

OFFICIAL JOURNAL OF THE HIRE ASSOCIATION OF AUSTRALIA

HIRE

AND RENTAL EQUIPMENT NEWS

Vol. 11 No. 9 JUNE, 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.

MORE INFORMATION? CIRCLE NO. K4 ON REPLY FORM

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.

President: Andrew Kennard

Vice President: Richard Stevens

Secretary: Rolf Schufft.

Phone: (02) 290-0700.



THE HIRE ASSOCIATION OF VICTORIA

165 Eastern Road,
South Melbourne. Vic. 3205.

President: Brian Elms

Secretary: Sydney Moody

Phone (03) 699-1022.



THE HIRE ASSOCIATION OF N.S.W.

9 Zermatt Avenue,
Seven Hills. N.S.W. 2147.

President: Andrew Kennard

Secretary: Mrs. Denise Layton

Phone (02) 621-5323.



THE HIRE ASSOCIATION OF QUEENSLAND

24 Hayward Street,
Stafford. Q'ld. 4053.

President: Robert Kardachi

Secretary: Robert Lawler

Phone (07) 356-9011.



THE HIRE ASSOCIATION OF S.A.

5 Aldridge Avenue,
Plympton Park. S.A. 5038.

President: Richard Stevens

Secretary: Mrs. C. Mounsey

Phone (08) 297-6617



THE HIRE ASSOCIATION OF W.A.

2 Gibberd Road,
Balcatta. W.A. 6021.

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:

Christchurch Town Hall Fountain.

Printed in Australia by –
Vaughan Douglas Printers.

THE EDITOR'S PAGE

Well, the 1978 National Convention and HIREXPO is over. Most would agree that this years effort was well worthwhile. And that would be true for hirers in the industry and suppliers to the industry.

Not only did we get a lot of local participation and interest, but we were pleased to see and enjoy the company of a number of overseas visitors. Their support was appreciated.

As with all conventions it was not always the formal part of proceedings which were most informative. The opportunities presented (and taken) to discuss the business of hiring on a person to person basis with someone else of like interest, did a lot for each of us . . . personally. Such eyeball-to-eyeball contact as this was provided some fun, too.

Elsewhere in this issue of HIRE, you'll find more

detailed reports of the National Convention, and some pictures. Hopefully you will be reminded of the value of the event to **you**, and see in the photographs some of the people, who, like yourself, made the National Convention a success.

And speaking of success. Congratulations are due to the organising committee for switching the venue to Royal Randwick. Even though the change was made at the last minute and caused a few minor headaches, the extra elbow room and the more pleasant surroundings were praised by almost all.

From what we hear, Queensland is to host next years event and it should be well attended if the venue is to be the said Gold Coast.

Just a thought for the 1979 committee, how about setting a theme for HIREXPO overall, and encouraging exhibitors to follow it?

WHOSE RIGHT IS IT TO BE RIGHT?

Should a contractor insist he is right even though it may alienate a good customer?

Men who have spent many years of their life learning the tricks of the trade, not to mention the hard work, often feel that they have earned the right to be right, particularly in their own field. So when a customer drives in to see you and pits his rather limited knowledge against yours, you feel it is fitting and proper that you set him right — in no uncertain terms.

The main trouble with this pleasant feeling of authority is that it tends to alienate about 99 per cent of the customers who encounter an individual bent on exercising it aggressively. The specialist who can't present his side of the story without offending his customer has won an argument at the expense of losing a sale.

Does this mean a contractor should allow a customer to tell him how to do his job? To this question the answer is definitely "no". And don't forget that this "no" answer would be the "wise" customers, also. So when he gets a customer full of dopey suggestions, the contractor picks out a few harmless decisions for the customer to make, and then works it around so that he handles the important ones himself.

Every customer understands that he is dealing with an expert in this field, but he is only happy when he has had the opportunity "to put his oar in" on any discussion. If you tear his suggestions to pieces, it will make him unhappy, but if you pass over it with the "yes but...." routine, he can either buy or back off without feeling that you have tried to trounce him.

Q.

Which witch is best for your Rental Customers?



DITCH WITCH HAS THE ANSWER!

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?



DITCH WITCH DIVISION Mole Engineering Pty Ltd

N.S.W.: Rodborough Road, Frenchs Forest 2086
VIC.: 2066 Hume Highway, Campbellfield, 3061
S.A.: 18 Arabrie Avenue, Edwardstown, 5039
QLD.: 31 Flanders Street, Salisbury North 4107
W.A.: 65 Dowd Street, Welshpool, 6106
TAS.: 282A Argyle Street, Hobart, 7000

(02) 451 1222
(03) 305 4191
(08) 276 8166
(07) 277 5744
(09) 458 1429
(002) 346 258

ML48/FP

PRESIDENT'S MESSAGE

How do we expand our market?

This is a world wide problem with no one having "the answer". Peter Brookfield (ex Hire Pool, N.Z.), attended the H.A.N.S.W. Committee Meeting and had the floor for 30 minutes.

He was very successful when he was in the business. His attitude was — do something different to grab the public's attention. And he had many different, zany promotions.

With surveys showing as little as 1% of the population are regular renters, the need to expand public awareness is high. The potential is enormous; and far better to expand the national "cake" than to grab some of our competitors market.

It is no use trying to expand the market, if we cannot handle existing customers successfully. Word of mouth is still the best advertisement.

To make a successful rental, Peter says it takes 2 major components:-

1. Equipment condition
2. Staff capabilities

If these are good, all that remains is small detail. If these are poor, many problems develop. The customer will be dissatisfied and may not return (and may not tell you).

Good Equipment Condition does not mean brand new equipment (though it helps), but well maintained equipment, so it performs satisfactorily. Other components are appearance and cleanliness, and quality of resales required, and accessories (a faulty air hose will stop the job as quickly as a broken down compressor).

↓ **DYNAPAC**

VIBRATORY COMPACTORS FOR BUILDING AND CONSTRUCTION

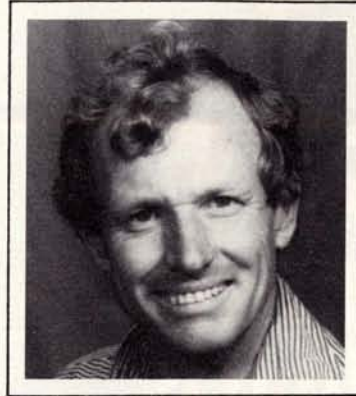


Also vibratory rollers, concrete and materials handling equipment.

WORLD LEADER IN COMPACTION

↓ **DYNAPAC** Pty. Ltd.

N.S.W.: 19 GEORGE STREET CLYDE. 682 1755 VIC.: 18 CENTURY DRIVE. BRAESIDE 90 8850 QLD.: 13 CLARENCE STREET COORPAROO. 397 2602



President: Andrew Kennard

Staff Capabilities — good staff, well trained, experienced and personable will provide customers with good service and instructions; and maintain the equipment to a high standard.

It sounds too simple — but it is true; and we all know it. It is necessary for someone of Peter's experience to restate these objectives occasionally to remind us.

A. Kennard
President

We are graphic communicators
— a complete service

- artwork
- typesetting
- bromides
- negatives
- platemaking
- design
- press release
- product promotion



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

JOHN WILSON
PRODUCTION MANAGER



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

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

The 1978 Convention was a resounding success for Both the Delegates and Hire Expo exhibitors inspite of the late change of venue from the Chevron Hotel to Randwick Race Course. As usual Sydney turned on the fine weather for the convention from start to finish for the overseas and interstate visitors.

Wednesday 24th May — registration day, yard tours and official opening.

With the change in venue, registration desks were provided at both Royal Randwick and the Crest Hotel and were manned from 8.00 am to 6.30 pm to cater for Delegates at the varied times of arrival.

Those who were fortunate enough to arrive in the morning were able to participate in either the Party or Plant Hire Yard tours that departed from the Crest Hotel between 12.00 noon and 1.00 pm. For the Ladies who did not wish to be involved in all the business side of yard tours, a scenic tour through Sydney's historical rocks area to visit the Argyle Centre and then on to Surry Hills to browse through some of the city's many antique shops was a pleasant change. In the Evening a cocktail party for all delegates and the official opening by Sydney Deputy Lord Mayor Alderman Nelson J Meers, who officiated in the Lord Mayor Mr Leo Port's absence who was unable to attend due to illness.

Mr. Andrew Kennard, National President, presenting a gift to the Deputy Lord Mayor, Alderman Nelson J. Meers and his wife.



HIRE CONVENTION &



At Left

Overseas and Interstate visitors enjoy the cruise around Sydney's beautiful harbour with Captain Cook cruises.

Below:

Mr. Andrew Kennard National Hire Association President presenting the presidents award to Mr. Ray Legear.

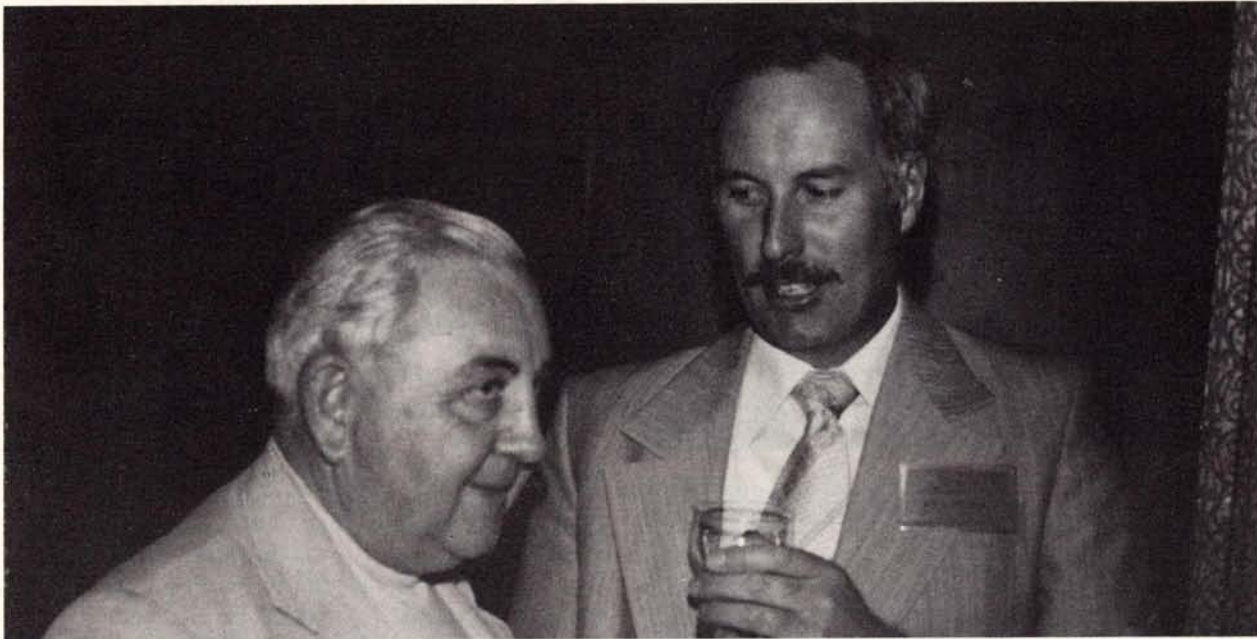


Below:

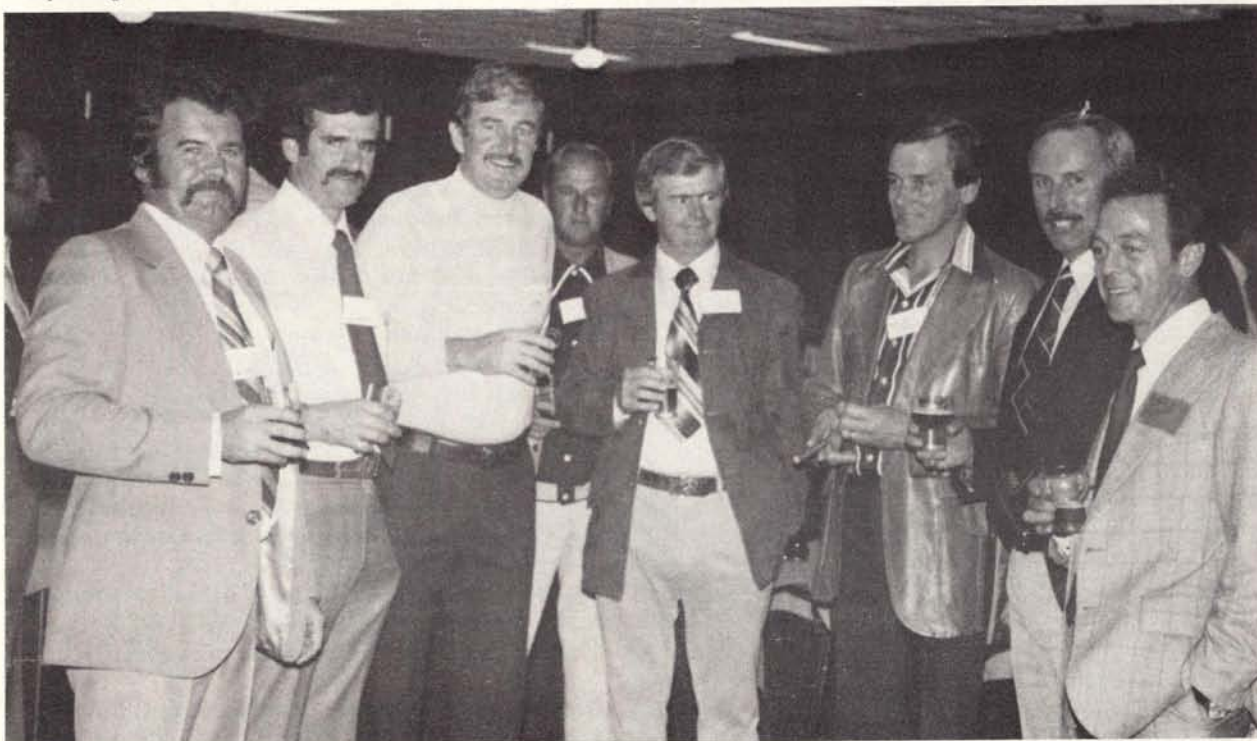
Mrs. Peter Burne and Mr. Len Booth (Victoria) at official opening.



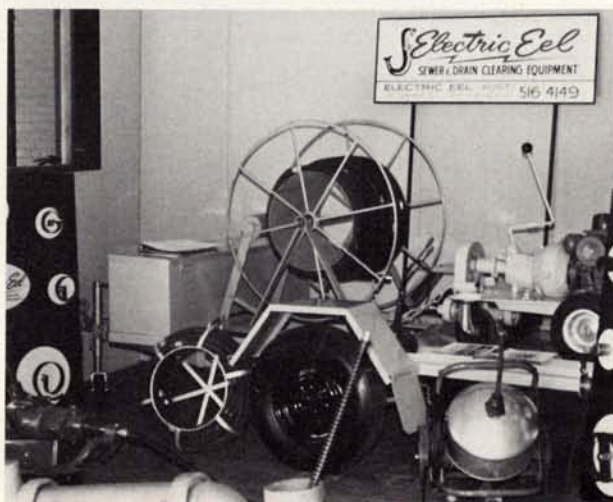
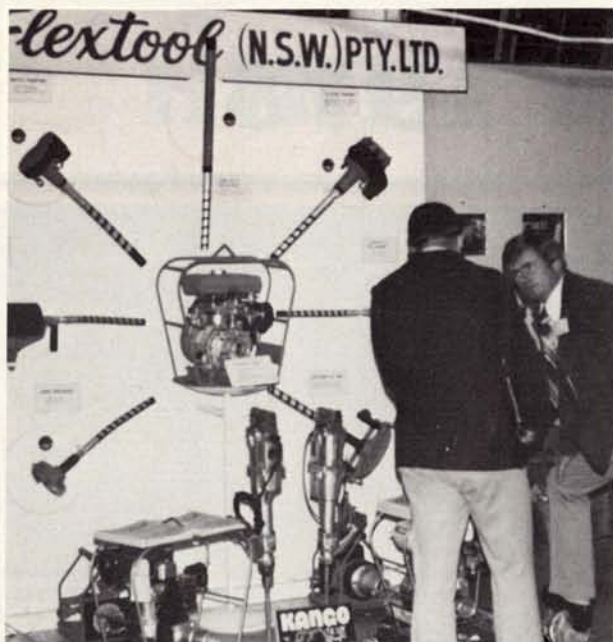
EXPO SYDNEY 1978



Mr. Peter Burne from Burnson Plant Hire (Victoria), Don McCurdy Compair Australasia Ltd. (Victoria) at official opening of Hire Convention the Crest Hotel, Kings' Cross Sydney.



End of Convention cocktail party enjoyed by Delegates.



EXHIBITORS AT 1978 NATIONAL HIREXPO & CONVENTION

A & N Equipment, 19 Manton Road, Huntingdale
Ark Enterprises, 16 Station St, Whitebridge,
 Charlestown NSW.

Atlas Copco Australia Pty Ltd, 3 Bessemer St,
 Blacktown 2148

Bennett Honda Pty Ltd, 6 Wood Street, Tempe
L.D. Beston Aust Pty Ltd, 65 Princess Ave,
 Rosebery.

C. & I. Portable Buildings, 12 Parramatta Rd,
 Lidcombe.

Centool, 63 Madeline St, Enfield.

Columbus Engineering 133-135 Alexander St,
 Crows Nest.

Compair [Australasia] Ltd, 4 Harbord St, Granville.
O.R. Cormack/Jambro, 13 Leeds St, Rhodes.

Daihatsu Distrib. Pty Ltd. 286 Coward St, Mascot.

Dunlite 79 Carnarvon St, Auburn.

Dynapac Pty Ltd, 49 Derby St, Silverwater.

Electric Eel [Aust.] 12 Mary St, St. Peters.

Fein Power Tools [Aust.] Pty. Ltd., 12 Euston St,
 Rydalmere

Flextool [NSW] Pty Ltd, 2 Ada Place, Pyrmont.

Hire Kingdom Pty Ltd, 12 Gartmore Ave.
 Bankstown.

Howard Rotavator Pty Ltd, P.O. Box 82 Parramatta
Kingsway Scaffolding Pty Ltd., 112 Redland Bay
 Rd, Capalaba, Qld.

Carnegie Rental Centre, 1076 Dandenong Rd,
 Carnegie, Vic.

Multi-Clean Products Pty. Ltd, 1/169 South Creek
 Rd, Dee Why

Powerlite Pty Ltd, 61-63 Gordon Rd, Chipping
 Norton

Pullman Vacuum Cleaner Co, P.O. Box 117
 Rydalmere

600 Machinery [Aust] Pty Ltd, 15 Derby St,
 Lidcombe

Stihl Chain Saw [Aust] Pty Ltd 41 Barry St,
 Bayswater, Vic.

Sullair, Australia Ltd, P.O. Box 447, Brookvale 2100
Arc Welder Hire Co Pty Ltd, 1076 Dandenong Rd,
 Carnegie, Vic.

AD Rem Systems, 14 Marion Street, Haberfield.

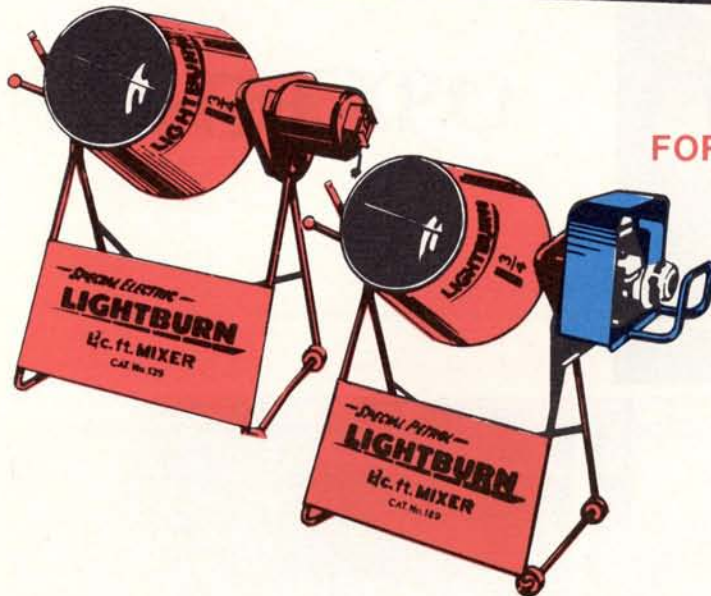
A.N.I. Perkins, 16 Parramatta Rd, Lidcombe.

Mole Engineering Pty Ltd, Rodborough Rd, Frenchs
 Forest

Dufre Products Pty Ltd, 12 Forge Street, Blacktown

K.A.B. Projects Pty Ltd, 322 Pacific Highway
 Hornsby

IS YOUR HIRE FLEET MODERN ENOUGH FOR TODAY'S MARKET? THE LIGHTBURN RANGE IS!



FOR THE HANDYMAN



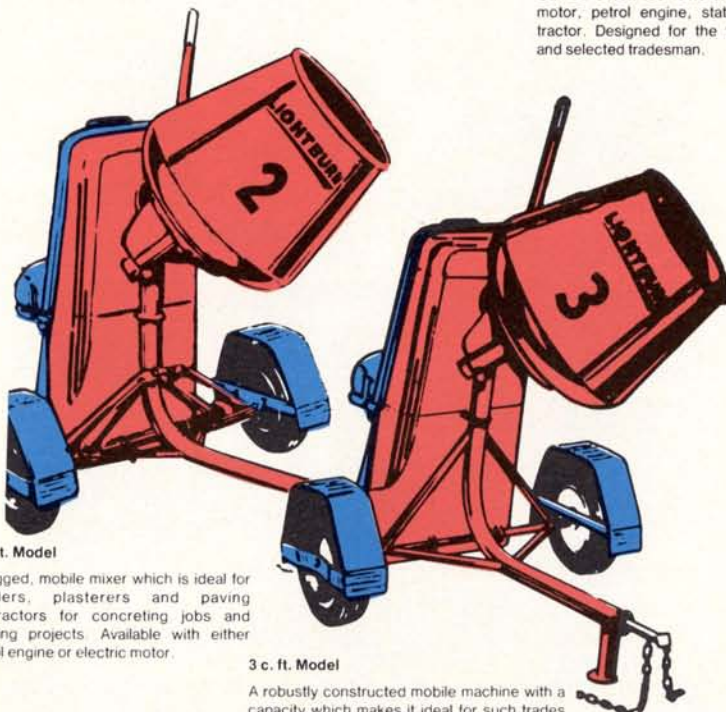
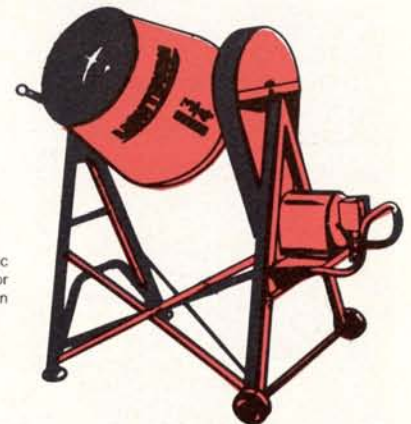
The Lightburn 1 1/2 c. ft.
"non identical twins"

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).

FOR THE TRADESMAN

1 1/2 c. ft. "Multi-drive"

Can be driven four different ways — electric motor, petrol engine, stationary engine, or tractor. Designed for the farmer, handyman and selected tradesman.



2 c. ft. Model

A rugged, mobile mixer which is ideal for builders, plasterers and paving contractors for concreting jobs and building projects. Available with either petrol engine or electric motor.

3 c. ft. Model

A robustly constructed mobile machine with a capacity which makes it ideal for such trades as plastering, terrazzo work and concrete paving.

- ★ IMMEDIATE DELIVERY
- ★ NEW LOW PRICE STRUCTURE
- ★ SPECIAL MAY/JUNE ALLOWANCE
- ★ RING TODAY!!

LIGHTBURN

LIGHTBURN & CO. LIMITED

OLD, Cnr. Grey & Peel Sts.,
South Brisbane 4101.
Telephone 44-1361.

N.S.W.: 132 Stanmore Rd.,
Stanmore, N.S.W. 2048.
Telephone 560-2000.

VIC.: 59 Smith St., Kensington,
Victoria 3031.
Telephone 33-0791.

S.A.: Morphett Rd., Novar
Gardens, S.A. 5040.
Telephone 295-4193.

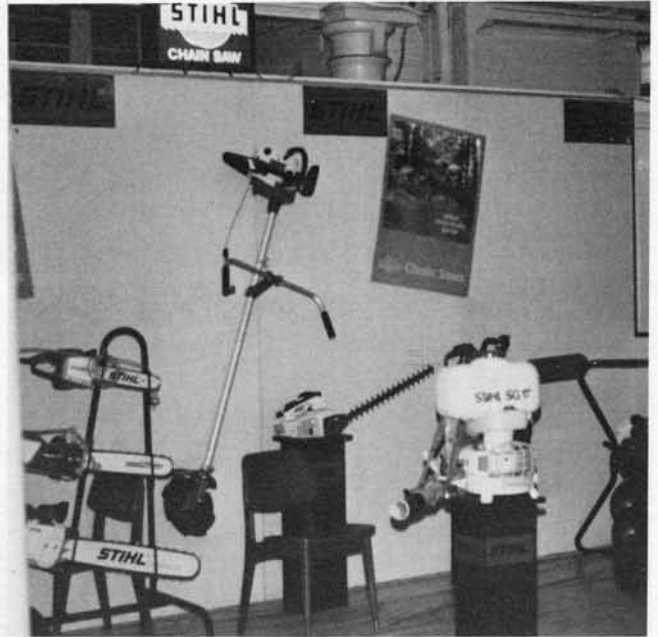
W.A.: 30 King Edward Rd.,
Osborne Park, W.A. 6017.
Telephone 46-5022.

EXHIBITORS

BENEFITS



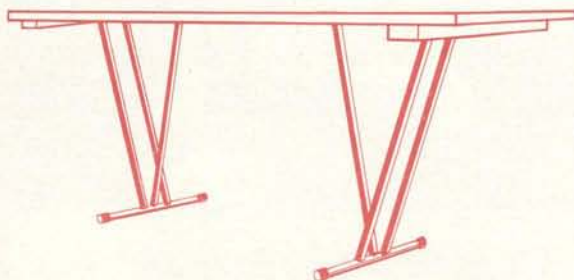
REAP AT 1978 EXPO





Hire Kingdom Display at Convention

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.

Available only from



formrite
tubebenders

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.

30"
24"
\$1500 painted
15%
\$1425

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

PLEASE NOTE

Details on Seminars at Convention will be published in the next issue of HIRE AND RENTAL EQUIPMENT NEWS.

NOTE — Temporary address and phone number for

the Secretary of the N.S.W. Hire Association from 30/6/78:

10 Victoria Street,
Bowral, N.S.W.
Telephone: (048) 61-3203

P.O. Box 5, Seven Hills, N.S.W. 2147 still remains

Advice of a permanent address will be given at a later date.



State News & Views

STATE NEWS & VIEWS — N.S.W.

Andrew & Prue Kennard now have their fourth child, a son - Cameron Andrew - their third son born 1st June, 1978.

"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

QUEENSLAND NEWS

At the April Meeting of the Queensland Hire Association two new members were accepted. B & P Hiring Service, Nambour, and All Well Cements Hiring Co. Oxford Park.

Convention 1979 Brisbane

It was agreed that Brisbane should stage the 1979 National Convention. The month is still to be decided — it was thought it would be a good idea to wait and see how the month of May works out for the Sydney convention.

Bad Debts and Stolen Equipment

Brisbane Hire Service reported a Trowel Machine and Tension Wrench stolen.

Equipment Hire Service reported a Pump and Kango.

Handyman Hire reported (by phone) a slasher and orbital sander.

At the April meeting a long discussion was held on how these thefts can be curbed. Dilligence in sticking to Company policy re I.D.: Registration No., Sticker No. etc. Most of the equipment mentioned above was lost through lack of personal responsibility by the employee of the Hire Company in not following laid down procedures.

Arthur Staines (All Hire & Trading) said he demands 'phone number references where needed. This system was responsible for his recovery of an oxy set and subsequent arrest of culprit.

Set a good Example!

Here are five steps to getting a new employee off on the right foot —

1. TELL HIM HOW

Explain what the job is and then tell him HOW, WHEN and WHY. Give him the opportunity to ask questions. Then ask him some — and make sure he understands.

2. SHOW HIM HOW

Actually do the job you have been explaining. Have him watch and help you. If there is a right and wrong way, SHOW HIM — and explain why the right way is best. If he doesn't ask questions, ask him some — and be sure he understands.

3. HAVE HIM DO IT

Whether it's cleaning or servicing — have him do it. Don't rush him — give him plenty of time to think about how you showed him.

4. CORRECT HIM

While the new man is doing his job, watch and note any mistakes he may be making. Review with him how it should be done — and don't forget to be patient. It takes a while for a new man to get the grasp of things. (Remember how you were yourself when you started off?) Remember, too, that, if you correct a man on things he could do better, also take the time to tell him about the things he did right. A bit of praise is a wonderful incentive.

5. FOLLOW UP

After a man has been put on his own, he may hesitate to ask your advice on things he has forgotten or on new problems that may crop up. Don't lose contact with him. Let him know that you are aware of how he is getting along and that you are always available for advice and help, if necessary. This will impress on him that you want things done properly and that you are willing to work with him and every other employee to ensure that they ARE done properly. If he knows this, he is likely to give you much better value for the money you are paying him and to develop into a loyal and efficient employee.

The safe, one man way to clean sewers and drains

Electric Eel[®]

with patented self-feeding
DUAL CABLE

Keeps the operator behind the
machine...lets the motor do the work!

TACKLES THE TOUGHEST JOB

Ruggedly built to handle those tough jobs in 3-in. to 10-in. diameter lines. Runs over 200 feet. Patented dual cable self-feeds itself both in and out of line — eliminates all handling of rotating cable — makes operation completely safe. Eight feet cable sections with instant, snap lock connectors permit work in small spaces — cut replacement costs.



Available from



ELECTRIC EEL (AUST.) TELEPHONE: 516-4149
12 MARY STREET, ST. PETERS. N.S.W. 2044

PARTY HIRE YARD TOUR

PATTI'S HIRE SERVICE PTY. LTD.

Although Patti's Hire was first registered as such in 1971, it is difficult to say when the business actually started. It was, in reality, a continuation of the catering firm started by Clair Lockart's mother over fifty years ago. Catering only, became catering plus hiring then gradually catering was dropped completely.

Claire and her sister ran the business for some years until 1971, by which time the business had become too big to be contained in the original household premises at 37 Robertson Street, West Kogarah. Work area was enlarged, walls removed and the first dishwasher purchased. Lawrence Lockart entered the business, and furniture and canvas were added to the hiring list. Patti's Hire also bought their first two new trucks.

As the volume of business increased, it was found that the staff was inadequate so Lawrence Lockart, in charge of the furniture section, and Rose McDougall looking after the catering equipment, brought in casual staff from time to time when the "pressure was really on".

There is a great deal of satisfaction in seeing a business expand, but the development also brings problems, and Patti's became aware that sooner or later the project would become too commercial to be maintained in a purely residential area. The building of home units was at its peak and gradually "No. 37" was surrounded by them, so when the opportunity came to sell out for development, it was decided to look for a new site.

There were a lot of problems associated with the sale and the purchase of new premises, but finally Shores Glass Factory, Canterbury Road, Campsie was settled on.

Looking back at the first glimpse of the "new" premises, the whole thing seems like a bad dream – the "new" was nearly a century old, covered with the cobwebs, glass powder and dirt of those years. Ancient wooden fixtures, antique plumbing and old gaslights were still intact.

Then came reconstruction. A new roof was put on and the entire back section was re-built. In fact, all that remained of the original building was the shell.

The staff of six finally moved in in August 1974. The business quickly prospered at its prime location on busy Canterbury Road.

In August, 1975, Patti's merged with Abbey Rents of

Melbourne and through John Kroeger, a successful interstate exchange of trade and ideas was achieved – including the introduction of medical hire.

PAGES HIRE CENTRE

Pages Hire Centre was formed in November, 1957 when Mrs. Page senior took ill and her son Greg, a mathematics teacher, gave up teaching - ceased the family catering business to concentrate solely on hire.

In the next 8 months, the grand sum of their hire takings amounted to ninety nine pounds fourteen shillings and four pence (or \$199.93). Greg went back teaching for obvious reasons and worked the business part-time. In 1962 he once again left teaching to concentrate wholly on hire.

By this time, the business had prospered and the premises had become too small. In November, 1967, after much searching, negotiations started for the purchase of 2 Green Street, Kogarah. Mrs. Page senior died in December, 1967 and the business finally moved across from Robertson Street, Kogarah in July, 1968.

The new premises had previously been owned by Mathey-Garrett, a gold refining and assaying company – definitely not the sort of building designed for party hire!

By now, every existing room in the building has been altered with the exception of the bullion vault. The following changes were made:

- the canteen became the dockway
- the laboratories were demolished
- the offices were moved upstairs
- the transformer room became the barbecue room
- the ladies toilets became the washing up centre
- the crockery room has been palletized
- in the latest alterations, the ladies toilets were moved upstairs and a flow-through washing system has been achieved.

The rest of the factory has been reorganised and, short of raising the roof or excavating (and a little of that has been done) it is very doubtful that any further space can be squeezed out of the building.

Through Pages subsidiary, Acorn Canvas, (also located in the factory) they manufacture all Pages canvas requirements. They also look after other hirers canvas needs both intra and interstate.

HIRE SERVICES ASSOCIATION OF N.Z. 1978 CONVENTION

Avon Motor Lodge



FLAG

INNS

356 Oxford Terrace
Christchurch
New Zealand

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

2.15 - 2.45

2.45 - 3.15

3.15 - 3.35

3.35 - 5.00

7.30 -

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 FABULOUS CUTQUIK

A versatile cut-off saw with the rugged 08 S power head. Cuts steel, electron, copper, brass, zinc, cast iron, tiles, ceramics and cement pipes, asphalt, concrete, asbestos-cement, limestone, sandstone and much more.



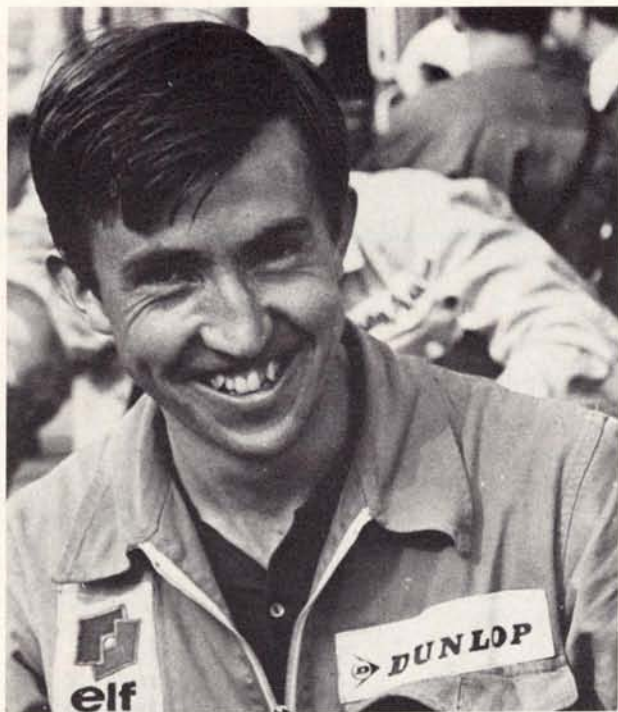
AVAILABLE FROM:

TARANAKI EQUIPMENT DISTRIBUTORS

DIVISION OF N.P. HIRE CENTRE LTD.
P.O. BOX 822, NEW PLYMOUTH, N.Z.

NEW ZEALAND NEWS

New Zealand Hire Industry Personality



Mr. Max Rutherford

A well known personality in the Hire Industry of N.Z. Max Rutherford, Managing Director of the New Plymouth Hire Centre Ltd, has an unusual background and at the risk of boring those who know Max well a little of his past is worth relating.

In 1965, at the age of 23, he travelled to England with a group of young New Zealanders who planned to take part in a few motor bike races and at the same time see a little of Europe.

Max Rutherford had just put in seven years with Phillipps Motors Ltd, New Plymouth, learning all he could about cars and engines, and had won a reputation as a young mechanic of considerable skill.

As well, he came from a family having a deep association with motor sports in a variety of ways

and was himself a Taranaki TQ champion driver in the 1963-64 season.

The idea was that Max Rutherford would "look after the bikes" during the young New Zealanders' wanderings around Europe — but things didn't turn out that way.

Max Rutherford had with him a letter of introduction to Roy Billington, another New Zealander who was then chief racing mechanic at the British factory of Jack Brabham, the Australian driving ace.

That letter changed his life.

He was hired on the spot by the Brabham organisation and thus began a remarkable association with the intensively competitive big money world of the international motor circuit.

EXPENSIVE

The young New Zealand mechanic took to the big powerful, expensive grand prix racing machines like a duck to water and he quickly built up his knowledge and experience working on the cars of several leading drivers.

He worked with Formula 2 and 3 cars, his reputation as a highly skilled mechanic began to spread. 1967 was spent building and preparing Jack Brabham's Formula two car.

In 1968, he got his chance in the bigtime world of Formula 1 racing — the highest level in world international motor sport.

Max Rutherford followed up rumours that the wealthy English sponsor, Ken Tyrrell, was building up a Formula 1 team for 1968 — Matra International — with the up-and-coming Scot, Jackie Stewart, as his number one driver.

So far had Max Rutherford progressed in a few short years that he was hired as mechanic for Matra International, with over-all control of the team's cars.

The highly efficient Matra team was a success from the start and in 1968 Jackie Stewart finished a somewhat unlucky second to Graham Hill in the world championship.

The next year Max Rutherford was appointed Matra's chief mechanic and with the long-haired jaunty Jackie Stewart driving brilliantly the team won the coveted world championship with a string of wins.

EXPERT

Max Rutherford, one of those quietly-spoken experts not given to overstatement, and who has a nice laconic touch to his conversation said of the World championship win:

"We had a superior car; a highly efficient team, and a cool, courageous and very intelligent driver in Jackie Stewart.

"Jackie won six of the first seven races in the championship and we took the title quite comfortably".

And that, believe it or not, was the end of Max Rutherford's association with the world of grand prix racing — a world with its elements of fame and glamour, but also a world which imposed exhausting demands on its principal characters.

"I was 27 and I was getting grey hairs", said Max Rutherford simply.

"The tension is tremendous in grand prix racing and everybody in the team is under great pressure all the time.

"I visited many of the world's great cities during my years in racing — and about all I really saw was the inside of airports, the inside of hotel rooms and the inside of racing cars.

"After Jackie Stewart's win I had thoughts about quitting motor racing and the best time to do it seemed to be when I was at the top".

As well, Max Rutherford had not long married a young Irish girl and he had the inevitable thoughts of returning home.

CAREER

So, in the end, he turned his back on a job which had earned him a comfortable income and considerable reputation and respect in his chosen career, and came back to New Zealand.

On his return home he established New Plymouth Hire Centre Ltd., a company which hires out all manner of mechanical and electrical equipment to anybody who has a need.

Most of his time in the eight years since then has been devoted to expanding his company's activities and he has largely turned his back on periodic temptations to once again become involved in the world of motor racing.

It has been the good fortune of TQ driver Laurie Callender that the rare exceptions Max Rutherford has made to this policy have included the building of the young New Plymouth driver's three-quarter midget racing car.

This car with its highly efficient fully independent suspension has already proved to be the fastest in New Zealand.

This interest is not surprising because Laurie Callender, a qualified mechanic, is one of the several staff members at the Hire Centre who have an interest in motor racing in its various forms.

Besides Max Rutherford and Laurie Callender, the staff includes Ray Christianson, a former motocross rider, Russell Miscall, a speedway and motocross rider, and Reg Dixon, one of New Zealand's leading motocross riders.

AIR HIRE CENTRE LTD AUCKLAND N.Z.



(See Story next page)

NEW ZEALAND NEWS

AIR HIRE CENTRE LTD AUCKLAND N.Z.

On both sides of the Tasman, many of today's thriving businesses have begun on a modest — almost experimental — scale. That was certainly the case with Air Hire Centre Ltd., which was conceived in 1956, utilising surplus equipment belonging to its contractor parent.

To some people the name Air Hire Centre Ltd., may seem to be a bit of an enigma, but since the initial stock in trade consisted of a few Compressors and associated tools, it seemed the appropriate choice at that stage.

Subsequently, the company has expanded into many other areas of hire, mainly specialising in the contractors and industrial field. As it could be imagined, the odd enquiry is received for aircraft and helicopters, etc.

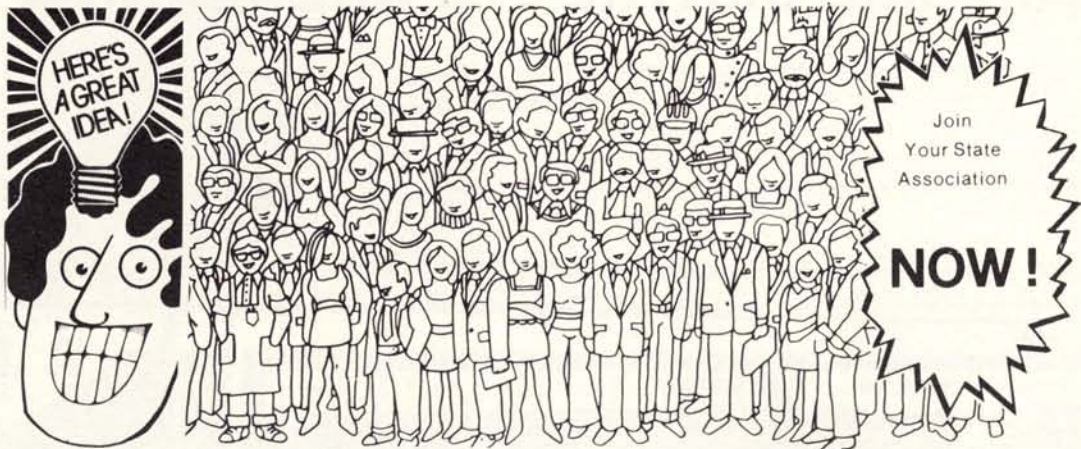
In 1963, this fledgling operation was purchased by a subsidiary company of the C.P.D. Group and relocated in larger premises. 1970 saw a move to a new custom designed building which still serves

the main branch and head office for administration, maintenance and purchasing. Although now very cramped, many overseas authorities have commented on the design which has 5000 sq. ft. of covered drive through loading area.

Today A.H.C. has branches and depots at twelve locations in the North Island and is involved in supplying equipment to most major contracts in those areas.

From inception to the new building, the company was ably led by Mr C.B. Thorpe and from 1970 Mr Colin Crooks has been at the helm.

During the last 5 years or so a period of rapid growth has been experienced with the concept of hire generally being more readily accepted by the user, both large and small. Although N.Z. is going through a period of economic restraints, it is anticipated that steady growth of this industry will continue.



Complete the following and post it to the Publisher.

I am interested in joining the Hire Association in my State. Please forward details to:

.....Contact
.....Company
.....Address
.....
State.....Post Code.....

SPOTLIGHT ON FORKLIFTS

Since very early times, man has stored things. Then it was in very simple ways in caves, and places he could reach himself easily. The industrial revolution changed many things, and created problems which the winch and the engine helped him overcome. To a degree. However the forklift truck was a major step forward in the lifting, shifting and storing of materials and stock.

Materials handling controls and warehouse systems could be said to have started from that time.

Nowadays the forklift truck, in one form or another, is seen just about everywhere in industry. It is taken for granted.

For the Hire Industry, the forklift truck is a very important rental activity, generating a large part of the industry's overall rental revenue, and tying up a big share of its available capital.

Within the confines of this issue of HIRE, it is not possible to cover all the aspects of lift trucks, so we've tended to concentrate on a few particular areas. In future issues we'll cover more.

In the meantime, if you have a question, or are in need of expert help, drop us a line and we'll get the right people to give you [and us] an answer. And we'll publish the answers.

What's available

Today's forklift trucks are available powered by
petrol engines
petrol/LP gas engines
diesel engines
and battery power

Load capacities range from around 1000lb. up to about 20 tons. (or from about 500 Kg to about 18000 Kg, if that's what grabs you!).

One major supplier of forklift trucks to industry, manufacturing and distribution, as well as the hire industry, is Crown Controls Pty. Ltd.

The new Bremen, Ohio, USA, based manufacturer claims it's success in the Australian market has been due to a combination of innovative yet practical engineering design, which has resulted in productive, easy to service machines.

Mr. Laurie Puddy, general sales manager for Crown, said that the company's products had won wide acceptance from industry, and from hirers, and because of their dependability.

"In fact our sitdown riders, standup riders,

stockpickers, stackers, pallet trucks, and tow tractors are known for their unity as well as their dependability and low maintenance down time". "One hirer, Wreckair, now has a number of Crown forklift units in operation", he said.

Compact design, tight turning ability and controls that are placed logically to allow the operator to respond instantly, safely and efficiently, all contribute to the acceptance, according to Mr. Puddy.



Human Engineered Operation compartment from Crown. Everything to provide the driver with comfort and easy access to controls has been considered.

A feature of all the Crown range — with the exception of the Hand Pallet Truck — is that they are all powered by batteries, giving extended Amp hour capacity. Across the whole range, access for maintenance is quite easy.

Single, telescopic or three stage masts are available, with a variety of optional equipment also available.

The Crown here includes: **Series SC** sit-on forklift trucks with load capacities of 2500 lbs. to 3500 lbs. at 24" load centres. Powered by 36 volt batteries allowing travel speeds of 6.2 mph (loaded) with power steering **Series RC** Stand on forklift trucks with load capacities of 2500 lbs to 3500 lbs at 24" load centres. Powered by 36 volt batteries allowing travel speeds of 6.2 mph (loaded) with power steering. Both the SC and RC Series feature limit switches which automatically reduce speed when forks are extended above set levels. Lift heights range up to 18' 10" at fork level. **SP Stockpickers** to fit a broad range of applications, with lift heights up to 30ft and capacities of up to 3000 lbs. **Powered lift stackers, manual lift stackers, and walkie stackers**, with capacities of 1500 lbs. to 4000 lbs, and lift heights to 13 ft. **Pallet trucks** — hand, walkies, and walkie/riders. **Tow tractors** with drawbar pulls of up to 10,000 lbs. rolling load capacity.

Crown lift trucks are in use by companies such as PBR (Patons Brake Replacement), Sandvik, The Reserve Bank, Norman Ross, Messenger Print Pty. Ltd., Floormasters, Yalumba Wines, and Carpet City — taken from Crown's own Application Reports — shows some of the range of scope for these units in the Hire Industry.

THE "GENERAL" GIVES GO TO A CLARK

Clark Equipment Australia Limited, whose lift trucks are widely used in industry, introduced a variant of the popular C500 series powered by the GM-H L6 173 cu.in. low compression industrial engine. It can be supplied suited for petrol or LP gas use.

The new lift trucks provide a highly economical addition to the comprehensive Clark range, offering substantial advantages in availability of spare parts and service facilities, particularly in country areas where engine maintenance can be carried out by local GMH- Holden dealers, without recourse to specialist truck service facilities.

The range covers three basic models: designated C500 Y40 rated at 2000 kg; C500 Y50 at 2500 kg; and C500 YS600 with a rated capacity of 3000 kg, all at 500 mm load centres.

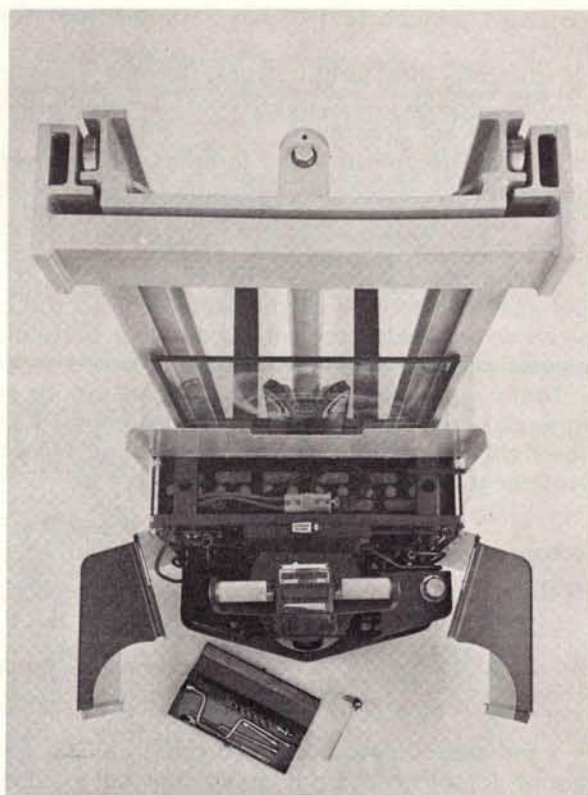
All three lift trucks in the range are driven from the Holden engine through an integral power train consisting of a "Hydratork" single speed constant mesh, powershift transmission with torque con-

verter, to a full floating drive axle via a differential. Final drive is through fully enclosed ring gear and pinion to the drive wheels.

Twin pedals allow both braking and inching control.

The maximum fully laden lifting speed of 0.43 m/s (84 ft/min.) is complemented by an over-ground speed of 20 km/hr (12.3 mph) on the flat with maximum gradability of 20.1 loaded and 23.0 empty.

Further information about the Clark Equipment C500 Holden Engine range can be obtained from Clark Equipment Australia Limited, Materials Handling Group, PO Box 50, Hornsby. N.S.W. 2077.



When it comes to maintenance, there's less of it — and less to it.

Crown Walkie Stackers carry their heavy duty industrial batteries in a separate compartment. This helps protect the vital hydraulic and electrical components from possible acid damage.

MITSUBISHI FORKLIFTS

A completely re-designed range of Mitsubishi forklift trucks is now available from Chep Equipment (a division of Brambles Holdings Limited).

The re-designed forklift trucks are quieter than ever before, better to operate, easier to service, more compact and more stable.

The new petrol/LP gas range — there are also diesel models — can handle loads of 1000 kgs up to 3000 kgs, with more efficiency, safety and profitability.

The forklifts, which became available in early 1978, are for sale and for short or longterm hire from Chep Equipment.

Mitsubishi Heavy Industries has been working on the design of its new range for about two years at its massive Sagami-hara Machinery Works near Tokyo.

Despite the fact that their forklift was accepted in world markets for its capabilities and quietness, Mitsubishi has continually sought improvement.

With the experience gained over the past five or six years in the Japanese and overseas markets, Mitsubishi — which also manufactures ships, aircraft and construction machinery — has developed the expertise and background knowledge to enable its design engineers to produce the new style trucks.

The new forklifts have been built literally from the ground up as a total entity using components tooled by Mitsubishi — from the engine and body down to a single screw.

Function, serviceability and appearance have been the primary design requirements, in that order of priority — as in any forklift manufacture — and Mitsubishi has produced a machine whose integral design appears to offer the almost perfect solution to those three basic aims.

The result is a more sturdy, stocky machine; producing less noise without any reduction in power or performance; its lifting speed is greater than before and some of the range are up to 10 per cent faster along the ground and more manoeuvrable in narrow workways.

When you finish reading about **all** the features of the re-designed Mitsubishi forklift trucks, you will understand why they are so reliable, efficient and productive.

Improved Visibility, Noise Reduction

One of the very important aspects of the new Mitsubishi forklift design is its improved range of vision for the driver and its quieter operation.

The driver's visibility has been improved in several ways, but most notably by reducing the diameter of the lift cylinder and widening the mast — almost doubling the forward field of vision.

Truck noise has been checked by a range of sophisticated sound instrumentation, and under normal working conditions the noise level would be 75 to 79 dbA, well below minimum government requirements, making it one of the quietest production forklifts on the Australian market.



Mitsubishi Forklift Truck FD50.

A new fan design and insulation of the hood has lessened the level of noise reaching the forklift truck operator, but a major contribution has been from development of greater power from lower revs in the engine.

Ease of operation is a prime consideration when looking at forklifts in the materials handling field.

The Mitsubishi design team have gone out of their way to make the driver's life a straightforward one.

A smaller steering wheel — improving manoeuvring — and finger tip power steering adds to the operator's feel and control. And a new hydraulic pump arrangement means safer operation — steering power is maintained even while lifting a load.

The brake system too responds quickly and efficiently to only light foot pressure, adding to safety.

The low-profile, compact design of the truck makes it easier for driver access and operation in low headroom work areas and sound ergonomics have figured in the design of the driver's seating, his drive controls and the dashboard. Everything is within easy reach.

For the operator's convenience and for ease of service accessibility has been a prime concern of Mitsubishi.

Numerous grease points are provided in handy spots — it is not necessary to remove or unbolt any covers for normal preventative maintenance.

Such is the Mitsubishi design engineer's eye for detail that the hood prop is improved. A key-hole slot in the prop fixes the raised hood positively while the serviceman works underneath.

The new Mitsubishi transmission has enabled components to be more conveniently located for service also. Additional cooling is provided by fins on the casing.

Simpler Design

Although the present machines are regarded as being sturdy, the frames of the latest models have been strengthened even further, while simplifying the design.



Mitsubishi Forklift Truck FD150

The mast and rollers have been made stronger and the usual parallel roller design has been superseded by a canted style improving component life.

To reduce the cleaning time necessary before maintenance and service work is carried out on their trucks, the designers have included a drip-tray splash guard and smoothed mudguard design to keep out dirt.

All the new units are fitted with high rigidity tyres especially designed to provide added stability to the forklift.

"The improvement in the operating ability of the new Mitsubishi range is a credit to the two years' work of the design engineers", said Mr Ken Rathgen, general manager of Chep Equipment.

"I am sure that these new machines will soon be proving themselves in Australia.

"The quieter, quicker, safer operation of forklifts can only add to the performance of the materials handling industry and Chep is pleased to be playing its part", he said.

Every one in industry will tell you that you first must clearly specify the job to be done — in terms of types of manuals to be handled, weights involved, ground surface, the work environment

and so on — before you can short list the likely possible units for detailed consideration.

It doesn't always happen that way, however, and its in the area of working spaces — the work environment — where problems often are overlooked.

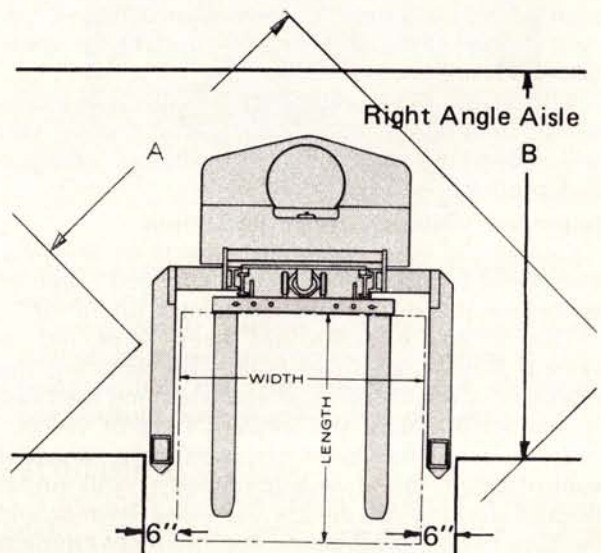
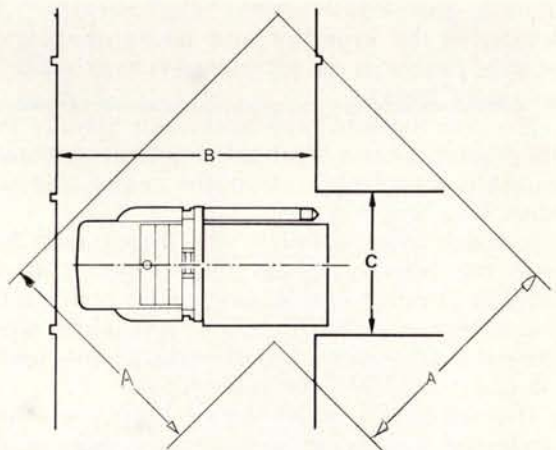
Use this aisle clearance guide to determine which Crown stacker configuration best fits your storage system. Clearances shown are minimum. Add 6" to all aisle dimensions for maximum maneuverability.

A — Aisle dimension for equal intersecting aisles.

B — Aisle dimension for right angle stacking.

C — Stacking width:

1. when truck outriggers straddle the load, add 10" to load width.
2. when load is over the outriggers add 4" to load width.



FORKLIFT TRUCKS — ALL MAKES AND SIZES

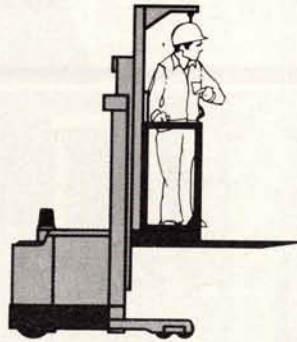


The Crown Line

SC Sitdown
Rider Forklift

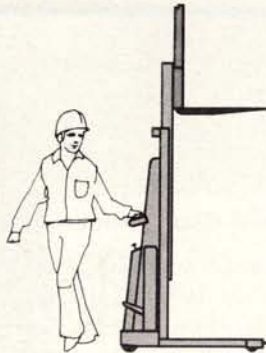
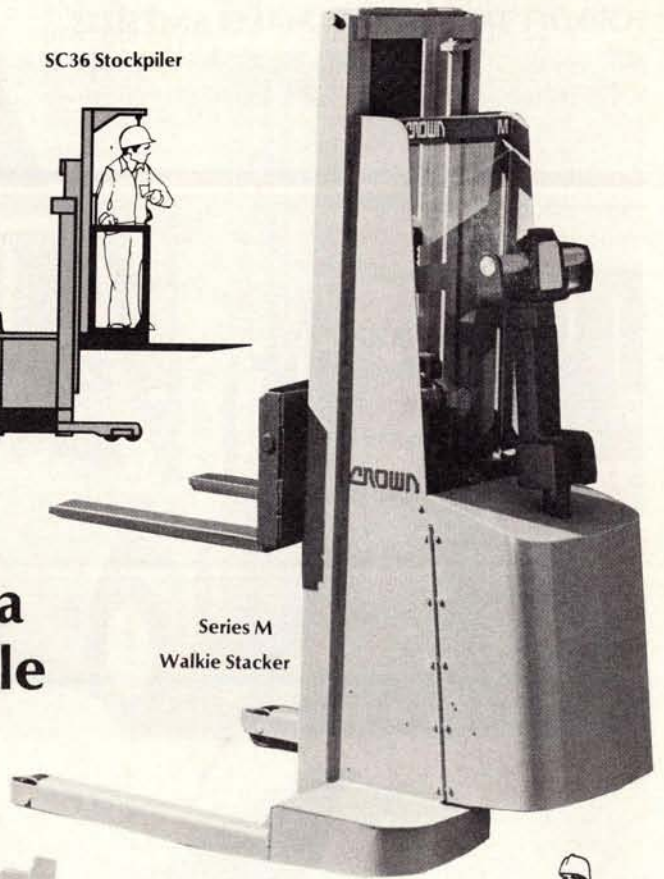


SC36 Stockpiler



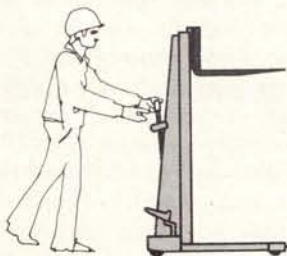
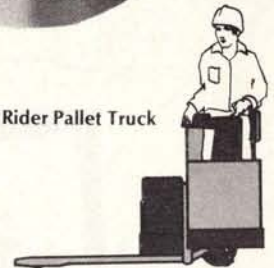
**Stamina
with Style**

Series M
Walkie Stacker



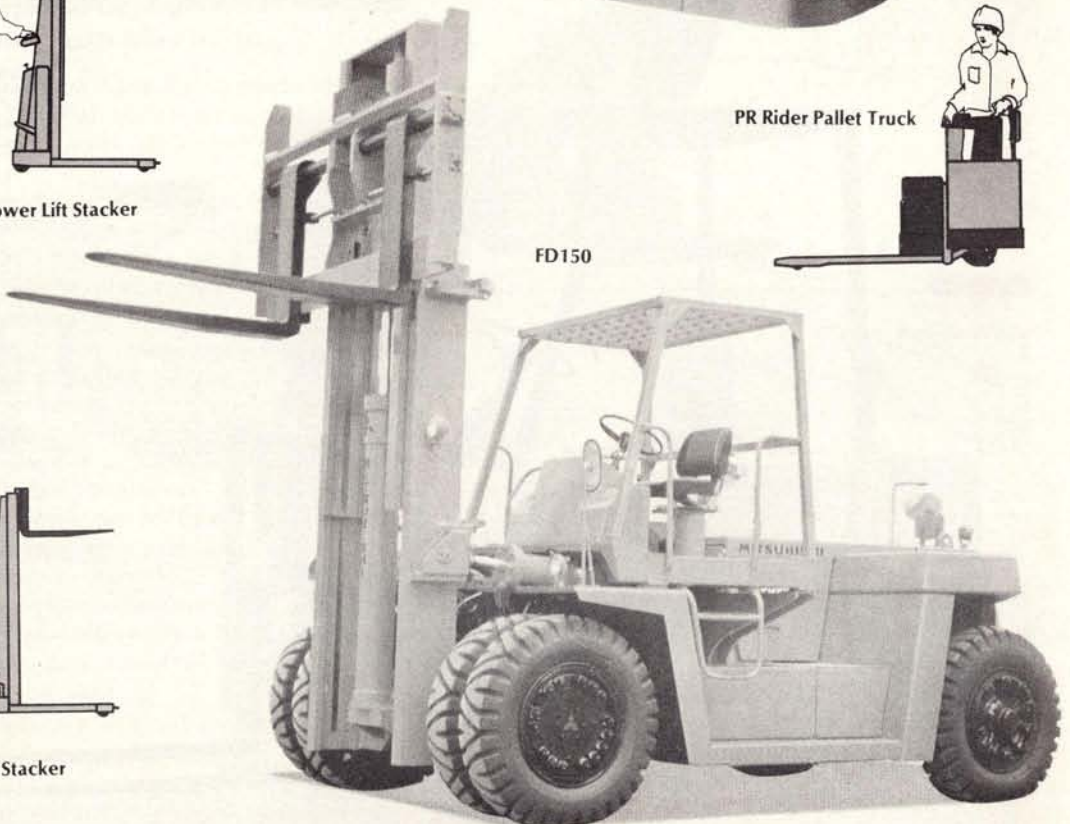
B Power Lift Stacker

PR Rider Pallet Truck



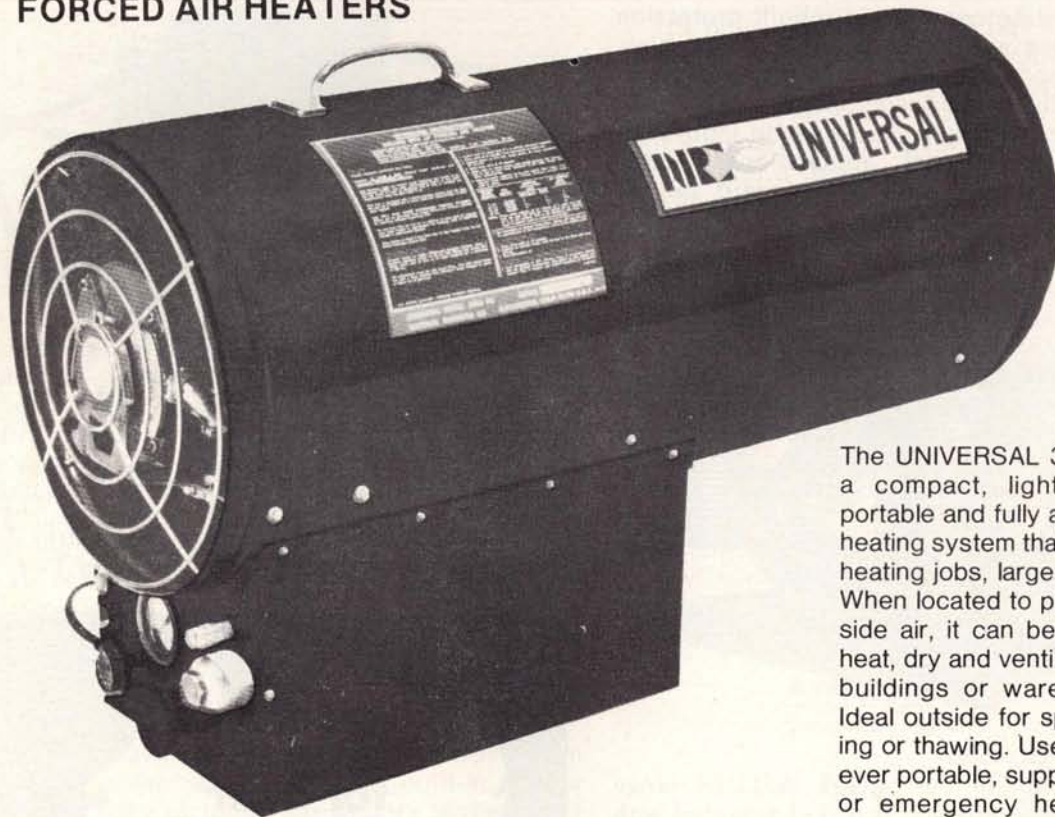
H Manual Lift Stacker

FD150

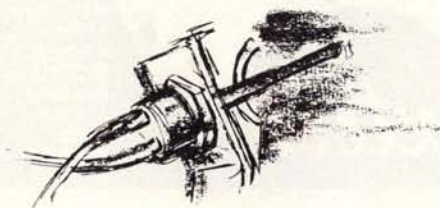


NEW PRODUCTS

PORTABLE GAS FIRED FORCED AIR HEATERS



The UNIVERSAL 3000E is a compact, light weight portable and fully automatic heating system that handles heating jobs, large or small. When located to pull in outside air, it can be used to heat, dry and ventilate large buildings or warehouses. Ideal outside for spot heating or thawing. Use it wherever portable, supplemental or emergency heating is required.



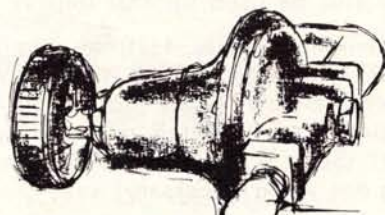
100% SAFETY FLAME DETECTOR

Shuts down heater if ignition or flame fails. Will not accidentally restart. If air passage is blocked or heater becomes too hot, it is shut down by HIGH TEMPERATURE LIMIT SWITCH.



AUTOMATIC ELECTRIC IGNITION

The heart of a gas heater, trouble free spark plug ignition, insures instant starts at the flip of a switch, even in coldest weather.



VARIABLE OUTPUT

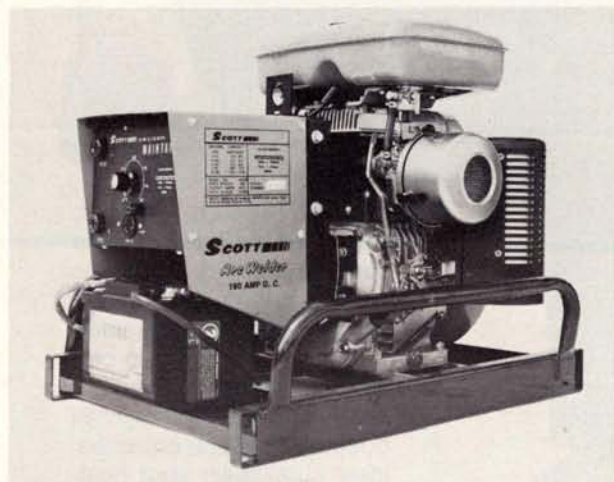
150,000 — 300,000 BTU/Hr. (37,500 — 75,000 k-cal/Hr.) Burning rate adjusted by hand wheel regulator mounted on control panel. To prevent tank scale, rust or dirt from entering fuel system, heater has a LARGE CAPACITY FILTER.

Available from
HIRE KINGDOM - Ph: 601-1766

HIRE and Rental Equipment News

NEW PRODUCTS

The design features of SCOTT WELDERS include solid state control and inbuilt protection to meet exacting welding requirements with high duty cycles, good reliability and low maintenance. The result is a lightweight, compact design for easy transport and convenient on-site use in industrial, mining and agricultural applications. (Carry handles and a lifting eye are standard on all models).



SCOTT WELDER 160B

The 160B model of the SCOTT WELDER range delivers 35 - 160 Amps D.C. It is skid mounted with side carry handles for ease of transport. The welder can also be used for fast battery charging.

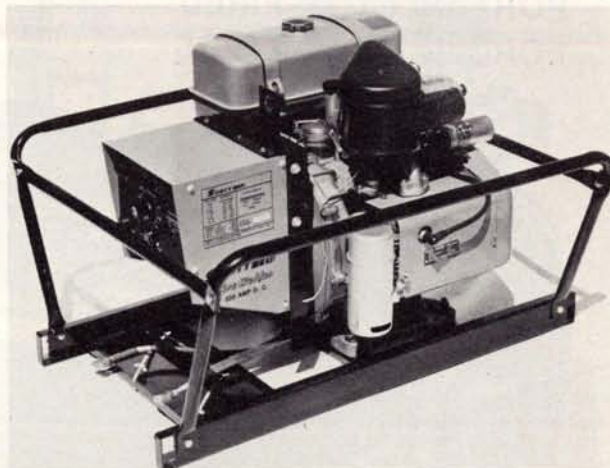
Reliable ROBIN 4 stroke engines power the SCOTT WELDER. ROBIN is the proven engine used extensively in the Hire Industry of Australia. These engines can be fitted with an optional electric start. (Scott Welders can also be supplied without engines when necessary).

SPECIFICATIONS:

Model Max current Duty cycle Petrol Engine weight

135D	135amps	100%	Robin EY27	5.6kw (7.5hp)	43.5kg
160B	160amps	100%	Robin EY44	7.8kw (10.5hp)	63.6kg
200B	220amps	60%	Robin EY21	11.9kw (16hp)	117kg

Australian Factory Representatives, Crommelins Australia, 18 Oxford Street, Leederville WA 6007, Phone 381 4044; Sydney 638 7534; Melbourne 561 2655; Adelaide (085) 56 1201 and Brisbane 275 1637.



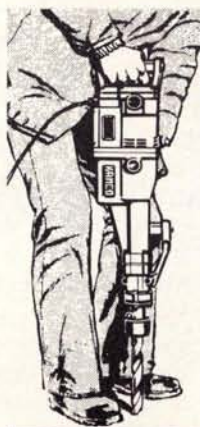
SCOTT WELDER 200B

The current range of the SCOTT 200B is 35 to 220 Amps D.C. It is powered by a reliable 11.9kw (16hp) 4 stroke ROBIN engine, with electric start. The welder is protected by a perimeter carrying frame.

**serving
industry
for over
25 years**

Flextool

Melbourne
415064
Sydney
6603411
Brisbane
522306
Perth
4512077



KANGCO
ROTARY HAMMERS

Flextool
FOR SPARES
AND SERVICE

Melbourne 415064 Sydney 6603411 Brisbane 522306 Perth 4512077

NEW PRODUCTS

COLLAPSIBLE BLADDER TANKS FACILITATE LIQUID HANDLING

A versatile range of collapsible, rubberised containers, referred to as bladder tanks, has been developed in the United States as effective means of storing and transporting bulk liquids and agricultural chemicals. With capacities up to 38,000 litres and weighing less than 5% of their steel counterparts, these containers appear to have an application range limited only by the imagination.

These low cost, light-weight tanks have sufficient flexibility to conform to all irregular surfaces, which provides for neat, compact storage. Their construction combines high-tensile fabrics with tough synthetic elastomers, thus rendering them virtually tear-resistant with a high degree of burst strength. The use of superior fabrication techniques greatly reduces problems of wicking, diffusion and delamination.

To combat vapour emission from flammable, poisonous or other hazardous liquids which are likely to be stored in the bladder tanks, a 'floating roof' design has been applied, which ensures that internal vapour concentrations remain at an absolute minimum. As a result of this design, explosion hazards are noticeably reduced. In addition, there are numerous built-in safety characteristics, including a resistance to the widest variety of organic and inorganic chemicals; an immunity to shock and vibration through self damping; and an integral spark arrestor which protects against explosion.

Owing to their precision construction, these tanks possess great durability and boast an extremely long life. Compared to their cumbersome steel counterparts, they are relatively inexpensive; particularly in view of transportation and field erection cost. Consequently, the advantages of the bladder tanks should prove to effect considerable savings in time, labour and space.

Full details are available from Stuart Fell & Co. Pty., who suggest the following applications as typical examples.

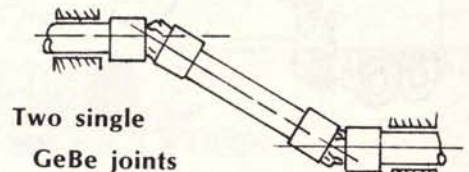
On site fuel & water: For remote, temporary or transient work sites, such as construction, road making, pipelining or forestry work, bladder tanks can be used for transport and storage of water, oils, fuels, and even wastes. On moving or returning from the site, the tanks can be collapsed to make way for equipment and personnel.

SWEDISH BALL JOINTS AVAILABLE

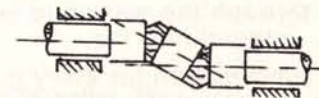
The range of Swedish steel ball joints manufactured by Gust. Bjorkman — known as 'GB' or 'GeBe' — is now available throughout Australia from Stuart Fell & Co. Pty. Ltd. These precision ball joints are designed for applications where a driving and a driven shaft are not in alignment, and are produced in both single and double joints. The single joints accommodate shaft diameters from 6 mm to 50 mm, and the double joints from 16 mm to 50 mm. Torque ratings up to 390 kpm and break tensile loads up to 8500 kg are available.

Stuart Fell can provide literature which includes a monographic selection chart. This indicates the correct ball joint to use, given power, speed and angle. As an example, with a power of 4.5 HP, a speed of 200 r.p.m., and an angle of 20° the chart indicates that ball joint No.7, should be selected. This has a shaft diameter of 35mm, static torque of 200 kpm, and a break tensile load of 5300 kg.

Advice on correct mounting procedures, care and protection of ball joints etc. is also included in the literature.



Two single
GeBe joints



Double GeBe joint

3 NEW SCOTT DC WELDERS

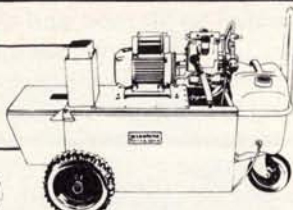
The SCOTT WELDER range of ROBIN powered, portable DC welders has been expanded into three new versatile models, the 135D, 160B and 200B, capable of delivering 30 to 220 amps at normal engine RPM with current control by continuous dial. Less than 30 amps can be obtained by reduced speed.

SCOTT WELDERS have the advantages of DC welding where greater arc stability, smooth metal transfer and forward or reverse polarity are required. Fast battery charging is another benefit of the SCOTT WELDER range. There is also a 240 volt outlet (1500 watt rating) on each model for needs like floodlighting and angle grinding.

Blast into Profit

Hire 'em Winstone Waterblasters

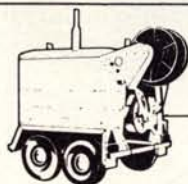
1002/IIT
Single Phase Electric
HOT



203/22

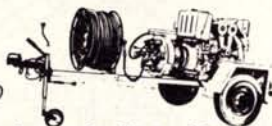


1002/IIT
Single Phase Electric



4008D

3006D



Overdesigned and overbuilt to blast their way through the wear and tear of rugged hire life.

A size and specification for every purpose;

- Plant Equipment Building
- Maintenance ● Cleaning Stone, Masonry, Metal ● Pre-Painting Preparation ● Drains
- Boiler Tubes ● Pedestrian Way and Mall
- Cleaning ● Sand Blasting ● Chemical & Detergent Application ● Hygiene
- Maintenance in Food Processing Areas
- Industrial, Commercial, Domestic.



Enquire from Australasia's experts in waterblasting:
Frank M. Winstone (Merchants) Ltd.,
71 - 77 Customs Street East, Auckland 1.
C.P.O. Box 2195, Telephone 33-409.

Sales & Service Agents throughout New Zealand
Available also for Australia.

Full warranty extended to
members of Hire Services Assoc. of N.Z.

0122

AUSTRALIAN BUILT LIGHTWEIGHT CONCRETE SAW — MANUFACTURED BY PEOPLE WHO KNOW THE INDUSTRY

The Consaw range of concrete saws includes the unique Consaw Series 100 which is designed for the plumber, electrician and builder to save money on those small jobs.

Capable of cutting to a maximum of 4½" in concrete or asphalt, the Series 100 will find applications with many smaller contracting services.

Powered by 8 1/4 gasoline 5hp electric motor the Series 100 have an exclusive brake lock used when lowering the machine into cut, especially for kerb cutting, double ended heavy duty spindle, enabling blades to be mounted on both left and right hand sides of the machine, a hinged 14" flip up blade guard, a lift on/lift off ballast weight which is mounted on inclined pins directly over the spindle, especially useful for deep cutting.

Constructed with a solid steel base plate chassis and folding handles, the Series 100 is built along the same lines as the larger production Saws Series 200, 300 and 600 with engines up to 65hp.

The drive to the blade is by 3 High Power Vee Belts thus eliminating slippage even in the hardest concrete.

Depth control is by ratchet type lever, giving positive and precise movement through the entire depth range.

The front guide pointer is adjustable and enables the most inexperienced operator to obtain straight cuts.

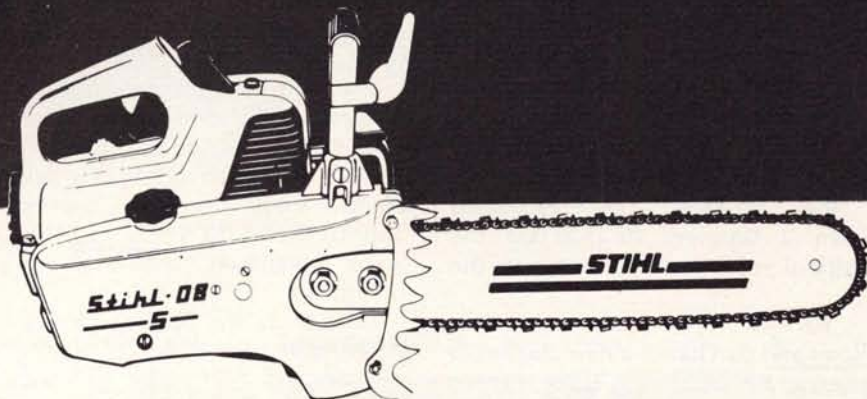
The Consaw 100 carries diamond and abrasive blades from 8" to 14". Blades have 1" bore and drilled for positive drive pin.

Despite all these added features the machine can still be folded down (handleless) and fits into the boot of a car.

CONSAW — CONCRETE SAWING AND GRINDING SERVICES

11 Wells Street
Annandale 2038
Tel: 660 6688

Stihl 08S. Jack of all trades.



This is the real pro job for the farmer and contractor.
Really get amongst all the heavy stuff — with a power of
power to spare.

And that's only part of the 08S story ...

Six optional power tools
makes you a one-man workforce.

STIHL®
Built for work



Stihl FS08 Brushcutter
Features anti-vibration
handles for clearing
weeds, brush and
suckers.



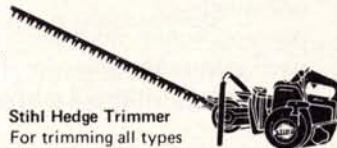
**Stihl 4309 One-Man
Drill**
Pokes its nose into
all the places you
want it, earth, ice or
wood. Various sizes
of drills and augers.



Stihl 4308 Earth Auger
Handles posthole
digging, vertical drilling
and a wide variety of
nursery and construction
jobs. Assorted extensions
also available.



Stihl 4308 One-Man
Bores through wood,
ice or earth.



Stihl Hedge Trimmer
For trimming all types
of hedges.



Stihl FS350 CutQuik
Bites through steel,
stone, concrete, cast
iron, ceramics and
composition materials.

VIC.:
Stihl Chain Saw (Aust.) Pty. Ltd.,
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.

8C46

YARD TOURS – HIRE

BARWICK'S HIRE PTY. LTD.

Barwick's Hire was originally started by Ray Barwick eleven years ago, when it was operated from his home in Harry Avenue, Lidcombe. Two years later he moved to Park Road, Auburn.

In 1970, Wal Reynolds came in to manage the business when Ray Barwick moved north to Southport to live and start another hire centre there. Eighteen months later, Ray Barwick decided to sell the Park Road business and offered it to Wal and his wife.

Since then, the business has expanded tremendously. From a turnover of \$30,000 the Company's last financial year's turnover was near the \$400,000 mark.

In August 1977, Barwick's Hire over expanded its premises at Park Road and purchased a new and larger premises at Bachell Avenue, Lidcombe. Three months to the day of moving to the new premises, a fire completely destroyed premises and stock which, unfortunately for the Directors, was no where near being adequately insured.

Barwick's Hire is now in the process of re-building both warehouse and stock, with new ideas in mind. The premises are now very near completion.

The Company employs a total of 13 people, not including casuals, consisting of:

- two girls handling the office operations
- two operations staff
- three drivers
- two yardmen
- one mechanic
- one apprentice mechanic
- two part-time girls to handle cleaning and arranging orders of party equipment.

MACBRO RENTALS – LANSVALE BRANCH

Lansvale is the third outlet of Macbro Rentals which is run by brothers Barry and Noel McDonald. They have been in the rental business since 1962. Their turnover is \$2 million per year.

The yard at Lansvale was opened in late October 1977 and is run by Noel Watson. It is open seven days a week and staffed by three people. John Fitzpatrick is the Deputy Manager and is running the yard today.

The business is aimed mainly at industrial, and handyman and trucks. Current trading at Lansvale is at a rate of \$¼ million per year.

CONCORD PLANT HIRE PTY. LTD.

Concord Plant Hire Pty. Ltd. has been established for 15 years.

It is a subsidiary company of J.P. Cordukes Pty. Ltd. building contractors, and its original stock was made up of plant and equipment owned by that company.

The company commenced operations in a small building at 7 Parramatta Road, Concord with a holding yard at Mortlake, some 2 miles away.

With expansion in both the number and variety of plant, these premises were outgrown and approximately 10 years ago, the present premises were purchased and the company moved its operations.

Since then, the holding yard at Mortlake has been doubled in size. However, having sufficient space is still one of the major problems confronting the company.

Plant owned includes the wide range required by the building industry, e.g. site sheds, site toilets, kwikstage scaffolding, hoists, compressors, power tools, etc.

Recently more emphasis has been placed on those items of equipment required by the "home improver" or "do it yourself" customer, e.g. carpet shampooers, wallpaper strippers, rotary hoes, 2 ton tip trucks etc.

The company has installed a modern computerised accounting system which allows, at an early date to monitor our performance, ensures that all debts are collected within a reasonable time and enables the company to determine utilisation of each piece of equipment.

Turnover of the company last year, was approximately \$350,000.

There is a staff of 9, made up of a manager, two office staff, two mechanics, three drivers and one apprentice mechanic.

**SUPPORT YOUR
ADVERTISERS**

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.

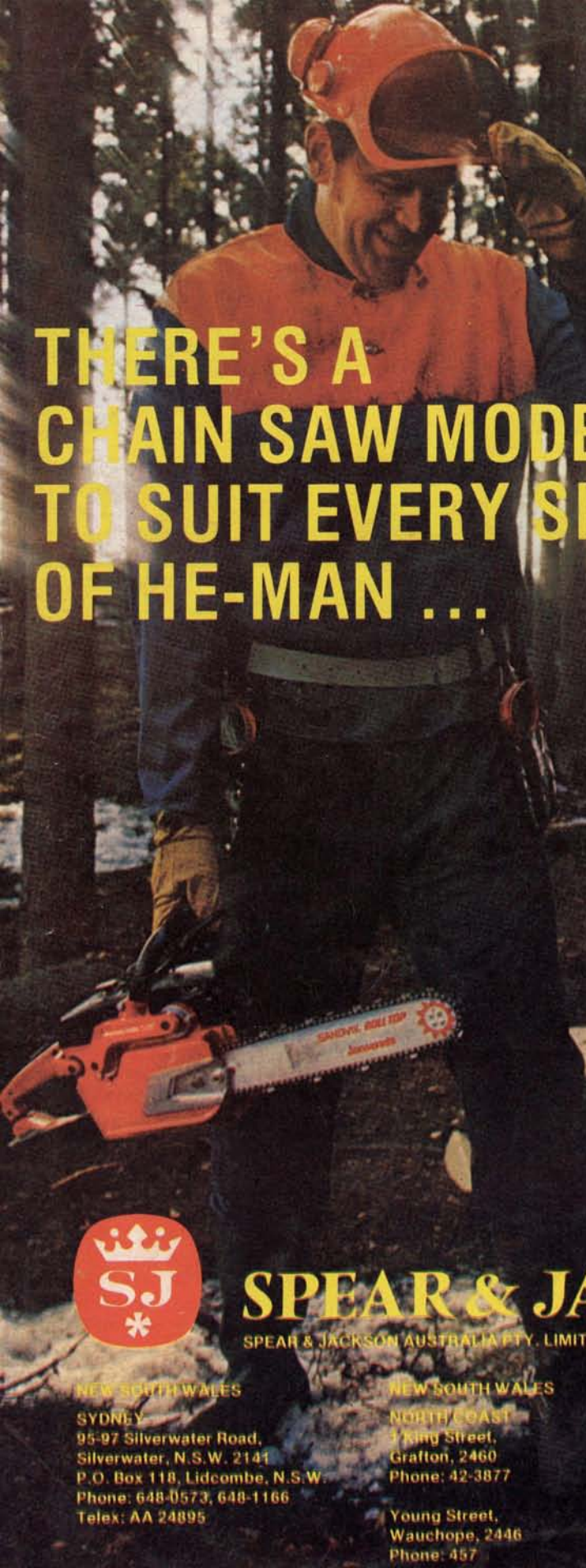
— and don't forget Compair can also supply a range of stationary air compressors (also silenced), rock drills, air tools and accessories.

It pays to standardise on Compair.



For further particulars contact:

Compair Australasia Ltd., 34-40 Ricketts Road, Mt. Waverley, Vic. 544 1755.
N.S.W.: (Granville) 637 8200. **S. Aust.:** (Woodville) 268 3166. **Qld.:** (Salisbury North) 275 2022. **W. Aust.:** (E. Perth) 325 2099. **Tas.:** (Launceston) 31 7866.
Also, Combustion & Chemical Engineering, Townsville, Queensland, and McGinns Engineering Supplies, Mackay, Qld., Treloar & Son, Broken Hill. Exploration Supplies, Kalgoorlie and Universal Diesel & Engine, Darwin.

A man in a forest, wearing a red helmet and orange safety vest, holding a chainsaw. The chainsaw has "SANDOKI ROLL TOP" and "JACKSON" written on it.

**THERE'S A
CHAIN SAW MODEL
TO SUIT EVERY SIZE
OF HE-MAN ...**



SPEAR & JACKSON

SPEAR & JACKSON AUSTRALIA PTY. LIMITED

NEW SOUTH WALES

SYDNEY

95-97 Silverwater Road,
Silverwater, N.S.W. 2141
P.O. Box 118, Lidcombe, N.S.W.
Phone: 648-0573, 648-1166
Telex: AA 24895

NEW SOUTH WALES

NORTH COAST

3 King Street,
Grafton, 2460
Phone: 42-3877

Young Street,
Wauchope, 2446
Phone: 457

VICTORIA

MELBOURNE

31176 Canterbury Road,
Bayswater, 3153
Phone: 729-6055
Telex: AA 33079

QUEENSLAND

BRISBANE

27 Pentex Street,
Salisbury North, 4107
Phone: 277-2466
Telex: AA 41536