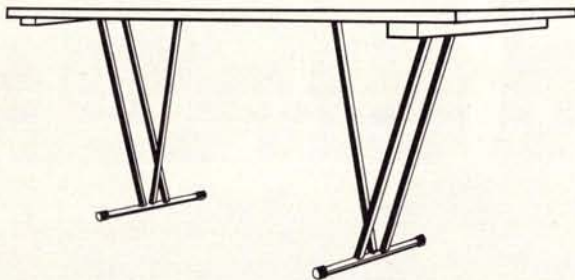
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The ELLIS Folding Leg needs only six screws for attachment — folds flat to only $1\frac{1}{8}$ " — is light but strong — locks in the folded position — supports 6, 8 and 10 foot table tops — specially built for the hard hiring life.

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.

CONVENTION PROGRAMME 1978

CHRISTCHURCH N.Z.

JUNE 20-23, 1978

Tuesday, 20th June

- Delegates and wives arrive throughout morning.
- 10.30 - 12.00 Registrations
- 12.00 - 1.30 Lunch
- 1.30 - 1.50 Official opening and announcements.
- 1.50 - 2.45 Presidents report, presentation of accounts and election of officers.
- 2.45 - 3.15 Seminar : "Benefits of damage waivers"
- 2.15 - 3.15 Ladies entertainment in Hotel
- 3.15 - 3.35 Coffee
- 3.35 - 4.00 Seminar : "Maintenance Procedures"
- 4.00 - 4.30 Seminar : "Finance and the hire industry"
- 4.10 - 5.00 Seminar : "Setting up hire premises on a new site"
- 6.00 - 7.30 Cocktail Hour - Sponsored by Richardson McCabe & Co.
- 8.00 - Evening Entertainment - Sponsored by Atlas Copco (NZ) Ltd.

12.45 - 1.45
1.45 -
1.45 - 2.15

Lunch
Ladies free to go shopping
Seminar : "What the Hire Assn. has done for its members in Australia"
Seminar : "Advertising"
Seminar : "Workshop sessions summarised"
Coffee
Open Forum
Dine and Dance

Friday, 23rd June

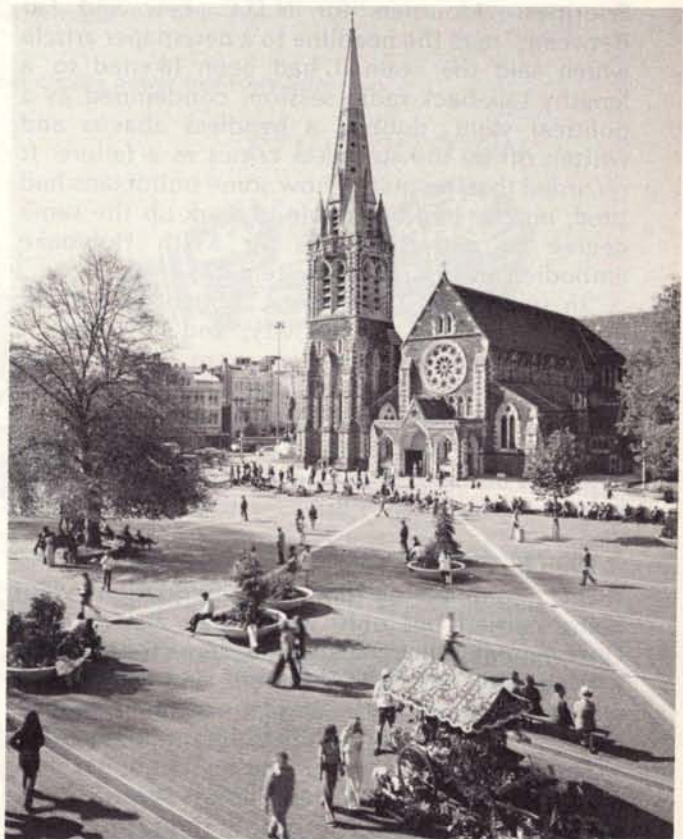
One day tour to Akaroa by prior bookings (\$15.00 each)

Wednesday 21st June

- 9.00 - 11.30 Trade displays and exhibition stands manned
- 12.00 - 5.00 Yard and scenic tour with lunch en route
- 8.00 - Evening entertainment at Shangri-La Nightclub (by prior bookings - \$13.00 each)

Thursday 22nd June

- 9.00 - 10.30 Two workshop sessions running simultaneously, one for construction hirers and one for party hirers. A panel of experts to answer questions and help solve your problems.
- 9.00 - 10.30 Ladies Entertainment in Hotel - Hairdressing and shopping arranged etc.
- 10.50 - 11.45 Seminar : "Insurances and the hire industry".
- 11.45 - 12.15 Seminar : "At what stage do we replace plant"



The Cathedral still dominates the Square

NEW ZEALAND SUPPLEMENT

PRIORITIES AND PLANS FOR KIWIS

Almost 10 years ago, as 1968 ploughed ahead, preparatory work consolidated for what the Prime Minister, Sir Keith Holyoake, described as "the most imaginative and positive exercise in indicative planning in New Zealand's history"—the National Development Conference. Erected on the foundation principle that "no sector can plan its affairs on its own" and the proposition that "if we are to achieve the over-all targets that have been adopted, the manufacturing sector must plan for a rate of growth higher than the national average to offset some of the others which, because of their nature, will grow at a slower rate," it led to the National Development Council in 1969.

In March, 1974, the Labour Government abolished the N.D.C., and its functions were taken over by the Cabinet Committee on Policies and Priorities. "Mourners for N.D.C. Few and Far Between," read the headline to a newspaper article which said the council had been likened to a lengthy talk-back radio session, condemned as a political stunt, dubbed a headless abacus and written off by the strongest critics as a failure. It recorded that, no matter how some politicians had tried, no one had been able to work up the same degree of enthusiasm as Sir Keith Holyoake embodied in his laudatory remarks.

"In spite of all the money, thought and effort put into defining productivity, and how best it could be achieved, answers were still proving difficult to find...The Parliament of pressure groups tried hard to achieve a consensus on the most effective way to speed up growth. There was a healthy airing of differences, straight talking and helpful discussions. But frustrations emerged also."

Even in 1969, Sir Tom Skinner resigned from the N.D.C., complaining that recommendations were being carried out only when they agreed with Government policy. Meanwhile, 16 sector councils with a total of 164 members and the target advisory group of seven members plugged away at the task of devising "a blueprint for tomorrow."

The great volume of paper no doubt rests in countless shelves and pigeon holes. Was it, then, an unalloyed failure? Probably not, for, as a newspaper leading article remarked, the good thing about the N.D.C. surely was that it offered

knowledgeable New Zealanders outside the Government a chance to participate in planning their country's future—some 840 of them when the axe fell. Yet cynicism over the whole exercise isn't yet wholly allayed.

The basic weakness was, as we recall complaining about at the time, that too many people blathered platitudes for the sake of going on record. Far too many thousands of words went into fruitless files. New Zealanders in public life have a curious propensity for stating the obvious to the point of mutual exhaustion, which is virtually what killed the N.D.C.

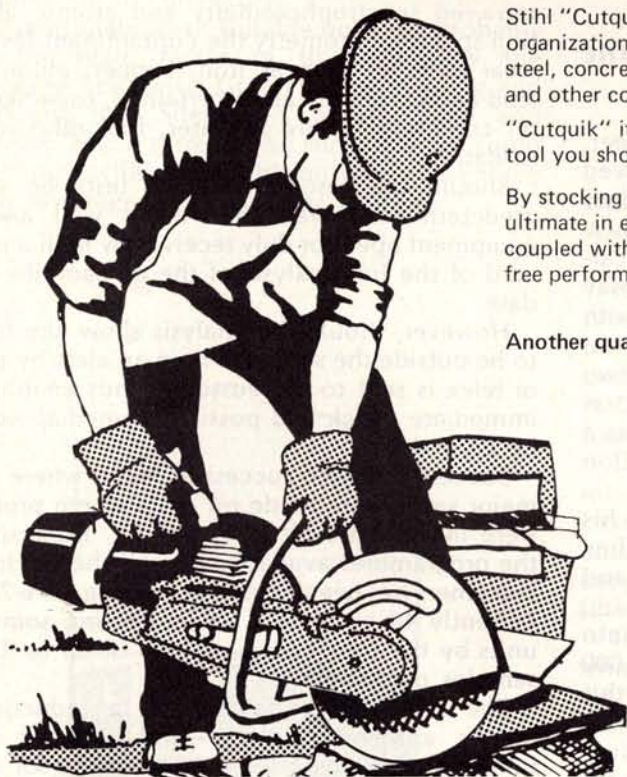
Then can we ever hope to do better? Were the basics of the N.D.C. sound enough though the particularities ground it to a halt? We must hope so, since without genuine dialogue between Government and governed democracy becomes a mockery.

Sir Alan Low, former Governor of the Reserve Bank, toward the end of last year assailed what he described as "phoney" confrontation between free enterprise and socialism. He described it as a digression and an irrelevance, and a danger "because it exaggerates and perpetuates the divisiveness within our community, which is not merely unpleasant, but counter-productive of social and economic welfare."

Sir Alan expresses what a great many New Zealanders feel and believe, and some leaders are beginning to declare. Since ever-more productivity is such a self-evident need these days—far ahead of its desirability in 1969—where do we look for helpful ingredients in 1978? Alan Low's priorities for improvement are worth listing:

- Communication, at shop floor level as well as at the top of industry, between employers and employees.
- Worker participation, something to be studied and promoted urgently but not too hastily.
- Consideration of the motivation and job satisfaction of workers.
- Increased use of profit sharing and co-operative techniques.
- Constant emphasis on the common interest of all persons engaged in an enterprise.
- Positive signs from employers that they are interested in people and not just in their profits—essential though profits may be for survival.

CUT STONE & METAL



Stihl "Cutquik" – it's a must for every hiring organization. "Cutquik" bites through stone, steel, concrete, asbestos, aluminium, ceramics and other composition materials.

"Cutquik" it's yet another money making power tool you should have on hand to offer clients.

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N.S.W.:
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52 Queen Street, Alexandria. Phone: 69 6053.

QLD.:
Stihl Chain Saw (Aust.) Pty. Ltd.,
19 Thompson Street, Mayne. Phone: 52 4617.

W.A.:
W.A. Chain Saw Sales Pty. Ltd.,
108 Burswood Road, Victoria Park. Phone: 361 5444.

S.A.:
Stihl Chain Saw (Aust.) Pty. Ltd.,
394 Main North Rd. Blair Athol. Phone: 260 3766.

Mt. GAMBIER:
Stihl Chain Saw (Aust.) Pty. Ltd.,
15 Ferrers Street, Mt. Gambier. Phone: 25 5042.

LAUNCESTON:
Tas Chainsaws Pty. Ltd.,
210 Wellington Street, Launceston. Phone: 44 3141.

HOBART:
Don MacDougall Pty. Ltd.,
38 Brisbane Street, Hobart. Phone: 34 4221.

DARWIN:
Agricultural Services Pty. Ltd.,
Winnellie. Phone: 84 3577.

SC67

- A truce on the practice of everybody blaming everybody else.
- Urging the news media to publicise examples of good working relationships and how these are achieved, with less emphasis on the few trouble-makers.
- An early resolution of the problems of inflation accounting and the capital needs of industry.

The list isn't exhaustive and it is open to amendment according to taste, but at least it provides a starter. Later in the year, Sir Frank Holmes and the N.Z. Planning Council will come to light with "a major planning document." However rich it may be with food for thought—that is certain—its best aspirations will suffer grave hindrance unless Sir Alan Low's priorities get a look in.

THE MOST SOUTHERLY HIRE CENTRE IN THE WORLD

Hire Services, situated at 193 Spey Street, Invercargill, has the unique distinction (till proved otherwise) of being nearer to the South Pole than any other Hire establishment in the world.

The hire business originally started in Invercargill some 22 years ago by a Messrs. Ken Ramsay and Eddy Tinker, as a side line, in conjunction with a motor wrecking company they had at that time.

Since then the hire plant changed hands on two occasions. On the 19th May, 1965, Peter Robertson took over the plant and started Hire Services, as a full time occupation in an old house at 126 Don Street.

For six years he ran Hire Services solo, then his son Stephen joined him shortly after they branched into party hire and ran it as father and son business.

On the 5th December, 1977 they moved into larger premises with a floor space of over 9,000 sq.ft. including offices. Not that they need all this space but have plenty of room for expansion.

Peter Robertson is a Director of the Hire Services Association of N.Z. and is the representative for Region 1 which is the southern half of the South Island of N.Z.

OIL ANALYSIS PROVIDES EARLY WARNING FOR FLEET OPERATORS

The analysis of crankcase oils for the monitoring of oil condition and wear metal particulates in prime units of off highway equipment began in the USA where much development work was carried out in

the early 1970's.

Atlantic Union Oil Co. (N.Z.) Ltd. saw the benefits of this type of oil analysis programme as a useful tool for both large and small fleet operators and, to gain experience in this new technique, began a small pilot programme in 1972 within the fleet of its largest commercial customer, NZ Forest Products Ltd., Kinleith.

The name chosen for the programme is EM/PA — "Engine Maintenance through Progressive Analysis." During the period 1972-1976 the use of EM/PA was expanded from crankcase oils only, to include transmissions and differentials of various types of mobile equipment.

Briefly EM/PA works as follows:

From oil samples taken at defined periods or at the time of oil changes, a complete analysis is carried out at Atlantic's Seaview laboratory.

Per medium of the analytical techniques of infra-red spectrophotometry and atomic absorption spectrophotometry the contaminant levels of wear particles such as iron, copper, aluminium, lead and chromium are ascertained, together with oil condition, levels of water, fuel dilution and oxidation.

Should the results of these tests be within predetermined levels then all is well and the equipment operator duly receives by mail a record card of the full analysis of the oil samples up to date.

However, should the analysis show any factors to be outside the set limits then an alert by phone or telex is sent to the customer thus enabling an immediate check and possibly, remedial work to be carried out.

Success followed success at NZFP where many major saves were made on units where problems were initially indicated by EM/PA. Expansion of the programmes availability to all the company's customers has been carried out during 1976-77 and currently 40 customers are protecting some 500 units by the progressive analysis of up to 350 oil samples per month.

The monetary benefits from a reduction in repairs and maintenance—and reduced down time—quickly offset the nominal costs for an oil sampling kit and the cost of analysis of each oil sample.

Oil analysis has gained wide acceptance in recent years both from fleet operators and equipment builders many of whom insist on new equipment being on a programme such as EM/PA during its warranty period.

The early successes with NZFP and subsequent customers, have given Atlantic's technical staff the encouragement to expand their capacity for oil analysis and to look forward to further growth of EM/PA.

NEW ZEALAND

NEW PRODUCTS

MOBILE LOOS NOW AVAILABLE IN N.Z.

The Australian Hire man has had mobile and portable sanitation systems, lunch rooms, site offices and huts available for hire for many years and there are several firms that specialize in the hire of these facilities. His N.Z. counterpart has hitherto not to any extent included this type of equipment in his inventory.

The unavailability of suitable units has probably been the main factor in this but now the Wellington firm Lewis Gray Ltd. is designing and distributing the "Sitemaster" mobile toilet and washroom which through the Hire Industry could make these facilities available on sites where there are no sewerage or fresh water facilities.



HEALTH, SAFETY PRODUCTS COMBAT NOISE AND DUST HAZARDS

A new line of occupational health and safety products particularly suitable for use where heat, noise and air-borne dust and other contaminants or odours are a problem, has been introduced to N.Z. by Hawkeswood Safety Ltd., and are being found to be a popular sales item for Hire Centres.

The line features a range of reusable, disposable masks and respirators which are of such low unit cost that they eliminate, at an overall economic cost, the time and bother inherent in the use of canisters and other mechanical devices, for filtering non-toxic dusts and particles.

The new product range also includes ear plugs which provide comfortable protection against excessive noise. The plugs are of very low unit cost, are disposable and of a universal size which fits almost every ear canal.

Made from a very soft material, the plugs are easily fitted and removed and are comfortable enough for all-day wear. They reduce noise at the higher, more dangerous frequencies, allowing lower speech frequencies to pass through easily.



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ADVERTISERS**

NATIONAL HIRE ASSOCIATION ANNUAL GENERAL MEETING

14TH MARCH, 1978

Held at the Chamber of Manufacturers Building, York Street, Sydney.

Office Bearers and Councillors were elected for the ensuing year as follows:

President:

Andrew Kennard – Kennard's Hire, N.S.W.

Vice-President:

Richard Stevens – Richard Stevens Pty. Ltd., S.A.

Secretary:

Rolf Schufft

Councillors:

Mark Cambridge – Cambridge Hire Service, S.A.

Gordon Esden – Silverwater Plant Hire, N.S.W.

Brian Elms – Builders' Aids Pty. Ltd., Victoria

John Mason – Betta Hire, Queensland.

Mark Williams – Steel Boxing Hire Service, Queensland.

Peter Burne – Burnson Plant Hire, Victoria.

BUYING? If you want to buy the latest in new equipment to improve your profits; read the ads in Hire & Rental Equipment News.

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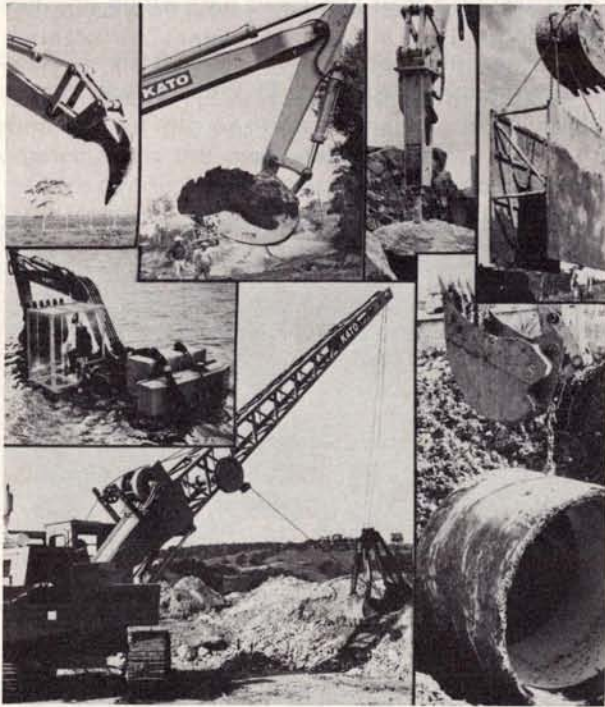
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IT'S YOUR CONVENTION

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NEW PRODUCTS



SEMINAR MARKS 500TH AUSTRALIAN KATO

"Versatility still underestimated," says Garry Howes, Banbury's Australian Manager.

The Minister of Labour and Industry and Minister of Consumer Affairs, The Hon. R.C. Maclellan N.L.A., opened a seminar at Leonda International Function Centre in Melbourne recently, in honour of the 500th Kato excavator to be sold in Australia.

Mr. Peter Sleigh, Chairman and Chief Executive, H.C. Sleigh Limited, and Mr. Masao Kato, President of the hydraulic excavator manufacturer Kato Works Co. Ltd., Japan, jointly hosted the seminar for Banbury Engineering, the equipment division of H.C. Sleigh Limited.

The occasion also marked the preview of a sound and colour film showing one of Banbury's more remarkable developments...the underwater excavator which was reported earlier in the year. This achievement is believed to have been a world first, and has generated interest in other parts of the world. It is believed that this unique excavator will open up many new opportunities for more economic under-water trench digging of pipelines not previously considered viable propositions.

AUSTRALIA SLOW

Banbury's Australian Manager, Garry Howes suggested that Australia was slow in appreciating the opportunities presented by the hydraulic excavators. In support of this suggestion, he pointed out that last year in Japan, ninety excavators were sold per million of population. Based on T.M.A. statistics, Australia's national sales represented at most eighteen machines per million of population...only 20% of the Japanese utilization figure.

"The hydraulic excavator," Mr. Howes said, "can use its flexibility and power to an extent far beyond the capabilities of conventional four-wheel-drive loaders, traxcavators, or even crawler dozers...and yet even with this power, the location and general layout of the cabin and controls enables the operator to perform with precision."

One of the most dramatic examples revealed by Mr. Howes was the performance of the hydraulic excavator among the gemstone fields, where a centimetre or two makes the difference between success and failure in exposing seams containing valuable stones.

This very same machine which can excavate at depth with precision and finesse in a gemstone field, can also smash rocks and excavate reservoirs and dams: excavate below a water table, in muddy, sandy, or unstable conditions: dig a pipe trench, and then lay the pipes: remove pot slag from a furnace: demolish a building: and unload a railway car.

VERSATILITY

The hydraulic excavator can perform a far wider range of functions, at a lower cost, than any other single piece of equipment...and can frequently replace two or more separate machines with less versatile capabilities.

"And here," Garry Howes continued, "we are talking about the standard excavator. This already impressive versatility is expanded still further by the transformation of ideas into practice."

At Banbury, they have designed and fabricated special buckets, such as one with a trapezoidal profile to excavate deep trenches in loose or shifting sand: combination bucket and ripper, to handle marl, reef and shale, and eliminating the changing of attachments: extended boom and dipper sticks to extend digging reach: elevated cabs, lattice booms and clam shells, and many other innovations.

NEW PRODUCTS

TIMBER INDUSTRY

One of the more unexpected applications for the hydraulic excavator is in the timber industry.

By using its leverage advantages, a 7 tonne thrust at 10M height is the equivalent to a 70 tonne thrust by a bulldozer blade at 1 metre. It can assist the formation of windrows for burning. The attachment of shears complements its use for softwood harvesting. Tongs or special grapples facilitate log re-handling, and the standard bucket enables stump or root removal with a minimum of disturbance to the top soil.

In all of these many and varied applications, one characteristic of the excavator stands out more than any other. Safety — its design concept, in particular the cabin location, ensures the operator's safety at all times.

In terms of profitability, Banbury can provide numerous examples where one man has commenced business with a used KATO, and ploughed back his profits to finish with a fleet of KATO's.

Commercial viability must obviously be the first essential in plant selection. It would seem that there is a lot of commercial opportunity still untouched, waiting to be exploited by some imagination, a KATO, and a company like Banbury to back the enterprise.

NEW RUFAZEL ANTI SKID RESIN SAFETY FLOORING PRODUCT

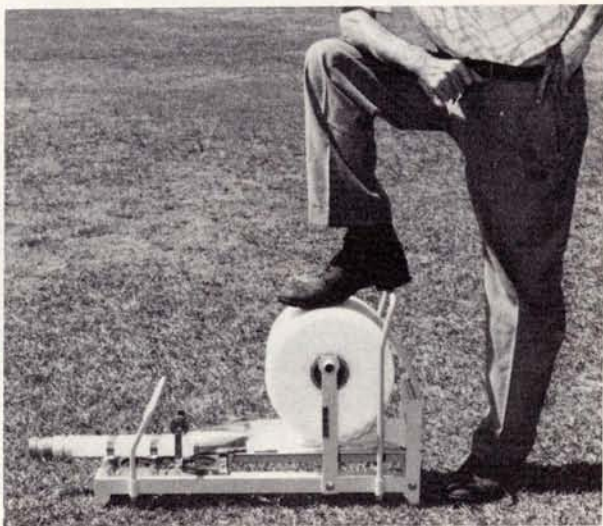
Recently released on the Australian market is Asbra Rufazel SSSC-1 anti skid resin surfacing, an aggressive resin sprinkle sealcoat system designed for installation in hazardous industrial type areas, and can be applied over concrete pavements and steel chequer plates, etc.

Rufazel is sold in kit form and consists of a base resin with sharp sure grip No. 1 anti skid silicon carbide granules which are sprinkled on the surface and later sealcoated locking the granules tightly to the pavement. The product is easily applied and cures at temperatures above 15° C. A Rufazel SSSC-1 No. 2 pack is sufficient to apply an anti skid surface to approximately 2 square metres of concrete paving.

Asbra also manufacture Titazel Anti Skid Trowelable resin compound for commercial type applications where a less aggressive surface is required; as well as their range of Asbraloy aluminium anti skid stair tread nosings and zinc

clad anti skid mall and tread bars which are ideal for ramps.

Further information is available from — Asbra Safety Flooring Products, 11 Wells Street, Annandale. 2038.



Used in conjunction with a mole drainer, the Sanko "Pipe Master" rapidly converts a compact roll of perforated polyethylene sheet into 100 metres of 50mm agricultural drainage pipe. Pipe forming and laying are performed simultaneously.

NEW SUB-SURFACE DRAINAGE SYSTEM FOR CONTRACTORS

Details of the Sanko "Pipe Master" sub-surface drainage system, designed to simplify agricultural pipe-laying and to minimise labour and handling costs, have been released by Watershed Enterprises Pty. Limited, Australian agent for the Sanko Company Limited, of Japan.

The system employs a conventional mole drainger ripper, fitted with a smearwall bullet to enlarge and consolidate the tunnel wall. The bullet is designed to accommodate a pin-type connector to which the pipe is attached.

The essential difference between this and any other "pull-in" trenchless system lies, first, in the piping material, which is supplied in 100 metre rolls of flat, perforated, polyethylene sheet and, second, in the use of the "Pipe Master", which converts the flat sheet into lock-seamed pipe as it is drawn from the machine and into the ground by the forward movement of the ripper.

NEW PRODUCTS

Prior to pipe laying, the machine is loaded with a single 100-metre roll and is positioned in a shallow pit or trench, which has been dug to the desired depth (usually 40-60cm). The tractor is then backed into position so that the pipe can be connected to the mole drainer bullet.

Once connected, the tractor moves slowly away (at a speed consistent with ground conditions) pulling the pipe into the ground as it is formed by the machine.

The pipe itself is smooth-bored, straight, and offers minimal resistance to being drawn through the machine and into the ground. The speed at which it can be laid depends almost entirely upon ground conditions and tractor horsepower. At the end of the first pass, additional 100m lengths can be quickly connected if a longer continuous run is desired.

The Sanko "Pipe Master" measures approximately 80cm long x 20cm wide x 50 cm high and weighs approximately 13kg. A single 100m roll of pipe material weighs approximately 12kg and measures 35cm in diameter by 18.2cm wide. Thus, one or more machines and several hundred metres of material can be easily transported in a light truck or utility.

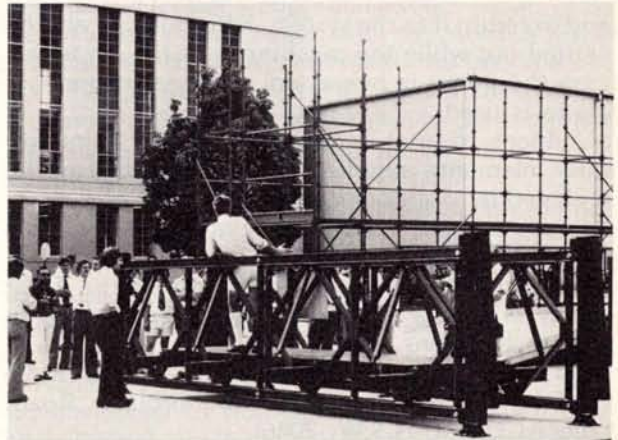
The agricultural pipe produced on the "Pipe Master" has an approximate weight of 120g/metre, an internal diameter of 50mm and a wall thickness of 0.7mm. The pipe is perforated with circular 2mm (diameter) holes at a density of 534 holes per square metre.

According to the manufacturer, the system is ideally suited to sub-surface drainage of sports grounds, golf courses, municipal parks and gardens and similar situations where conventional trenching and backfilling techniques might otherwise be used to the longer-term detriment of turfed or landscaped areas.

Further information is available from Watershed Enterprises Pty. Limited, 9 Help Street, Chatswood, N.S.W. 2067.

ACROW DEMONSTRATE NEW BRIDGING

During two field days at the Granville (Sydney) plant of Acrow Pty. Limited, the company demonstrated examples of new bridges and components which were inspected by civil engineering contractors, and engineers and supervisors from State and local Government departments including the Public Transport Commission,



The new Acrow Panel Footbridge on display at the field day.

Metropolitan Water, Sewerage and Drainage Board, Department of Main Roads and the Department of Construction.

The display included an Acrow Panel Bridge which is a development of the Bailey-type Bridge, but with claimed improvements in strength and rigidity; an Acrow Panel Footbridge for pedestrian access purposes, a cattlegrid bridge and steel decking panels for existing bridges.

MOLE RELEASE NEW "FILTER BUGGY"

Mole Engineering Pty. Limited is now marketing a 1.5 hp version of the Schroeder "Filter Buggy", first released in 1972. The Filter Buggy is a trolley-mounted unit designed to clean and reclaim hydraulic fluids used in various types of mobile or stationary machinery.

The unit incorporates a 1.5 hp electric motor, a 4 gpm capacity gear-type pump and a Schroeder filter housing containing three disposable 10-micron elements. Quick-coupling suction and return hoses are provided for connection to the machine being serviced.

Suggested applications include the servicing of hydraulically operated in-plant machinery and mobile plant such as hydraulic cranes, fork lift trucks, tip trucks and mining and earthmoving equipment. The Filter Buggy is especially useful after repair or replacement of hydraulic components on a machine.

If hydraulic fluid filtration is carried out during periodic maintenance, the in-built pump assembly is used to pass the fluid through the filter elements

NEW PRODUCTS

and to return it to the system. Filtration can also be carried out while the machine is in use, in which case the pump is by-passed and system pressure alone is used.

Subject to user requirements, the 10-micron filter elements supplied with the unit can be replaced by disposable elements rated at 5 or 25 microns, or by re-useable wire-cloth elements of 25, 40 and 60-microns.

A petrol engine powered version of the Filter Buggy is also available for field service use in remote locations.

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

SMALL-BATCH CONCRETE PLANT FOR TAKE-AWAY PREMIX MARKET

U-Cart Concrete Systems Pty. Limited, of Brookvale (N.S.W.), is now marketing a small-batch premixed concrete plant which can be readily installed in builders' yards, drive-in home improvement centres, plant hire premises and similar situations.



The take-away trailers are easily towed by a family sedan.

The plant is used in conjunction with specially-designed take-away trailers which can be towed either by a contractor's truck or by a family sedan.

The concept was originally developed in the U.S.A. to cater to the growing D.I.Y. market and to small volume requirements of private building contractors.

Occupying an area of approximately 200 sq.ft.

(17.4 sq.m.), the plant essentially comprises a materials hopper fitted with a load-cell weighing system for accurate batching, a one cu.yd. (0.76 cu.m.) self-cleaning paddle mixer and a wet-belt discharge conveyor. Three one cu.yd. trailers are normally supplied with each plant. More can be supplied if required.

Sand and metal may be loaded into the materials hopper using either a small front-end loader or from a loading ramp. A loading chute is incorporated in the design of the mixer unit to permit the use of bagged rather than bulk cement.

During mixing, a special compound, known as "Fre Flo" and also supplied by U-Cart, is added to prevent segregation of the mix once it has been discharged into the take-away trailer and during transit to the work site. Before the trailer is filled with either a partial or full load, it is sprayed internally with a release agent to permit the end user to thoroughly clean the empty trailer before returning it to the owner's yard.

Further information, including typical production and costing figures, is available from U-Cart Concrete Systems Pty. Limited, 18 Powells Road, Brookvale, N.S.W. 2100.

NPK HAMMER POWER INCREASED

The NPK range of pneumatic hammers distributed by Ferrocast Williams Pty. Ltd., has been popular in Australian construction, mining and quarrying for over a decade. Recently the range was expanded to seven different models, with improvements which include almost double the power of previous models.

In addition to this high performance, they feature low noise and easy maintenance. Rock breaking and foundation or concrete demolition are typical of the many areas of improved productivity. Each hammer is fitted with an effective silencer, and has an anti-blank hammering device which stops noise and wear when not actually breaking. Construction is now simplified, with less moving parts. For example, the chisel retaining collar has now been replaced by a quick-release pin, and time-consuming collar disassembly is no longer required.

The use of pneumatic hammers has already increased productivity throughout the construction, mining and quarrying industries. The new

NEW PRODUCTS



improved NPK range has increased this still further with the introduction of the faster, quieter, safer and more economical range.

JONSEREDS SHOWS CHAIN SAW DEVELOPMENTS TO AUSTRALIAN DISTRIBUTOR

TWO executives of the Swedish company, Jonsereds AB, visited Sydney recently for discussions with the Australian distributor on new developments in the company's chain saws.

Stig Jepson, general manager of the chain saw division, and Jan-Erik Torneus, export marketing manager, met with the chain saw marketing personnel of Spear and Jackson Australia Pty. Ltd.

Spear and Jackson became national distributor on February 1, 1977.

One of Jonsereds new developments is a small inflatable "felling cushion" which the company

believes will replace wedges and levers.

Developed in conjunction with the Swedish Royal Institute of Technology, and Nordfor AB (specialists in the production of equipment for forestry), the cushion is inserted in the felling cut and filled by pressure from the engine exhaust through a special valve. Lifting force is up to 8 tons.

Also shown to Spear and Jackson was a new form of brake for chain saws. In this development, the currently used Jonsereds chain brake is combined with a moving guide bar which effectively limits the amount of movement of the saw during kick-back.

Much of the energy of a kick-back is absorbed by the movable bar, and the existing chain brake acts simultaneously to stop the chain. During tests, the angle through which the saw moved during kick-back was shown to be reduced to one-third that of saws fitted with the brake alone.

Both these developments, together with several others, will be introduced during 1978.





State News & Views

PEOPLE IN THE NEWS — VICTORIA

Mr. Barry Cerda has been appointed State Manager — Coates Hire Service, Victoria, assuming responsibility for five Coates centres spread throughout Melbourne suburbs.

He joined Coates five years ago following sound experience in plant engineering and production planning.



Mr. Barry Cerda, State Manager — Victoria, Coates Hire Service.

A SUCCESSFUL CAREER WITH COATES HIRE

Jim Brown has been the Victorian Manager of Coates Hire Service for the past three years.

He first joined Coates in 1968 at St. Peters as New South Wales Service Manager. Following promotion to Operations Manager for New South Wales he was responsible for the manufacture of Trailer and Self-Propelled Rollers.

In April, 1972 he was transferred to Perth as Western Australian Manager where he transformed the Coates operation from one struggling location to five flourishing branches, before promotion to the post of Victorian Manager in September, 1974. and has now been again promoted to State Manager, N.S.W.

Jim has been very involved in Hire Association activities.

He was inaugural President in Western Australia, and Victorian Vice-President in 1976/77.

Jim and his wife, Ann, married for 17 years, are country people, both being born and brought up in

Cowra, Central New South Wales.

When not engaged in guiding the destiny of Coates Hire Service in Victoria, Jim's interests include squash, snooker and sailing. For the past 12 months he has been President of his sailing association.

When he finds time he enjoys a round of golf. He is currently Coates national golfing champion and during a visit to the C.R.A. Convention at Las Vegas last year won the Callaway Trophy at the famous Sahara Country Club course.

NEW SOUTH WALES

AN UNUSUAL HIRE

Recently Jeff Marsh (Toongabbie Hire Service) hired a 2-man cross cut saw. Nothing unusual about that you say. Except that it was hired for a wedding. The mind boggles what will it be next.

TAKE A CLOSE LOOK AT YOUR MAIL

Denise Layton, NSW Hire Association Secretary was paid yet another compliment lately, when a letter addressed to "The Hire Association of NSW" was delivered to her. She says who ever wrote it was spot on.

SOUTH AUSTRALIA

At the South Australian Association's March meeting, members were further reminded that Subscriptions were now due. Members were urged to try and increase association Membership.

During the general business discussion, it was decided that June be the date for this year's Association Dinner, the location to be Adelaide City and that it be restricted to members, their wives and senior executives.

It was suggested that the Association could organise something along the lines of a Trade Fair to promote the Hire Industry. Could display a wide range of equipment available for hire. We could use the mall at West Lakes free-of-charge, provided the West Lakes Shopping complex was featured in advertising. Another suggestion was having a booth at the Home Handyman Show. Members were asked to give some thought to holding some sort of trade fair or mini-expo prior to the next meeting.

HIRE and Rental Equipment News



State News & Views

A Successful First Workshop Meeting for 1978.

Over one hundred hire members and staff attended the first Hire workshop meeting held at the premises of Atlas Copco Australia Pty. Ltd., 3 Bessemer St., Blacktown on Wednesday 15th March.

An evening meal was very generously provided by Atlas Copco preceding the meeting.

The meeting was chaired by Mr. Geoff Christie of Christies Hire.

Repair and maintenance of Diesel Engines was the topic for the evening. A very comprehensive talk was given by Mr. Bob Wade, Field Service Engineer, of Detroit Diesel Allison International. Bob was assisted by Max Watson of Macbro Rentals & Gordon Benny of Wreckair Hire.



Members Attending Workshop Meeting.



Mr. Bob Wade, Field Service Engineer, Detroit Diesel Allison International.

HAVE YOU FORGOTTEN?

THE PHOTO COMPETITION

RESPONSE IS VERY POOR.

J.W.

TO THE EDITOR

LETTER TO THE EDITOR FROM HIRE SERVICES ASSOCIATION OF N.Z.

Dear Sir,

We have received the February copies of the Hire and Rental Equipment News and distributed these to the members of our Association here in N.Z.

Our membership has now increased to over eighty members, so if you have any copies of the February issue left we would appreciate another ten or so copies being sent to us.

From requests we have had over the last few weeks for "Application for Membership" forms we fully expect our membership to exceed one hundred by the end of next month. This seems mainly due to the

interest being shown by non-members wanting to attend our Convention next June in Christchurch.

We have had a lot of letters from members saying how much they appreciate the magazine and they wish to thank you for the good work you are doing in printing a very informative magazine for the Hire Industry.

Yours faithfully,

G.S. Dale
President

Hire Services Association of N.Z.

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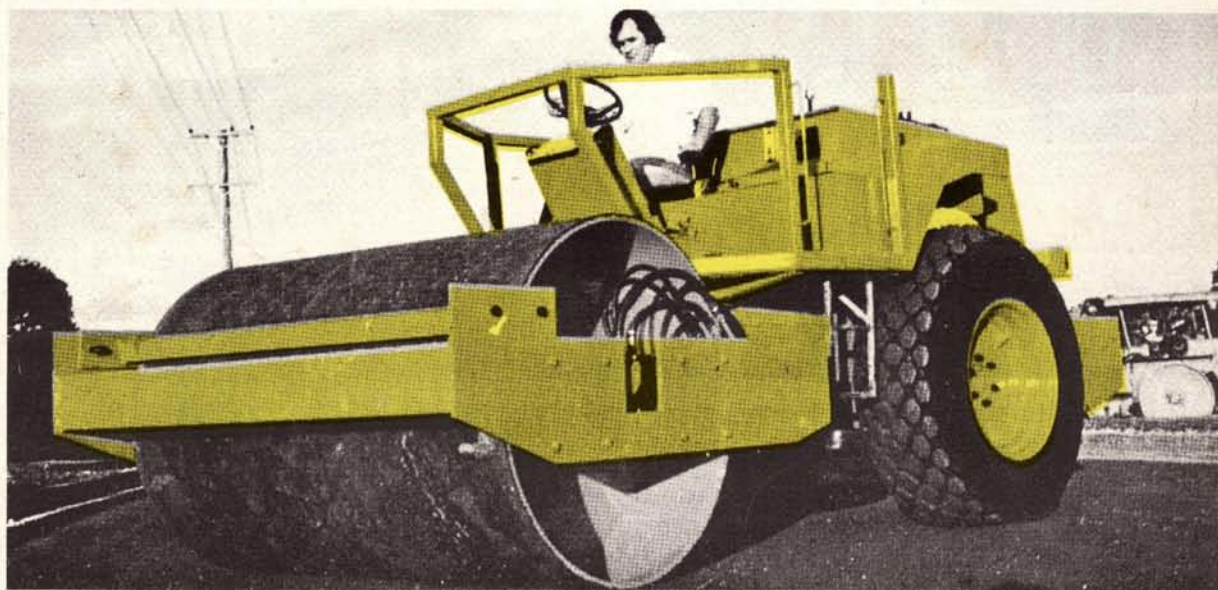
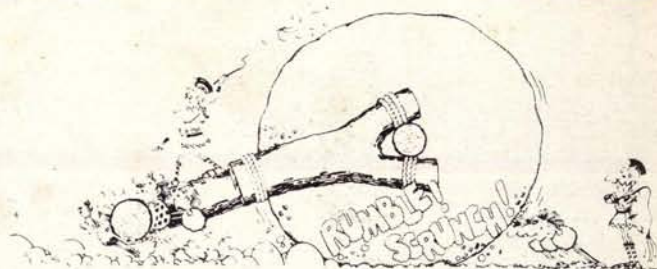
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