

OFFICIAL JOURNAL OF THE HIRE ASSOCIATION OF AUSTRALIA
AND THE HIRE SERVICES ASSOCIATION OF NEW ZEALAND.

HIRE

AND RENTAL EQUIPMENT NEWS

Vol.11 No.10

AUGUST, 1978

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*ARK Enterprises
P.O. Box 608*



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SMALLER AND MEDIUM CLEANING JOBS**



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Length, mm	660
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Electric Motor	2 H.P.
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HIRE

AND RENTAL EQUIPMENT NEWS

★ **THE HIRE ASSOCIATION OF AUSTRALIA**

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Secretary: Rolf Schufft.

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All Editorial copy should be addressed to:

**The Hire & Rental Equipment
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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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TELL & SELL PROMOTIONS

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PHOTO CAPTION:

Greg Smith of Ark Enterprises delivers purchase of new Pace-bakers to Mr Gordon Esden — Superhire.

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THE EDITOR'S PAGE

The budget is out.

Some are still stunned, others seem quite satisfied.

One thing is for sure.

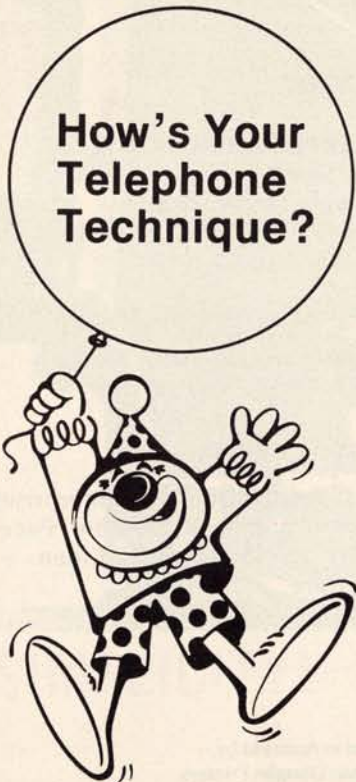
Even though it has been called a big business budget, and is hard on particular sections of the community, life will go on. It'll be a bit harder, and we will all need to be just that much more effective, productive, and aggressive.

Life, the man said, wasn't meant to be easy. By the way he's put his budget together, it looks as if he is intent on proving it. But being more effective is easier

said than done.

We must make the best possible utilisation of all our available resources and information. And in this industry information is not easy to get. You'll find in this issue our first-ever Hire Rate Comparison. In this way we will help provide comparative information for every hire company — to show you how your rates compare with those of the industry in general.

If our English friends are to be believed, there is much to be learned from Hire Rate Comparisons. Be sure that you fill in the survey.



How's Your Telephone Technique?

Have you an unfortunate manner on the telephone?

Many people have — yet they are quite unconscious of it.

When the phone rings, how do you answer?

"Hullo" is the single word frequently used, and it's a poor start.

"Good afternoon. This is Hire. Can we be of assistance?" or similar words are much better.

Merely giving your number — "60-0600" — can indicate to the caller only that he has the correct (or perhaps the incorrect) number. Don't expect him to find it necessary to ask, "Is that Hire?"

BAD IMPRESSION

And your voice!

Is it harsh? Do you sound as if you are in too much of a hurry to give attention to a query?

Do you create the impression that you are in a bad mood? Or not in a particularly good one?

When your conversation is over, do you bang the receiver back on the hook, pronto?

It's far more mannerly to wait to replace your receiver until you hear your caller's put down.

Only too often we hear the complaint: "He banged the receiver down in my ear."

Your telephone voice and manner can build up your business.

It can also let it down!

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?



DITCH WITCH HAS THE ANSWER!

DITCH WITCH DIVISION Mole Engineering Pty Ltd

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VIC.: 2066 Hume Highway, Campbellfield, 3061
S.A.: 18 Arabrie Avenue, Edwardstown, 5009
QLD.: 31 Flanders Street, Salisbury North 4107
WA.: 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

PRESIDENT'S MESSAGE

What is promotion? Promotion is telling people about a product or service. It includes Advertising (in all its forms) publicity (in the form of editorials), trade and public show, and representatives (if they are creating new customers).

How much should we spend on promotion? ½% of our income? 1%, 5%, 10%. No one can say. But we can ask: are we spending enough?

With estimates that regular renters are as low as 1-2% of the population, the growth potential is enormous.

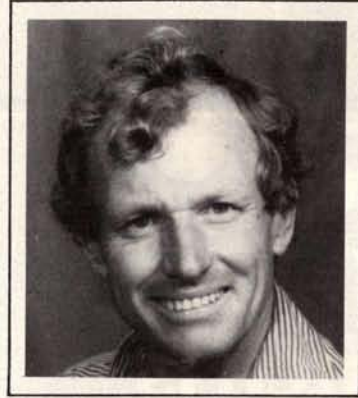
What should we do to raise this figure? that is; what should we be doing to get more customers?

I SUGGEST PROMOTION

What is the best way to promote? Should we promote our own businesses individually? Should we promote the Industry at Association level? Should we promote individual products?

I don't have the answer. But I suggest it is a mixture of all three. We should be promoting individual items to specific potential users; we should promote our Company name and service and as an Industry we should be promoting the **concept** of renting and its advantages.

We all spend money on the yellow pages, many of



President: Andrew Kennard

us have representatives (often they are only stealing customers, instead of creating new ones); we advertise in the newspapers and magazines etc. etc.

But there are other forms of promotion. 1 (one) that has come up recently is the trade shows or public exhibitions.

It is good to see the Victorian Association actively pursuing the concept of a public exhibition. This is a big step, but one which could pay big returns.

We should look at our promotion budgets, and think if we really do spend enough?

GROUP INSURANCE

There are definitely some huge savings in premiums available to all members and adequate cover is still provided.

We can now proceed "squeezing" the Insurance Companies on this.

It is suggested that you check your premiums and consider what your Insurance needs may be. Having done that, and having decided that you would like to participate in the group insurance scheme, the next step is to ring Lyall Hamilton on 708-3767 or 708-2972 and discuss the matter with him.

It is then planned to get the recommended Brokers to call on all interested parties and give quotes. When this has been done, a meeting of all Hire Association members concerned will be arranged to discuss and decide which is the best deal for each member, and how much we can reduce the premiums from a group approach.

Thus it will be seen, that whilst we have our own separate policies and will deal with the Broker personally, large savings will be effected because of

the Hire Association connection.

Please check your present insurance (even if you have just re-insured for the coming year). It will be advantageous for you to participate in this scheme regardless of when your insurance was last renewed.

Let's see what we can do about cutting down a very large cost and still be well-covered.

Ring Lyall Hamilton now on 708-3767 or 708-2972.

**WHY NOT JOIN THE HIRE
ASSOCIATION IN YOUR STATE
IT IS TO YOUR BENEFIT**

**SEND RETURN MAIL COUPON
PAGE 35**



STOP PRESS

SPECIAL ANNOUNCEMENT 1979 CONVENTION AND EXPO

Queensland — the host state for the 1979 Hire Association Convention and Equipment Exhibition to be held from the

11TH to the 15TH SEPTEMBER

at the soon to be completed Surfers Paradise International Hotel
Convention Centre.

The convention centre is almost completed and is perfectly located in the heart of Surfers Paradise. It overlooks miles of beach and is close to everything. The entire accommodation of seventy suites has been booked for the convention. Approximate cost for accommodation are as follows:

Single accommodation 1 bed suite \$40.00 per night
Double accommodation 2 bed suite \$50.00 per night
Accommodation for 1 to 4 persons 2 bedroom suite \$70.00 per night
Plus \$5.00 extra for a deluxe air conditioned suite.

Alternate accommodation has been arranged at the next door hotel — prices will range from \$25.00 to \$45.00 per night.

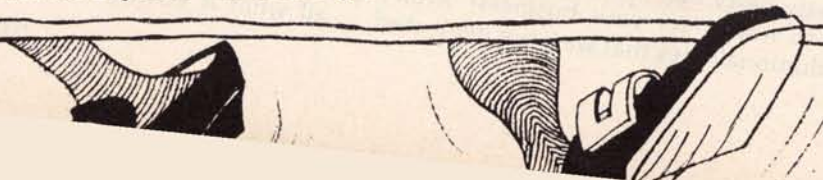
The above prices are not definite and may be subject to change. Bookings for accommodation will be accepted immediately.

The whole of the ground floor has been set aside for the Equipment Exhibition which should provide adequately for those manufacturers and distributors wishing to exhibit.

Further details will be published as they become available.

Watch for the October issue of Hire and Rental Equipment News.

The Queenslanders say this will be the greatest Australian Hire Convention so far.



KNOW YOUR COSTS OF DOING BUSINESS

HOW OFTEN DO YOU CHECK OVERHEADS?

How often do you check your overheads — those dozens of unavoidable costs, large and small, which together can mean the difference between a profit and a loss operation?

Experienced Hire Operators know that a regular check — at least once or twice a year, but preferably much more frequently — is essential to keep track of where your business expenditure is going and to maintain this expenditure at minimum levels for maximum profit.

Many small operators labour under the impression that their businesses are not subject to the costs which must be charged to overhead by bigger businesses. To a certain extent this may be true, but not to anywhere near the degree that many believe.

LONG LIST

To begin with, let's take a look at some cost items which apply to the small business operation equally as much as they do to the bigger ones. Check the items listed carefully and then see how many of them you have overlooked when figuring your cost of doing business.

Every month, or every year at most, you have to face the following expenses:-

- Rent
- Rates
- Light
- Heat
- Telephone
- Postage
- Envelopes, Letterheads and Advertising
- Depreciation of shop and office equipment
- Fire and other insurances
- Licences
- Losses from bad debts
- Transport
- Charitable donations, etc.

Does that seem like a big list? Before you answer that, add the following items to it:-

- Your unproductive time supervising employees,
- Spoilage of materials kept in inventory,
- Losses of tools and damage to equipment,
- Adjustments of customer complaints,
- Unworked time of employees, such as paid holidays, sick leave, etc.

That's a pretty hefty list, isn't it? Are there any items which do not affect your business? Aren't there some additional ones that we have neglected

to include?

Before you can derive a profit from the work you do, a proportion of each of these costs must be included in your final charge for the work. If you neglect to include these costs when fixing your prices, you will obviously end up 'way behind the eight ball.

The purpose of this article is two-fold. Firstly, it is to remind Hire operators of the cost factors that they may have been overlooking in figuring out their overheads.

Secondly, and more importantly, it is to emphasise that, when an operator is aware of all of his overhead costs [and we mean "all"], he is in a much better position to decide how to control or reduce them.

Many of the abovementioned overhead costs are virtually fixed amounts and the employer has no means of reducing them. Others, however, cover items that can be controlled or reduced by better management.

STRONGER COMPETITION

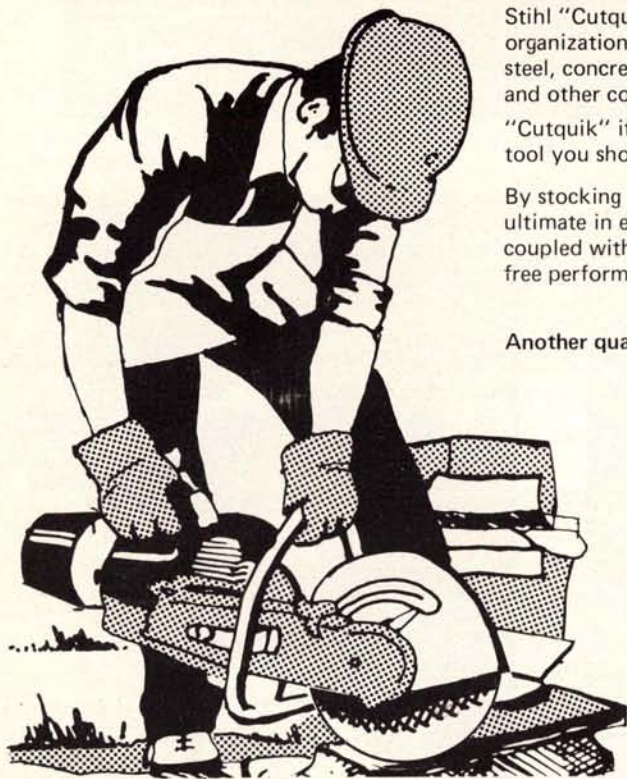
Taxes, depreciation, insurance charges and unproductive supervising time come under the heading of "fixed" expenses and there is little the employer can do about them. It would be unwise, for example, to cut insurance costs below what should be carried, to ignore or cover up depreciation, and to neglect the proper supervision of shop operations.

On all the other items, however, costs can usually be reduced with careful planning and studied action by the employer. Spoilage of materials in inventory, losses of tools and equipment, adjustments of customer complaints, granting credit to poor risks, wastages of light and heat — these are obvious items for the hire operator to examine closely for overhead reduction.

It is most important that he should always be aware of all the costs of doing business. Once he is sure of these costs, the chances are that he will operate his business more efficiently and more profitably.

Knowing your overhead costs is more important now than ever before. Competitive conditions demand greater skill on the part of the hire operator than in the past. Development of that skill will certainly be increased by knowing first of all what it costs you to stay in business.

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.

By stocking Stihl you're assured of the ultimate in engineering from Western Germany coupled with undying reliability and trouble-free performance year after year.

Another quality power tool from Stihl.

STIHL CUTQUIK



STIHL[®]
Built for work

Dealers throughout the Commonwealth. For the name of your nearest dealer contact the Stihl Distributor in your area.

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.

HIRE CONVENTION & EXPO SYDNEY 1978



Fire fighting demonstration by NSW Fire Brigade



Exhibits at 1978 Convention



HIRE and Rental Equipment News



Official opening of 1978 Convention

Mr & Mrs Greg Smith ARK ENTERPRISES

Left to Right: Mrs Graham Hainville, Mr Graham Hainville, Mrs Margaret MacDonald



HIRE and Rental Equipment News



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State News & Views

STATE NEWS – Queensland

In the general business session at the July meeting it was announced that moves were afoot to appoint Ansett Airlines as the Hire Association Airline. This would appear to bring great benefits to the association as a whole in the form of concessions for conventions and interstate delegate meetings. Ansett are prepared to offer rebates to association executives. This could prove attractive to the Convention committee members for interstate promotion visits.

The 79 Convention committee has been appointed and has met to discuss the finalisation of details on the venue and dates for the Convention. The committee have decided that it is not going to be their policy to make an enormous profit from the convention but it should pay for itself and allow a small profit. This should reduce registration fees and make it worthwhile for Hire companies to send as many representatives as possible and should be particularly attractive to Manufacturers and suppliers.

STATE NEWS – Victoria

21 in '81 – BUT IT'S STILL A CELEBRATION

Mr. George Tanton is heading a committee to organize industry celebrations throughout our 20th birthday year of the Hire Association of Victoria. Initial inquiries, by the committee, indicate that other activities also planned for September 1980 in Melbourne may make it more beneficial to the industry, if activities are deferred until our 21st birthday year 1981. This will allow venues and programs envisaged to be staged without restrictions from conflicting activities in Melbourne. More details will be available when bookings are confirmed.

COMING EVENTS

VISIT BY JAPAN RENTAL ASSOCIATION GROUP:

In November this year, a group of Japanese Rental people will visit Australia and New Zealand. They will be looking at Hire stores in Sydney and

Melbourne during their brief (5 day) stay in Australia.

It is proposed to hold a dinner for them on THURSDAY 9th NOVEMBER 1978. Please put that date in your diary, we'd like a good number to come. More details later.

PLEASE NOTE:

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.

Opinion from Denise Layton, Secretary Hire Association N.S.W.

Hi!

Denise writing from her exile in Bowral. If I survive my "time" here, it won't be the fault of the weather! It has snowed three times in my first fortnight here and strong winds have threatened to blow off the roof and have whistled around the house at night making strange, spooky noises thus disturbing my much needed beauty sleep. The usual highland mists, fog, rain and heavy frosts (which don't disappear until mid morning) all made this place difficult for my tropical blood to accept.

Apparently there was some confusion with my phone number here. Just check you have it correctly. (048) 61 3203.



State News & Views

GROUP INSURANCE: Please support Lyall Hamilton's efforts on Group Insurance. He has put a lot of time and effort into this project — for **YOUR** benefit. I know you'll be pleasantly surprised at the amount of money you can save yourself. Have a chat to Lyall about it on 708 3767 or 708 2972.

PEOPLE IN THE NEWS

H.C. SLEIGH EXECUTIVE APPOINTMENT

Mr. Simon Beaven has recently been appointed National Development Manager of the Banbury Engineering and Forrestair Divisions of H.C. Sleigh Ltd.

Mr. Beaven joins H.C. Sleigh with extensive experience in the construction and earthmoving industries both in Australia and overseas. He was formerly the Marketing Manager for Toft Bros. Industries Ltd.



Mr Simon Beavan

PEOPLE IN THE NEWS

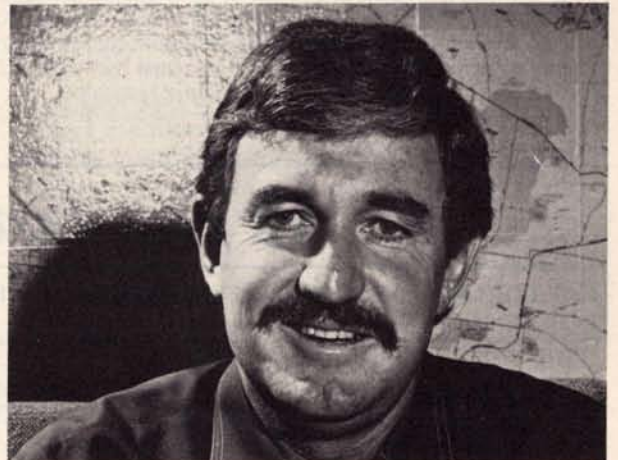
Mr Jim Brown, Manager of Coates Hire Service, N.S.W. is currently on an overseas study tour.

Jim departed Sydney on the 11th August for a three weeks to study on compaction equipment.

HIRE and Rental Equipment News

He will visit the Dynapac Factories in Sweden, Brazil and New Jersey, U.S.A.

After the completion of the tour of the Dynapac factories Jim will visit several Hire companies throughout the USA before returning to Australia.



Jim Brown N.S.W. Manager Coates Hire Service



VIBRATORY ROLLERS FOR ROCK, SOIL AND ASPHALT COMPACTION



Also concrete vibrators, trowels, screeds, form vibrators, plate compactors and materials handling equipment.

WORLD LEADER IN COMPACTION



N.S.W.: 49 DERBY STREET, SILVERWATER. 647-1822
VIC.: 18 CENTURY DRIVE, BRAESIDE. 90-8850
QLD: 13 CLARENCE STREET, COORPAROO. 397-2602

Bad luck strikes again

For Wal and Jackie Reynolds it is just not their year. Less than 12 months ago their newly acquired premises for Barwicks Hire was destroyed by fire. Now what was to be a short trip to the country to recover a stolen chain saw ends in disaster.

Wal and Jackie travelled to Ashford in North West NSW where local Police recovered a chain saw which had earlier in the year been stolen from Barwicks Hire. The recovery was made thanks to the micro check camera. When it was obvious the customer would not return the chain saw, a photo of the offender was distributed to Police throughout NSW. An officer at Ashford Police Station recognised a man who fitted the photo, he was apprehended and the saw recovered.

The Reynolds arrived in Ashford late in the afternoon of August 3rd. After spending considerable time identifying the saw and thanking the local constabulary, at midnight they set out to travel to Inverell where overnight accommodation had been booked ahead. They left with a warning from Police to beware of kangaroos.

From Ashford Jackie took the wheel of their Datsun 260Z to allow

Wal to rest. A half hour later disaster struck, Jackie swerved to avoid a kangaroo, lost control of the car and crashed into trees on the roadside.

Lucky for the Reynolds the accident happened where three teenage youths were camped for the night, they rendered assistance in going for the Police and Ambulance, this may have saved a fatality. Wal received severe head injuries and did not regain consciousness for 2 days. Jackie received minor abrasions and a fractured leg.

After 10 days in Inverell hospital Wal was transferred to Auburn District Hospital by air ambulance to undergo further tests to check the affects of the head injuries.

After a months recuperation Wal is back to good health and has returned to work.

Wal & Jackie would like to thank all those members of the Hire Association who sent messages of condolance and who offered assistanc in this time of trouble.

Overseas News

CALIFORNIAN RENTAL ASSOCIATION 1978 CONVENTION

Date 17th — 19th October 1978.

The coming CRA Convention is to be held at Palm Springs, California. Around the World of Rentals will be the theme for the 1978 Convention with speakers from rental companies outside the United States.

Registration forms can be obtained by writing to N.S.W. Association Secretary Denise Layton, P.O. Box 5, Seven Hills, or direct to Mr. Dick Hill, Executive Director, California Rent Association, P.O. Box 385, Carlsbad, California 92008.

OVERSEAS NEWS HIREX '79

The Exhibition and conference for the European Hire Industry to be held at the Wembley Conference Centre, London, on the 24th, 25th and 26th January 1979.

The format will be the same of previous years a mixture of exhibition, conference programme and social events.

The following is a brief outline of the programme schedule.

Monday 22nd January — 12.00 noon

Tour of hire outlets (the tour will include a visit to a leading manufacturer)

7.30 p.m. HAE Chairman's reception for overseas visitors and invited guests.

Tuesday 23rd January — 9.30 a.m.

Hirex '79 official opening reception

10.00 a.m. Exhibition opens — remains open until 6 p.m.

10.15 a.m. Conference Session 1 — Management content.

Conference Session 1A — Technical content

No conference sessions in the afternoon — free for exhibition visiting.

8.30 p.m. Hirex Dinner Party.

Wednesday 24th January — 10.00 a.m.

Exhibition opens — remains open until 8.30 p.m.

10.00 a.m. Conference Session 2 — Management content.

Conference Session 2A — Technical content

Afternoon free for visiting exhibition.

Evening Exhibitors' entertainment for their invited guests.

Thursday 25th January — 10.00 a.m.

Exhibition opens — remains open until 5.30 p.m.

10.00 a.m. Conference Session 3 — Management content

Conference Session 3A — Technical content

5.30 p.m. Hirex '79 Conference and Exhibition officially closes.

For further information enquiries should be forwarded to the organiser at the following address:

Togher Promotions
195 Sparrows Herne,
Bushey Heath, Watford,
Hertfordshire, U.K.

TAXATION

AND THE

SMALL BUSINESS

The Department of Industry and Commerce has just released "Taxation", a new booklet in the series "Managing the Small Business". The booklet provides an understanding of aspects of taxation which affect the operation of a small business in the retail, services, and manufacturing sectors, where the small business owner/manager must have sound knowledge, if the business is to survive and prosper.

"Taxation" is designed to cover the main feature of taxation, as it affects small business and interprets the law in force at the time of publication. It also deals with choice of business structure, income tax, income returns and payments, purchase and sale of business, and sales tax.

MEMBERSHIP

DRIVE

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?

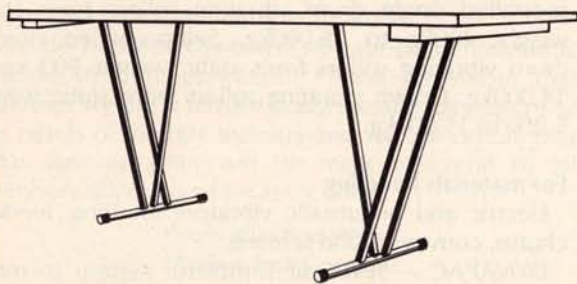
Your Councillors are eager for suggestions, ready and willing to listen to them, to study them and, if useful, put them into operation.

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 September and October.**

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

A Leg fit for the best of tables



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

The ELLIS Folding Leg needs only six screws for attachment — folds flat to only $1\frac{1}{8}$ " — 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.

Available only from



formrite
tubebenders

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

DYNAPAC MOVE TO NEW PREMISES



Dynapac's new premises at Silverwater.

DYNAPAC PTY. LTD. have moved to 49 Derby Street, Silverwater, N.S.W. 2141.

Dynapac a Swedish based International Company who began operation in 1934 and through a process of steady development has grown into one of the world's leading companies in the specialised field of vibration technology.

Dynapac has concentrated primarily on the development manufacture and marketing of three main product lines:

- Equipment for vibrating concrete
- Vibrating machines for the compaction of soil, rock fill and asphalt surfacings
- Vibration equipment for industrial use.

Dynapac today has factories in Sweden, USA and Brazil and licenced manufacturing in several other countries. Dynapac products are sold in more than 100 countries throughout the world.

Equipment available as follows:

For concrete

Internal concrete vibrators with flexible shafts. Petrol and electric power units for flexible shafts. Pneumatic internal and external vibrators. Electric, internal and external vibrators. Vibrating screeds. Trowelling machines. Equipment for vacuum treatment of

concrete. Consistometer for concrete.

For soil, rock and asphalt compaction.

Light vibratory compactors from 62kg to 775kg. Self-propelled single drum vibrating rollers from static weight 400kg to 16,000kg. Self-propelled double drum vibrating rollers from static weight 900 kg to 14,000kg. Drawn vibrating rollers from static weight 5,200 to 15,000kg.

For materials handling

Electric and pneumatic vibrators for bins, feeders, chutes, conveyors and screens.

DYNAPAC - SINEX air stimulator system to move difficult materials.

The Australian company was formed in 1973 and is now a leading supplier of compaction equipment in Australia with branch offices in Melbourne and Brisbane. Distributors and agents in potential areas in all States.

With their continued growth and expansion in Australia, Dynapac outgrew their old premises at Clyde and have moved to the new premises at Silverwater. They now have a land area of 3700m² with an office, warehouse and workshop storage area of 2400m².

Hire Roundabout

The Queensland Hire Association recently received a rather amusing letter. Was it a joke? Was it sarcastic? Or was it serious? You can make your own assumptions from the following transcript.

The President,
Hire Association of Queensland.

5th July, 1978

Dear Sir,

At our last monthly meeting we unanimously resolved to apply to affiliate with your organisation. Earlier there was some feeling that because our profession dates back to before the beginning of history it would be beneath our pride to apply to amalgamate with such a new and inexperienced association as yours. However, after much debate we decided that because of the introduction of the pill and the subsequent disastrous slump in our business it would be to our advantage to unite with you which could only result in a larger and stronger hire association.

We feel that our application should be favourably received and ask that when it is considered at your next meeting, you will bear in mind the obvious benefits of a union. We offer the wisdom of thousands of years of experience in the hire trade and our presence at conventions and social functions could be a tremendously stimulating experience.

We do hope that you will not adopt a chauvinistic attitude to our application. Please remember that although we are a female body we are fully aware of the needs of the hire industry and we are certain that what we can offer will be most welcome to all members of your present association.

Yours affectionately,
Madam Ima Goodin
President

Stanley Street Streetwalkers International Assn.
P.O. Box 041,
South Brisbane.

Our Motto: "Cash in advance".

P.S. If you decide to accept our application we propose that our inaugural meeting should be held before noon on the 1.4.79.

As yet the association has not been able to trace the sender. Anyone have any clues? If so let us know.

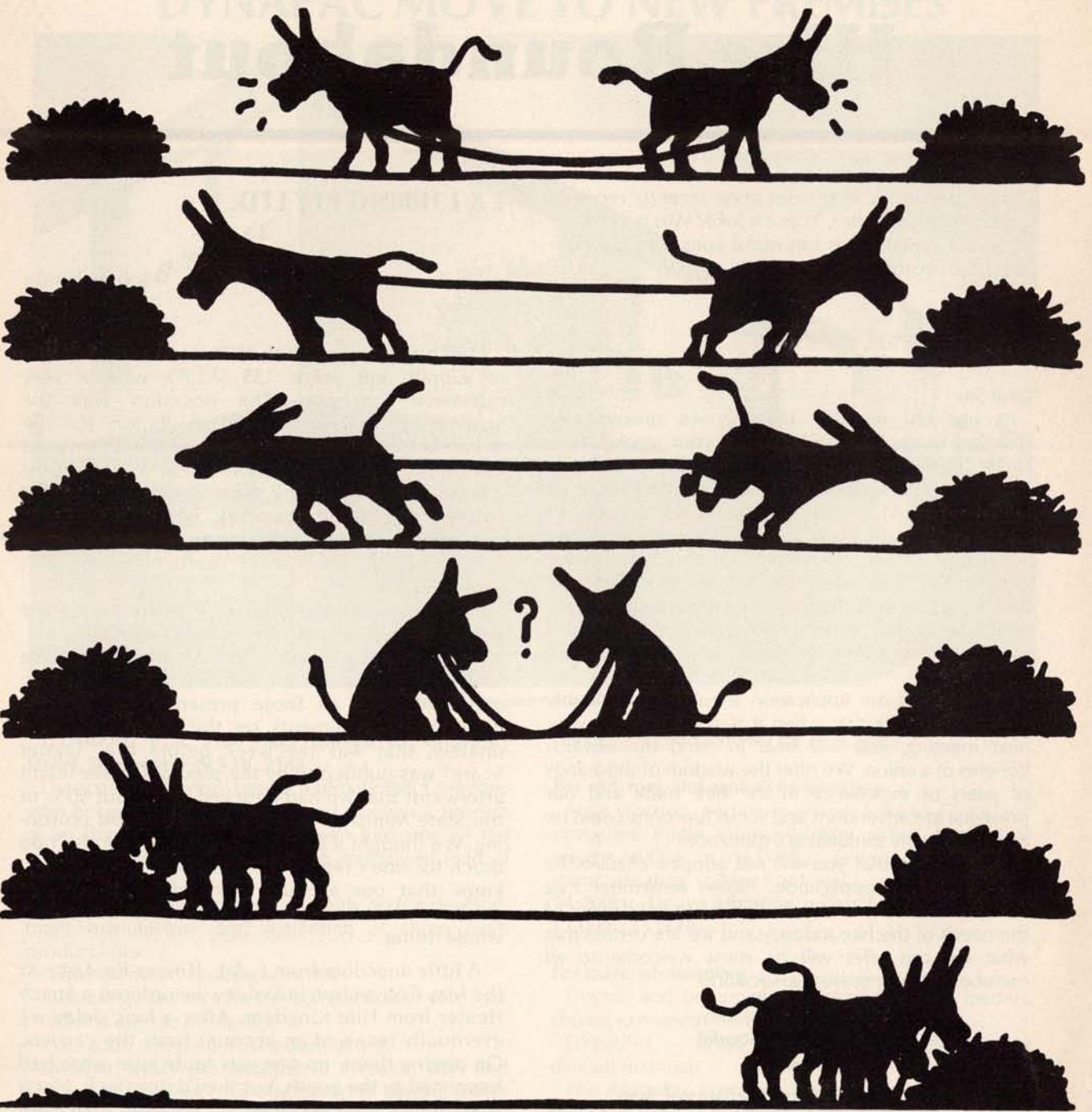
L & L HIRING PTY LTD.

by Daphne Hinde

On Thursday, June 29th 1978, L. & L. Hirings had to supply and serve 135 V.I.P's with a very expensive luncheon. The occasion was the opening of a new pit-head at Picton for the Bellambi Coal Co. The menu consisted of Smoked Salmon, caviar, lobsters, prawns, oysters, schnapper, turkey, pork, beef, leg hams, curried chicken, sweet and sour pork, new potatoes and rice, quiche loraine and a great variety of salads with garlic and french bread. Not to mention, beer, wine and spirits.

We had erected two 36' x 54' marquees on the previous day, one for the opening speeches etc. and one for the dinner. The 21' of buffet table looked superb and the food and drink was much appreciated by all those present. We received numerous compliments on the day but unfortunately, that was the week before the "Oyster Scare" was publicised by the media and we learnt afterwards that we had knocked out about 50% of the State Ministers with presumably food poisoning. We thought it all rather funny but it doesn't do much for one's reputation. You will be pleased to know that our account has been paid so we presume that no-one was too upset about the whole thing.

A little anecdote from L. & L. Hirings Pty Ltd:- At the May Convention in Sydney we ordered a Space Heater from Hire Kingdom. After a long delay we eventually received an account from the carriers. On ringing them, no-one was quite sure what had happened to the goods, but they'd ring back. Not a word — we then received an account from Hire Kingdom, so we rang them too, saying no goods had been received although apparently they had been collected from Sydney. They said they would look into the matter and ring us back. They did — and apparently the Carrier had given the Heater to his daughter to deliver and when she couldn't find us — rather than admit her failure, she hid the heater under her bed. We're still trying to imagine why!?



Getting your share?

— Join us at our next Hire meeting!

Pages 17, 18, 19 & 20 are missing

NEW ZEALAND NEWS

NEW ZEALAND PRESIDENTS MESSAGE

With the first year of the Hire Services Association of N.Z. now history, and our first attempt at an Annual Convention and Equipment Exhibition, concluded it is time to recollect, figure out what was done right or wrong, and where necessary adjust our plans for the coming year accordingly.

Your Directors are already working on promotion of the Hire Industry as a whole, through advertising in national business publications, on T.V., radio and by way of exhibition stands at Industrial Fairs and Provincial Shows. Government action is being sought on the standardisation of trailer towballs. Plans for a bulk-purchasing scheme for members is well advanced. Equipment instruction sheets are to be printed and supplied to members on request, and with the co-operation of members and our Insurance Broker we may soon have a bulk insurance scheme in operation.

The overwhelming response shown by suppliers in our Equipment Exhibition at Christchurch has

made us realize the necessity to allow at least a full day for this part of our Convention next year to give suppliers and delegates alike, plenty of time to show and be shown the tremendously diversified range of plant available to the industry.

General consensus of members on our Convention programme was that we should, next year, cut down on speakers expounding their particular theory on managerial — type subjects and have more workshop type sessions in their place where delegates can site their own particular problems and hear from others present what action they have taken when faced with tackling a similar situation.

We look forward to the future and trust that members of the Hire Industry will reap the benefits of having a Hire Association by participating at meetings and generally making the organisation work for them as it was set up to do.

Gordon Dale, President

A look at the Hire yards

OAMARU HIRE CENTRE

Joe Jones originated the business in the early sixties when he realised the necessity of the locals. Joe was in the timber business but was unable to work due to a chain saw accident. As a means for he and his family to survive he was forced to offer his tools of trade for sale.

When local residents came to purchase the tools and could not afford the price and as they only had a small job to be done, he offered to hire them the equipment for a fraction of the purchase price. So it was into the hire business for Joe.

To add to his equipment his first purchases were a wheel barrow, concrete mixer and a ladder. As time went on people requested equipment he didn't have available then he would go out and purchase it for his stock. Today anything from a socket spanner to a

rotary hoe to a caravan is available from Oamaru Hire.

Until recently the hire business has only been a sideline as for the past 10 years Joe had worked for the Power Board. Now he is semi-retired and just operates the hire business. He has a good steady business with very few problems. He knows most of his customers and if they fail to pay or do not return the equipment, he can call around and knock on the door — a good and sure system of stock and credit control.

Joe admits his operation is not quite as spick and span as the big city operation, but in Oamaru he has the only hire yard and a regular clientele. With the size of Oamaru it is very likely to stay that way.

The locals refer to Oamaru Hire as Honest Joe's. For a one time New Year's Eve prank, some enterprising local placed a sign over the door referring to just that.

HIRE SERVICES ASSOCIATION OF N.Z. 1978 CONVENTION



Left to Right: Mr & Mrs Gordon Dale New Plymouth Hire NZ, Mr & Mrs Bob Youngman, Richardson McCabe, Auckland, Mr & Mrs Peter Burne, Burnson Plant Hire Melbourne, Vic., Australia

Mr. Gordon Dale, President of the Hire Services Association of New Zealand, officially opened the 1st Annual Conference and Equipment Exhibition at the Avon Motor Lodge, Christchurch.

Mr. Dale welcomed delegates and their wives to the first fully fledged conference of the Hire Industry of New Zealand. He felt this was a moment of great achievement only 20 months after the wheels were first set in motion to form the association.

It all started in a beer garden at Surfers Paradise, Australia when in a groggy state of mind he was talked into trying to set up a New Zealand association.

The culprits were his good friends Colin Crooks and Noel Weekes who along with himself were attending the Australian Hire Association's 1976 Convention in Brisbane. Here they realized the necessity for a united hire industry after hearing the problems faced by their Australian counterparts, Government Legislation left them high and dry over the investment allowance.

It was known that their own Government tended to follow the lead of the Australian Government. Fortunately they could now keep a watch dog role on all possible eventualities affecting their industry.

Mr. Dale was delighted to see the many friends from across the Tasman and in asking them to stand warmly

welcomed them to New Zealand and hoped they would have an enjoyable time. Mr. Dale went on to say that we in the Hire Industry have got our work cut out in these depressed times to promote and foster the image of hire or rental and this is just what your Association has as one of its main goals by advertising in National Business Magazines, the Yellow Pages and on radio and TV. Having display stands at Industrial Fairs and Shows and printing a Code of Ethics and Membership Certificates for members to display on their premises. We must impress on you our members to impart to your clients the feeling that they are dealing with an ethical company of good standing.

I would like to take this opportunity to sincerely thank all the people in the Industry who have joined our Assn and have supported it by attending meetings and offering suggestions and help of all kinds.

To our equipment suppliers a special thanks for really bending over backwards to help our Assn as evident by the display stands and sponsorship for various parts of our programme.

Also thanks to my fellow directors, Tom Atkinson, Ron Berry, Peter Robertson and John Moody who have worked so hard over the last year to put the Assn on a firm footing.



Left to Right: Hamish & Diane Bates, Judith & Bill Powell of Hamill Hire Co Ltd, Christchurch
Delegates to NZ Convention enjoy Cocktail Party



N.Z. Seminars and Entertainment

At what stage do you replace plant presented by Mr Tony Cowper.

If you want to be given a magic formula of when to replace plant or some sort of infallible equation you are going to be disappointed. There isn't one.

Replacement of plant requires a management decision by the person responsible for the financial control of the company usually an executive. In the case of more than 90% of hire companies in New Zealand this decision is made by the owner or manager.

Consider the criteria needed to help make this decision. You are in business to make a profit.

The most effective way to make a dollar is to supply the customer with his or her requirements at a price that enables the hire operator to make a profit.

If you don't receive complaints about charging too much you are not charging enough.

Four basic points to remember when running a successful Hire Operation

1. Your equipment must look the part.
2. It must do the job that it's designed for.
3. Equipment must be checked before it goes out and be recorded.
4. Note where it goes and check it back in

If your equipment cannot line up to the first two points replacement will soon be required. The following facts will be required to assist in the decision.

What has the item earned in the past 12 months?

What has it cost in repairs and maintenance in that period.

Couple this information with an assessment of the condition of the item to make a decision, whether to replace, recondition, sell or scrap.

To record this information large companies may have computer programmes. If your business doesn't warrant a computer a simple card system can be used to record the information. To operate this system equipment must firstly have identification either numerical or alphabetical, numerical would be preferable should you ever decide to use a computer programme and advice should be sought from your accountant or computer bureau.

In making the above decision obsolescence should be taken into account. Equipment may be showing satisfactory returns and acceptable maintenance costs, however it may have to be superseded by models which are superior. In the

past spare parts would always be available for ten years after production now it may only be 3 to 4 years.

Hence the need for a phasing out programme. Are you leaving the door wide open for your competitors? You don't want to end up with an old-fashioned fleet.

In selling your equipment or trading it it must be taken into account the danger that your own customer will buy and cease to hire or another operator could purchase the machine and work in direct competition to yourself.

Finance for new equipment, no hire business has enough money so available finance must be a priority.

You have to run your business, you have to make your own decisions, and consequently this is going to be a severe test of your management ability.



Ron & Elaine Berry



Mr & Mrs Tom Atkinson



John & Fay Moody

NEW ZEALAND NEWS

Warranties on new equipment:

As a direct result of an approach by the "Association" Frank M. Winstone Ltd. who had not previously allowed warranties on new waterblasters to be used by hire firms now allow full industrial warranties to members of the "Hire Association". A similar approach was made to H.M. Foggarty Ltd., with regard to warranties on Hitachi electric power tools and they and their agents now allow full industrial warranties on these tools to members of the Hire Industry.

Constitution & Rules:

The official Constitution of the Hire Services Association of N.Z. has been drawn up, registered with the Justice Dept., and distributed to members. Provision has been made so that if any member requests an amendment then this can be done in the form of a written Notice of Motion specifying the particular section of the document that the amendment is requested, the suggested alteration and calling for a special general meeting of members to discuss and vote on the suggested amendment.



Henry Lennox of H.C. Grossman, Auckland. Enjoyed the dinner dance entertainment



John & Susan Mikkelsen, City Hire Palmerston North, Enjoy the Shangrila Night Club.

✓ Lilian & Frank Tickner City Hire Centre Napier enjoy the excellent cuisine at the Shangrila Night Club



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NEW ZEALAND SEMINARS

CARE AND MAINTENANCE OF PNEUMATIC TOOLS

Presented by Robert McIntyre

A power tool is defined as a piece of machinery powered from an outside source designed to perform a specific task or operation, whilst being guided by an operator. The power source may be electricity, steam, gasoline, hydraulic, compressed air or gas.

Use of power tools can increase mans productivity many times over. For example one man using a pneumatic clay digger can loosen as much material as 10 men using picks in the same time.

There are similar comparisons that can be made with drills, pumps, sealers, chippers, rivetters, vibrators and the like. The fact is that many power tools allow work to be done that would not be possible otherwise. Power tools make the job easier and faster but the amount that is achieved is dependent on two basic criteria:

1. The selection of the correct tool for the job.
2. The maintenance of that tool to continue to perform at or near to its design specification.

For example: A customer requires to fasten 10,000 x $\frac{7}{8}$ diameter bolts tightened to 600 ft lbs, he is using a high tensile bolt with a squash washer which collapses as the desired torque is reached. The customer makes his selection from a pneumatic tool catalogue which states that a $\frac{3}{4}$ " drive tool is suitable for $\frac{5}{8}$ - $\frac{7}{8}$ diameter bolts.

When the customer requires a power tool he must take into account: How long is it going to take to do the job i.e. the working time involved; the average total cost of labour per hour considering all factors involved; the cost of either hiring or buying the equipment for the respective hours of usage; the selection of equipment that is capable of performing up to the required level; operator fatigue must also be taken into account as it requires more muscle to operate certain types of power tools.

The customer selects a pneumatic impact wrench in preference to other alternatives of electric powered, hydraulic powered, or direct drive stall type air motor impact wrenches because a modern 1" drive impact wrench weighs around 18 lbs, a heavy duty $\frac{3}{4}$ " drive unit weighs around 12 lbs where other types weigh up to 30 lbs. It has an excellent power to weight ration which accounts for its light weight and compactness.

The $\frac{3}{4}$ " driver is lighter and will do the job, it is slightly cheaper to rent, or to buy if that is what was decided. However, it will take more time to do the job because it will require around 4 seconds of impacting on each fastener. Even if this time wasn't considered significant, there is a significant factor which should always be considered and that is cost of maintenance - how long will it continue to perform at its maximum capacity. The most costly part of an impact wrench to maintain is the hammer mechanism. If this tool is hammering for four times as long as the 1" tool, then it will only last 25% of the time that the larger one will.

If a $\frac{3}{4}$ " drive tool was rented from your hire yard for this job, then it will be **you** who suffered in the long run. It would possibly see the job out but may be severely worn internally when returned costing more than the hire was worth to repair. What frequently starts out a perfectly normal job turns into a nightmare because we didn't ask enough questions about the application.

It may have been a simple matter of supplying what the customer asked for. But time taken to ask questions, showing an interest in the customer's problem will pay big dividends in ensuring that you have selected the right piece of equipment for the job and that the equipment will still be in good repair when returned to your premises.

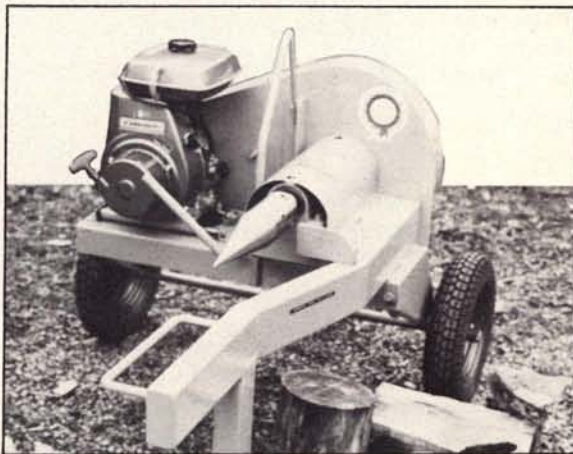
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Aussies Enjoy N.Z. Convention

CONVENTION SAFARI — New Zealand Style

By Urn Turner

For Bet and myself the thought of New Zealand started at the Melbourne Convention, last September. On the yard tour we renewed our friendship with New Zealand Hire Association President, Gordon Dale and naturally enough Gordon didn't lose any time in promoting the 1978 New Zealand Hire Convention.

As the time approached, we considered the Convention first and tour after, but decided on tour first to enable us to avoid touring in the middle of New Zealand's winter. We linked up with Newman's Coaches and had a thoroughly enjoyable 18 days tour with excellent accommodation, fine weather and too much good food. The highlights would have to be The Bay of Islands, Rotorua, and Queenstown. Our tour ended at Christchurch in time for the start of the Convention.

Being host President at the first Melbourne Convention, National President at Adelaide and co-ordinator of the last Melbourne Convention, gave me a very good insight into the work load of running a Convention. President Gordon Dale and his team really excelled and have every reason to be very proud of their first New Zealand Convention.

Co-ordinator John Moody (another member of Party Hire) left no stone unturned and if there were any faults, they didn't show.

Bet and I appreciated the gift bowl of fruit in our room together with flowers for the ladies to wear at the dinner dance (courtesy Richardson, McCabe & Co.) and enjoyed the hospitality throughout.

Socially we couldn't fit in any more, with Cocktails and Dinner on Tuesday, Cocktails and the Shangri la night club on Wednesday and Dinner Dance on Thursday evening.

The business program was very well balanced and included a twin session for both Plant & Party. Denise Layton explained how the Hire Association benefitted its members in Australia. Exhibitors were housed under a large marquee on a block adjacent to the Avon Motor Lodge.

Before the yard tours, we were taken to the Christchurch Town Hall, picturesquely sited on the Avon River. Here we had an escorted tour of this beautiful and remarkable building prior to partaking of a very elaborate, but most enjoyable, luncheon.

Our ladies were not neglected and learnt about the selection and care of jewellery and on another

occasion enjoyed a discussion on Fortune Telling by Mr. Moody Senior.

Australia had about thirty representatives including Past National President, Peter Burne & wife Josie. The Victorian State Executive members flying the flag were the new chairman of Party Division, David Israel together with Lionel Friezer, Howard Hedley and myself. It was good to renew acquaintance with Noel & Bev McDonald, "Duke" & Bonnie Newton with two charming daughters, Neil & Pam Lovell, Doug & Ann Sandilands and that breezy rep. from Hire magazine, John Wilson.

Noel and Ailsa Cleghorn took us under their wing on Saturday and provided a beautiful crayfish lunch at their "home with a view". Their house is built on the side of a hill and its the first time I've used a fireman's pole to get from the dining room to the lounge. Then to the airport where they joined us in a farewell drink.

Next year's Convention is scheduled for Auckland and guess whose name is on the top of the list.

NEW ZEALAND CONVENTION:

— Denise Layton Was very successful indeed and certainly worth attending. Everything was extremely well organised and congratulations are in order for the hard-working committee. Keen with the success of their first Convention, they are already organising next year's. There was a good attendance of exhibitors and delegates; their seminars were "meaty" and the entertainment good. The Convention had an atmosphere of intimacy and warmth which is inclined to get lost in bigger conventions. Mind you, its just as well the hospitality was warm, for the weather (here I go again!) certainly was not. I think Max Coleman (Conplant) was a little embarrassed that this Aussie bird kept complaining of the cold (I still haven't worked out if he was around at the wrong time or if I complained at the wrong time). Max is one of these hearty people who insist that freezing conditions are "exhilarating" — I call it far from that. Perhaps I should have been born a bear (not bare) so that I could hibernate in winter.

If medals for bravery are awarded at the New Zealand Convention, they should be given to the exhibitors who stood **outside** in the cold demonstrating their gear.

For me, the highlight of the Convention was getting to know the delegates and a bit about their businesses. I also enjoyed getting to know the Victorians there.

New Zealand Convention



Left to Right: Pamela Lovell, Wreckair, Mr & Mrs Chris Marsh, Toongabbie Hire, Neil Lovell, Wreckair



Aussies take full advantage of sight seeing, L to R Bet Turner, Peter Burne, Noel MacDonald, Josie Burn, Ern Turner, Mrs Noel MacDonald



David Israel, Dann Tent Rental, Melbourne. Enjoyed a little bit of the entertainment provided for the delegates

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JOHN WILSON
PRODUCTION MANAGER

Nothing but praise for New Zealand Convention

By Mr. Peter Burne

My wife and I had the pleasure of attending the first New Zealand Convention held in Christchurch along with twenty other Australians.

We arrived in Christchurch on the Monday prior to the opening. In the evening we were entertained by Mr. Gordon Dale, Association President, his wife and other committee members.

Tuesday morning saw the arrival of Delegates to the Convention and the official opening after a luncheon. Then followed three days of most interesting and informative seminars, equipment exhibition and evening cocktail parties, dinners, night club visits, yard and sightseeing tours.

Throughout the entire Convention a full programme was available for the ladies attending.

I feel that the efforts of the New Zealand committee throughout the entire convention, especially work done by the co-ordinator Mr. John Moody were

excellent. I congratulate them all on the way the convention was handled. Every effort was made for us to gain a great deal of knowledge and fully occupy us socially.

From the standard of the convention I feel that future conventions in New Zealand should be a must for those wishing to gain further knowledge about our industry.

I was advised that the next convention will be held in Auckland in June next year. Definite arrangements and information will be available at a later date. (Hopefully the weather will be a little warmer. The weather seemed to be the only problem the committee did not have control over).

I have no hesitation in saying that the convention was enjoyed by all those present. Once again I thank the New Zealand people for their hospitality and friendship.



Mr John Wilson Hire and Rental Equipment News presents Editors Award to Mr Gordon Dale



Mrs Bonnie Newton and her daughters enjoy the evening dinner dance

Logo for Flextool's 25th anniversary. It features a white silhouette of Australia on a black background. Inside the silhouette, the text reads "serving industry for over 25 years". Below the map, the word "Flextool" is written in a large, white, cursive font. To the right of the map, a list of phone numbers is provided for four cities: Melbourne (41 5064), Sydney (660 3411), Brisbane (52 2306), and Perth (451 2077).

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NZ Convention Exhibition A Great Success



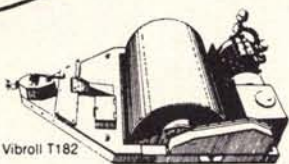
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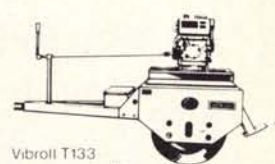
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H.A. NEWS

A NEW AIRCRAFT PAINT-STRIPPING PROCESS

ADOPTED BY B.S. STILLWELL

A new method of paint-stripping jet aircraft — originally introduced by the RAAF — has been used by a Melbourne company on a \$1 million Learjet at the city's Essendon airport.

A two-man team from Skilled Engineering (Aust.) Pty. Ltd., the nation's largest contract labour firm, tackled the unusual assignment of "stripping" the gleaming white and orange 24G Gates Learjet.

The company's operators, Mike Schutt and Brian Clark, initially removed most non-metal parts of the fuselage, or masked them off.

After the jet was towed to an area away from other aircraft, a stripping fluid was sprayed at low pressure all over the aircraft. The fluid formed a top skin of wax, under which a solvent worked to peel off the paint. An hour later, the mixture was removed by a high pressure hose.

Skilled Engineering's managing director, Mr. Frank Hargrave, noted that the assignment was "a real challenge" for his company. The job was awarded to Skilled Engineering by the B.S. Stillwell Co., which received the jet for a complete overhaul.

Contact: Ms. Barbara Richards, Marketing Manager, Skilled Engineering Pty. Ltd., 45 Buckhurst Street, South Melbourne. Tel. 699-4199.

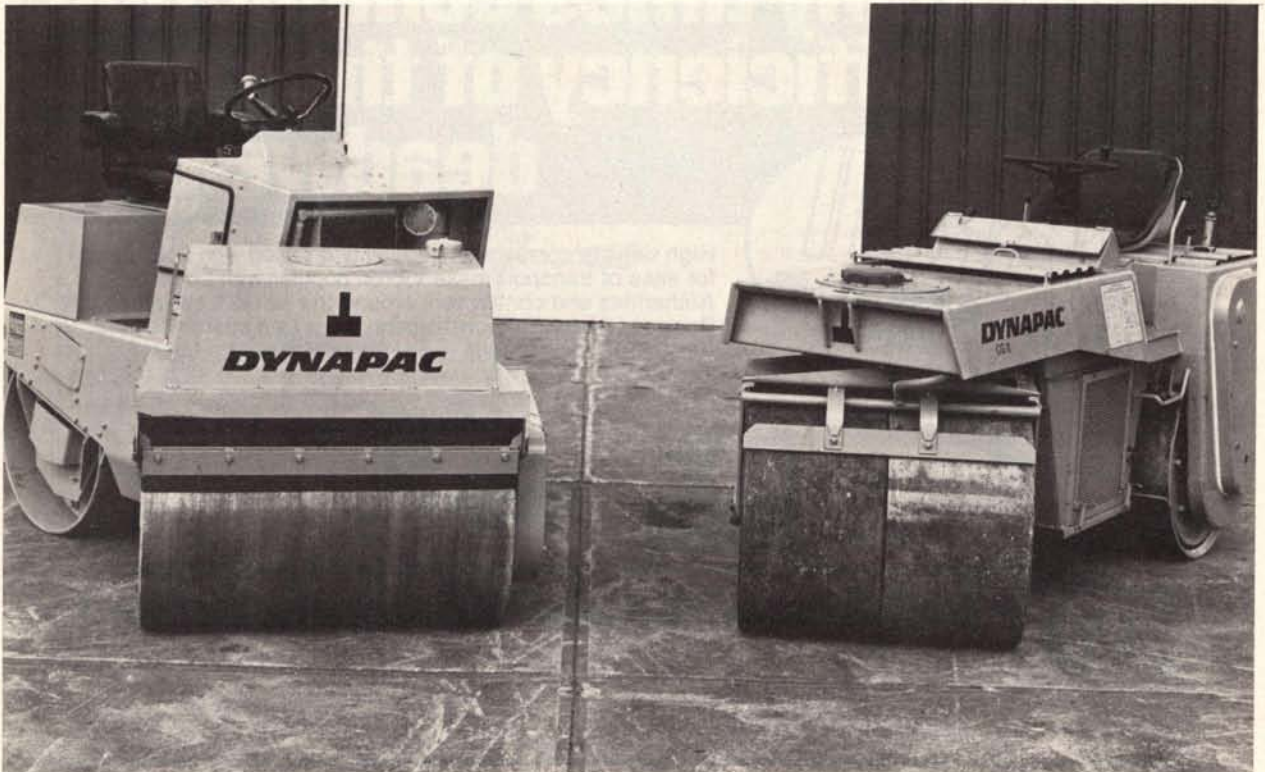
DYNAPAC ROLLERS IN HIRE FLEETS

From the wide range of vibratory rollers produced by Dynapac, two models have become favourites with the Hire Industry in Australia.

The CC10, 2, 3 tonnes static weight with two (2) 42" wide vibrating and driven drums, capable of compacting 45 to 60 tonnes of asphalt per hour and the CG11, 1, 8 tonnes static weight with a 36" vibrating drum and water tank for asphalt compaction.

Both rollers can also be effectively employed for compaction of base coarse materials etc.

Rollers of the above models are currently being used for Hire by Coates Hire Service, Sydney, Melbourne, Brisbane, Perth; Hire-It, Townsville; Jonkers Hire, Brisbane; Don Stein Plant Hire, Smithfield, Sydney; N.S. Donnelly, Wollongong.



NEW PRODUCTS

The new protector-frame 8CFM Compressor manufactured by O.R. Cormack Pty Ltd features a round steel frame designed for easy handling from all sides and protects the unit while in transit or in on site operation.

Designed especially for the Hire Industry the unit is extremely compact 730mm (29") long x 430mm (18") high x 350mm (14") wide which allows it to fit in the boot of a small car.

The unit comprises a cast iron twin cylinder 2 3/4" bore 2 stroke compressor powered by a 1 3/4hp electric motor at a slow revving speed of 630 rpm to allow longer life, the compressor quickly builds to a working pressure because of the twin cylinder receiver design: Maximum working pressure is 859 kPa (125 PSI).

A Special constant speed mechanism is recommended or an automatic cut-out system is available if required.

Other features include a thermal over-load protector, capacitor starting, heavy gauge totally enclosed belt guard and cooling fan.

Standard fittings include 2 metres of heavy duty 3 core flex and plug, safety valve, drain cock and air tap.

As an option the unit is available with a petrol motor and may also be fitted with a filter regulator with gauge, heavy duty 6" x 2" solid rubber retractable wheels and all weather metal cover.

Further information available from O.R. Cormack Pty. Ltd., 13 Leeds Street, Rhodes, N.S.W. 2138.



The new protector-frame 8CFM Compressor.

THE MAXIFORST WOODSPLITTER NEW FROM N.Z.



New Plymouth Hire Centre has developed for Maxiforst Holdings Ltd a trailer mounted version of the basic tractor PTO woodsplitter.

This new model has been designed for the Hire industry. The basic model is powered by Kawasaki KF53 motor but can also be fitted with any other 5hp petrol motor.

Because it has been designed for the Hire Industry it has been made transportable, robust and easy to maintain. Lubrication and fuel points have been located for ease of inspection. Grease nipples have been provided at all major wear points. Motor switch and choke are easily accessible and a clutch control lever provided for release when starting the motor if jamming occurs.

The woodsplitter involves the principle of a heavy flywheel to keep the splitting cone turning even in very knotty timber.

The cone is made from tough high quality steel and has a 3" diameter at the base and a length of 13" with a progressively descending pitched tread to the tip. Holes are provided in the base of the cone so that a lever can be used for reversing the cone to remove the log in case of jamming.

The overall dimensions are:- height 90cm width 1 metre length 1.4 metres and is fitted with 350 x 8 tyres.

The idea originated in Switzerland and has been developed and patented in New Zealand.

Australian distributors are required.

Further details are available from Taranaki Equipment Distributors, Division of New Plymouth Hire Centre Ltd., P.O. Box 822, New Plymouth, New Zealand.

NEW PRODUCTS

DITCH WITCH PACKAGE INSTALLS AGRICULTURAL DRAINAGE

Mole Engineering Pty Limited, manufacturer and supplier of civil engineering and mining equipment, has announced the introduction of an equipment "package" which provides contractors with the means of installing agricultural field drainage systems faster and more efficiently.

The drainage package consists of the 100 h.p. Model R100 Ditch Witch continuous trenching machine fitted with a "tiling" boot, also designed and manufactured by Ditch Witch, for installing plastic field drainage pipe. A laser grade control system is an optional extra.

The R100 trencher, a highly manoeuvrable 4-wheel drive, 4-wheel power steered machine, is the most powerful in the Ditch Witch range. Engine options include a choice of Perkins or Detroit diesel engines, with horsepower ratings of 101 and 108 (75 and 80 Kw) at 2400 r.p.m.

The R100 trencher has fully hydrostatic drive and four selective trenching speeds, plus reverse. The digging chain and vehicle travel speeds are controlled independently so that they may be matched to changing digging conditions.

The frame can be tilted in either direction to permit vertical trenching on sloping terrain. Laser control equipment readily mounts on the Ditch Witch R100 trencher to provide positive grade control.

The amount of soil removed and replaced in the tiling operation need never be more than is actually demanded by the diameter of the material. The R100's chain type trenching module permits trench width and depth to be varied to depths of 7 feet and widths to 2 feet.

Standard equipment for spoils delivery is a double auger system. The machine may also be fitted with an optional modular conveyor system which delivers spoil to the left or right of the trench.

Separate backfilling equipment is not necessary for restoration work after installation of the plastic field tile; the Ditch Witch R100 trencher handles that part of the job with a six-way hydraulic dozer blade which is standard equipment, and the operation is facilitated by the R100's rear steering capability.

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



Agricultural drainage installation package consists of the R100 trencher fitted with a 'Tiling' boot also designed and built by Ditch Witch.

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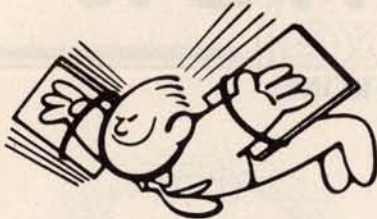


Trade enquiries to:

TOONGABBIE HIRE SERVICE PTY.LTD.

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

HIRE CLASSIFIEDS...



A FLYING START

Classified Advertising

In future editions of Hire and Rental Equipment News, classified advertising space will be available.

If you have surplus equipment you would like to sell or equipment you require to purchase, place your advertisement in the Hire Classifieds.

Costs only 30 cents per word with minimum charge of \$5.00. Copy is required by the end of the first week of the month of issue.

Forward details of your classified advertisement to: The Publishers, Hire and Rental Equipment News, 2 Dale Street, Brookvale, N.S.W. 2100, or phone 93-0351.

FOR SALE OR LONG TERM HIRE

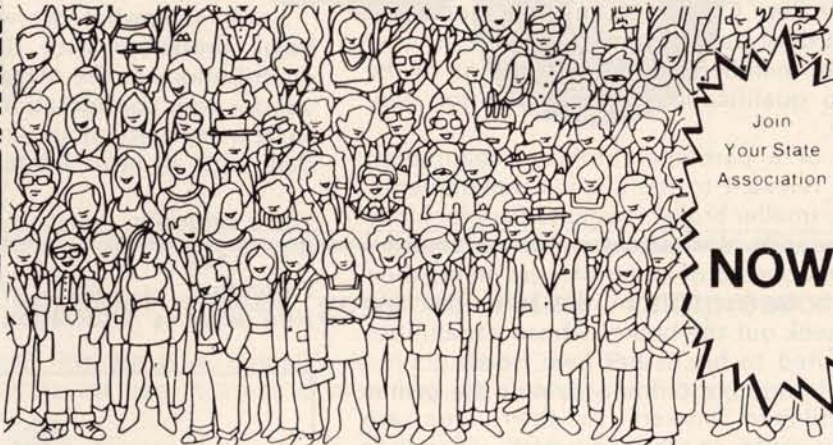
GARDNER DENVER AIR TRAC DRILLS

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Both units have been thoroughly reconditioned even to the extent of final drive strip and rebuild. Masts have been stripped, cold straightened and rebuilt. All air motors have been overhauled.

If required one more ATD 3200A and four(4) ATD 3100A can be completed and made available.

For purchase price and hire rates 'phone (09) 279-5933 or telex AA93238.



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

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TO THE EDITOR

LETTER TO THE EDITOR FROM

"HIRE AND RENTAL EQUIPMENT NEWS"

On behalf of the Insurance Brokers' Council of Australia may I congratulate "Hire and Rental Equipment News" on the sensible and down-to-earth advice offered to members of the Hire Association on pages 25 and 28 of the February edition? All responsible brokers welcome greater public understanding of the fundamental issues discussed in the article on "Insurance for hire members".

In fairness, however, we believe that readers should be aware that **all** insurance brokers who are members of the three professional insurance broker associations are fully competent to give advice on and handle the insurances of any type or size of business enterprise.

Members of the three insurance brokers' professional associations represented on the Insurance Brokers' Council of Australia must meet strict standards of training and experience in order to qualify for membership. A brief outline of the membership qualifications is attached for your information.

The size of a particular broking organisation may not be relevant to the client's requirements. Some prefer smaller brokers because they feel they receive more individual attention; others find the organisational spread of larger brokers meets their requirements better. It is in the insured's best interest to seek out the broker whose capabilities are most suited to his or her own needs.

Hire members interested in obtaining the names of IBCA-affiliated brokers in their area are welcome to write to the Secretary, Insurance Brokers' Council of Australia, 6th Floor, 54 Park Street, Sydney 2000.

Yours sincerely,

J F CHAPPELL

Chairman

**SUPPORT YOUR
ADVERTISERS**

LETTER

Hire Services Association of New Zealand
P.O. Box 822. New Plymouth

Dear Sir,

We would like to endorse our appreciation of the prompt delivery of the Hire News and for increasing the number of copies sent, as we have now passed the magical figure of one hundred Association members.

It was with pleasure that we welcomed a contingent of twenty-eight Australians to our Convention in Christchurch which exemplifies the closer ties we are building between our relative Hire Associations. The closer contact must result in added knowledge gained by all concerned and be of an increasing benefit to our Industry as a whole.

I was somewhat overwhelmed to find myself being presented with the "Editors Award" for contributions to the Magazine, and wish to thank you for your consideration of what I have deemed to be a necessity, that our members be kept up to date with all news related to the Hire Industry.

Yours faithfully,

G.S. DALE

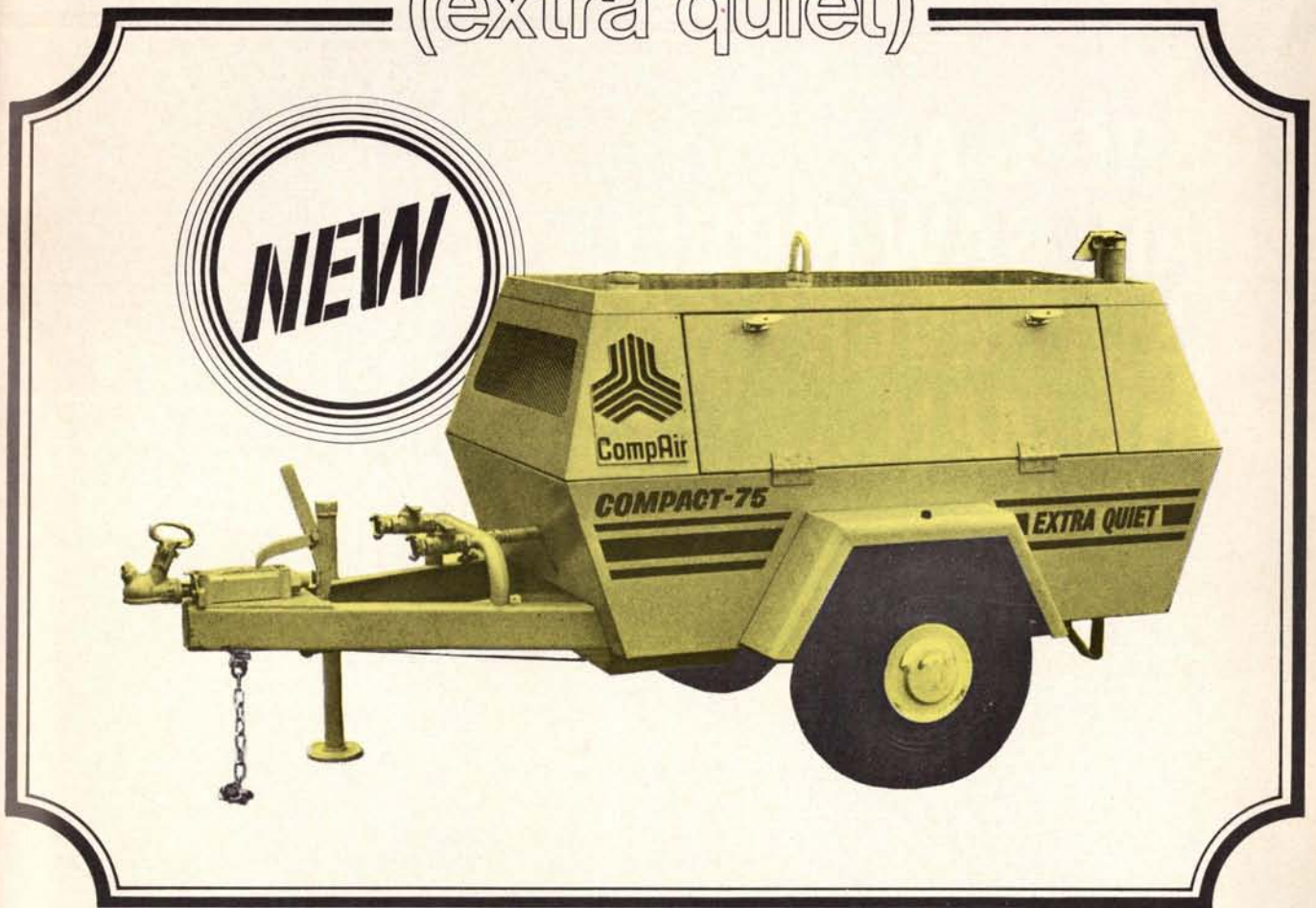
President,

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For further particulars contact:

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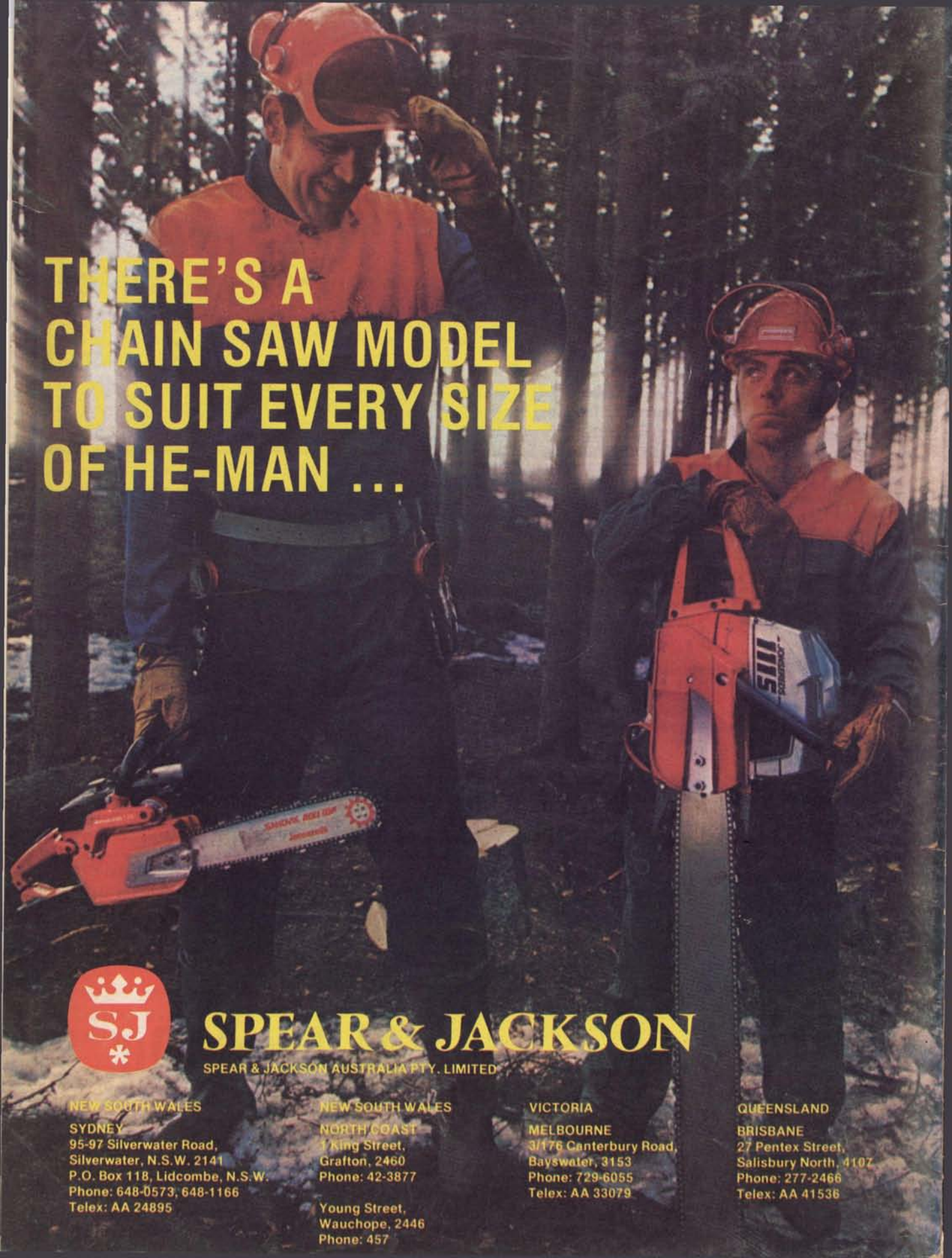
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