

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

HIRE

AND RENTAL EQUIPMENT NEWS

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**THE
NEW**

Gerni

Model G-mini

**HIGH PRESSURE CLEANER 240V
AN ECONOMICAL SOLUTION FOR
SMALLER AND MEDIUM CLEANING JOBS**



SPECIFICATIONS:

Weight, kg	24
Width, mm	440
Length, mm	660
Height, mm	285
Electric Supply	240V
Electric Motor	2 H.P.
Electric Cable, m	10

SIMPLICITY! LIGHTWEIGHT! GOOD RETURNS!

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HIRE

AND RENTAL EQUIPMENT NEWS



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

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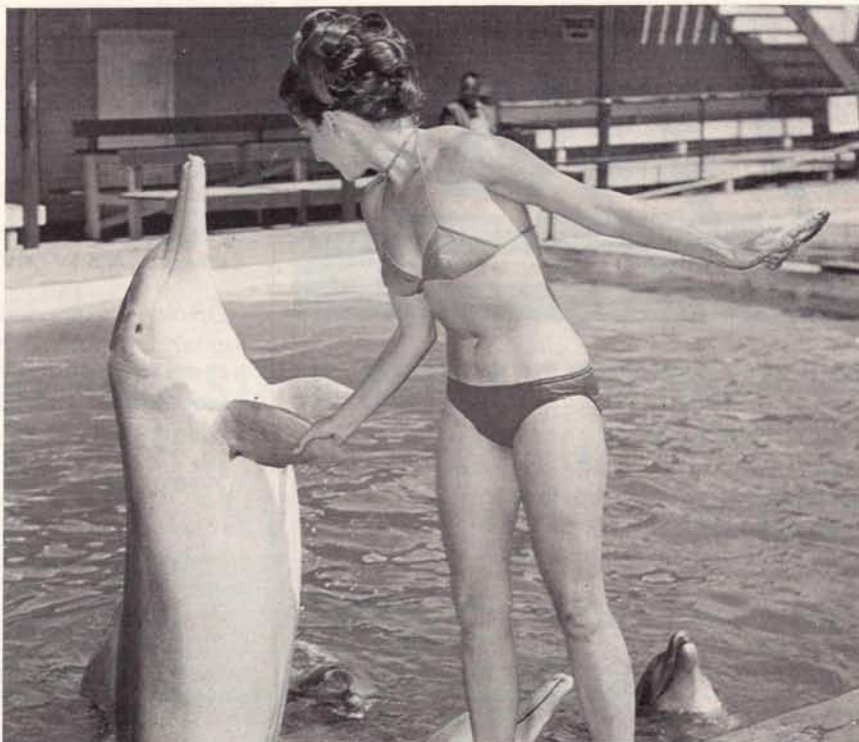
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1979

8th ANNUAL CONVENTION AND HIRE EXPO

AT SURFERS PARADISE

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 in the near future.



viewpoint

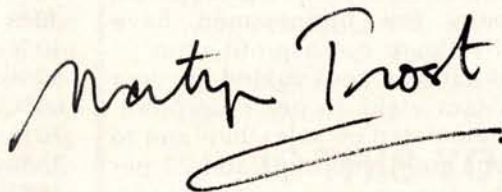
A new year starting for us all and here's a point of view that I've tried over the year to put to many people.

From the mid seventies customers in all walks of life have become more critical and cost conscious when paying for goods or services.

Why is this? Perhaps because the con man has become more prevalent? I don't really think so. I believe that as costs have increased, principally due to inflation, that the service has decreased almost directly in proportion. But worse still, not only has the amount of service decreased, but also the quality of service. And why should a youngster worry. Today his theme is "to do his own thing". And if he doesn't want to work then he can dole bludge and earn enough to lie on the beach.

But what this does is to present a tremendous opportunity for those Companies who can offer a service that is quick, efficient and genuinely has the customers interest at heart. That extra effort is ensuring equipment is clean, working well...the friendly smile and asked for advice...all go towards the business that is the sweetest of all – repeat business.

Think about it.



Marty Trost



A TECHNICAL TRAINING COURSE FOR THE HIRE INDUSTRY?

As any industry becomes better organised there is usually a call from within for some form of basic training for its members.

And why not the Hire & Rental Industry?

A pipe dream? Certainly not. Already our colleagues in the States have instigated a one year equipment rental programme at the western Iowa Technical College.

How could we organise this in Australia?

As a thought starter divide the course into two sections — Firstly, basic introduction to the Hire

& Rental Industry. Such subjects as technical knowledge, public relations, marketing, salesmanship and basic management.

And then refresher courses for owners/managers which could encompass accounting management, new products, expansion projects etc.

Courses could be organised as half days for beginners and perhaps week end seminars.

Anybody interested may care to drop us a line.

HOW MUCH 'PROFIT' IS PROFIT?

It's really amazing but in recent surveys conducted by a well known Management Consultant company few businessmen have learned to properly figure out a profit ratio.

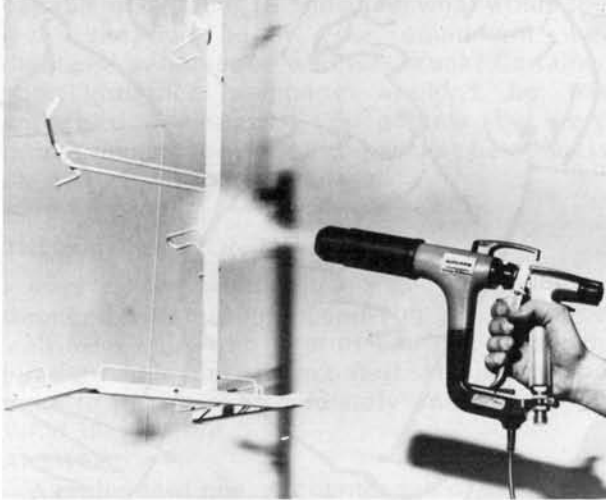
Remember that 20 per cent added to your costs does not in fact yield 20 per cent profit. Profit is properly calculated on sales/hire and to make a 20 per cent profit you must add 25 per cent to your cost.

Below is a schedule that may help you to realise extra profit dollars.

5% added to cost is 4 3/4% profit on your costs.
8 1/2 % added to cost is 7 % profit on your costs.
9% added to cost is 8 % profit on your costs.
10% added to cost is 9 % profit on your costs.
12 1/2 % added to cost is 11 1/8 % profit on your costs.

15% added to cost is 13 % profit on your costs.
16% added to cost is 14 1/4 % profit on your costs.
20% added to cost is 16 2/3 % profit on your costs.
25% added to cost is 20 3/4 % profit on your costs.
30% added to cost is 23 % profit on your costs.
40% added to cost is 28 1/2 % profit on your costs.
50% added to cost is 33 1/3 % profit on your costs.
60% added to cost is 37 1/2 % profit on your costs.
70% added to cost is 41 % profit on your costs.
75% added to cost is 42 3/4 % profit on your costs.
100% added to cost is 50 % profit on your costs.

ADVANCED SPRAYING EQUIPMENT



New paint spraying equipment that can save materials and time whilst improving product finish quality has recently been released on the Australian market.

A combination of two advanced technologies, airless and electrostatic spraying, the new units, manufactured in West Germany by Wagner are available through J. Wagner (Australia) Pty. Ltd.

The combined advantages of the highly advanced airless and electrostatic spraying technologies offer many cost savings to the user. The reduction in material usage and increased output through improved performance will recover the initial purchase price in a short time.

In electrostatic spraying a finely variable D.C. voltage generates an electrostatic field between the component to be sprayed and the gun. The charged paint particles move along the field lines to the earthed article. Of unipolar charge the flying paint particles repel each other and apply themselves uniformly to all surfaces on the object to be sprayed. As the field lines envelope the article, paint is evenly applied to the rear surfaces as well. This is the well known electrostatic "wrap around" effect.

The other feature of the Wagner unit, airless spraying, utilises a method of pumping the paint out an atomising nozzle at very high pressure applying the paint with unequalled speed and eliminating excessive misting and fogging inherent in air-operated guns. In concert with an airless unit operated by electric, diesel, petrol or

air motors, the Wagner Airless/electrostatic unit will apply almost 100% of the spraying medium in a single pass. A significant saving considering the high cost of finish materials.

A saving in time of up to 80% can be achieved when spraying pipes, small components, screens, etc. Booth clean-up is dramatically reduced and working conditions improved.

A bonus feature with the Wagner unit is that it can be used on out door locations away from power sources. The electrostatic can operate from a 12 volt car battery that can be recharged overnight via the power pack whilst the airless unit operates on petrol or diesel motor power.

This enables the unit to give top spraying performance in large scale architectural, building and construction work as well as in manufacturing.

Further information is available from J. Wagner (Australia) Pty. Ltd., 381 Swan St., Burnley, Vic. 3121, telephone 42 3321, in Sydney, telephone 51 1218.

HOW TO KILL AN ASSOCIATION

1. Stay away from the meetings.
2. If you come, find fault and never offer an alternative.
3. Decline office or appointment to a committee.
4. Get sore if you are not nominated or appointed.
After you are named, don't attend board or committee meetings.
6. If you get to one, despite your better judgement, clam up until you get outside.
7. Do not work if you can help it.
8. Oppose all banquets, parties, and shindigs as being a waste of the attendees money.
9. If everything is strictly business, complain that the meetings are dull and the officers belong to the old guard.
10. Never accept a place at the head of the table.
11. If you aren't asked to sit there, threaten to resign because you aren't appreciated.
12. Don't pay your dues.
13. Read mail from headquarters only now and then, never reply if you can help it.

IS THIS YOU?



WHAT WOULD YOU DO?

Operating a business of hiring and renting equipment to the general public brings in problems that are unique and often require investigation on the part of the businessman involved.

A few problems, and possible answers, are listed and discussed in this article.

Would you have reacted any differently?

LOCAL BOY SCOUT ASSOCIATION

The local scoutmaster calls in and asks if they can borrow some equipment, at no charge, for some maintenance work on the local scout hall. They require a chain saw, electric drill, and a Kanga Hammer. He assures you the equipment will be handled safely. Will you assist? If not why not?

ANSWER: This is a hard one to answer. Firstly you do not wish to be non charity minded. Secondly, most of the scouts fathers are potential hire customers. Nevertheless you have to appreciate that your equipment will be used in an environment where parental authority is minimal

What would your legal position be if one of the boys injured himself using your equipment?

We suggest you give a firm 'no' to this request, offering your help in other ways. Remember in all voluntary organisations the actual level of responsibility is usually very low.

A "HAPPY" CUSTOMER

A customer who you know quite well arrives late on a Friday afternoon and requests the hire of a trailer. He is boisterous, happy, and has obviously been drinking a fair bit. Would you

refuse to let him have the trailer?

ANSWER:

Has this ever happened to you? Never? One particular company we know said he regularly had to turn away drunken customers. You must remember that you have not only the right but also the responsibility of refusing to hire equipment to anybody who you believe is not capable of handling it. And again what would the legal situation be if your equipment was damaged by someone who was drunk? Certainly your insurance company wouldn't be too impressed. We suggest you politely, but very firmly, suggest to your customer that he collects the trailer the following day.

THE SANDER WON'T WORK

Its 9 am on Saturday morning. Your counter is thronged with customers and you get a 'phone call from Mr X who informs you the sander he hired an hour back won't start. He insists you drive to his house immediately and sort it out. What do you do?

ANSWER:

A really hard one. A counter full of customers waiting to do business and an irate customer on the phone. A couple of questions. Did you check the sander before it went out? Find out what the problem is over the phone?

Probably to maintain your integrity you would have to go out. If there was no problem then charge the customer for a service call and put him on your "do not rent again" list.

LATE RETURN OF EQUIPMENT

It's almost closing time when a customer calls to say the carpet steam cleaner he rented will be returned in "about half an hour." Unfortunately a regular customer has booked the cleaner for the following morning at 8 am.

Do you wait? Charge him extra? Go get the cleaner yourself?

ANSWER:

Several alternatives, after you've simmered down, counted to ten slowly and vowed life would be easier if you weren't in this rotten hire business.

- a) Wait and charge the customer overhire.
- b) Let the customer bring in the cleaner the following morning and charge him an extra days hire.
- c) Pick up the cleaner yourself — as a conscientious operator you need to check it over for your next customer — don't you?

Four problems. Each with a variety of solutions depending upon the operator, the customer, time of day etc.

How would you have reacted?

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.

**HIRE RATE
COMPARISON**

In a recent issue of **HIRE AND RENTAL EQUIPMENT NEWS** we requested data on rates and rentals from Association members.

Unfortunately the response was very poor. In fact from all our members we received only five replies.

Such information could be of benefit to all members, once collated and printed in a simple form. It would be of immense help to rental owners across Australia, who may be in need of some guide in establishing rental rates.

May we therefore ask you to once again review the chart, fill in and forward to us as soon as possible. The ultimate benefit will be yours.

The chart has been reprinted and follows on the following pages.

Remember utmost confidentiality will be maintained.

P.T.O.

HIRE RATE COMPARISON

For: Handyman & Partyhire Equipment, Building & Contractors Equipment.

EQUIPMENT HIRED	CHARGE RATE			FREQ. OF HIRE	EQUIPMENT HIRED	CHARGE RATE			FREQ. OF HIRE
	DAILY	WEEKLY	MONTHLY			DAILY	WEEKLY	MONTHLY	
Builder/Handyman Equipment					Hoist 1 Barrow				
Air Compressor 8CFM					Hammer Kango				
Air Compressor 160CFM silenced					Hedge trimmers				
60 ft Air Hose & fittings					Jack 10 ton hydraulic				
50 lb Breaker silenced					Jack 2 ton trolley				
Small rock drills					Ladder 8 ft step				
Larger rock drills					Ladder 14 ft step				
Clay Spade					Ladder 10/18' Extension				
Impact Wrench 1 "					Ladder 16/42' Extension				
Arc Welder 240 volt 130 amp					Lawn mower Petrol				
Battery Charger 6 or 12 volt					Lawn Edger petrol				
Blow lamps					Pump 2 " standard petrol				
Bow Saw					Pump 3 " centrifugal petrol				
Belt Sander 3 "					Pipe Bender to 2 " hydraulic				
Brick Elevator					Post hole borer				
Builders Storage Shed 10' x 7' with floor					Ramset gun				
Bush Cutter					Sledge hammer				
Barricades, Lights & Signs					Steam cleaner				
Carpet Shampoo Machine					Shovel				
Car Polisher					Trestles 8 ft pair				
Car Roof Racks					Plank 10 ft				
Concrete Mixer 2 cubic ft					Trailer 6 x 4 box				
Concrete Barrow					Trailer Tandem car				

HIRE and Rental Equipment News

Concrete Vibrator					Truck 1 ton utility				
Concrete Trowel					Truck 2 ton van				
Concrete Saw					Truck 4 ton tabletop				
Crane Portable 1500 lbs					Vacuum cleaner industrial				
Chain Block 10' drop 1 ton					Wheel barrow				
Chain Saw 21 " Petrol					Party Hire Equipment				
Chain Saw Electric					Ash trays				
Circular Saw 9 "					Air cooler				
Conveyor 23 ft					Barbecues & Gas				
Cowley Level					Beach umbrellas				
Compactor 1 ton					Chairs — stackable or folding				
Drain Snake Electric 2 " -8 " pipes					Cups & saucers				
Drills ½ " Percussion					Plates				
Drills 3/8 Portable					Trays				
Extension Lead 100 ft					Table cloths				
Floor cramps (pair)					Cutlery— Dessert spoon, knife, fork				
Floor Sander 8 "					Food warmers				
Floor Stripper					Flooring				
Floor Polisher 12 " /16 "					Glasses — Beer/wine				
Fan 24 " Pedestal					Heaters				
Grinder Bench type 6 "					Party lights 50 ft lengths				
Grinder 9 " angle					Marquees 25' x 50'				
Generator 2Kva					Tarpaulins 18' x 24'				
Generator 15Kva					Trestle table 10 ft				

HIRE and Rental Equipment News

COMPANY NAME

ADDRESS

..... Postcode

Please return completed form in envelope provided
or address to: The Editor, Hire & Rental Equipment
News, 2 Dale Street, Brookvale 2100.



MAINTENANCE PROCEDURES

The following article has been written from a talk presented by John Wight at a recent Hire Association meeting in New Zealand. We believe that what Mr Wight expounds is right on the ball regardless of whether it be New Zealand, Australia or Timbucktoo.

Thank you for your invitation to speak at this meeting. I feel a little bit in the capacity of teaching the grandmother to suck eggs among you experienced fellows in the maintenance procedures relating to hire equipment. It is quite obvious that practically all of you would be leaders in your vocations and field of operations. You are all undoubtedly decision-makers and therefore I feel that we can skip the nuts and bolts and deal with the cost of maintenance and the aspects of preventative maintenance.

You will find quite a misnomer in the title of this address which is "Maintenance Procedures".

Firstly, and right through, I wish to emphasise that all the factors for assessment and control of maintenance are yours. They are all human

factors and the power machine — it cannot think, it cannot do anything right from its conception and all things relevant to its manufacture, its use and its maintenance — that is all for human consideration and control.

Secondly, maintenance as you are all aware, is invariably the second most controllable factor of the cost structure of the hirer. Very great emphasis and importance should be placed on keeping your maintenance factor under tight control. I feel again that it is through you in the individual costing of each item of equipment before you actually sell it and then, of course, in working out the right time to sell the unit after you have had it in the hire fleet. It is over to you to do your homework in assessing the market to



see you are buying the right machine for the function you wish to use it.

You know that when you are going to buy there might be five or ten on the market. The one that looks the best and costs the most will not necessarily be the best, your job is to assess and assess it thoroughly to see that it is the right machine to do the right job. The best machine and the one needing the least maintenance and giving you the greatest availability of parts from the supplier etc, will be the one to choose.

When does it start? In my opinion it starts right back where some inventor may have had some type of orgasm in the night or some such thought in mind at least a new product and from that stage he won't be satisfied until that thought has been transposed into a machine and so it will pass through the stage of probably a backyard development — does it work? Has it got potential? After it has been gone into thoroughly it should be handed over to properly qualified designers and they should, right from the very point of initial design, before putting pen to paper, assess the market and decide what life expectancy is going to be required of that machine. How many years do you want it to last? Are you wanting to dig small drains with it or widen the Suez Canal? How well do you want it to be maintained and for what period of time?

Qualified engineers can quite readily ascertain the life cycle of mechanical pieces of equipment. You know how long a power machine will last by assessing the life expectancy of all its components.

It all goes back to human factors and then its over to the manufacturer to faithfully reproduce the machine that the inventor has created and the designer has designed and the manufacturer

then faithfully reproduces it according to the design specifications.

If he thinks that the machine will function well it should then be tested in the field. Does it work? Does it work well enough and to what standard can it perform? After thorough testing then it should be put on the market and possibly put into production.

THE ADVANTAGES AND PITFALLS OF BEING PRICE CONSCIOUS.

At this stage unfortunately, everyone suddenly gets very price-conscious. You start to think of what can be chopped out, what can be made cheaper. Reduce price and often a manufacturer in all good faith will be virtually forced to chop price as well as quality and produce an item not suited for the home market. It may satisfy a home gardener, but no way would it satisfy the hire market.

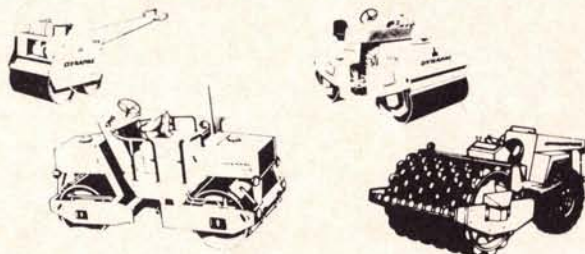
It is over to you to individually assess each machine before you buy it. It's too late afterwards.

Some of our local manufacturers and some of our suppliers supplying overseas markets are falling very far short of providing the necessary

(Continued page 12)

↓ **DYNAPAC**

VIBRATORY ROLLERS FOR ROCK, SOIL AND ASPHALT COMPACTION



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

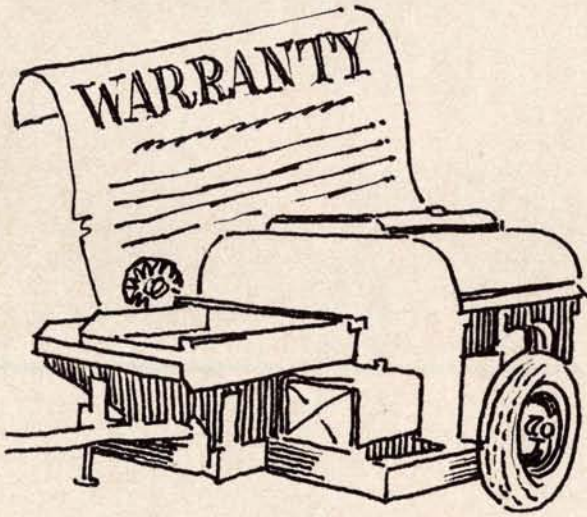
WORLD LEADER IN COMPACTION

↓ **DYNAPAC** Pty. Ltd.

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

back-up literature to enable the buyer to fully assess the product being offered.

The least that any supplier should offer is a specification sheet and drawings showing the general arrangement of all the components of a given machine. Only on seeing these can you make a thorough assessment of what you are buying, i.e. have there been modification changes since the last model? Have they taken tubes out of tyres?



... and what about back up service?

I have been completely horrified in having discussions with suppliers to find how little engineering or technical back-up for products there is in New Zealand. Some good products come through, but no way can I recommend our company to purchase a machine for which there is no full back-up. We must not be told — "Yes, we have got parts and all the information you want; we have got to physically see that they have the parts. If necessary go along to their factory or warehouse and collect a few spare parts for these machines. You will get tremendous yarns, tremendous. Go along and buy some parts a few months later and see how many are on the shelf. We are not in business to lose money. The object of our business is to make a profit from hire and to have the equipment available for hire we must have good technical back-up and an assured supply of spare parts and an assured promise of service by suppliers if required.

Reputable distributors, fully investigate before you buy, you cannot blame them for trying to sell their product but you have to assess that

product. Is it what you want?

I go back to the design criteria. This morning we arrived quite late but I had a wee snooze on the way down. I had complete confidence that there would not be any failure, that a wing would not fall off. Because the design has been faithfully gone into. We know that this aircraft is going to get to its destination. This is what we should expect from our equipment, in our hire fleet. You cannot afford to be penny pinching when you buy, be prepared to buy quality. You won't make money unless you get continued availability of spare parts and technical back-up available in written form and any service available from your suppliers.

The machine itself, all of the things we hire, are objects and are controlled by human factors. They are totally in your control once in your fleet. Check your market, survey all like products, consider rationalisation when you are buying. In general, is the engine on it similar to those already in your fleet. Buy to get a degree of rationalisation.

ANALYSE WHERE IT WILL FIT INTO YOUR REGISTER.

You have taken the plunge and you have bought the article. Firstly, you must identify it on your fleet register. You must be able to follow through exactly what that item costs you. Is it available full-time? Only by knowing the productive time of a machine can you assess your costs. You may have five rotary hoes and one of them is a dog. You want to sort that dog out or the efficiency of the rest will go down.

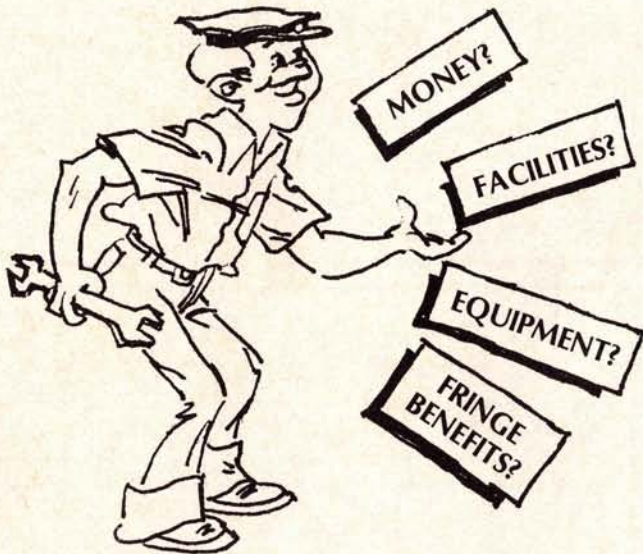
People with smaller businesses — you have it over us in the bigger operations. You are totally in control. No excuses to let these things go unnoticed. We do with large items scattered throughout the country have a little problem keeping track of everything. We have got it fairly well under control. The bigger the company and greater the overheads, the more dead heads and I hope I'm not classed as one of those. You've got to make each operation more efficient, cut down maintenance, you got to be scientific in your approach. What is the optimum time to sell? How long can you afford to keep an article? It goes back to the supplier. What do they say about preventative maintenance? Do they tell you what oils to put in how to put them in and how to change it? You all should have a sheet setting out what has to be done and when. No way should an article go out for hire again till it's been properly serviced.

(Continued page 13)

The key to saving money on major repairs is to not use a machine when it requires servicing. I refer now with apologies to the ladies present that a machine can be likened to a woman. A little bit of tender loving care and the right sort of lubrication at the right time and it's amazing how they will respond. If you look after your machine well it seems to work better.

Make sure when you hire out a particular piece of equipment that it is going to be used within the design specifications. Where are the machines going out? Are they going to be used for the right thing? You are in a position to control all these things. Your action to select the optimum disposal time. When you bought it, availability of the machine, what you have spent on it, is it having a continual failure. Are you detailing all these things to enable you to properly assess? Have you got a bad machine which, if given just a minor modification by someone who knows what he is doing, would make it into a useful machine.

Don't forget the mechanic...



Your mechanic is likewise. What sort of facilities do you provide for him? You are expecting him to save you money if he does his maintenance correctly. And I do feel that too many are too penny pinching. You want the best man — are you prepared to pay him? Are you prepared to give fringe benefits? Having got him do you provide facilities to keep him? There is no better person than one who has been with the firm a long time. I am not suggesting that it is good, in fact, to do all your own maintenance. I feel we ought to try, as an Association, to put the onus on our suppliers to ensure that they have a

token force to maintain any piece of equipment that they sell.

I feel this is a prerequisite to them putting out their plate and saying we are retailers of machines. Many are not in a position to do that today. I feel we ought to try to work towards just a little bit of co-operation as a hire association what we expect from suppliers when they sell us gear. Do we have access to a man who knows how to fix it quickly?

WHAT CAN WE DO WITHOUT?

Hearing a previous speaker talking about Television advertising reminds me of an ad in Auckland for Mum deodorants and there is a girl who can do without her make-up, do without her bra but not without her mum. I am suggesting that we can do without a lot of things. You either have him working for you, are one yourself or have one available. You must have someone available to make a controlled maintenance programme work. Do you think in terms of employing a mechanic of how little you can pay him or how much you can pay? And do you want him working with you or for you. If you can get him working with you he is part of the team, he will see the job's done right. He will tell you when things are going wrong and this will aid your preventative maintenance. You won't get steam unless you stoke the boiler. Get him well-fired and motivated and you will get the dollars looking after themselves.

MAINTENANCE IS IN YOUR CONTROL

Make sure of back-up, and a good mechanic keeping machines available. You only need yourself and a good Bank Manager and the business will operate. If you haven't got that then you will need to spend more money in the long run to find out where you are going wrong. All matters relative to maintenance are humanly controllable factors. No-one else can help you but yourself.

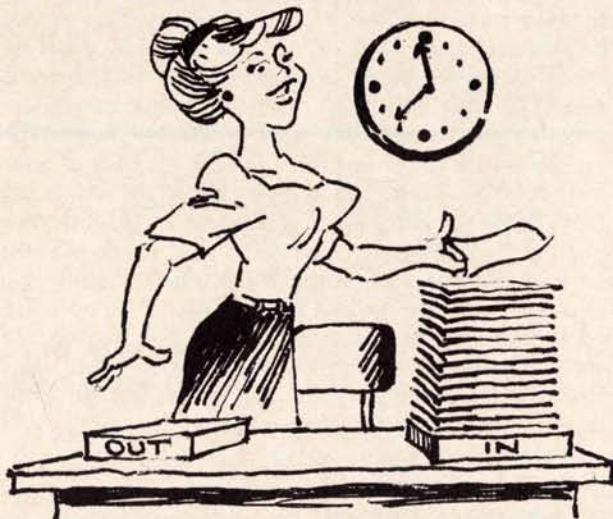
When you get a piece of equipment into the yard do you get your people together and go over with them the degree of maintenance, how it is to be carried out and how frequently? Do you ensure before hiring a piece out that you have adequate spare parts on your shelves. You should see that you have the filters for replacement on hand. You will send it out again and it will do the

(Continued page 14)

job but sooner or later the machine will suffer because you have not changed the filter.

Some of you may be interested in the fact that we can go to any of our branches and pick out any machine — there will be a reference stating when it was bought, how much it cost, how much has been spent on it etc. Only by this very costly installation can we keep a check on equipment. Obviously from the single operator that we have here to the sophisticated, we have a wide and diverse range of maintenance problems.

The more branches, the more people, the more machines, the more intricate the whole system has to become. Like a rising flood on the flood bank. We are all still learning. Masters overseas have still not learnt everything, and here in New Zealand we are fairly well up with the best of them. Unfortunately as the water rises we put up a sand bank.



We all hate paper but you have got to have it. Unfortunately one becomes a little divorced in my position from the nuts and bolts down to a more administrative control and you rely entirely on first class people working with you. Ask me about nuts and bolts and I will try to answer your questions. I know I can go back to the technical library. I can get on the phone and come up with information in ¼ an hour and this takes us back to relying on staff and having good people.

There is much I feel I could say but I want to get across that maintenance and the control of it is started so far ahead of you having a problem. It starts back to the design and maintenance factor and you should sell machines before things get to an age where it is going to cost you money and that is entirely over to you to do.

Unless there are any questions I will close on that and hope this talk has been of some value to you.



THE LATEST HIRE EQUIPMENT?

Not really, but it could be interesting!

Above, is reproduced the front cover of a brochure from Coates Hire Service, Canberra.

If they haven't improved the service, they certainly have improved the equipment!

A STORY SAD ... BUT TRUE.

..... there was a dealer who had never joined his Association. All his life he took the benefits won for him by the Association, but refused to join.

Then on his death bed he told his wife:

"Dear, please do something for me. I want the Association members to be my pallbearers".

"But you never belong to the Association," his wife objected, "Why do you want the members to be your pallbearers?"

"Honey," he replied, "they've carried me this farthey might as well carry me the rest of the way."

BACK TO THE CLASSROOM

A series of basic questions that sometimes we may forget. Answers are on the following page. See how many you get right.



1. Should you oil or grease welding equipment?

4. Why should electric grinders and sanders be blown out with air?

2. What is the proper dress for welding?

5. Why can't a 6000 rpm grinder equipped with a soft buffing pad be used to polish a car?

3. What should a customer do to his wood floors before using a floor drum sander?

6. What should you look for when checking in scaffolding?



BACK TO THE CLASSROOM... ANSWERS

1. Welding and cutting equipment should never be oiled or greased or be allowed to come into contact with oil or grease. Oxygen and oil or grease under the right conditions can react violently, resulting in explosions, fire and damage.
2. An easy one? You'd be surprised how many people are injured each year. Leather gloves should be worn to avoid burns from radiation and hot molten slag. Suitable facial and eye protection plus clothes that don't have excessive cuffs or pockets since sparks and molten slag could become lodged.
3. Before using a floor sander the customer should make sure the wood surface is clean and dry and all nails have been recessed so they do not come in contact with the paper.
5. Blowing out vents on electric grinders and sanders will insure that a sufficient amount of air will flow through the vents. The vents are on the equipment for a purpose — to keep armature and coil cool.
5. A 6000 rpm grinder, although it may take a polishing pad, runs too fast and could result in the removal of the duco. A car polisher should have a much slower speed, about 1700 rpm.
6. When checking scaffolding after it is returned, be sure all frames, crossbars etc are accounted for. Inspect Crossbars for secure bonding and make sure each frame has the appropriate number of wing nuts.

Introducing ...

IRELANDS PLANT HIRE MITTAGONG

1950 They began as a Caltex bulk fuel depot, gradually incorporating the sale of used farm machinery.

1960 Saw the building of a service station and Plant hire section.

1973 Plant hire began and they joined the Association.

1975 Opened a branch in Campbelltown.

About the Business: Irelands rent the usual gear associated with handyman-type hire. But, in addition, they specialise in U-Card Concrete — a ready-mixed concrete which is loaded into special tipping box trailers (supplied by Irelands, of course).

Being in a farming area, they also cater for the rental of agricultural equipment. A more unusual item in this line is their grain auger which is used

for the loading of wheat into Silos.

They have a franchise on Daihatsu vehicles (which probably encouraged their recent decision to go into truck rental). Staff at Mittagong consists of 16 including two apprentice mechanics. The Campbelltown branch is staffed by 4.

About the People: Irelands have a 300 acre property on which they breed horses for children. Bill particularly enjoys the farm and spends as much time as possible there. The farm is also useful for testing rental gear. Bill's sons Tony and Peter have other outside interests.

Tony has held a private pilot's licence for 12 years and likes to fly as often as possible. From 3-6th November this year, he and a friend will fly a 1933 Fairchild Ranger in the Sydney to Broken Hill Race. They hope they do better than last year when they only covered the distance between Bankstown to Hoxton Park! Tony also plays squash and cricket and is President of the Mittagong Cricket Club.

Peter was a Jackaroo for 3 years prior to joining the family business 4 years ago. He also plays squash and cricket but also enjoys a more unusual sport — archery.

FUTURE: When I asked what was their future goal, there was a chuckle before the answer came, "First and foremost to maintain a profit; secondly to build up our Campbelltown branch".



State News & Views

VICTORIA

NEW OFFICE BEARERS FOR 1979

The following were nominated and accepted as the office bearers for 1979.

President;

Mr. Brian Elms
Builders Aids Pty Ltd

Senior Vice President; Mr. Robert Langham —
Coates Hire Service.

Executive Committee: Messrs. Alan Eichler —
Abbey Rents Pty Ltd
Howard Hedley — Hedley Hire
Lionel Friezer — Pascoe Hire Service
Barry Cerda — Coates Hire Service
Graham Hornville — Hire Service & Leasing P/L
Norman Wright — Sunbury Hire Service

Office bearers will take over the positions at the Annual General Meeting on 13 February 1979.

VICTORIAN CONSTRUCTION DIVISION:

CHAIRMAN'S REPORT 1978:

The Chairman addressed the meeting, held on the 9th November:

"This meeting being the last for the year must, I am sure, provide many of us with mixed feelings as the meetings attended this year. We have of course changed the format a little more and covered a variety of topics. I consider that each and every one of us have gained from this change.

It is my opinion, should the body of those members attending here tonight wish me to carry on as Chairman I will do so to the utmost of my ability.

I consider that due to my own personal business commitments throughout the year of 1978, I have not been able to give completely the time that of course is necessary as Chairman and organiser, hopefully I will be able to give more of my time should I be elected again as Chairman.

I would like to take the opportunity of thanking those members of the Executive, in particular Jack Parker and Brian Elms, and those other members not on the Executive namely, Jim Nielsen and Mick Archer for their assistance in organising the formats of the meetings for our construction and Plant Division members.

I would like the comments of those members here tonight at this last meeting, as I have always in the past valued these comments.

I would like to also thank the many Associate members who have given our meetings their valued time and product knowledge. It would be difficult for me to thank each of these members individually for the efforts they have put into their displays and the time they have allocated to give of their product knowledge. All in all it has been worthwhile year and I consider that the coming year should be bigger and better.

I also consider that many of the topics that we plan to cover in this ensuring year should enhance our Association and strengthen it both in membership, harmony of interests and lastly may I thank those regular attending members, many of whom travel long distances for their attendance during the year.

Let us hope that the Office Bearers of the coming year obtain the support that I have had from the Construction Division".

D. Scanlon, President

ELECTION OF OFFICE BEARERS:

Mr. Dennis Scanlon was re-elected Chairman of the Division and Mr. Jack Parker was elected to the position of Treasurer.

COMMITTEE OF MANAGEMENT:

It was agreed that a committee of five (5) members be appointed to assist the Chairman in forward planning for the division. This committee to comprise the Chairman, Treasurer and three (3) other members. It was moved by J. Overhue and seconded R. Williams that the Chairman select the three (3) other members of his choice.

(Continued next page)

INDUSTRY PROMOTION:

A general discussion ensued on various avenues available for promotion of the industry.

The meeting decided that N. Wright would formulate a survey form to be sent to all members asking for comments on what type of promotion and/or advertising would be preferred.

QUEENSLAND

NEW MEMBERS:

Western Bridge Equipment Hire, Blackwater
The Wright Hire & Sales, Bundall
Bowen Plant Hire, Bowen

Points of interest arising from last meeting 11.12.1978

CONVENTION COMMITTEE REPORT: The President and John Mason, attended the A.H.A. meeting in Sydney last Friday, 10th, and met the representatives of the Japanese Rental Contingent at the Dinner on Thursday evening. The first of the notices about the Convention were handed to the Victorian and New South Wales delegates. Queensland members will receive one with Minutes. We have a list of 70 suppliers to canvass, to take space at the Exhibition. We are negotiating for speakers. We have not really decided who will speak about what, at which particular seminar, but it is quite possible we will have some overseas speakers to address the Convention. The main programme will be sent out at the end of January. This will give complete information on registration, accommodation, space for suppliers.

John Mason gave the following report on the Sydney visit and Dinner. He was fortunate enough to be in Sydney in time to go on the yard tour. First place visited was Acme Hire at Hurstville, then to Super Hire, Parramatta Road, Clyde Macbro, and Kennards at St. Leonards. From remarks made by the Japanese and their wives, John was surprised at the magnitude of some of the Japanese operations. The Dinner was held at Flanagan's Floating Restaurant, the full contingent of Japanese being present, plus 30 or so Australians. Comparing notes with the Japanese, it was found that one visitor had 10,000 pumps in his hire fleet, from the smallest to a pump of 6' dia. outlet. John also informed the meeting he had a call from Bill Cushing, U.S.A., who is organising a tour of Japan probably April/mid June. Anyone wishing to go along would, John assured the meeting, have no trouble being included on the tour. John said it was a pleasant evening meeting the Japanese people,

endeavouring to understand them and be understood in turn. He suggested perhaps the Japanese could show us as much, if not more than the Americans.

The President said the main reason for attending the Dinner was to pass on some of the literature on the Convention, and we can expect that, with follow up, we should have no difficulty getting some of the Japanese interested in attending.

NATIONAL MEETING: The meeting was given a run down on the Convention here, and after discussion, some helpful suggestions were made. Regarding the 1980 Convention, in view of Victoria not being in a position to host, it may be the time to hold the first International, Australasian or Pan Pacific Convention. It was originally suggested as an Australasian Convention with the N.Z. people, but after discussions, the idea was put forward to include the C.R.A., A.R.A. and the Japanese, and hold it in Fiji, Tahiti, Honolulu, Singapore or somewhere in the Pacific. There would be no suppliers exhibition, but rather purely seminars and socialbility. The suggestion of an international convention was put forward so the 1980 Convention did not lapse. An interruption to the continuity would make it very difficult for the people in the following year.

NEW SOUTH WALES

From Denise Layton

Please note my address for 6 months will be:
9/5 BANK STREET, MEADOWBANK 2114
[or P.O. Box 5, Seven Hills 2147]
TELEPHONE: 807 3084

ANNUAL GENERAL MEETING: Will be on WEDNESDAY 7TH FEBRUARY 1979 at the Sebel Town House, Kings Cross. More details on that later.

COMMITTEE NOMINATION FORM: Nominations for Committee Members must be returned to me prior to 17TH JANUARY 1979.

PHOTO IDENTIFICATION: The recent disclosure of corruption within the Department of Motor Transport has brought the subject of Photo identification into the limelight again. NOW is the time for action from us. If you didn't write to your State member as suggested in my last newsletter, then please do so immediately. If you don't know the name of your Member, a letter addressed as follows will find him:

The Member for ...(your electorate e.g. Wollondilly)
Parliament House,
Macquarie Street,
SYDNEY. 2000

(Continued page 24)

NEW ZEALAND PRESIDENTS MESSAGE

All of us in the Hire Association will at some time or other hear both members and non-members asking "What advantages are we getting or can we expect from being a member of the Association (?)" and this is a question that most of us will ask ourselves anyway when it comes time to pay our annual subscription.

Over the years I have been involved in many business organisations and never have I met a group of people involved in the same line of business so friendly and so willing to pass on their ideas to others in the same game and quite often the conversation is between hire men operating in direct opposition to each other which just goes to prove that there is never-ending scope in this industry so long as we all pull together.

Undoubtedly, this would be one of the main factors for our Association becoming such a strong body in so short a time and the opportunities of holding so many informative meetings in our respective regions as well as the marvellous Convention we had in Christchurch are a result.

Informality at these meetings has given the womanfolk an opportunity to join in the social conversations and this is vital as they are often very much involved in helping run their husbands business, certainly more so than in most industries.

Support of Associate Members at our meetings has helped solve many problems and misunderstandings between equipment suppliers and hire firms. These people have contributed information and pricelists (many with special discounted rates) for inclusion in the "Purchasing Guide" distributed to our members.

The benefits of information gained from the distribution to our members of the "Average Rate Guide" "How to set a Hire Rate", information on equipment warranties, motor regulations, taxes, insurances, stolen plant etc, etc, and of course newsletters and magazines need no further explanation.

Two subjects posing considerable problems for the Directors are the bulk purchase insurance scheme and negotiations to thwart attempts by the N.Z. Retail Shop Employees Union to extend the N.Z. Retail (Non Food) Employees Award to include "a business in the hiring out of goods to the public". Whether we win or lose at this stage we will know that every avenue was investigated to the best of our knowledge and we will carry on fighting to protect our industry from unfair action regardless of its source.

You will hear the odd bloke say that all these projects would have been handled anyway, even if he had not been a member but of course, we cannot achieve anything successfully without the strength of numbers and co-operation of Hire Industry members, hence the old saying which should be remembered "Its not what you get out of belonging its what you put into it that makes it all worthwhile".

G.S. Dale,
President,
Hire Services Association of N.Z. [Inc]

NEW ZEALAND NEWS

ALL TOGETHER NOW

The new Easy-Weld Bar makes it easier to buy, easier to sell, by putting everything the tradesman, farmer or handyman needs together in the one place.

PROJECT LEAFLETS

Free, easy to follow leaflets showing how to make a variety of useful and decorative items from a pot plant holder to a bar stool. Great for the hobbyist or handyman.

GAS RODS

A selection of mild steel, bronze and low temperature silver brazing alloy gas rods.

TRANSARC HANDI

The Featherweight Champion of the Weld. A low cost AC arc welding unit with a built in battery charger. The Transarc Handi virtually "sells itself" for light welding applications in industry, farm or home workshop.



FLUXES

In convenient sized clearly marked containers. The right flux for the job. And right where your customer can find it.

ELECTRODES

A complete selection of electrodes (including our new true blue Satinarc) that will allow your customer to tackle almost any arc welding job, almost any material.

PRODUCT GUIDE

Easy to follow guide tells both you and your customers exactly which electrodes, rods and fluxes to use where.

ECONOMIC PACK SIZES

Now, for the first time, your customer can purchase just the right quantity of electrodes or gas rods for the job on hand, thanks to our new economical mini-packs. (And of course they'll still be able to buy the regular 2.5 and 5 kilogram when they need the bigger pack.)

HANDYMAN'S WELDING BAR

Any hire store can now offer the home handyman a popular range of welding products, together with free project leaflets, through the self-service Easy-Weld Bar marketed by NZIG.

Already proven as a high-turnover retail outlet in over 200 stores, the Easy-Weld Bar promotes welding as an easily learned handyman's skill. Ideal outlets include engineers' merchants, hardware and building supplies stores, service stations, hire companies, cycle and mower shops, department stores and supermarkets.

The bar consists of a compact vertical display stand containing tube packaged electrodes and gas welding rods, fluxes and a Transarc Handi arc welder/battery charger. Complementing these products are project leaflets (full instructions for a hand trolley, wheelbarrow, patio table, plant stand and bar stool), sales leaflets, product selection chart, a hanging mobile and window

display banners.

Each low-quantity pack of rods and flux — enough for a small project — and the supporting literature shows the handyman and hobbyist that welding is as much a do-it-yourself skill as carpentry. And NZIG claims that a metalwork shop — including a small welding plant — is generally less costly to set up than an adequately equipped woodwork shop for the hobbyist.

Attractive wholesale pricing is said to make the Easy-Weld Bar a good business proposition for any retailer with male customer traffic.

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

Mr R. Leitao

Young-EMF Division

New Zealand Industrial Gases Ltd

P.O. Box 39-312, Auckland

Telephone 31-381.

THE COMFORTS OF THE OUTDOORS

Yet another Australian first! After lengthy field test 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, farming, caravan parks, sporting fixtures, jamborees, or open air meetings.

Further details can be obtained from Merlin Fibreglass Pty Ltd of 39-41 John Street, Oakleigh Victoria 3166.

SPECIFICATIONS

SHOWER Dimensions (see sketch)

Weight Approx. 3 cwt.

Construction Steel Base and Top Frame

4 Liftin 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

Separate 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

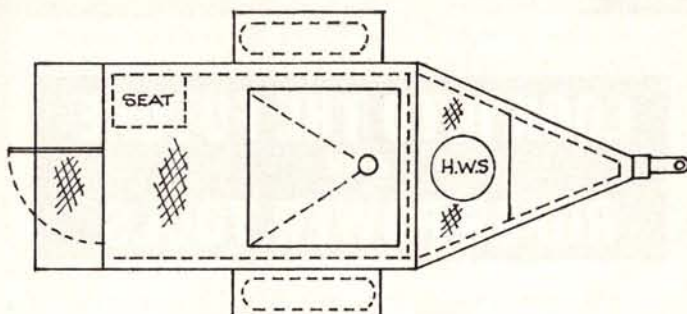
Gas Junkers mains pressure

Water Pump 12 Volt Electric 'Breha'

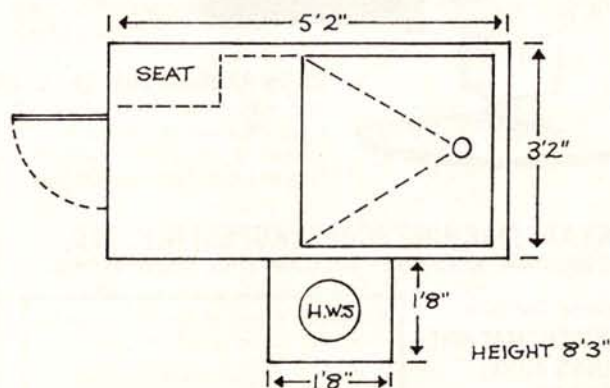
Battery 35 Amp/Hr.

Remarks — Toilet unit fitted with Merlin Water Seal Bowl and operated by heavy duty Marine Bilge Pump.

SHOWER-TOILET UNIT



TRAILER MOUNT



FREE STANDING

PRINTED BY
VAUGHAN DOUGLAS
PRINTERS



General shot showing how yard has been laid out to maximum space.

COATES OPEN NEW CANBERRA PREMISES

A new premises was opened on October 16 in Gladstone Street, Fyshwick to enable Coates to better serve its Canberra and surrounding district customers.

The new branch, on one acre of ground and one of the most modern in Australia, is designed to a pattern developed by Coates, drawing on their years of experience in the hire industry, as the most convenient for pick up delivery and service.

The loading and unloading is undercover and the whole yard is bitumen sealed for all weather convenience. As well, a two ton travelling gantry crane speeds loading and unloading and takes returned equipment directly to the wash and service area.

Canberra is managed by Chris Williams, who has had nine years experience in the hire industry with Coates and he is backed by Hire Controller, Neil Flanagan and a first class, enthusiastic and experienced team.

Chris, Neil and the team look forward to a successful future for Canberra.

LOOK INTO THE FUTURE WITH RUPES POWER TOOLS



BR 9N RANDOM ORBIT SANDER

With special pad. Exceptionally high grade of finishing operations. The special 9 mm orbit/speed ratio secures a labour saving efficiency.

WYATT MACHINE TOOLS (RUPES) N.Z. LTD.
33 BROADWAY, NEWMARKET, AUCKLAND 5, N.Z. PHONE: 541-645.

Australian Distributor
**WINNICK MACHINES
(RUPES AUST)
PTY. LTD.**
133 BOTANY ROAD,
WATERLOO, N.S.W. 2017
PHONE: 699-7427.

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

NAME

ADDRESS

P/code



Above is photo showing some of Coates new delivery vehicles.

Every vehicle is fitted with either winch or crane for easy loading and the two Fiat 130's are fitted with tilt trays and winches and also 6 ton capacity cranes.

All vehicles are specially chosen for their suitability, economy of operation and all auxiliary equipment is especially designed to cut delivery times and make pick up delivery a simple one man job.

There is nothing in the vast Coates hire fleet that can't be delivered by one man with one of these delivery vehicles.

The vehicles in the photograph, which is only part of Coates fleet, are worth approximately \$400,000.



Welcome to
COATES

(Middle left)

"We aim to please"

Roy Phillips
Fitter

Neil Flanagan
Hire Controller
Canberra

Alf Vella
Fitter

Mark Cameron
Driver

Chris Williams
Branch Manager
Canberra

John Swan
Driver

(Bottom left)

Close up shot of building showing 2 ton capacity gantry hoist.





COMPAIR EXPANDS VICTORIA OPERATION

Pictured is Compair (Australasia) Ltd's new Victorian Sales and Service Division now located at 45/51 Geddes Street, Mulgrave.

This modern building provides offices, showroom and servicing facilities for all Compair

products except Maxam pneumatic control equipment which will still be located at Compair's head office at 34 Ricketts Road, Mt. Waverley. Phone number of the new division is 56 11044.

(Continued from page 18)

STAFF TRAINING: How much time have you spent thinking about training since my last newsletter? Peter Beale Consulting Services have designed a training course for the Hire Industry. It is an Instruction-Communication Course designed to develop and expand instructing skills.

Training is a very important part of the activities of hire companies. Yardmen must be trained to keep equipment in good condition, and office staff trained so that customers' requests are handled efficiently and courteously. Hire service companies must also train their customers so that they get safe and effective use out of the equipment they hire.

Your Association is prepared to run a series of these courses, but **YOU MUST INDICATE YOUR INTEREST TO ME at the above address or telephone no.** Some members have already participated and found the course most worthwhile. How about ringing me now?

KEET AT IT!

**Morale is what keeps
hands and feet working
when your head says it
can't be done.**



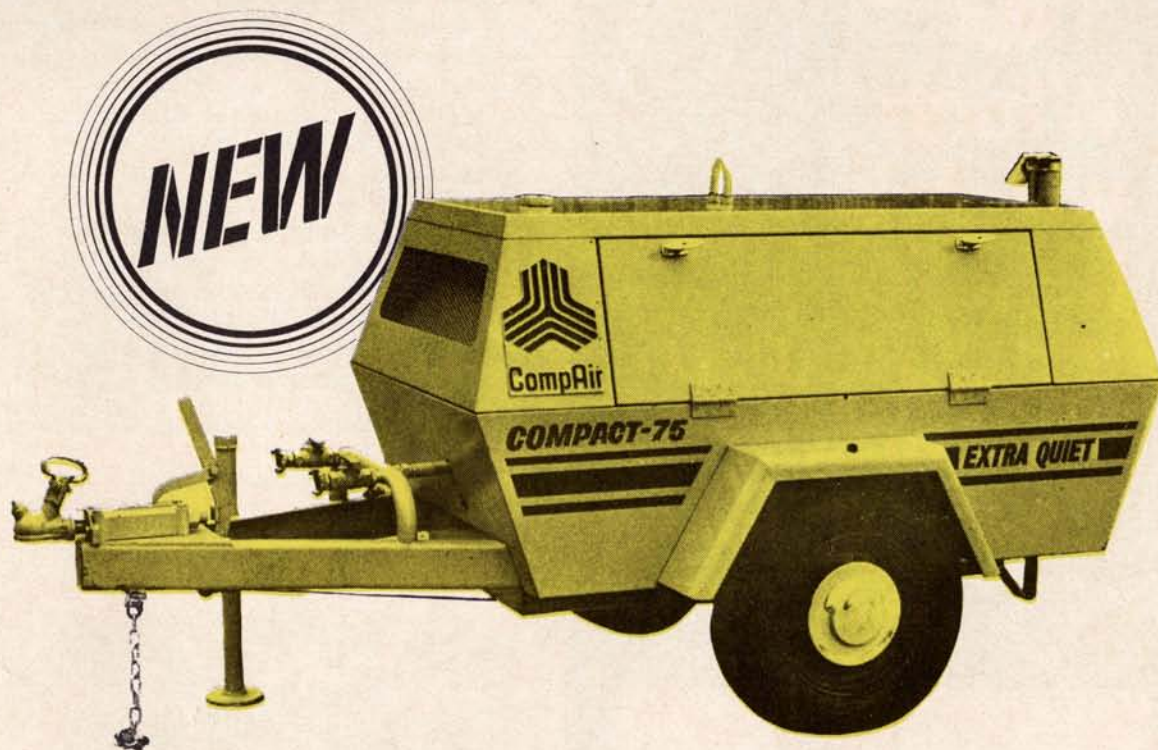
23rd Annual Convention & Rental Equipment Show

Anaheim Convention Center/Anaheim, California
1979 February 11-15

HIRE magazine would like to receive photos and items of interest from any members of the Hire Association who will be attending the Hire Convention in America in February.

The Compair Compact 75

(extra quiet)



Australia's smallest diesel powered rotary compressor

Designed specially for the Hire Industry, Municipalities, and Road and Building Contractors for use in areas demanding ultra quiet plant operation.

- 75 cfm (35 litres/sec)
- 4 cylinder diesel engine
- 70 dBA (ISO2151)
- Highly manoeuvrable



For further particulars contact:

COMPAIR (AUSTRALASIA) LTD., 45 Geddes Street, Mulgrave, Vic. 561 1044.

N.S.W.: Granville 637 8200. Broken Hill 2677. **S. Aust.:** Woodville 268 3166. **Q'land:** Salisbury North 275 2022.
W. Aust.: E. Perth 325 2099. Kalgoorlie 21 2488. **Tas.:** Launceston 31 7866.

Also Universal Diesel & Engine Pty. Ltd., Darwin. 81 6280.

Combustion and Chemical Engineering Pty. Ltd., Townsville. 79 5244.

McGinns Engineering Supplies, Mackay. 57 2261.

Q.

Which witch is best for your Rental Customers?



**DITCH
WITCH**

DITCH WITCH HAS THE ANSWER!

A.

There are different Ditch Witch models available for all kinds of rental requirements ...

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



DITCH WITCH DIVISION Mole Engineering Pty Ltd

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

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