

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

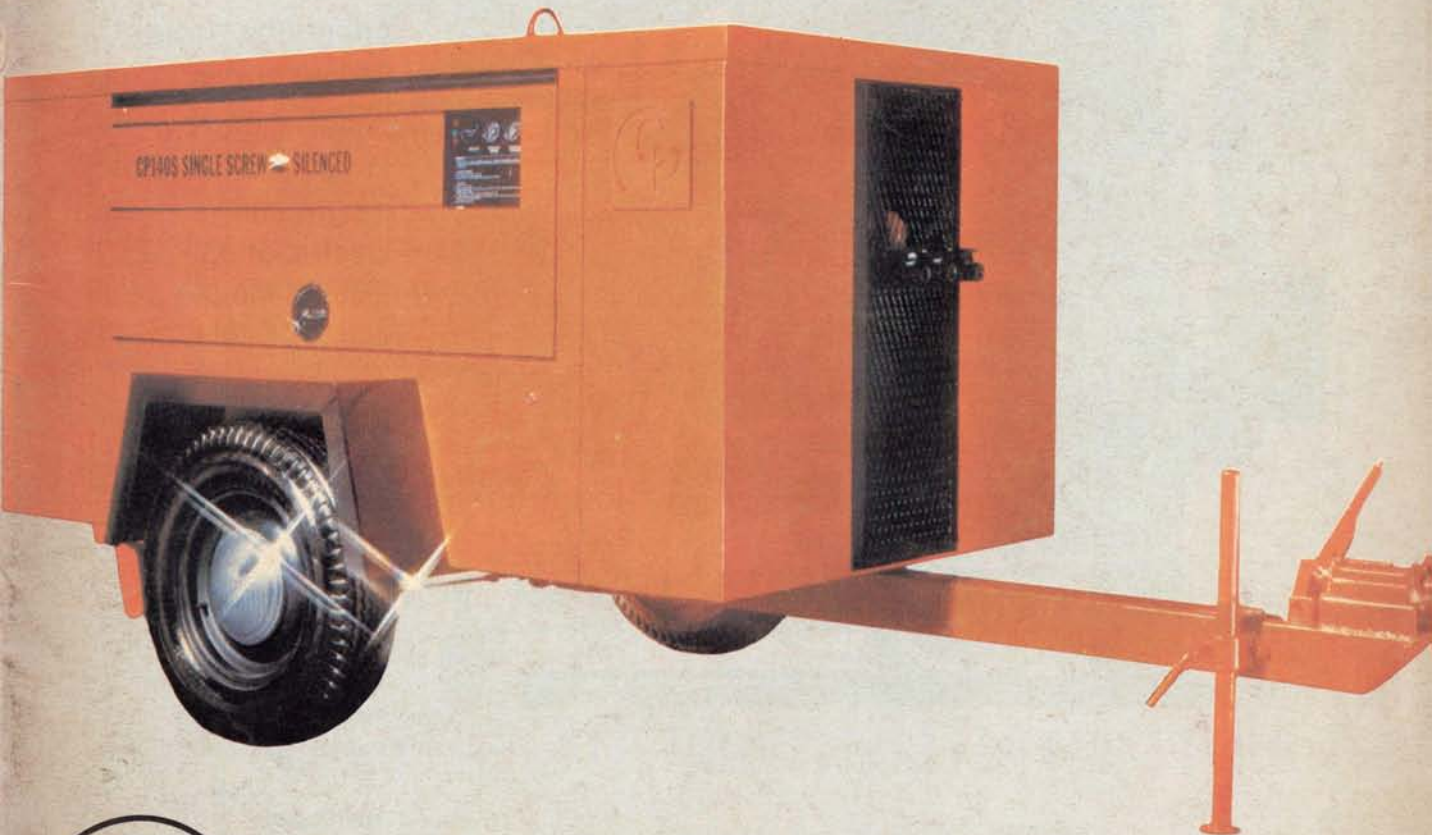
HIRE

AND RENTAL EQUIPMENT NEWS

Vol.11 No.11

OCTOBER, 1978

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

ADVERTISING:

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Brookvale. N.S.W. 2100.
Phone (02) 93-0351.

FRONT COVER:

A new concept in air compressors from Consolidated Pneumatic Tool Company Ltd. — a single screw, single stage air compressor.

Printed in Australia by —
Vaughan Douglas Printers.

THE EDITOR'S PAGE

As 1978 draws to a close we can look back on a year that certainly has tested us all. Within the hire industry itself the various state associations have once again proved that unity is strength. If we can increase our membership and participation then this strength can dissipate to all levels of our industry to provide a strong and viable marketing entity.

On the business side we saw the inflation rate slowly come down although not fast enough for many of our members. But thankfully as inflation is reduced so also is our basic costs of materials and labour.

1978 also saw what has been described in various circles as the worst budget, from a voter viewpoint since the war. No problems, unless you smoke, drink, eat or breath.

Never mind . . . 1979 is another year. A year of promise. A year to look forward to.

From our own point of view we have a couple of changes to announce. As from January your magazine HIRE will be coming to you every month, not every other month. This will necessitate a lot of extra work and support on our behalf and yours too. Please keep those interesting articles and features coming in. Lastly, a new face on the team. A new editor, Martyn Frost who looks forward to meeting you all.

We wish you all a very happy Christmas and prosperous 1979.

As Everybody Knows, a Boss Has Nothing To Do — Except:

To decide what is to be done; to tell somebody to do it; to listen to reasons why it should not be done, why it should be done by somebody else, or why it should be done in a different way, and to prepare arguments in rebuttal that shall be convincing and conclusive.

To follow up to see if the thing has been done; to discover that it has not been done; to listen to excuses from the person who should have done it and did not do it.

To follow up a second time to see if the thing has been done; to discover that it has been done but done incorrectly; to point out how it should have been done; to conclude that as long as it has been done, it may as well be left as it is; to wonder if it is not time to get rid of a person who cannot do a thing correctly; to reflect that the person in fault has a wife and seven children, and that certainly no other boss in the world would put up with him for a moment; and that, in all probability, any successor would be just as bad or worse.

To consider how much simpler and better the thing would have been done had he done it himself in the first place, to reflect sadly that if he had done it himself he would have been able to do it right in 20 minutes, but that as things turned out he himself spent two days trying to find out why it was that it had taken somebody else three weeks to do it wrongly; but to realise that such an idea would strike at the very foundation of the belief of all employees that a boss has nothing to do.

Q.

Which witch is best for your Rental Customers?



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A.

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requirements ... which one is best for you, depends

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PRESIDENT'S MESSAGE

The Hire magazine is only as good as the copy and advertising in it.

The advertising must be of interest and varied; but this will not occur unless the advertisers know it is being read, and they are getting results from it.

The copy will only be interesting if contributions are made from many people on many subjects. This means **YOU**.

We all enjoy the magazine and look forward to each issue; it is important for the industry to have a "voice". This magazine does it well.

But if we all sit back and wait for it, and never put anything into it, it will not develop and may eventually die.

If you want the magazine it is up to **YOU** to contribute something – whether it be a dirty joke or your pet beef – put it on paper and send it off **NOW**.

We can never have too much.



President: Andrew Kennard

ANOTHER GOVERNMENT RIP-OFF!

ANOTHER GOVERNMENT RIP-OFF! INDIRECT TAX AT THE RETAIL LEVEL – **RETAIL TURNOVER TAX (RTT)**: The Government is canvassing RTT which should replace Sales Tax. The Taxation Departments in various states have been asked to contact certain industries. In our case, the Victorian Association was approached by the Indirect Taxes Inquiry Section of the Taxation Department. In reply, the Victorian Association has returned a submission covering the following areas:

1. Opposing the "imposition of iniquitous double taxation via duplication of a turnover tax **ALREADY IMPOSED ON OUR INDUSTRY** by State Governments' under the mis-nomer of Stamp Tax.
2. Pointing out, at great length, the difference between hiring and leasing and asking that we are not linked.
3. Listing the disadvantages of having two different turnover taxes.
4. Requesting an across-the-board rate of tax for all products and services rather than a selective tax.
5. Suggesting that the applicable tax be charged on the bottom of each docket on total invoice value, rather than on each item.
6. Listing the reasons why the proof regarding the validity of an exemption licence must not be the responsibility of the rental companies.

7. Requesting that payment of a retail turnover tax to the Taxation Department should be on a monthly basis with a 90 day delay factor so the payment can be based on the nett taxable turnover after adjustment for credits, bad debts etc., attributable to retail trading 3 months prior to date of payment.

8. Requesting that existing rental contracts at the time of the changeover be exempt from any RTT and listing reasons.

9. Requesting a direct rebate system on RTT payments if there is to be an adjustment on Sales Tax paid stocks on hand at the transition point to RTT.

Of course, we are hoping that as we were specially exempted from the Investment Allowance, we will be specially exempted from the RTT also!

BILLS PENDING LEGISLATION in the Victorian Parliament which, when passed, will become standard legislation in other States are: The Credit Bill; The Goods (Sales & Leases) Bill and the Chattel Securities Bill. The Victorian Association is making a deputation to see that we are not coupled with the Leasing & Finance Industries and keeping an eye out for other anomalies. An example of one of the problems here is that they say our Agreement Form should be printed in a larger type (they state the size). This, of course, would be quite impractical.



STOP PRESS

1979 8th ANNUAL CONVENTION AND HIRE EXPO

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

12TH to the 15TH SEPTEMBER

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

The Queensland Hire Convention Committee welcomes your participation in the 1979 Convention & Hire Expo. Surfers Paradise and the Gold Coast have something for everyone — beautiful beaches, mountains, wild-life parks, night life, it's all there. Plenty of international and first class accommodation is available.

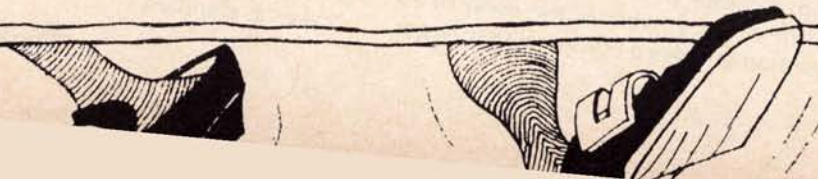
Delegates from all States, New Zealand, U.S.A. and Japan are expected — so come along, meet new people and renew old acquaintances. You'll be up with the latest in the world of hire.

Our friends, the suppliers to the industry, are invited to join us and show their wares.

The final day of the convention will be thrown open to the public.

Further details of registration procedures for both delegates and suppliers, and a run down on working and social events, will be sent to you early in the New Year.

SEE YOU ALL AT SURFERS!!



CONSOLIDATED PNEUMATIC NEW SINGLE SCREW COMPRESSOR

SINGLE SCREW COMPRESSOR FROM CONSOLIDATED PNEUMATIC 25 MONTHS WARRANTY SCHEME INTRODUCED

Consolidated Pneumatic Tool Company Limited have introduced a single-screw, single-stage air compressor. Claimed as a new concept in compressed air technology, one of the main features of the machine is its fully balanced operation and low friction running. This results in reduced wear, lower cost and increased efficiency, with a bearing life stated to be in excess of 200,000h. These claims are, furthermore, supported by an unusual warranty under which, should the air end prove defective at any time during its first 25 months, it will be replaced free of charge.

Marketed as the CP Single Screw, the machine at present available in two sizes of 140ft³/min (66 litre/s) and 185ft³/min (87.3 litre/s), achieves air compression by a single screw rotating between two rotating seals, known and registered as "Roto-Seals". Unlike twin-screw compressors, where pressure build-up on the mating faces imposes axial and radial forces on the bearings, the single-screw principle provides simultaneous compression on both sides, giving balanced performance. By neutralizing harmful forces, the prime cause of bearing wear is removed and component life and machine efficiency substantially extended.

The screw itself, described by the makers as the heart of the machine, has six grooves in which, at any one time, are engaged three or four teeth of each of two Roto-Seals. In each compression cycle, air entering the inlet port is trapped in the chamber formed by the groove, tooth and casing. Pressure is increased as the Roto-Seal tooth progresses through the groove of the rotating screw, reducing the volume available until the outlet port is uncovered and the air is discharged into the receiver.

The Single Screw compressor has been designed with the minimum number of working components. Oil is circulated, for instance, without the need of an oil pump. This method enables a comparatively larger

volume of oil to be used for improved cooling characteristics. Under normal operating conditions air discharges at about 20°C above ambient temperature, compared with about 38°C for twin-screw machines.

A further feature of the CP Single Screw is its inherently smooth, quiet and pulsation-free operation. The absence of metal to metal contact, its balanced compression, oil-flooded lubrication and lack of gears all contribute to a machine of exceptionally low noise output even without the addition of sound-absorbing canopies.

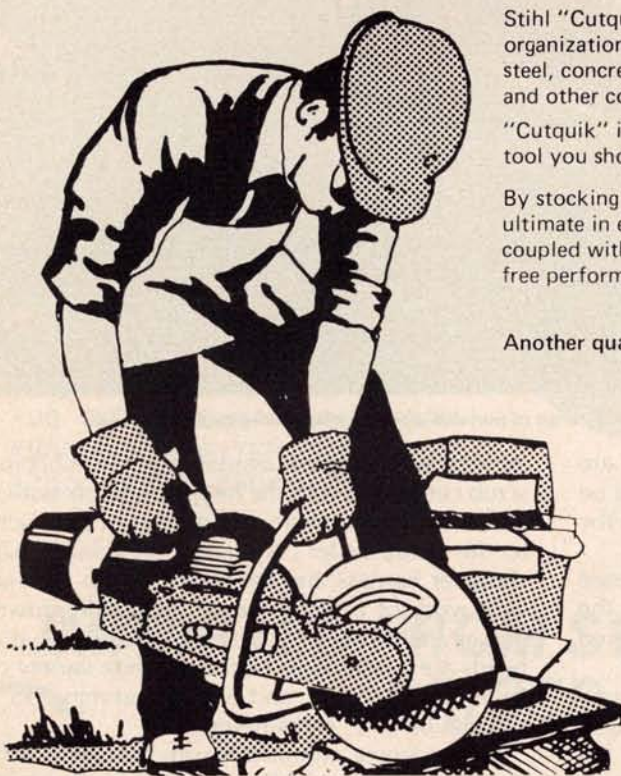
The machine is fully protected by an electro-pneumatic safety system which shuts down the plant in the event of high compressor temperature or low engine oil pressure. This stops the engine through the fuel tank rack and not by closing the fuel system itself.

The steel canopy within which the machine is totally housed is equipped with large side doors having gas-filled supports. Special attention has been given to the accessibility of service points for ease of routine maintenance. The instrument panel is viewed through a Perspex window on one of the doors. The stop/start controls are in a separate lockable compartment.

Both the 140ft³/min and 185ft³/min compressors are available in silenced and unsilenced versions. In the case of the former, generous sound-attenuating compartments fitted with coated foam cladding are provided at front and rear. This, the makers claim reduces noise output to 73dBA at 7m without the need for silencing foam within the engine and compressor compartment.

The engine selected initially to power the CP Single Screw is the Ford four cylinder model 2711 diesel. Other engine options are expected to be announced shortly. The machines are currently available mounted on a two-wheel chassis with draw-bar and overrun brakes as standard.

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.

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52 Queen Street, Alexandria. Phone: 69 6053.

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

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SC67

VARIATION ON CHAIN SAW GIVES USEFUL HOME GARDEN TOOL FOR HIRE COMPANIES.



The Scrubcutter, one of the models from the Stihl range of portable power tools to make gardening easier.

If the back-breaking aspects of home gardening are detracting from the enjoyment your client's should be deriving from it, perhaps it's time to contemplate the assistance of power tools.

In the same way that the powered unit has lightened the load of many do-it-yourself tasks around the home, there's a growing range of portable powered tools tailored for those heavy gardening tasks.

Such a range of portable power tools is to be found in the products available from Stihl Chain Saws (Aust). Stihl, the company that invented the chain saw, has applied its technology to producing labour saving tools for the gardener and hobby farmer.

The Stihl "Little Feller" chain saw is the head of the power tools range. The "Little Feller" is a scaled down version of the professional chain saw and has hundreds of uses around the garden. Available with optional hedge trimming and scrub cutting attachments, the "Little Feller" has power enough to make light work out of such jobs as pruning, trimming, clearing and woodcutting. Its an ideal accessory for those camping holidays as well.

The owners of larger overgrown blocks and even

farmlets will find great assistance in the Stihl brush and scrub cutters. As with the hedge trimmers both cutters are available with their own motors or as attachments to the "Little Feller". Mounted on a long shaft with shoulder harness and handle bars with cutters make light work of clearing weeds and undergrowth, and virtually eliminate reaching or stooping. Five cutting heads are available to perform a wide variety of tasks from lawn edging and weed trimming to felling saplings up to 4" in diameter.

For gardening enthusiasts with fruit trees Stihl offer the Mist Blower and Duster, ideal for application of fertiliser, pesticides and a whole range of garden care chemicals. With a simple conversion, the Mist Blower and Duster can be used as a flame thrower for burn-off and clearing applications.

With the trend to larger gardens and the back-to-the-bush movement the need of portable power gardening tools has been neatly filled by the Stihl range and now appearing in the range of equipment being made available for the more astute Hire companies.

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State News & Views

STATE NEWS — Queensland

NEW APPOINTMENT AT KWIKFORM

Keith Rennison has recently been appointed sales manager of the Kwikform Industries group in Queensland.

Keith will be responsible for the expansion of the company's market share in Queensland, Northern Territory and northern New South Wales.

Prior to being appointed Queensland sales manager, he was with Kwikform in Melbourne for 6 years as a sales representative.

Kwikform Industries Ltd, a listed public company manufactures and supplies the Kwikstage modular scaffolding and formwork support systems through its subsidiaries, Kwikform Sales Pty Ltd and Kwikform Services Pty Ltd.

Further information:

Mr Keith Wilkinson,
State Manager,
Kwikform Sales & Services Pty Ltd,
24 Lysaght Street,
ACACIA RIDGE. Q. 4110
Telephone: (07) 345 1099



Keith Rennison

STATE NEWS — Victoria

PEOPLE IN BUSINESS

Mr. DES WHELAN Executive Chairman of Plant Hire Group Wreckair Holdings Ltd., and a member of the well-known Whelan "The Wrecker" family, has resigned from the company.

Mr. Whelan, 38, who had been associated with his family's business since he was 16, was leaving "for personal reasons and to further his private business interests".

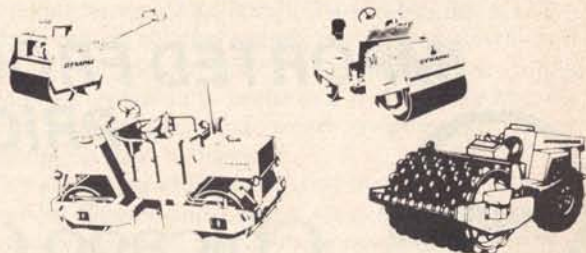
The Whelan family founded Wreckair Pty. Ltd., in 1950, operating from the Brunswick yards of Whelan the Wrecker and hiring out heavy industrial equipment.

In 1955, Wreckair Holdings Ltd., was formed and in 1973, the Consolidated Pneumatic Tool of the U.K., an arm of the U.S. Chicago Pneumatic Tool Co., took a 65% controlling interest in Wreckair Holdings.

Mr. Whelan was active in Hire Association activities and held the office of National President.

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State News & Views

State News — New South Wales

At the recent committee meeting it was announced that Ansett has been approved official carrier for the Hire Association.

They have given the Association use of their facilities at airports, plus many other benefits for national councillors while travelling to H.A.A. meetings. Ask all members to support them as they support the Association.

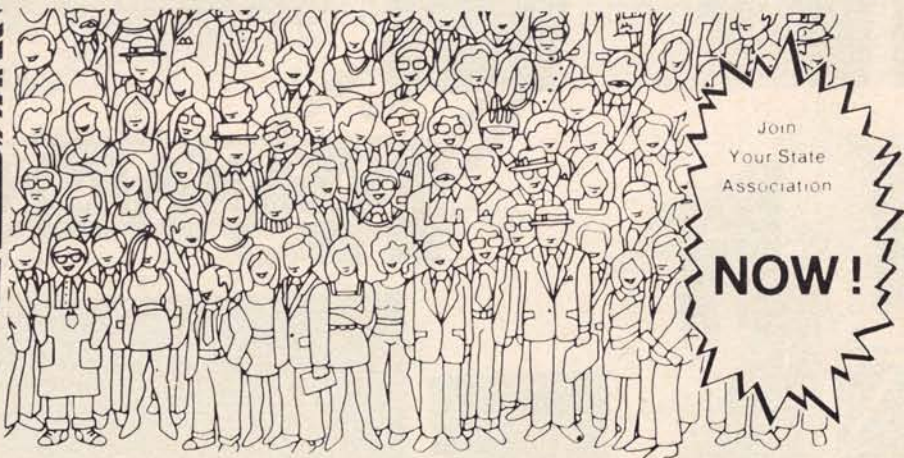
H.A.A. will be organising tours regularly to overseas conventions — such as in New Zealand, California, America and England.

All members will be advised of the tours in plenty of time to arrange bookings. These tours generally mean big savings on regular fares and accommodation, and they give the companionship of other Australian hirers as well as good itineraries.

Next meeting of H.A.A. national councillors will be in Adelaide on January 31st 1979. It will be open for any South Australian members to sit in and attend. Hopefully this will give the West Australian delegates a chance to attend the Meeting, which has normally been held in Sydney.

The Victorian Association is doing an excellent job in looking into all laws that will affect the hire industry. They have exposed many questionable laws already, and after gaining legal advice, have found some dreadful laws that will complicate our business of hiring.

We are being included by mistake. One law is aiming to stop crooked practice by slick salesmen who force goods on people, by easy finance — we have been included in this law which gives the customer the right to complain and have the legal right not to pay.



Complete the following and post it to the Publisher

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

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State..... Post Code.....

**JAPANESE RENTAL
ASSOCIATION VISITED
KENNARDS IN SYDNEY ON
THURSDAY 9th NOVEMBER.**
Here's a few 'shots' to remember
the occasion.



GREAT POTENTIAL FOR AUSTRALIANS IN INDONESIA, SAYS EXPATRIATE

A new on-the-job training programme for Indonesians is meeting with great success, an Australian expatriate said here today.

Martin Buzza, 36-years-old operations supervisor for Skilled Engineering (Aust.) Pty. Ltd., one of the nation's largest contract labour firms, reported on the company's programme following his return from Sulawesi, northeast of Java.

"We have about 80 expatriates working one major project alone, in Sulawesi," said Buzza. "And each man is training an average of three or four Indonesia workers in his particular trade skill."

Buzza said the Indonesians are "very willing to learn" new crafts, and many of them have passable competence in the English language.

A fitter and welder by trade, Buzza completed 16 months in Indonesia, during which time he supervised large groups of expatriates and local workers.

Tradesmen assigned by Skilled Engineering include boilermakers, carpenters, draftsmen, engineers, electricians, fitters, painters, plumbers, riggers, toolmakers and welders.

We're there to help train Indonesians, and we've found that the best way to do that, is to train them right on a particular job we're undertaking," he pointed out.

Much of Buzza's time there was spent working on the giant mining project in Sulawesi, operated by the International Nickel Company of Canada Ltd. A large percentage of the world's nickel is mined in the Sulawesi region.

Overall, several thousands of Indonesians and expatriates are employed in the mammoth project. Expatriates also include British and South Africans.

"The Skilled Engineering programme has been specifically designed to create new Indonesian tradesmen, and at the same time get them working alongside expatriates in new projects," Buzza said.

Skilled Engineering's Indonesian operation is based at P.T. Tekniskil, a joint venture company, in Jakarta. Skilled Engineering has five offices in Australia, with headquarters in Melbourne.

Contact: Ms. Barbara Richards,
Marketing Manager,
Skilled Engineering
Telephone: 699 4199.

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HAVE WE REALLY SOLVED THE NOISE PROBLEM?

An article from the American Occupational Hazards Magazine, July, 1977.

The Inter-industry Noise Study — Preliminary Findings

Though the hearings record on OSHA's proposed new noise standard has been closed since February 28, the results of the Inter-Industry Noise (IIN) Study are likely to receive a thorough, if unofficial, review from OSHA standards-setters. Preliminary findings released in late March touched off considerable discussion among safety and health professionals and OSHA watchers. When final results are published, in all likelihood in advance of promulgation of a permanent new noise standard by OSHA, they're sure to beget further reaction, and because the subject is noise, will doubtless stir further controversy.

More than 40 individual companies and national industry associations underwrote the three-year study at a cost of \$300,000. Two blue-ribbon committees, an overall steering committee and a scientific advisory committee representing a diversity of scientific viewpoints, supervised the methodology and techniques used. The committees were drawn from science, management, labour, and government, and included hearing and noise experts affiliated with National Research Council, Acoustical Society of America, American National Standards Institute, American Industrial Hygiene Association, American Council of Otolaryngology, American Speech and Hearing Association, ISHA, and NIOSH.

The study limited itself to the investigation of continuous noise exposure, specifically the effect of steady noise levels in the 82 to 92 dBA range (with no more than a 5 dBA fluctuation and no loud intermittent noises) that subjects had been exposed to throughout their workday for a minimum of three years. Nearly 250,000 workers were screened in order to select a 'clean' test group of 610 workers (374 women and 236 men). A large part of this group consisted of control subjects who daily were exposed to occupational noise not greater than 75 dBA. Each subject was given three sets of audiograms — one set at the beginning of the study, and two more sets at yearly intervals.

PRELIMINARY FINDINGS

Recently at a Washington press conference, IIN

released its preliminary findings, indicating that at the lower, or so-called speech, frequencies of 500, 1000, and 2000 Hz, the difference for both men and women between the exposed and the control groups was minimal and of little clinical importance. In other words, the noise exposure had little effect on workers' hearing levels at these frequencies.

At the higher frequencies of 3000 to 8000 Hz, the difference increased between the two groups. This difference was more pronounced for men than for women. The greater hearing loss in men than in women could be due to industrial noise or to sociocusis (male exposure to non-occupational noises such as gunfire, power tools, etc.)

In the part of the study that dealt with changes in hearing levels occurring over the two-year period, audiometric examinations showed no observable deterioration in hearing sensitivity in any of the groups.

Included in these preliminary finds were some tantalising mysteries, such as why blue-eyed people appear to be more sensitive to noise than brown-eyed people and why male hearing appears to fade faster due to age than female hearing.

ORIGINS

The IIN study began nearly four years ago. At that time, some scientists were expressing concern that reliable scientific information on occupational noise exposure did not yet exist on which OSHA could base a proposed new noise standard. Both the report of the Intersociety Committee on Guidelines for Noise Exposure and the criteria document on noise submitted to OSHA by NIOSH had drawn criticism from some scientists for what they regarded as methodological shortcomings or insufficient documentation.

Against this backdrop, IIN researchers strove to establish a rigid protocol before field work began. The protocol's three main requirements were that:

- The spectral and temporal characteristics of the noise exposure be defined clearly.
- The duration and extent of the noise exposure be specified.
- The subjects included in the study be free from exposure to other intense noises.

IIN researchers took great pains to avoid the pitfalls that they believed marred the validity of earlier studies by other researchers. Subjects with

non-noise induced hearing losses due to infection or other causes were eliminated. A special van was used in which to conduct hearing tests so that background noise would not affect the tests. Special precautions were taken to obviate inaccurately calibrated audiometers and sound-measuring devices, inadequate histories of the duration of noise exposure, and the intrusion of temporary threshold shift due to recent noise exposure.

BRIEF FLAP

When preliminary results were unveiled at the press conference, the press release, prepared for the occasion, first touched off some confusion and then controversy. The release began, "Present federal noise standards appear adequate to protect American workers from occupational hearing loss in the speech frequencies..." Farther along, the release quoted Dr. Raymond Yerg, steering committee chairman, as saying, "This study... certainly demonstrates that the additional expense of lower occupational noise standards would not be justified."

Reporters questioned Angelo Cefalo, assistant to the president, International Association of Machinists, and a member of the steering committee, about those conclusions. He immediately disagreed with them and reaffirmed organised labour's backing of an 85 dBA noise standard,

as opposed to 90 dBA, the present level. He said that organised labour would arrange to have its own experts analyse the study's raw data.

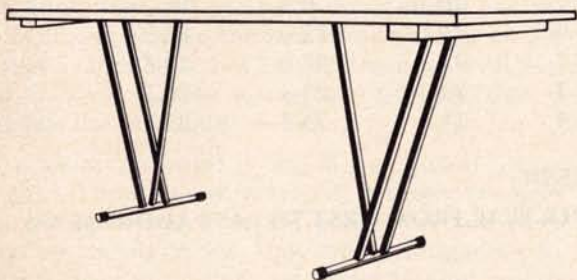
Both Drs Joseph Satalogg and Aram Glorig, directors of the IIN research, emphatically denied that the conclusions contained in the press release were those of the steering committee. They stressed that the IIN study findings were strictly preliminary conclusions of a scientific nature and that how they were acted upon and by whom was up to the people that read them. The steering committee had taken no position on standard setting. Steering committee member Leo Teplow called the press release 'misleading'.

FUTURE UNCERTAIN

The final report of the IIN is expected to be released sometime this year. Among the evaluations of the raw data yet to be made are the significance of the higher frequency hearing losses, the differences between hearing losses of men and women, the degree of influence of age, noise levels, and exposure durations, and of environment and recreational noise on hearing levels.

Though the steering committee stoutly refuse to make judgments about the validity of noise standards, it is likely that the study's findings will be seized on by proponents of a 90 dBA OSHA noise standard. EPA and NIOSH have recom-

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

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mended an 85 dBA standard to OSHA. Whether the study will have any bearing on the permanent OSHA noise standard expected late this year or next is problematic. Former OSHA boss Morton Corn had declined to keep the official record open in order to accommodate the study and wrote Dr. Yerg: "As to how and whether OSHA will use the results of the study in the noise rulemaking, no commitment can be made at this time." There has been no word from OSHA on this matter since

Assistant Secretary Bingham succeeded Corn. OSHA has, however, received a copy of the preliminary report and will receive a copy of the final report when it's ready.

Amidst the uncertainty that surrounds the Inter-Industry Noise Study at this time, one thing is certain: when the final report is released, controversy will swirl about it, as it does invariably these days when the subject of noise comes up.

TABLE I
MEAN VALUES IN dB OF THRESHOLD

ALL SUBJECTS
Hz

	MEN				WOMEN			
	Left Ear		Right Ear		Left Ear		Right Ear	
	Exposed Group	Control Group	Exposed Group	Control Group	Exposed Group	Control Group	Exposed Group	Control Group
500	8.9	8.0	8.0	7.2	10.0	9.0	9.2	7.5
1K	9.4	6.4	8.2	6.6	8.9	6.8	8.2	6.5
2K	14.2	10.6	10.6	7.8	10.8	8.5	8.9	6.8
3K	27.9	18.4	24.9	15.4	16.6	10.0	14.1	10.1
4K	35.2	22.0	32.7	20.4	23.8	14.1	20.7	14.6
6K	37.8	28.8	34.3	23.8	24.7	19.0	22.0	15.6
8K	33.5	26.1	31.3	22.0	26.2	21.4	24.4	18.3

TABLE II

MEAN VALUES IN dB OF THRESHOLD — AGE ADJUSTED

ALL SUBJECTS	MEN				WOMEN			
	Left Ear		Right Ear		Left Ear		Right Ear	
	Exposed Group	Control Group	Exposed Group	Control Group	Exposed Group	Control Group	Exposed Group	Control Group
500	8.8	8.5	7.8	7.4	9.5	9.3	8.7	8.7
1K	9.2	6.8	8.0	6.5	8.4	7.2	7.8	8.0
2K	13.7	12.3	10.3	8.2	10.2	8.5	8.2	8.2
3K	27.1	21.8	24.2	18.0	15.6	12.0	13.2	11.7
4K	34.3	25.7	31.9	22.7	22.2	17.8	19.5	16.9
6K	37.0	31.1	33.6	27.3	23.3	21.3	20.7	17.1
8K	32.8	29.1	30.7	24.4	24.9	23.3	23.1	20.4

TABLE III

MEAN CHANGES IN dB OF THE THRESHOLD PER YEAR FROM FIRST TO LAST AUDIOGRAM

ALL SUBJECTS

ALL SUBJECTS Hz	MEN				WOMEN			
	Left Ear		Right Ear		Left Ear		Right Ear	
	Exposed Group	Control Group	Exposed Group	Control Group	Exposed Group	Control Group	Exposed Group	Control Group
500	0.7	2.3	0.2	1.2	0.5	0.9	0.3	0.2
1K	0.5	1.6	0.2	0.3	0.2	0.0	0.4	0.9
2K	0.1	1.4	0.7	0.6	0.3	0.1	0.8	0.1
3K	0.5	1.6	0.2	0.5	1.0	0.7	0.5	0.1
4K	0.9	1.6	0.4	1.2	0.6	0.4	0.4	0.3
6K	1.2	2.7	1.3	1.3	1.7	0.5	1.9	1.5
8K	0.4	2.6	1.0	1.3	0.0	1.3	0.5	0.7

NEW ZEALAND NEWS

NEW ZEALAND PRESIDENTS MESSAGE

Insurance rates are causing our industry consternation through fantastically rising costs which in turn are affecting hire rates.

Insurance today is an increasingly complex business. New policies and forms of cover become available almost weekly making it virtually mandatory for any hire firm to engage professional assistance to ensure that it obtains the best possible cover at the best possible price. To fulfill this need insurance brokers are available to act as professional insurance buyers employed by a company or individual looking for insurance.

The broker has access to all companies operating in the market both inside N.Z. and on the international scene, which is usually involved only when local underwriters cannot accept the risk. He is paid on a scale of brokerage charges by the insurance company which eventually accepts the risk. The brokerage is set by an industry agreement which prevents the broker favouring a particular insurer or group of insurance companies. Professional insurance help is as important to the one-man-band hire firm as it is to the giant hire companies although the reasons are different.

Many hire firms are not aware of some of the covers that are available. Insurance companies sell the covers that they want to sell, covers that they think they will make the most profit out of.

A broker can make the hire firm aware of all the options available so that he gets the best level and type of cover that he wants, and the selection is made in the full light of day.

A developing trend is the move toward group schemes. These are attractive to insurers because they eliminate much of the paper war and they provide a spread of risk. They are advantageous to the purchaser in the form of better buying power particularly with regard to "all risk policies".

To this end your Association is putting considerable effort into negotiations with a reputable brokerage firm to establish a group scheme for Hire Association members.

Numerous problems are being encountered but so far none have been insurmountable and at least one insurance firm has shown interest in acting as Underwriter for the final scheme.

You can be assured that both the Brokers and your Association Directors are "burning the midnight oil" on setting up this scheme and we are

confident that a successful conclusion will be reached within a few weeks.



G.S. Dale, President

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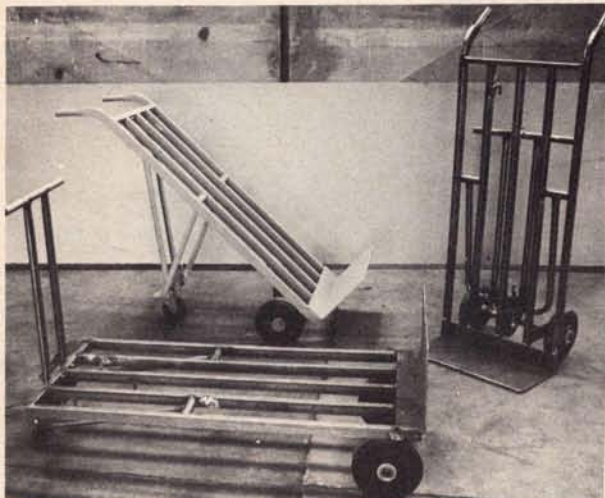
For further details on the BR 9N please return this coupon.

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GREAT VERSATILITY AND RUGGEDNESS CLAIMED FOR NEW HAND TRUCK

A new three-in-one materials handling truck, developed and manufactured by Universal Conveyors Ltd of Christchurch, is said to be one of the most versatile heavy duty hand trucks on the market with dozens of uses in a wide variety of applications, both commercial and private.



The units are fitted with tough 200 mm wheels and a ball bearing swivel castor and have four rubber hand grips which enables an operator to handle with ease.

The standard finish is enamel paint but units are available in epoxy resin, galvanised or chrome-plated versions to suit individual needs.

Universal Conveyors Ltd says the new, light-weight truck is easily converted in seconds from a sack barrow to a trolley or a handy 40° supported barrow without the use of any tools. It is ideal for moving cases, furniture, cartons, packages and tools, etc., and can easily be carried in an average car or delivery van.

The units weigh 22 kg and have a carrying capacity of 250 kg.

Further details on request for **RAPID REPLY** contact:

Mr W. R. Nolan
Universal Conveyors Ltd
P.O. Box 24-028, Christchurch
Telephone 67-475.

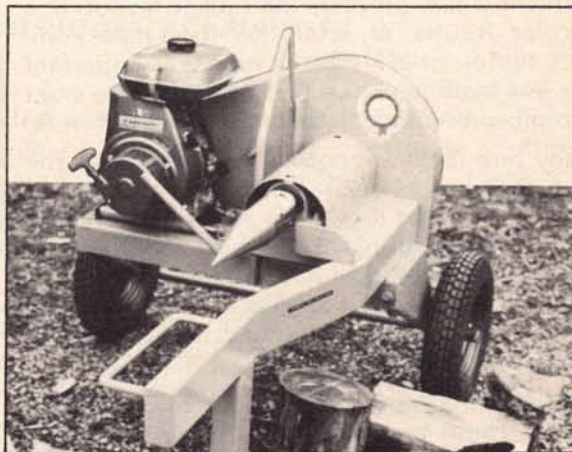
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Build yourself a trailer

Acknowledgement to The Welding Bulletin

This issue contains plans for a very simple 500 kg capacity 6ft x 4ft box trailer which can be built in about 20 working hours.

Before starting prospective builders should familiarise themselves with the regulations applying to the construction and use of trailers. This information can be obtained on application to the local Vehicle Registration authority.

You should have on hand, an oxyacetylene plant for cutting an arc welder for electric welding, together with EMF welding electrodes. A few practice welds made on a piece of scrap sheet will help develop the required technique.

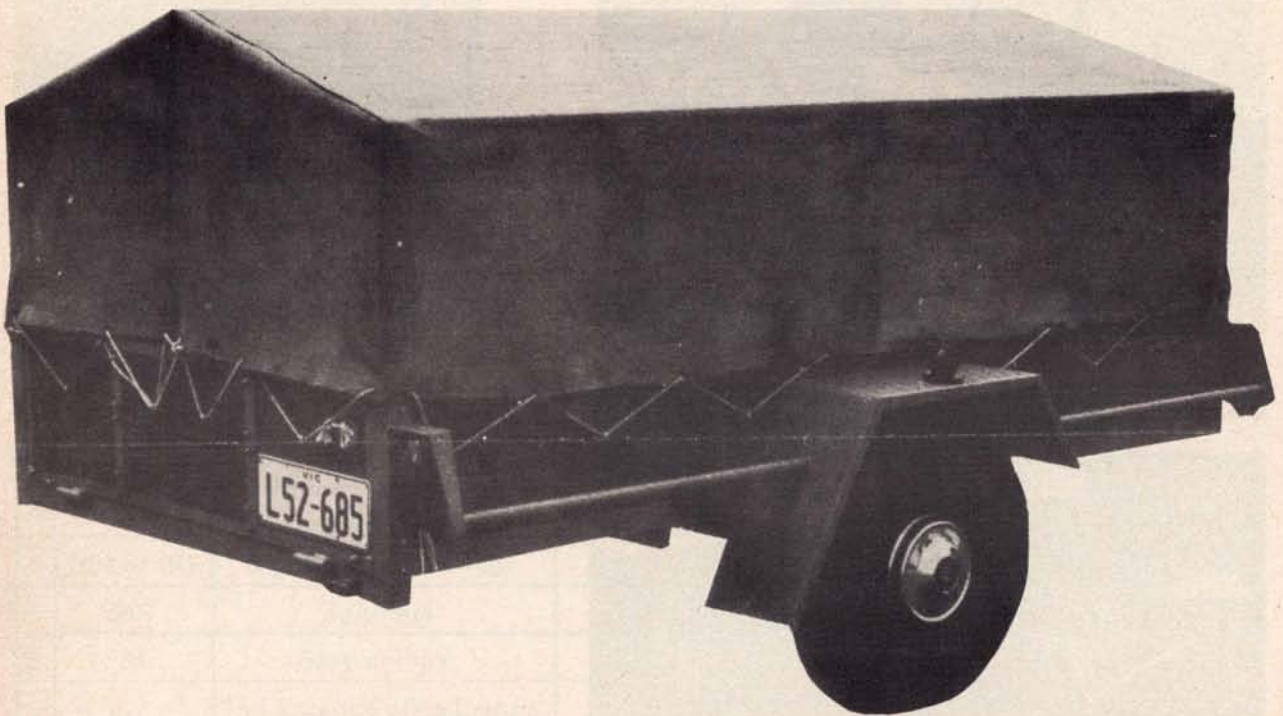
If the following instructions are followed, the end result will be a safe, serviceable trailer. It must be emphasised that sound welding is essential to ensure safety on the road, particularly in regard to the attachment, the axle and the draw-bar.

Advice on welding is readily available from N.Z.I.G.

The trailer canopy and tail light housing are optional and are not included in the detailed plans.

MATERIALS LIST:

Length (mm)	Size (mm)	
2 1525	51x51x3.1	M.S. Tubing - Draw Bar
2 1830	51x51x3.1	Angle - Base Frame
5 1220	51x51x3.1	Angle - Cross Member
2 349	51x51x3.1	Angle - Rear Uprights
2 305	51x51x3.1	Angle - Front Uprights
6 250	25x3.1	Flat - Pipe Supports
2 1830	12.5	Pipe
2 200	75x75x3.1	Flat - Tail Lamp Brackets
1 200	75x12.7	Flat - Plate for mounting coupling
2 380	6mm	Link Chain
2 1220	255x14	swg Sheet - Mudguards
1		Pair Tail Lamps and Indicators
1		Complete Trailer Connection Plug
1		Axle assembly and Wheels
OR		
		Dura Torque Axle and Wheels
	5 metres	5 Core Electrical Wire
80	32x6.3	Coach Bolts and Nuts
		Floor- T&G Hardwood to cover 1220mm
		ing x 1840mm
2	1830mm	200x25 Hardwood - Sides
2	1210mm	200x25 Hardwood - Front & Back



Here's what to do

Step 1:

Cut out both ends of the 1830 mm lengths so that the flanges of the 51 mm x 51 mm angle are flat and not overlapping, i.e. a type of mitre joint as shown in Figure 3.

Step 2:

Tack weld the 4 corners of the frame ensuring that there is no distortion. Check by diagonal measurement that the frame is square. Complete the weld using E.M.F. welding electrodes.

Make sure that the rear angle flange is turned downwards as shown in Figure 4 for the rear of the trailer.

Step 3:

Position the 4 corners upright, maintaining squareness and proceed to complete them as shown in Figures 3 and 4.

Step 4:

Weld pipe and support as shown in Figure 5.

Step 5:

Cut out part of the top flange of each cross member as previous and weld the two members to the frame.

Step 6:

Position the axle assembly and bolt to the frame. At this stage the trailer should be reasonably well balanced. Weld the draw bar to the frame.

Step 7:

Weld the 75 mm x 12 mm plate to the draw bar, bolt the coupling into position, and weld on the safety chain into position as shown in Figure 2.

Step 8:

Fabricate the mudguards as shown in Figure 7 and weld into position.

Step 9:

Cut out and weld the tail-light brackets as shown in Figure 8. All welded joints should be ground flush with a side grinder to ensure that the timber, floor and sides fit neatly.

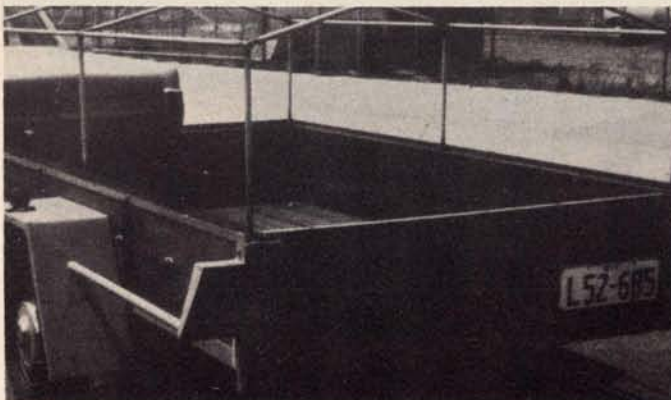
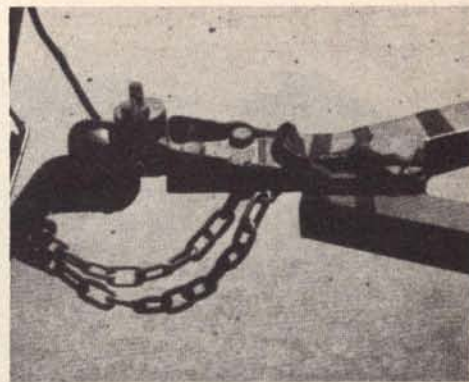
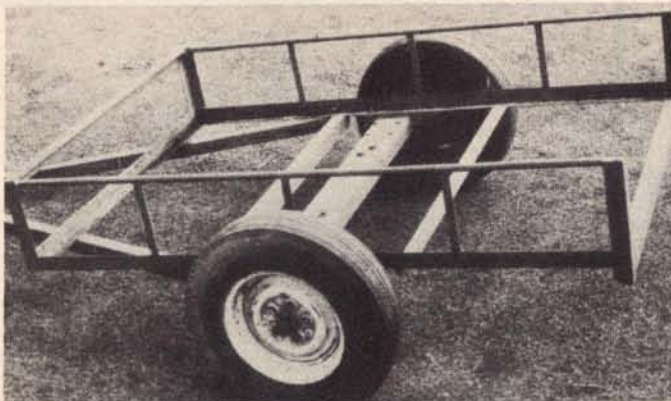
At this stage the frame should be painted. A normal metal primer should be used prior to the desired finishing coat.

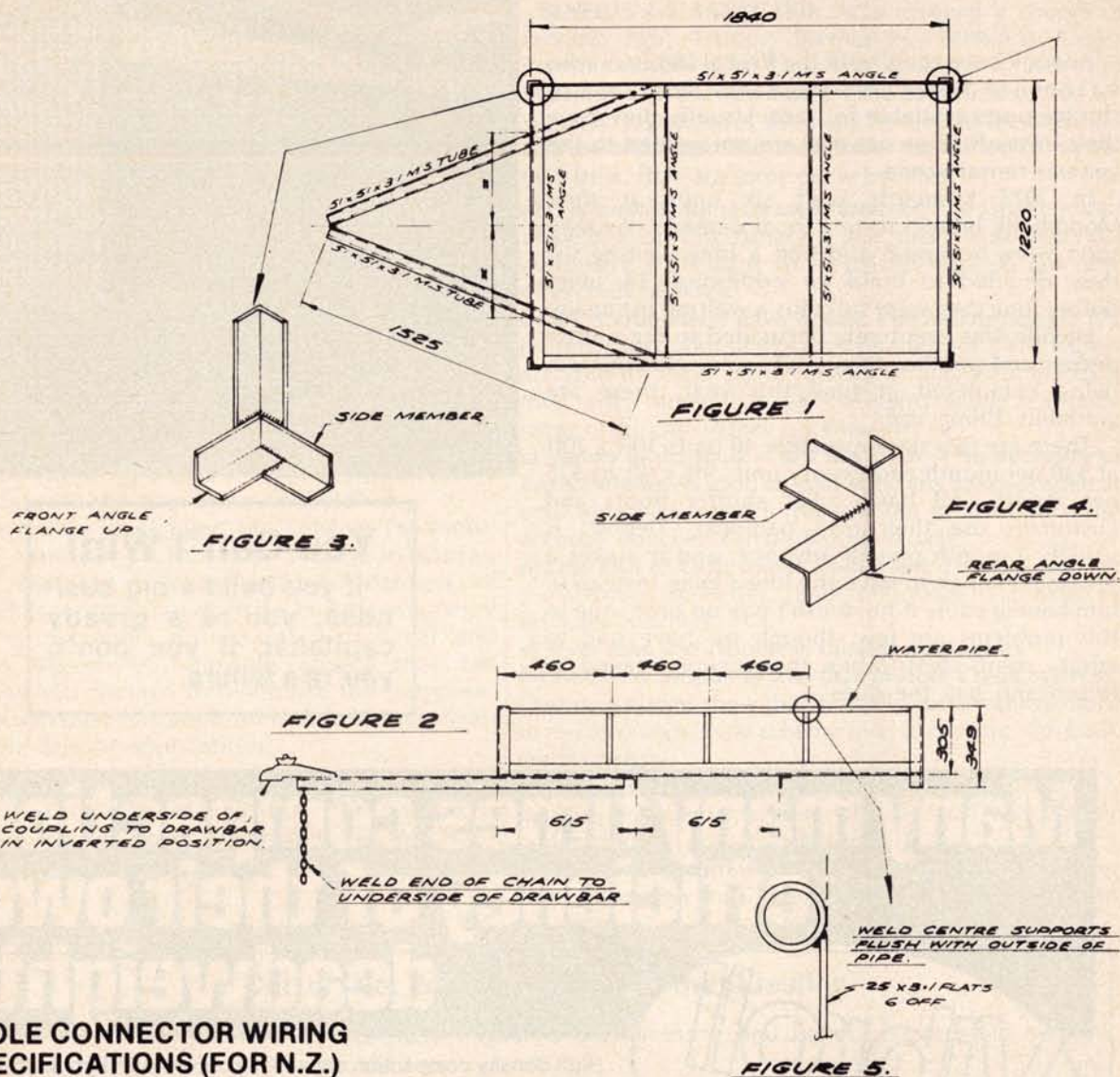
Step 10:

Secure the timber to the floor and sides.

Step 11:

Position lights and wire-up as per diagram.

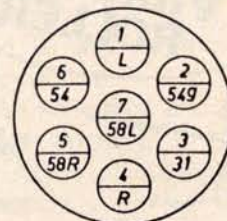




7-POLE CONNECTOR WIRING SPECIFICATIONS (FOR N.Z.)

Terminal No.	Connect to	Colour
1 L54 or (L)	Left Flasher Lamps	Yellow
2 52 or (54G)	Auxiliary	Blue
3 31	Earth	White
4 R54 or (R)	Right Flasher Lamps	Green
5 58R	Auxiliary	Black
6 54	Stop Lamps	Red
7 58L	Tail, Licence plate Lamp, Rear Clearance Lamps	Brown

Wiring Code



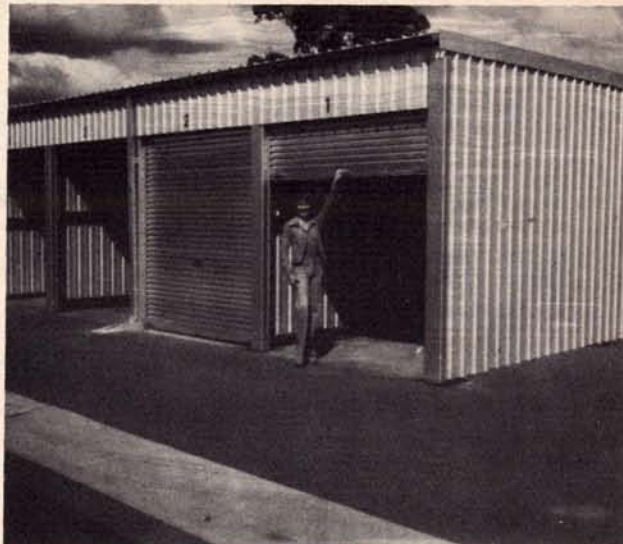
MINI STORAGE

Anyone connected with the Rental Industry who has been to America will have seen large areas of storage units available for rent. Usually they have their own office or site and are not related to the general rental scene.

In 1975 Kennards built six units at their Moorebank branch to test local demand. As they soon were occupied and had a long waiting list they decided to build an additional 14 units. Before long they were full plus a waiting list again.

Neville was eventually persuaded to dig a little deeper and another forty units were constructed, being completed in June this year, these are gradually filling up.

There are two sizes available 40 units 10ft x 20ft at \$40 per month and twenty units 9ft x 9ft at \$25 per month. All have roller shutter doors and customers use their own padlocks. Deposit is usually 1 month plus in advance, and it makes a pleasant change to have the hirers gear, instead of him having yours if he doesn't pay on time, due to this problems are few, though we have had to empty some sheds when the occupier failed to return and pay the dues.



You Can't Win!

If you build a big business, you're a greedy capitalist; if you don't, you're a failure.

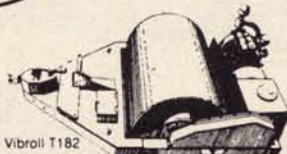
Many many times compaction efficiency of their own deadweight!



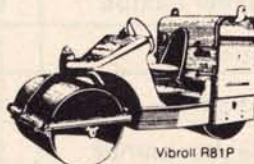
High density compaction capability coupled with light weight for ease of transport make Vibroll popular with Local Authorities and contractors around the world. Low initial cost. Rugged long — life construction. First rate spares service. Well over 1200 Vibrolls in operation in New Zealand.



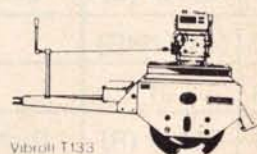
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SPEAR & JACKSON LETS KAWASAKI GO

Spear and Jackson Australia Pty. Ltd., Sydney based supplier of timber harvesting and processing equipment, hand tools, and materials handling gear, has announced that it will relinquish the national distribution franchise for the Kawasaki range of stationary engines and Power Pac generators.

Announcing the decision, joint managing director Martin McGrane said that the move followed organisational changes in the company.

Spear and Jackson has successfully negotiated for Leyland Power Systems Pty. Ltd., a division of Leyland Australia Ltd., to take over the national distribution of the product range. Leyland was formerly the company's South and West Australian distributor.

Mr. McGrane said that the change over would take place at the beginning of October.

During early September, Mr. Tetsuya Tanimoto, Export Manager of Kawasaki Heavy Industries, Japan, and Mr. Hiroya Tsuchiya, Manager of Kawasaki's representative office in Australia, were involved in lengthy discussions with Spear and Jackson executives following advice that the company had decided to relinquish the franchise.

Kawasaki products are used widely in industrial, rural and leisure applications.

Further information: Mike Bannister
SPEAR & JACKSON AUSTRALIA PTY. LIMITED.
95-97 Silverwater Road, Silverwater N.S.W. 2141.
Phone: 648 0573

BENEFITS OF BANKCARD

BENEFITS OF BANKCARD: At a meeting a couple of months ago, Hartley Bretherton, Bankcard Senior Promotions Officer for Bank NSW, spoke to us on the use of Bankcard in the Hire Industry. He convinced us that we were fairly ignorant of the many benefits of the Bankcard scheme and urged that we contact the B/C officer in our own Bank. Here are some of the benefits:

a) Opportunity for increased turnover; The large number of people carrying Bankcard will mean more potential customers, particularly to merchants who do not now offer credit facilities.

b) B/C Cardholders have Instant Purchasing power: B/C presents the opportunity to sell on the spot. Cardholders are able to select higher quality of additional goods if they wish, rather than choose items within the price range of the cash in their pockets.

c) Money in the Bank — Just like Cash — No necessity to Carry Debtors As soon as sales vouchers are deposited at your merchant's branch, the amount is credited to the account. Vouchers can be deposited daily.

d) Less Risk of Cash Losses from Theft: The less cash on the premises the better. There is no value to criminals in B/C sales vouchers.

e) Saves time and Trouble in Chasing up Debtors

f) Cheaper & Simpler to Run than in-store Credit Systems: Overseas studies show that it usually costs retailers more to run their own credit scheme than to operate with bank credit cards.

g) Simple to Administer and Run: The simple docketing & banking arrangements mean that all staff can quickly understand and operate Bankcard.

h) Bankcard Credit will Enable Merchants to Develop New Customers Into Regular Customers: More repeat business.

To Cut or Not to Cut — That is the Question

To cut or not to cut...that is the question.

Whether it is not better in the end
To let the chap who knows not
the worth

Have the business at cut-throat
prices or

To take up arms against his competition,

And, by opposing cut for cut, end it.

To cut — and by cutting put the
other cutter

Out of business — 'tis a consummation

Devoutly to be wished. To cut —
to slash —

Perchance myself to get it in the
neck —

Aye — there's the rub; for when
one starts to meet

The other fellow's prices, 'tis like
as not

He's up against it good and hard.

To cut and to slash is not to end
the confusion

And the many evils the trade is
pestered with;

Of debt and mortgage such a
course portends.

Nay, nay, my friend, 'tis but the
forerunner.

'Tis well to get the price the
goods are worth,

And be not bluffed into selling
them for what

So-and-so will sell his goods for.
Price-cutting doth appear un-
seemly,

And fit only for the man who
knows not

What his goods are worth, and,
who, ere long,

By stress of making vain com-
parison,

'Twixt bank account and liabilities,
Will make his exit from the
business.

NEW PRODUCTS

INTRODUCING A NEW WORK HORSE FROM FLEXTOOL

The new 5 horse power Villiers Model C16 Engine is seen here coupled to our Model 212 flexible shaft driven sludge pump and is used by Flextool to drive their complete range of flexible shaft driven construction equipment.

Main Feature of this engine are

- Longlife cast iron crankcase
- Roller bearings each end of crankshaft
- Aluminium sump, overhead valves
- Reliable B.10 carburettor
- Oil bath air cleaner

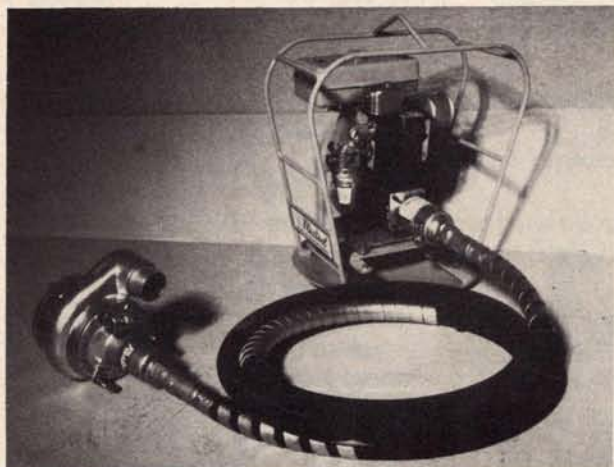
Flextool flexible shaft driven equipment powered by this new engine gives the user an all Australian made piece of equipment with the assurance of readily available spare parts and service back-up.

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Telephone:

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5 horse-power Villiers Model C16
Engine

NEW GENERAL ENGINEERING CATALOGUE FROM UNISTRUT

GTE Unistrut, newly established in Australia and now the only source of Unistrut, has just published a general engineering catalogue which is available, free of charge, to interested individuals and organisations. The catalogue shows the complete range of fittings now produced in Australia by GTE Unistrut — channels, fittings, nuts and bolts, mechanical supports, electrical supports, general framing applications, concrete inserts and continuously threaded rod and rod couplers.

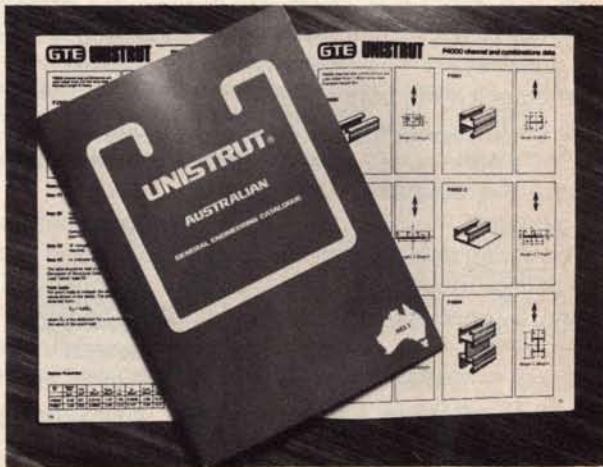
It expresses all dimensions and values in metric terms, including section properties, tables for beam and column loadings, deflections with worked examples and material specifications.

Some of the products listed new to Australia include P1000 T and P5500 T channels which are slotted and eliminate the necessity for combination channels, new trolley assemblies, curtain sliders, adjustable hinges, beam clamps which eliminate drilling on-site, column mounts and Uni-Clip conduit clamps.

A complete price list is available also.

From:

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PO Box 450,
Blacktown, N.S.W. 2148



New General Engineering Catalogue
from Unistrut

NEW PRODUCTS

AB PARTNER OF SWEDEN RELEASES 2 NEW MODELS FOR AUSTRALIA

The growing market for handy, cost and time saving portable tools has now two new models of the versatile multi-purpose cutting machine from A.B. Partner of Sweden.

The previous models of AB Partner machines have proven themselves in the use by Fire Brigades, Councils, Water and Sewerage Authorities, Electricity and Telecom Departments, Builders, Scrap metal dealers etc. etc.

The new models are the —

PARTNER K.65 the lightweight, truly universal machine with 12" dia. disc and 65 cc engine is easy to take along for all possible cutting occasions. Because of its devibrated handles and low weight, the K65 is very easy to work with.

K 1200, This completely professional machine with 100 c.c. engine, available with 12" or 14" dia. disc is the safest, fastest cutting and most reliable cutting saw ever developed by AB Partner.

1. 3-filter system with patents pending. This air filter consists of a pre-filter, a main filter and a protective spill filter. A filter of this kind is unique on power cutters and is fitted to both the K1200 and the K65.
2. The new developed ignition system Partner Ignitron is a transistorized ignition system reliable under the most severe conditions and insensitive to moisture, water, dust, dirt and temperature. It is also very easy to test.
3. T-port cylinder, which makes the decompression valve unnecessary but still makes the machine very easy to start. Another advantage is lower noise at idling.
4. A new and more rigid silencer.

For large scale cutting in concrete or asphalt, the K1200 could be equipped with diamond blade and mounted to a special trolley, which includes a water container, from which cooling water is directed to the disc. This cools the disc and provides better disc economy and at the same time the water keeps down the dust during cutting.

For further details contact the Australian Distributors, Chicago Company P/L, 16 Gladstone St, Parramatta. (02-683 2283).

HIRE and Rental Equipment News



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NEW PRODUCTS

PRESS RELEASE

THE COMFORTS OF THE OUTDOORS

Yet another Australian first! After lengthy field tests and Research, Merlin Fibreglass Pty Ltd., have again led the industry in designing and manufacturing two new products, namely:-

1. A Portable Shower
2. A Portable shower-toilet combination.

Hot and cold water is delivered to both models, including the hand basin in the combination unit.

Both units can be trailerised, and can be powered by either bottled gas, or electricity. This gives each unit freedom to be used in even the most remote areas; in fact, anywhere outdoors.

A feature of the combination model is that both compartments can be used simultaneously.

These units are specially designed for use either in a working or recreational situation. This leads, then, to such a wide cross section of applications as work gangs, mining, building and civil construction work, or maintenance, mining, building and civil construction work, or maintenance, farming, caravan parks, sporting fixtures, jamborees, or open air meetings.

SPECIFICATIONS

Shower Dimensions (see sketch) Weight Approx. 3 cwt.empty, 11 cwt full.

Construction Steel Base and Top Frame, 4 Lifting Points, Walls — 1" Colourbond Steel and Foam sandwich, Fibreglass Waste Holding Tank.

Capacity 90 Gals. Hot Water restricted to 1 Gal per minute. Hot Water Service Electric 15 Gal Mains pressure. Gas Junkers Mains pressure.

Electrical connection 3 pin 15 amp single phase.

SHOWER — TOILET UNIT Dimensions 7'2" long by 5'2" wide by 8'3" high

Weight approx 8 cwt (empty)

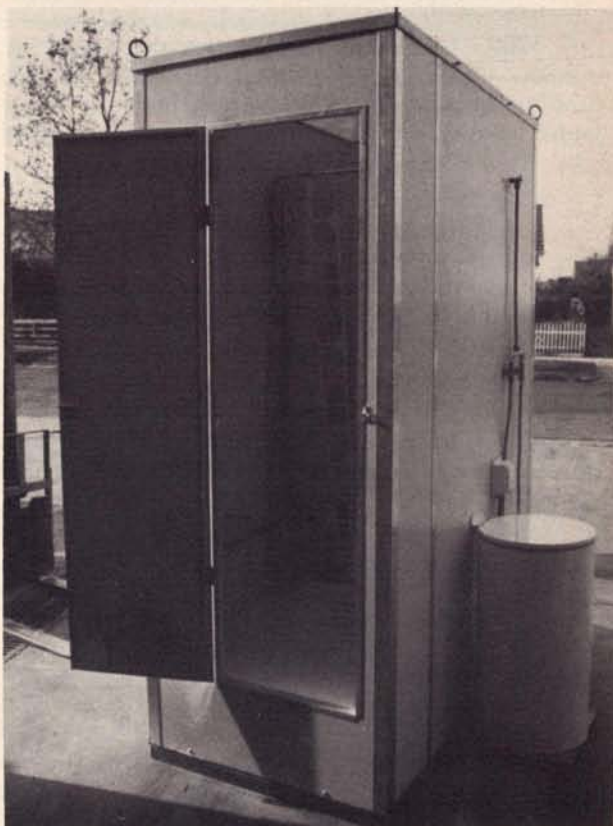
Construction Steel base and Top Frame.

Walls - 1" Colourbond Steel and Foam sandwich, Tanks Fibreglass, Seperate Toilet and Shower Sections, Capacities Water Tank 100 Gals, Toilet waste 105 Gals, Shower waste 90 Gals.

Hot Water Service Shower and Hand Basin, Electric 15 Gal mains pressure. Gas Junkers mains pressure. Water Pump 12 Volt Electric 'Breha', Battery 35 Amp/hr. Remarks - Toilet unit fitted with Merlin Water Seal Bowl and operated by heavy duty Marine Bilge Pump.



Shower/Toilet Comb. Unit



Shower Unit

Merlin Fibreglass Pty. Ltd.,
39-41 John Street,
Oakleigh,
Victoria, 3166.
Phone: 568 1026

THE ENTREPRENEUR AND THE PROFIT AND LOSS SYSTEM

If Men were free to try
John C. Sparks

Private ownership, private initiative, the hope of reward, and the expectation of achievement have always been primarily responsible for the advancement of mankind. Continued progress — be it spiritual, mental, or material — rests squarely upon a better understanding of the idea of individual freedom of choice and action, with personal responsibility for one's own decisions.

For the purpose of illustrating this idea, let us suppose you had lived in 1900 and somehow were confronted with the problem of seeking a solution within 54 years to any **one** of the following problems:

1. To build and maintain roads adequate for use of conveyances, their operators, and passengers.

2. To increase the average span of life by 30 years.

3. To convey instantly the sound of a voice speaking at one place to any other point or any number of points around the world.

4. To convey instantly the visual replica of an action, such as a presidential inauguration, to men and women in their living rooms all over America.

5. To develop a medical preventive against death from pneumonia.

6. To transport physically a person from Los Angeles to New York in less than four hours.

7. To build a horseless carriage of the qualities and capabilities described in the 1954 advertising folder of any automobile manufacturer.

Without much doubt you would have selected the first problem as the one easiest of solution. In fact, the other problems would have seemed fantastic and quite likely would have been rejected as the figments of someone's wild imagination.

Now, 54 years later, let us see which of these problems has been solved. Has the easiest problem been solved? No. Have the seemingly fantastic problems been solved? Yes, and we hardly give them a second thought.

It is not accidental that solutions have been found wherever the atmosphere of freedom and private ownership has prevailed wherein men could try out their ideas and succeed or fail on their own worthiness. Nor is it accidental that the coercive force of government — when hooked up to a creative field such as transportation —

has been slow, plodding, and unimaginative in maintaining and replacing its facilities.

Does it not seem odd that a privately-owned automobile company found it expedient to sponsor a national contest with tremendous prizes and to conduct its own search in order to correct the faults of the publicly-owned and inadequate high-way system? The highway dilemma has become more and more acute until someone other than the public owner seeks an answer. If the points of ownership had been reversed in 1900 — that is, motorcar development in the hands of the government, and highways left to private individuals — we would today likely be participating in a contest sponsored by the privately-owned highway companies to suggest how to improve the government's horseless carriage so that it would keep pace with the fine and more-than-adequate highways.

How could roads be built and operated privately? I do not know. This is a subject to which none of us directs his creative attention. We never do think creatively on any activity pre-empted by government. It is not until an activity has been freed from monopoly that creative thought comes into play.

But go back to 1900. Could any of us then have told how to solve the six problems to which solutions have been found? Suppose, for instance that someone could at that time have described the looks and performance of a 1954 automobile. Could any of us have told him how to make it? No, no more than we can describe how privately to build and operate highways today.

What accounts, then for the 1954 automobile and other "fantastic" accomplishments? Government did not pre-empt these activities! Instead, these have been left to the area of free, uninhabited, creative thinking. Millions of man-hours of technically skilled, inventive thought have been at work. And the end is not yet. Nor will there be an end if the inhibitory influence of government is confined to its proper functions of protecting equally the life, liberty, and property of all citizens; if men are free to try their ideas in a competitive and voluntary market.

This discussion paper was produced by THE FOUNDATION FOR ECONOMIC EDUCATION P.O. Box 174, Indoorspilly, 4068.

Three years ago the U.S. McKinsey Quarterly published a paper by John M. Stewart, former executive director of the U.S. National Commission on Productivity. An edited version of Stewart's hard-hitting opinions on how the U.S. Federal Departments and agencies frustrate productivity advancement.

Productivity jeopardized by 'Public Interest'

"No federal department — in fact, not one of the government's 2.5 million civilian employees — has a shred of responsibility for evaluating or even monitoring, the effect of Federal actions upon the ability of the US private sector to create wealth — let alone upon productivity improvement," claimed John Stewart in his opening lines.

He sought not an aggrandizement of central planning, but more awareness of government actions on economic growth and the nation's capacity to compete. The irony, however, is that much of the harm arises from concern for the public's interest.

"Yet our most fundamental interest — productivity to create jobs and our standard of living — is totally without representation in the councils of government ... When we jeopardise our industrial productivity we are jeopardising the public interest itself," he stressed.

"... we should then seek to create a governmental entity to challenge the actions of governments on the basis of productivity impact, just as they are now challenged on the basis of environmental impact."

While he was executive director, the Commission found that industries were far more aware than government personnel of the need for better productivity and far more motivated to winning it. Fewer than one per cent of the political jurisdictions in the country had an organised productivity programme of any sort.

"Yet every year we add the equivalent of an entire steel industry to government employment. Obviously there is more government concern with productivity in the steel industry than with those added

employees — or with the 12.5 million, including military personnel, who now make up about 18 percent of the U.S. workforce," he wrote.

"If an agency is doing something counterproductive and you increase its efficiency, it becomes just that much more counterproductive."

As an example he explained how, during a severe shortage of grain trucks on the railways, the Interstate Commerce Commission ruled that no more than 20 percent of the crop should be hauled by the more efficient, larger unitrains, because the ICC has a mandate to protect the small shippers who have no unitrains.

The Productivity Commission asked if an economic analysis had been done on the small shippers trucking to the unitrain lines. It had not even been considered, because the ICC was charged with protecting the small shippers not with holding transport costs to a minimum.

"No one within these agencies themselves — or elsewhere in government ... — is responsible for examining the economic effect of their activities on regulated industries, much less on the productivity and the efficiency of the economy as a whole," he argued.

Legislature changes

Although the cost to the U.S. runs to billions of dollars annually, to change the situation is not simple. To change the mandate of agencies may find some in favour and some against; the final result could be worse than what existed, he felt.

But to change their mandate with a direction to economic accountability would probably be

easier. Through productivity impact studies, regulatory actions would have to be framed so they are not only legally, but also economically defensible.

In addition he believed the proposed entity could assess how to help industries to meet foreign competition, and the effect of research and development expenditures, progress and patterns.

"Every time the Productivity Commission looked at productivity problems in an industry, it found a need to change government regulations or rules in order to get maximum productivity improvements," he declared.

"In the food industry, for example, which accounts for 10 percent of our gross national product, only 15 percent of all productivity opportunities required change on the part of the labour unions. Another 35 percent required change on the part of management, but 50 percent required change on the part of government.

"Meaningful productivity improvement, then, calls for a co-ordinated effort by all three parties working together. How such an effort is organised is not terribly important. But it should have a five year life-span, so that it can tackle the rough problems requiring two or three years of work — and it should not be required to take up too many sectors or industries at one time."

He pointed out that a society with ever-rising expectations needs ever-rising productivity. But then to run at a productivity annual growth of about 6 percent would currently create unemployment and the need for radical changes in the tax system of the U.S.

Reprinted from Australian Productivity Action.

HIRE and Rental Equipment News

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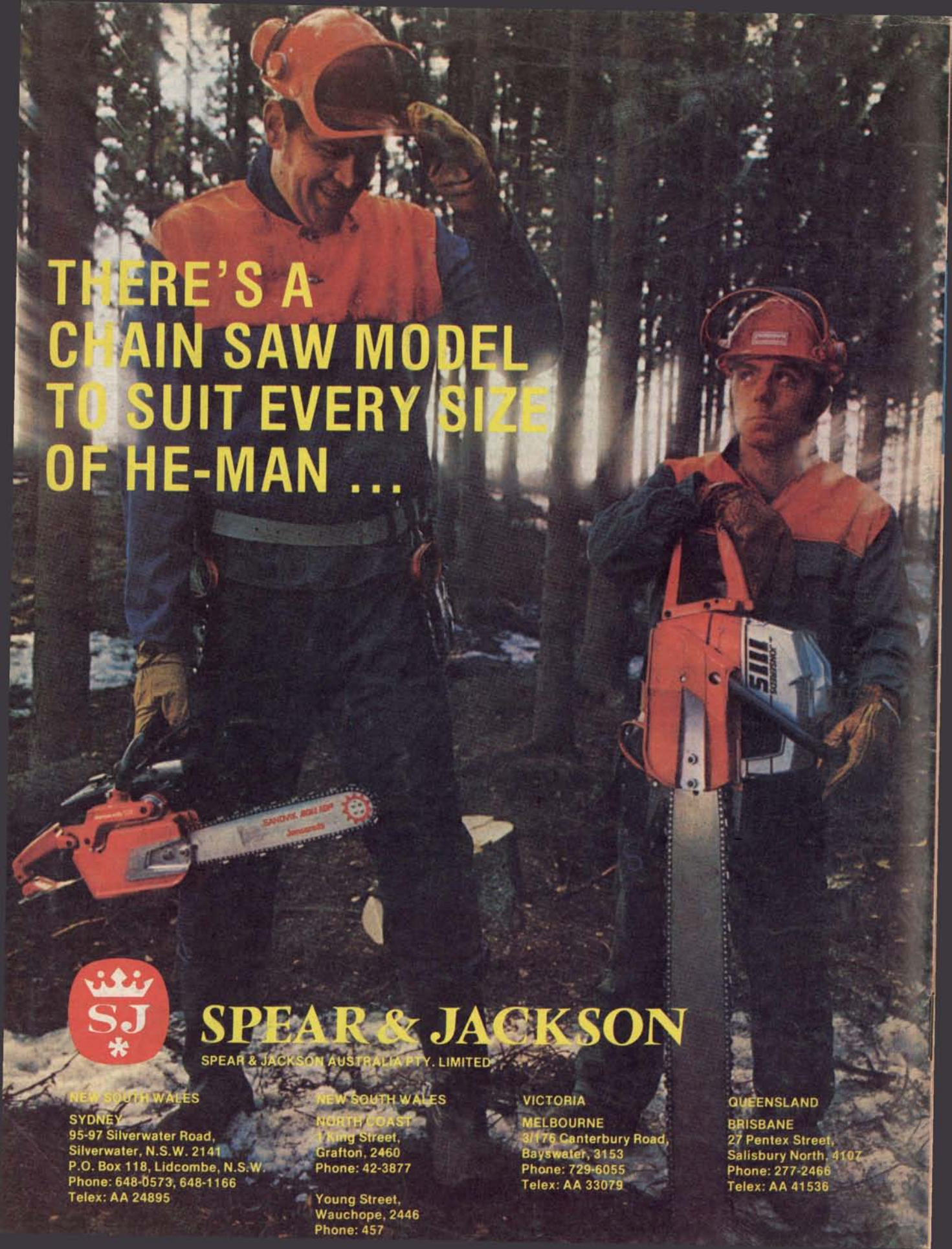
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The background of the advertisement features two men in a forest setting. The man on the left is wearing an orange helmet, a high-visibility orange vest over a blue long-sleeved shirt, and dark trousers. He is holding a red and black chainsaw with a silver bar. The man on the right is wearing a red helmet, a high-visibility orange vest over a blue long-sleeved shirt, and dark trousers. He is holding a red and black chainsaw with a silver bar. Both men are looking towards the camera. The forest has tall, thin trees and dappled sunlight filtering through the leaves.

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



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Bayswater, 3153
Phone: 729-6055
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27 Pentex Street,
Salisbury North, 4107
Phone: 277-2466
Telex: AA 41536