

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

# HIRE

AND RENTAL EQUIPMENT NEWS

Vol. 12 No. 2 FEBRUARY, 1979

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DUNLITE WIN AUSTRALIAN  
DESIGN AWARD

**"HIRE" NOW  
MONTHLY**

**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.

## ADVERTISING:

All advertising correspondence and advertising material should be directed to:

**Martyn Frost,**  
Suite 6, 38 Rowe Street,  
Eastwood, N.S.W. 2122

## ADVERTISING DEADLINES:

Hire & Rental Equipment News is a monthly magazine. Advertising booking deadlines are the 15th of month preceeding month of issue.

## PUBLISHER:

### LEADER PUBLISHING HOUSE

2 Dale Street,  
Brookvale. N.S.W. 2100.  
Phone (02) 93-0351.

## FRONT COVER:

The Dunlite new service 80 240 volt alternator which recently won an Australian Design award. Further details in this issue.

Printed in Australia by –  
Vaughan Douglas Printers.

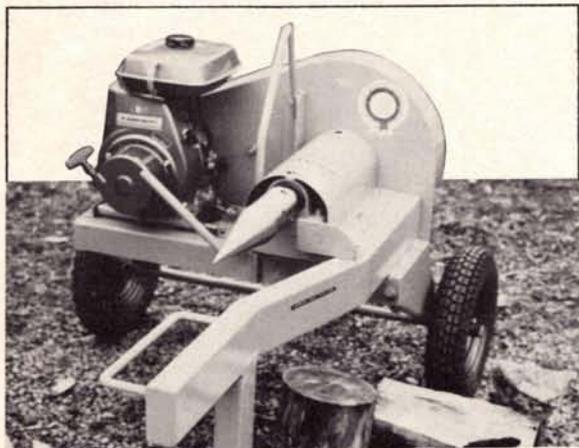
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THE ANSWER TO THE AXE

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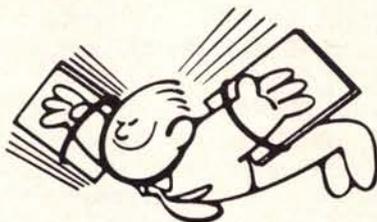
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## HIRE CLASSIFIEDS...



**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.

# viewpoint

After having been on 'Hire' for a little more than a month now, I'm still a little befuddled by a lot that goes on within the industry itself.

A couple of comments though. If I step out of line please be patient with the novice still 'wet behind the ear.'

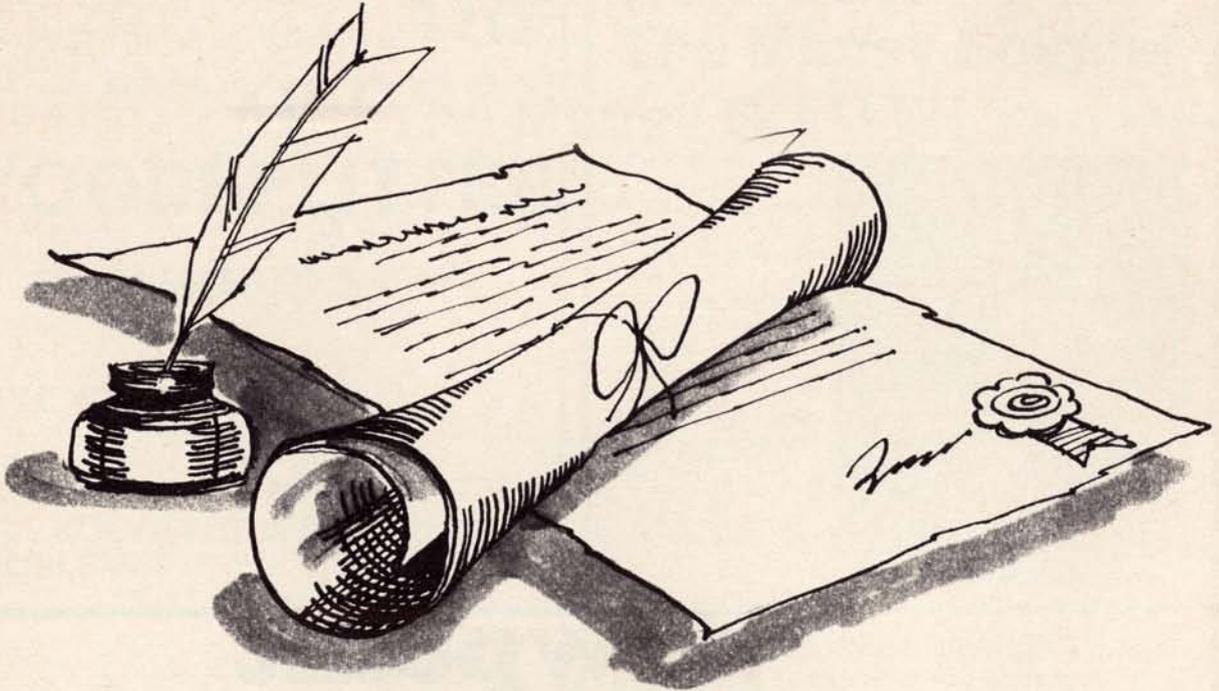
Firstly what I call the "general" hire store — the place where the average handyman goes to at weekends to pick up a drill, ladder, generator etc for specific tasks around the home and garden. I'm amazed that more contractors haven't big lists of what is available, plus prices. Lets face it a lot of customers wouldn't know what was available so couldn't ask for it anyway.

A second point is on the use of the machines that they hire out. I don't know what the percent of damage on machines is but I was always taught that there is a right way to use a machine and definately a wrong way. Why not print some small inexpensive leaflets on how to use each piece of equipment properly. Might cut down the rate of replacement parts you need (As a thought why not ask the manufacturer to supply them?)

Just a thought. See you next time.



*Marty Troost*



## Legal Matters Affecting The Hire Industry **TRADES PRACTICES ACT AMENDMENTS**

**On 6 December, 1978 two Acts commenced operation amending the Trade Practices Act. The first Act is the Trade Practices Amendment Act 1978 while the second is the Trade Practices Amendment Act (No.2) 1978.**

### **Manufacturers' Warranties**

The first Act introduces manufacturers' warranties provisions into the principal Act. These provisions require manufacturers to be liable to consumers for certain warranties in relation to goods which the consumers have purchased not from the manufacturer but from an intermediate supplier such as a retailer.

Under the law as it was before these amendments a manufacturer would rarely be liable to consumers for defective goods. Consumers would normally have had recourse against retailers rather than against manufacturers. Manufacturers may then have had to

indemnify retailers for their liability to consumers although in many cases manufacturers would agree with retailers to exclude their liability to retailers in return for a benefit of some kind to retailers.

Manufacturers will now be liable directly to consumers for breaches of express warranties made in relation to the quality, performance or characteristics of goods. Manufacturers will also now be liable directly to consumers for breaches of certain other warranties. These other warranties are now deemed to have been made by manufacturers in all transactions. Note that the new express and deemed warranties will

only apply to goods of a kind ordinarily acquired for personal, domestic or household use or consumption.

**The deemed warranties are that:**

- **the goods are fit for a particular purpose for which the manufacturer knew they were acquired;**
- **the goods correspond with the description by which they were supplied;**
- **the goods are of merchantable quality (this warranty is not only in favour of consumers but also persons who subsequently acquire the goods from the consumers have the protection of this warranty);**
- **the bulk of the goods corresponds with the sample by reference to which the goods were supplied, and**
- **facilities for repair and spare parts will be made reasonably available to consumers after they acquire the goods.**

Importers who have not manufactured the goods are deemed to be manufacturers and therefore have the obligations under the express and deemed warranties referred to above.

Where a breach of the warranties referred to above has occurred legal action may be brought to recover damages for loss or damage caused by the breach. Such action may be brought within 3 years after the day on which the cause of action accrued (normally the day when the consumer first became aware or ought reasonably to have become aware of the breach) but in any event no later than 10 years after the time of the first supply to a consumer of the goods.

A statutory right of indemnity is given to an intermediate supplier against a manufacturer when the consumer has a right to take legal action both against a manufacturer for breach of one of the warranties referred to above and against a retailer for breach of one of the implied conditions and warranties contained in Division 2 of Part V of the principal Act and the consumer chooses to proceed only against the intermediate supplier.

Where it is fair or reasonable, this indemnity is limited to the cost of replacement or repair of the goods where the goods are not of a kind ordinarily acquired for personal, domestic or household use or consumption and the manufacturer would have been liable to the consumer under one of the warranties referred to above if those warranties applied to such goods.

MTIA made detailed submissions to the Minister for Business and Consumer Affairs when the provisions relating to manufacturers' warranties were proposed. The first Act in its final form incorporated the

substance of some of those submissions, for example, the concept of an overall time limit on the institution of legal proceedings.

A detailed summary of the obligations of manufacturers in respect of warranties is contained in Information Circular No.26 obtainable from the office in each State of the Trade Practices Commission.

**Job Advertisements**

The first Act also introduces a prohibition into the principal Act to the effect that a corporation shall not publish or cause to be published an advertisement seeking a person or persons for employment, whether by the corporation or by another person, that contains a statement that is false or misleading in a material particular.

**Secondary Boycotts**

The second Act extends s.45D of the principal Act to prohibit a person acting in concert with another person from engaging in conduct for the purpose and which has or is likely to have the effect of preventing or substantially hindering a third person from engaging in overseas or interstate trade and commerce. It is a defence if the defendant proves that the dominant purpose for which he engaged in the conduct was to preserve or further a business carried on by him.

**Price Fixing Exemption — Joint Ventures Relating to Services**

Section 45A(2) of the principal Act provides that the supply by joint venturers in proportion to their respective interests in the joint venture, of goods jointly produced by them in pursuance of the joint venture will not breach s.45 of the Act (contracts deemed by s.45A(1) to substantially lessen competition) even though price fixing occurs in the supply of those goods.

The first Act inserts a similar exemption into s.45A(2) relating to the supply of services. This amendment has retrospective operation to 1 July 1977.

**Other Amendments**

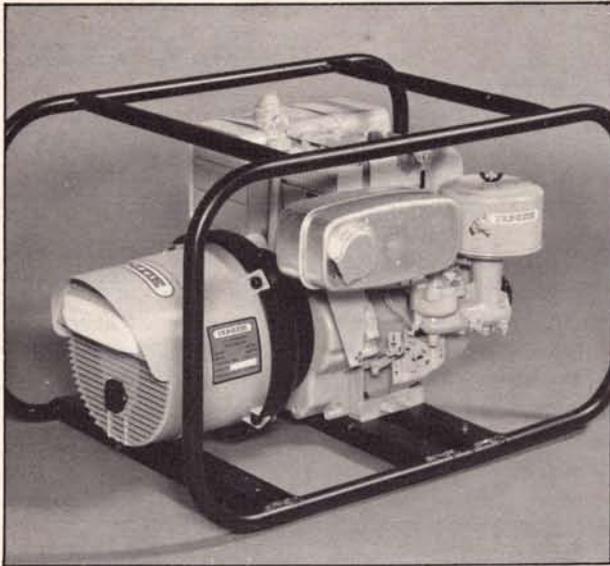
The first Act also contains a number of relatively minor amendments relating to third line forcing, exclusionary provisions and false representations and misleading conduct concerning land.

**MTIA Courses**

You are invited to attend a special half-day course which MTIA will be holding to explain the details and ramifications of the amending legislation. Further details are available by telephoning MTIA.

January 1979

Legal Department,  
Metal Trades Industry  
Association of Australia



## **PREMIER DON DUNSTAN PRESENTS DESIGN AWARD TO DUNLITE**

The Dunlite Division of Philips Group of Companies recently received an Australia Design Award for its new Series 80 240-volt alternators.

The Award was presented to Dunlite by the Premier of South Australia (Mr. Don Dunstan) at a ceremony at the Dunlite factory at Hindmarsh, Adelaide.

In congratulating Dunlite on receiving the Award Mr. Dunstan said:

"Australian Design Awards are given only to products which are outstanding in design and manufacture.

"In making the award to Dunlite the Design Council has said it was most impressed with the up-to-date technology which has resulted in an alternator of exceptional performance and reliability.

"Philips have shown the technology is available in South Australia which is admired all over the world.

"Dunlite are confident of sales overseas as well as on the Australian market. Their people have been to China recently.

"The Chinese market is an enormous one, and Dunlite are going to be well to the fore in this area."

Thanking Mr Dunstan for presenting the Award Mr Huyer of Dunlite said:

"In this factory there is a unique technology — a technology which exists in very few places in the world.

"Here we are developing something which is unique.

"Australia has a small home market, and we have to use our technology to produce goods which will fit in to slots in the world market.

"A lot is being said at the moment about employment.

"The quantity of employment is, of course important.

"But the QUALITY of employment is also most important.

"All the staff here at Dunlite have made a contribution to this product."

### **WINNING DESIGN FOR PORTABLE ALTERNATOR**

The alternator is made in two sizes with outputs of 3kva and 5kva.

Suitable for powering a wide range of electrical appliances, the units have been designed for the rural, engineering, construction and leisure market.

Designed to run at 3,000 rpm, the alternators can be powered by either petrol or diesel engines, with electric start available as an option.

In its citation, the Design Council said it was most impressed with the up-to-date technology which had resulted in an alternator of exceptional performance and reliability.

### **REDUCES WEAR IN UNIT**

The alternator uses a rotating field to produce the current. With this design power is drawn direct from the stator, reducing the current carried by the slip rings and brushes. Made possible by modern know-how, this system considerably reduces wear within the unit.

The Council was also impressed with the solid state voltage regulation system used in the alternators.

A feature of the alternators is their inbuilt ability to limit current output should a short circuit or overload occur. This reduces the risk of damage to the alternator or engine.

Another feature of the design is the one piece pressure cast aluminium body and end housing which reduces overall weight to a minimum.

### **RANGE OF OPTIONS**

In power pack sets the alternators are available with a range of options such as circuit breakers, battery charging facilities and a wheel kit for ease of handling.

Dunlite's national marketing manager, Mr John Tralau, said the new alternators were developed to meet the growing demand for portable generating sets.

He said that portable generating sets were finding increasing application wherever there was a need for 240 volt power including building sites, emergency services and farms.

The drip-proof housing makes the alternator highly suitable for outdoor operation. The windings on all units leaving the factory are treated with an anti-fungicide making them suitable for use in the tropics.

Dunlite has experienced extremely good marketing response to the units, both within Australia and overseas.

### **REPUTATION**

Dunlite have been manufacturing generating equipment since 1936 and have established and developed a reputation as an industrial, rural and domestic power source supplier.

In each State there is a dealer service network and for the people moving around Australia this is comforting news.

With the surge in off-road vehicles, this demand for self containment has encouraged companies like Dunlite to provide more reliable and quieter unit, that will ensure adequate power when required. There are many models to suit all conditions and requirements.

### HOME USES AS WELL

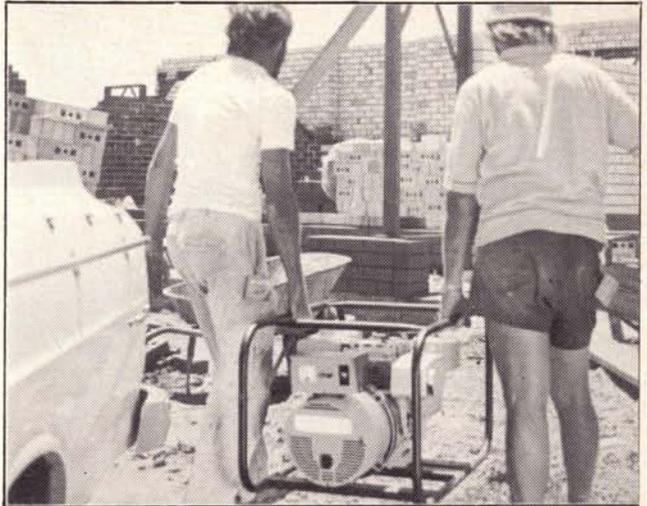
In the home itself, Power Pack proves its usefulness in a variety of ways.

Because homes rely more and more on electrical power for a wide range of essential appliances, a power failure can not only cause inconvenience, but considerable expense.

For instance if the power goes, several hundred dollars worth of food in freezers and fridges could be ruined.

The ability to maintain voltage during various load conditions is the main reason for the improved motor load handling capacity.

Further details on the Dunlite 240 V/AC Portable Power Pack can be obtained from state offices of Dunlite.



*Typical uses for the new Dunlite Portable Power Pack.*

## PROMOTION OF HIRE AT PROVINCIAL SHOWS

*By John Mikkelsen, City Hire Centre Ltd, Palmerston North, New Zealand.*

I have had a lot of problems in trying to get across to the farming community the advantages of hire. Lots of farmers just don't seem to realize what the average Hire Centre has for hire, so I decided to reserve a space at the Manawatu Agricultural & Pastoral Show and display our equipment.

We had on display everything from a baby's cot and highchair to a 250 C.F.M. Air Compressor. The interest was fantastic. We had a working display with our log splitter and in the three days of demonstration split up three cord of macrocarpa firewood. Entertainment was provided for children & adults by giving them rides in the "Trailift".

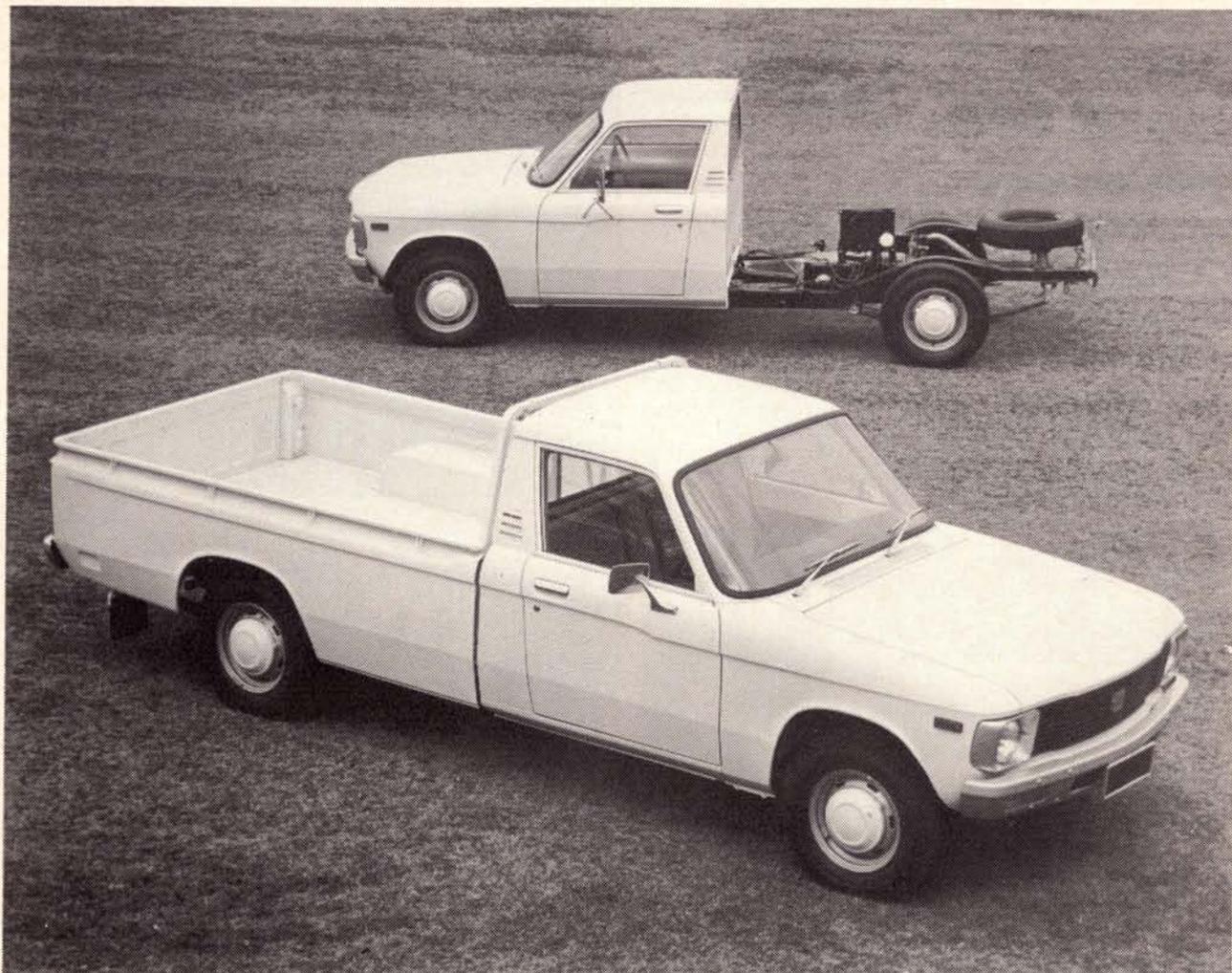
Some people were not aware that a Kango Hammer could drive in Terrier Bolts. Others were amazed at

how small a Stihl concrete cutter was and were surprised that a Ramset Gun will drive nails into steel.

I took the mileage of the Exercycle on Saturday morning. They gave it hell all day & on Saturday night the recorder showed it had done equivalent to sixty-seven miles for the day.

It was a lot of work setting up the stand with equipment and we had a canvas sign supplied by the Hire Association rigged above our tent explaining that this was a selection of equipment available for hire from members of the Hire Services Association of N.Z.

In summing up, you only get out of these things what you put into them and the whole exercise was well worthwhile. I have learnt a terrific amount and will certainly be displaying again next year.



Introducing . . .

## GMH'S NEW JAPANESE ONE TONNER

### A good looking work horse

One in a series of articles about vehicles the Hire Industry should consider — both as part of the hire fleet and also for transporting company gear.

Isuzu's tough one tonner, formerly marketed as the Chevrolet "Luv", gets a new name and new features with the introduction of the KB series.

The Luv series enjoyed a high reputation in the very competitive Light Commercial Market and the extra comfort, ride and handling features coupled with the rugged truck-tough construction of the KB will win many more friends.

The Isuzu range is now firmly established as a big name in commercial vehicles and the addition of the KB gives a load range from 1 to 38 tonne in the Isuzu family.

#### Three Models to choose from

There are three models in the KB series, a short wheelbase

Pick Up with box body (KB20), a long wheelbase Pick Up with box body (KB25) and long wheelbase chassis cab (KB25).

The pick up bodies give a load area of 2.70 sq. metres in the KB20 and 3.34 sq. metres in the KB25 while the chassis cab will accept custom bodies to suit individual user needs.

The KB features a roomy strong steel cab with car-type comfort for the commercial user. A foam padded bench seat provides excellent support for three adult passengers while trim is available in two colours, saddle or blue.

The instrument panel is clear and easily read with gauges for water temperature and fuel and warning lights for oil pressure, alternator, handbrake and brake pressure.

Clearance between the wheelhousings on both models is 1001 mm (39.4") and overall inside width is 1460 mm (57.5") while the 2290 mm (90.16") tray length on the KB25 gives a flat tray area comparable with the six cylinder car type utilities.

### Economical Engine.

Power comes from a lively 4 cylinder 1584 cc engine that features an overhead camshaft cross flow head for performance and economy. The engine produces 61 kw (82 bhp) at 5200 rpm and produces a maximum torque of 127 mm (94 ft lb) at 3600 rpm. It drives through a four speed synchromesh transmission with a column shift.

A tall first gear ratio (4.697:1) rolls the heaviest load with ease and provides good "off road" lugging power.

Suspension is by independent wishbones, torsion and stabiliser bars, controlled by double acting hydraulic shock absorbers at the front and heavy duty six-leaf springs with double acting hydraulic shock absorbers at the rear.

Most importantly at about \$4806 for the KB Pick Up the unit represents economical motoring for your work horse. The KB 25 Pick Up is slightly more expensive at \$5066.

### Comfort.

Comfort is a feature of the Isuzu One Tonner. Relocation of the bench front seat has allowed more leg room for both driver and passengers, while side visibility is improved by the removal of the quarter vent windows.

An efficient flow-through ventilation system with dash corner vents combines with a centre mounted heater and fan booster to maintain year-round cab comfort.

Two-speed wipers with twin jet washers, laminated windscreen, large solid padded steering wheel, foam padded seat give the cab the comfort of a passenger car wrapped in the sturdy structure of a tough truck.

The Isuzu KB one tonner comes from a tough line of Isuzu trucks and is the only Japanese built one tonner sold and serviced by all Holden dealers.

## KB ISUZU TECHNICAL SPECIFICATIONS:

### POWER TRAIN

#### ENGINE:

4 cylinder, petrol, cross flow, head, single overhead camshaft. Cubic capacity 1584 cc. Bore 82mm x 75mm. Gross output 61kw (82 bhp) at 5,200 rpm. Gross torque 127 Nm (94 lb/ft) at 3,600 rpm. RAC rating 16.69, compression ratio 8.7:1.

#### TRANSMISSION:

4 speed manual, synchromesh on all forward gears, column shift.

Ratios: 1st 4.697:1, 2nd 2.842:1, 3rd 1.630:1, 4th 1:1, Reverse 4.354:1

Rear axle, Banjo semi floating, ratio 4.556:1

Clutch, Single plate dry type with cushioning springs cable actuated.

#### SUSPENSION:

Front: Independent wishbones arms. Torsion bars with stabiliser bar.

Rear: Six leaf semi-elliptic springs with rubber bushings. Double acting telescopic shock absorbers front and rear.

Steering recirculating ball type with collapsible lower shaft. Overall ratio 22.4:1.

#### FUEL SYSTEM:

Electric fuel pump. 2 barrel Stromberg downdraft carburettor. Manual Choke.

Fuel tank capacity 50 litres (11.0 imp. galls.)

#### ELECTRICAL:

12 volt 40 amp hour rating battery

12 volt 35 amp hour alternator

### BRAKES:

4 wheel hydraulic with split circuit. Tandem master cylinder with vacuum booster. Self-adjusting 254 mm (10") diam. drums front and rear. Parking brake mounted under dash panel, mechanical on rear wheels.

### WHEELS AND TYRES:

4.5 steel disc wheels 6 stud

6.00 x 14 8pr tubeless tyres front and rear

Isuzu's rugged KB Series give new comfort, ride and performance in the light commercial field.

The Long Wheelbase Pick-Up offers a load area comparable to six cylinder car-type utilities with a big cost saving. The Long Wheelbase Chassis Cab will take a wide range of special bodies to suit particular requirements. A Short Wheelbase Pick-Up completes the range and all models have a 1 tonne load rating.



## NEW MARKETING MANAGER FOR FLEXTOOL

As part of a planned marketing thrust, Flextool (Australia) Pty.Ltd. has appointed Mr. R.W. (Bob) Hazelwood as National Marketing Manager.

Prior to taking up this appointment, Mr. Hazelwood had 17 years experience in the oil industry with Castrol Australia and had been that Company's General Sales Manager for Victoria and Tasmania.

Based in the Company's Head Office in Collingwood (Vic.) he will be responsible for developing and implementing Flextool's marketing programmes as well as co-ordinating activities among the various state branches.

## **NEW ZEALAND PRESIDENT'S MESSAGE**

Bankcards are a part of the worldwide trend towards a 'cashless society' and towards an international money exchange system called E.F.T. — Electronic Transfer of Funds. They may well be inevitable for New Zealand, but what is not inevitable is the nature of the cards and the prices charged for having and using them.

To acquaint Hire Firms with the facts it is essential to understand that there are two kinds of bankcards.

1. True credit cards are used in many countries including Australia and three Australian based banks (Australia and New Zealand Banking Group, Bank of New South Wales, and Commercial Bank of Australia) are considering the introduction of the Australian-type Bankcard to New Zealand consumers. This type of Bankcard should be of benefit to the Hire Industry in that it could replace the need for a large amount of credit facility, sales vouchers can be banked daily and will be credited to your account on receipt. There is less risk from theft as sales vouchers are valueless to criminals. Costs less to run than in-store credit facilities with no carrying or chasing debtors. It sidesteps the problem of a client having insufficient cash in his pocket to cover the hire and he gains the benefit of extended credit.
2. Debit cards (or 'plastic cheques') which do the same job as a paper cheque have been introduced by the Bank of New Zealand as the Visa card and the National Bank of New Zealand, it seems, will introduce its own Visa card which may or may not have a credit facility. Retailers and Hire Firms are not happy with the use of the Bank of New Zealand Visa card due to the charge of up to 5½ per cent against them for each transaction and the client receives no extended credit facility as his account is debited within three days of his purchase or hire.

The Visa card basically does the same job as a paper cheque with one big difference in that the bank gets a fee of 3 cents for a cheque and gives no guarantee of payment whereas for a commission of up to 5½ per cent on Visa sales they will guarantee payment. Unfortunately, if widespread acceptance of the Visa Card is made by the Hire Industry it must eventually reflect in increased hire rates as an added cost which must be passed on to the hirer. Small wonder that it is not uncommon to see signs over counters in many stores stating 'We do not accept Visa cards'.

G.S. Dale  
President

# STUART FELL DISTRIBUTES FLEXIBLE STORAGE TANKS

Stuart Fell & Co. Pty. Ltd., the Australian fluid handling specialists, have now been appointed distributors of a versatile range of U.S. developed, collapsible, rubberised containers designed for storing and transporting bulk liquid and agricultural chemicals.

With capacities up to 38,000 litres, these low cost, light-weight 'tanks' weigh less than 5 per cent of their conventional steel counterparts. With an unlimited application range, these flexible tanks conform to all irregular surfaces, providing neat, compact storage. They are manufactured from a combination of high-tensile fabrics and tough synthetic elastomers, and are tear-resistant with a high degree of burst strength.

These 'bladder tanks' feature a 'floating roof' design, which ensures that internal vapour concentrates of flammable, poisonous or other hazardous liquids, remain at an absolute minimum. This feature not only combats vapour emission, but also noticeably reduces explosion hazards.

The safety-conscious design of the storage tank is complemented by numerous built-in safety characteristics, including a resistance to the widest variety of organic and inorganic chemicals; an immunity to shock and vibration through self-damping; and an integral spark arrestor which protects against explosion.

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

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

**Rural use:** The man on the land can load his truck for

outgoing freight; then return with a bladder tank full of fertilizer or insecticide. The tank can be conveniently located for application, then collapsed and stored for future use. For localised fire fighting, it can be placed on a truck and filled with water — and again collapsed and stored when empty making the truck capacity fully available for the return trip.

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

**Industrial processing:** For mixing, reclaiming, settling, ageing, cooling etc. of industrial process fluids and for temporary provision or trial location of fuel storage, the bladder tank provides both versatility and economy beyond that achievable with conventional metal tanks.

**Road Transport:** An ordinary tray-body truck or semi-trailer can transport liquid, such as fuel, emergency water etc. to a desired location; and by collapsing, folding and storing the bladder tank, accept non-liquid back loading. This concept would make a valuable contribution in disasters such as droughts, where water could be taken in and livestock back loaded...a versatility beyond the conventional tanker.

**Helicopter air-lift:** To transport fluids such as water, emergency fuel, chemicals etc. by helicopter, the weight of a conventional metal tank severely reduces the net fluid load; and the metal tank has to remain slung beneath the aircraft on the return flight. The bladder tank can be stored inside on the return flight, together with back-loading of freight or personnel if required.

Members of the Hire Industry are invited to contact Representatives of Stuart Fell & Co. Pty. Ltd at 9 Sydnenham Street, Highett, Victoria, 3190 for further details of the flexible storage tanks.

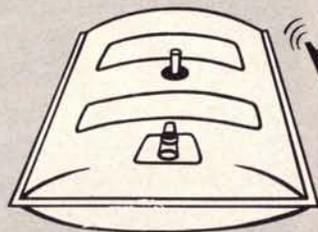


Fig. 1

able to conform to all irregular surfaces.

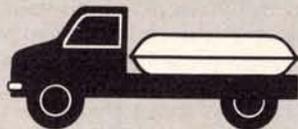


Fig. 2

ideal for remote, temporary or transient worksites.

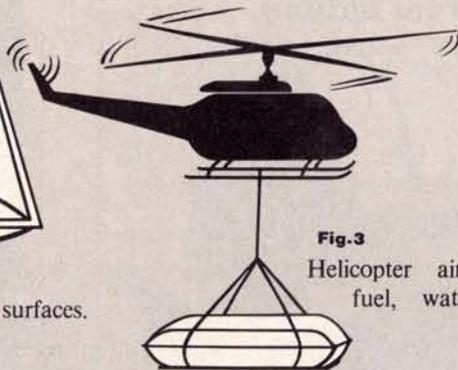


Fig. 3

Helicopter airlift —  
fuel, water, chemicals.



Fig. 4

may be collapsed to permit backloading.

# NEWS FROM THE TRADE

## DUST —

Perennial problems when using Angle Grinders.



One of the greatest problems when using an angle grinder has been the proliferation of dust that the machine pumps out. Often the machine is being used in a confined space which makes the operation doubly unpleasant.

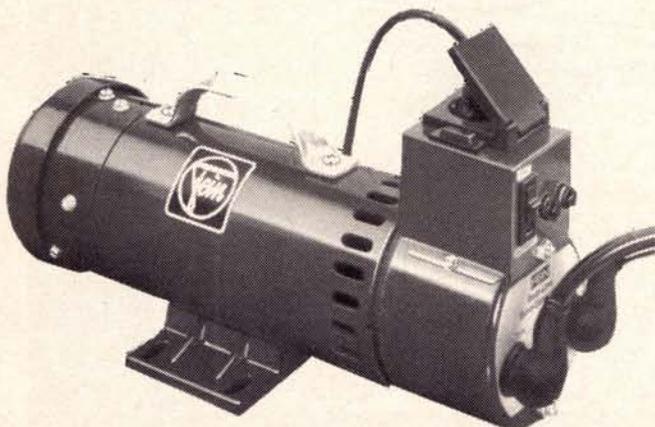
Fortunately there is a dust extraction unit available from Fein Power Tools Pty.Ltd.

The unit comprises of a rigged extractor equipped with an electrical dust level indicator as well as with an electro magnetic vibrator. An undercarriage with an accessories bag is also available.

Cost of the unit is approximately \$580.

## 220 VOLT GENERATOR.

Running of your car battery.



Recently made available by Fein Power Tools (Australia) Pty: Ltd, is a 220 volt generator that will run off your motor vehicle 12 or 24 volt battery.

Named the Fein Board — Generators Redi-Line the unit can operate normal power tools and electronic devices up to 650 watt using a 12 volt battery, or up to 800 watt using a 24 volt battery.

Advantages are obvious: electronic tools and devices can be used independently of a main supply in areas not serviced, such as building sites, forestry and agricultural areas, weekend estates, motor boats etc.

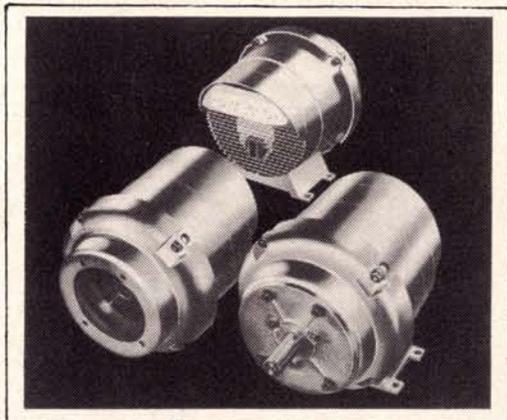
Further areas of usage are in emergency rescue situations where power is needed urgently.

The Fein-Board Generator is air cooled and can be installed with four bolts to the boot or inside of the vehicle.

The 220 volt devices are connected to the earthed contact socket of the generator with or without an extension cable. Devices with electronic speed controllers, thermostatic regulators, thermostatic overload equipment as well as radios, television etc. needing alternating current power supplies may be operated.

Running time of the unit without re-charging depends on the capacity and loading of the battery and the input power of the device.

## New Dunlite “80 Series” 2 pole alternators



This brand new alternator is specifically designed, tooled and manufactured in Australia where lightweight, rugged reliability is at a premium and “on-the-spot” technical advice and support is immediately available.

In addition to using the proven two pole rotating field, salient pole design, the new unit has many outstanding features. The body is a one-piece aluminium pressure die-casting incorporating a drip proof shroud and twin switched general purpose outlets. Radial sliprings allow a much shorter body length and convenient access to brushes from

outside the alternator. The solid state regulator incorporates the latest testing and reliability engineering techniques, and its design gives exceptionally good motor starting capabilities. Models are available for 50/60 hz (3000/3600 rpm 240/120V) in both 3/3.4 and 5/5.4 kva versions.

**GENERAL FEATURES:**

The alternator has a body of pressure die cast aluminium. There are both two bearing and single bearing models. The single bearing model has a flange included allowing direct coupling to any engine with a SAE housing and a No. 4 taper shaft. No further adaptors are needed. The single bearing model is not designed to suit any other type of engine housing and/or shaft. All alternators have a 15V A.C. battery charging winding incorporated but its use must be discussed with the manufacturer. All windings are insulated to Class F. The following technical specifications are for the guidance of the customer, and more details for specific applications are available on request.

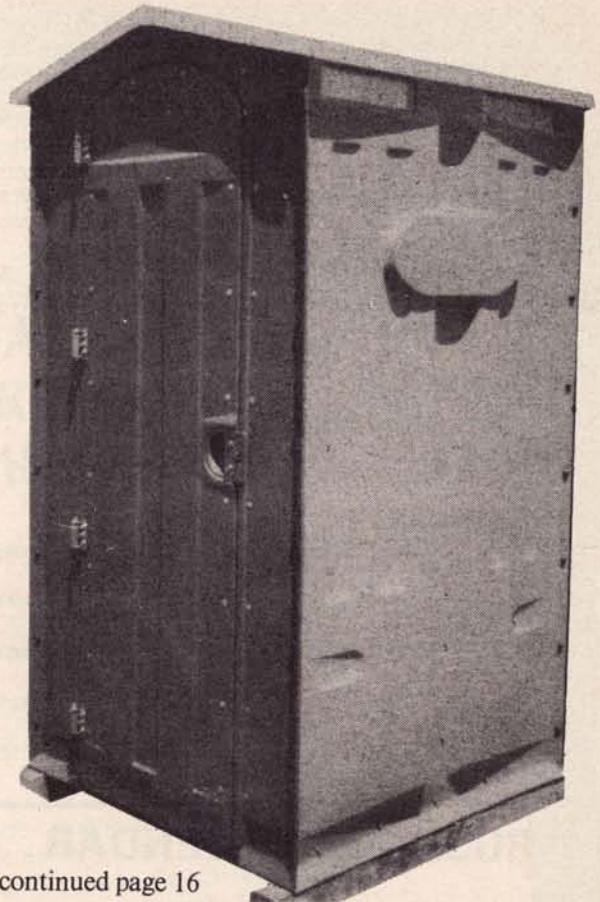
## SUPERLOO TUFWAY IMPACT RESISTANT PORTABLE TOILETS

TWO NEW ADDITIONS TO THE RANGE OF  
SUPERLOO PORTABLE TOILETS SUPERLOO  
TOILETS ARE NOW AVAILABLE IN

- a) CLOSET CHEMICAL TYPE and
- b) FLUSHING TYPE

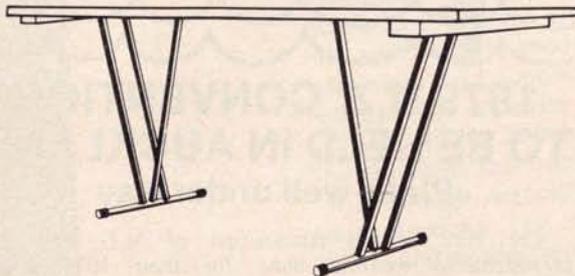
Experience has shown our high density special grade of impact resistant polyethylene is made to stand up to years of rough use and frequent moves.

Superloo Tufway units bounce back from impacts, they bend rather than break and sunlight won't cause their



continued page 16

## A Leg fit for the best of tables . . . .



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

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

Plated and not painted, the ELLIS Leg is maintenance free and almost essential for any equipment hirer.

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

These trestle legs can also be supplied complete with tops. Coated or uncoated.

Available only from



**formrite  
tubebenders**

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

surface to crack or craze. Its scratch resistant and because the colour goes right through, those scratches that do occur are almost invisible. This also eliminates the need for costly painting operations.

Superloo Tufway is durable, easy to clean and keep clean and when repairs are needed they can be often made on the spot and because Superloo Tufway is modular, replacement of individual components is quick and easy, with only a few simple hand tools needed to do the job. Certainly less costly than replacing an entire unit.

**THE ADDITION OF THESE UNITS GIVE A CHOICE OF 5 DIFFERENT TYPES OF SUPER-LOO AVAILABLE FOR YOUR NEEDS.**

1. Fibreglass closet type
2. Fibreglass foot flush
3. Fibreglass sewered connected type
4. Tufway closet type
5. Tufway flushing type

**For further information**

N.S.W. — HIRE KINGDOM 351 Newbridge Road Moorebank. Phone: 601.1766

TAS. — HOBART PUMPING SERVICE 2 Grosvenor Street Sandy Bay. Phone: 72 4544

S.A. — RICHARD STEVENS HIRE 2 Seacombe Road Darlington S.A. Phone: 296 1001

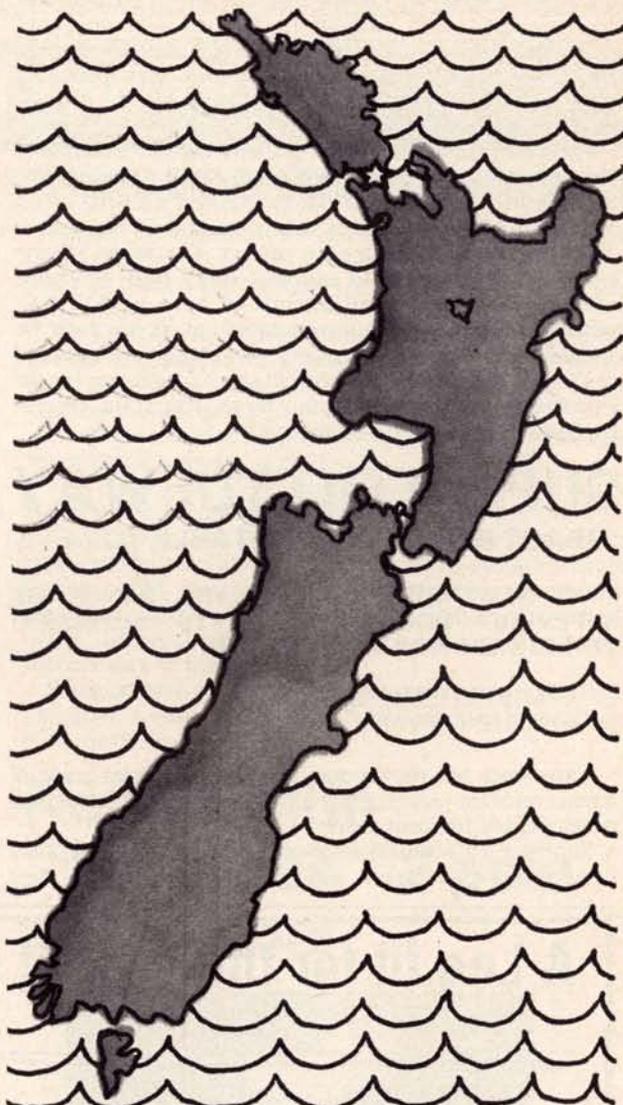
W.A. — TEMPORARY TOILET HIRE 1669 Albant Highway Kenwick W.A. Phone: 69 3069

VIC. — ABC HIRE CO. P/L Lot 2A Ordish Road Dandenong. Phone: 791 2683

## RUSH JOB CALENDAR

MIR	FRI	FRI	FRI	THU	WED	TUE
8	7	6	5	4	3	2
16	14	13	12	11	10	9
23	22	21	20	19	18	17
32	29	28	27	26	25	24

1. This is a special calendar which has been developed for handling rush jobs. All rush jobs are wanted yesterday. With this calendar a client can order his work on the 7th and have it delivered on the 3rd.
2. Everyone wants his job by Friday, so there are three Fridays in every week.
3. There are eight new days at the end of the month for those end-of-the-month jobs.
4. There is no 1st of the month — so there can't be late delivery of end-of-the-month jobs on the 1st.
5. A "Blue Monday" or "Monday morning hangover" can't happen, as all Mondays have been eliminated.
6. There are no bothersome non-productive Saturdays and Sundays — no compensatory leave or overtime to worry about.
7. With no 15th, 30th, or 31st, no "time-off" is necessary for chasing salary cheques or paying bills — in fact, there's no salary either.
8. "MIRDAY" — a very special day each week for performing miracles.



## 1979 N.Z. CONVENTION TO BE HELD IN AUCKLAND

### Plans well under way

The Hire Service Association of N.Z. (Inc) have arrangements well in hand for their 1979 Annual Convention to be held in Auckland on June 18, 19, 20 and 21. The Trade Display and Conference Sessions will be held at the Ellerslie Racecourse and accommodation is to be at the Intercontinental Hotel in Auckland.

A very full programme is planned for the four days including yard and scenic tours, informal business sessions and evenings at the vineyard, a beerhall and of course our annual ball.

Delegates from overseas will hopefully be in attendance in force from Australia, U.S.A., Great Britain, Japan and Canada.

All enquiries should be directed to the 'Convention Secretary' Mr Ron Berry, P.O. Box 51-160, Pakuranga, Auckland, New Zealand.



## NATIONAL PRESIDENTS MESSAGE

Our Industry is REALLY LIKE A CLUB. Anyone who hires is eligible; with the members getting the most from its facilities.

Joining the club is easy; and not expensive, but you must be reputable, and ethical. There are very few rules and regulations; more an understanding of unwritten ethics.

The Club has world wide connections, with Reciprocal rights in almost any country.

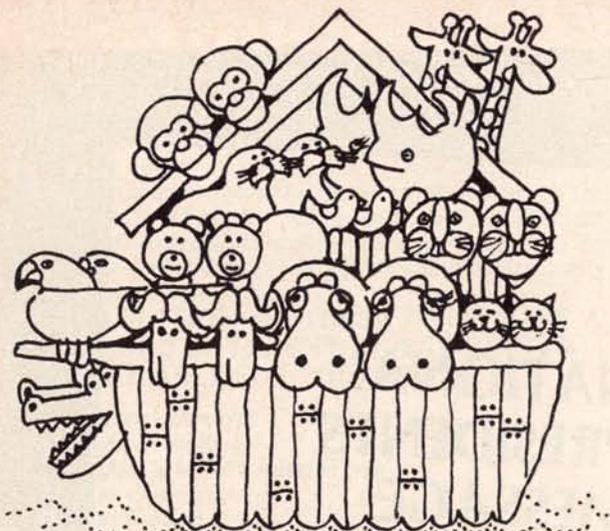
The industry is truly free enterprise; we do not rely on Government handouts and subsidies; (actually we are penalised for being in this business by not receiving the Investment Allowance), nor does it depend on Government licences.

Because of this freedom we are permitted to "do our own things"; and the growth in the Industry illustrates how well we do it, and how much we are needed.

The National Councillors met in Adelaide in January, and spent an extra day to look round Hire yards and talk shop (some could not resist the Barossa Valley). The hospitality was tremendous – it never stopped.

It is through Associations like the small, but active South Australian H.A. that the high standards of the "Club", and its aims, are continued.

Because of meetings such as these, and the effort put in by its members, the future of the club looks secure.



## NOAH WAY!

### Or how to win a Biblical Purchasing Department

And the Lord said unto Noah, "Where is the ark which I command thee to build"?

And Noah said unto the Lord, "Verily, I have had three carpenters off ill. The gopher-wood supplier hath let me down — yea, even though the gopher-wood hath been on

order for nigh 12 months. What can I do O Lord"?

And God said unto Noah, "I want the ark finished even after seven days and seven nights".

And Noah said "It will be so".

And it was not so. And the Lord said unto Noah, "What seemth to be the trouble this time"?

And Noah said unto the Lord, "My subcontractor hath gone out of business. The pitch which Thou commandest me to put on the outside and the inside of the ark hath not arrived. The plumber hath gone on strike. Shem, my son who helpeth me on the ark side of the business, hath formed a pop group with his brothers Ham and Japeth. Lord, I am undone".

And the Lord grew angry and said, "And what about the animals, male and the female of every sort that I ordered to come unto thee to keep their seed alive upon the face of the earth"?

And Noah said, "Thet have been delivered to the wrong address but should arrive on Friday".

And the Lord said, "How about the unicorns, and the fowls of the air by sevens"?

And Noah wrung his hands and wept, saying "Lord, unicorns are a discontinued line: thou canst not get them for love or money. And the fowls of the air are sold in half-dozens. Lord, Lord, thou knowest how it is".

And the Lord in His wisdom said, "Noah my son, I knowest how it is. Why else does thou think I have caused a flood to descend upon the earth"?

RIGHT AROUND AUSTRALIA ...

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 BUILDING AND CONSTRUCTION EQUIPMENT.  
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 CONCRETE VIBRATORS AND SUBMERSIBLE PUMPS.

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## THE CALL OF THE GREAT OUTDOORS: OR HOW TO EARN YOUR "HIRE" FROM CAMPING

To our Colleagues who are more involved in the rental of "heavy" or "hard" equipment we thought the article below would be of interest.

It comes from Aladdin Rentals in Queensland who rent out and organise holiday camping.

### EASY CAMPING HOLIDAYS

Following the success of our first camp site, at Miva Station, near Gympie we have opened two more sites; all of these sites are equipped with the same 11' by 10' canvas tents, fully fly screened and with fitted groundsheets, by Coleman of America.

#### The new sites are at:

Midginbil Hill, near Murwillumbah, northern N.S.W. and Lazy G Palomino Ranch, Mt Larcom, near Gladstone, Qld.

For campers going away for weekends from nearby towns or for travellers to and from northern Queensland who want inexpensive accommodation en route, these are proving to be very popular.

We find ourselves that after a day's journey in car or coach, tempers get to be frayed, limbs stiffen, tummies tighten, and it is a lovely relief to get to a camp site where, in the clean unpolluted air the tents are already erected. Exercise is available with horse rides to give a deserved appetite for the evening meal cooked over a camp stove; an appetite that is whetted by the fragrance of cooking from other campers stoves.

An evening of convivial talk with other campers can follow, with swapping of experiences and advice of things to do on following days.

We wake in the morning, not to the swirl of choking motor car exhausts, but to the songs of our wonderful bush birds.

In all these sites the nightly rates are identical, and will not be changed before end June 1979. The site proprietors will

charge you \$4.00 per adult per night or \$2.00 per child (15 years and under) per night; this will include the normal site fees applicable to any camping ground, for use of toilets, showers and dining areas, provision of an air-mattress (you will probably have to inflate it, but they will provide you with an air pump) and use of tent or tents.

**Miva Station** is the largest of our sites, and has been consistently popular with our campers since we first put our tents there in April last year. The Atherton family have owned this station for over 100 years, and have set out the area with many bush toilets, driving tracks through the virgin scrub. You can ride their horses, have hay rides, swim or fish in the Munna creek (our tents are nearby), talk to the farm animals. A number of peacocks are an unusual attraction, and a small shop has recently been opened on the site for foods, some camping gear, and ice.

**Lazy "G"** is the most northern of our sites at present. You will drive up a dirt road and down through one wire fence, cross a small creek and open one gate before you get to this property. The Goodman family built this house themselves, from timber felled by themselves from the property. A line of Palomino mountain ponies may be saddled up at the rails for your arrival, if you have asked the Goodman family in advance to let you ride. Ask to see their methane gas producer, and their own spinning and weaving workshop.

### SINGAPORE

Our good fortune in having all year round camping in Australia, and plenty of space, was brought home to us when we read recently of what restricted opportunities for camping there are there.

"My son, a boy scout, went to a school camp," a father recounted, "Two tents were symbolically pitched in the field. They slept in the classrooms, ate packaged food, instead of cooking their own, and went on so-called night hikes at four in the afternoon, with blindfolds for night effect."

# LETTERS...

Dear Sir,

You probably know well the gentleman I would like to have acknowledged in the next issue of "Hire News".

He has never wanted to be President of any Association or Chairman of any "heavy's" group with the associated publicity that rightly goes with these positions — he has simply wanted to contribute to the industry from which he accepts in return a reasonable living, and to encourage by his actions the friendly exchange of technical information and social activities with fellow members of the Hire industry.

John Kroeger is Chairman of Directors of the Abbey Rental Group of Companies.

For twelve months I worked with John — or I should say, he worked and I read copies of his actions, his letters and his thoughts as part of a sub committee delegated by the H.A.V. to finalise a programme for the 1977 Melbourne National Convention.

I recently sat in on meetings of Victorian associates of the Hire Industry as plans were drawn up to fight the Federal Government's proposed new Retail Added Tax. Bob Ansett was Chairman — but who organized the meetings — planned the minutes and handled the correspondence — John Kroeger. John's efforts undoubtedly played some small part in the Government's decision to scrap this Legislation.

I also attended a meeting under George Tanton's Chairmanship to get off the ground our proposed 21st Anniversary Hire Exhibition. Who suggested the idea, drew up the aims and contacted the Exhibition Specialists? — of course, John did.

I well remember too, several years ago, the Hire News being temporarily without an Editor — John acted as Editor for several publications.

Just before Christmas I was unlucky enough to be injured in a car accident necessitating the use of a wheel chair for a few weeks. It would have been so easy for me to have rung John and obtained one for free, but I deliberately rang other Companies — more of whom could supply, because, unknown to me, Christmas is the hire peak for wheel chairs as many families take their relatives home for a Christmas change.

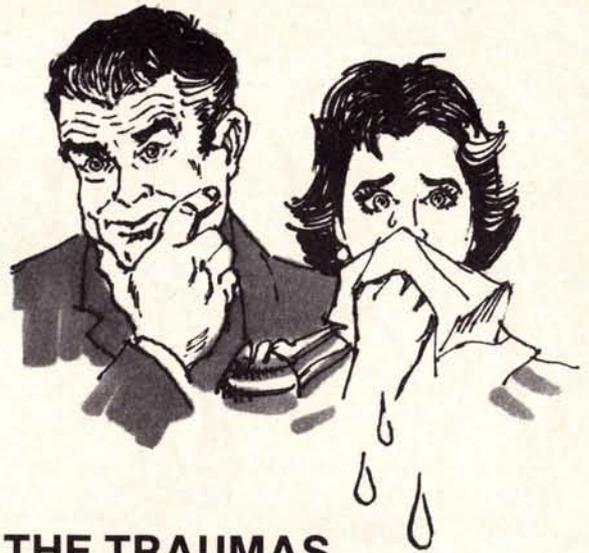
I fell back on John's Medical hire outlet, U Hire, but they too were overbooked and the suggestion was made that I ring John direct. Within two hours a new chair was personally delivered together with a couple of bottles of good wine. Of course, you can all guess how much I was charged for its hire.

Anyhow, John, we did have a nice Christmas drink together when you called and hope you do not mind me saying for all to hear — Thanks A Lot.

Yours faithfully,

Len Booth

Builders Equipment Pty Ltd., Richmond, Victoria.



## THE TRAUMAS OF PARENTHOOD

If your household is going through the agonies of Higher School Certificate, read this; we think it's gorgeous. It's from Mokera, the Board of Works house journal:

Dear Mummy and Daddy,

You will by now have heard about the fire at the school and I just wanted to let you know that I am all right even though, of course, I have lost all my belongings.

However, I have been lucky in that I have found a nice flat which I am sharing with a friend since all the school dormitories were destroyed in the fire.

The young man who has been very kind to me, and is letting me share his flat, has not enjoyed the social privileges of someone with my own background but I know that neither of you are snobs and will not mind, at all, that he is the school's boiler attendant and assistant to the cleaner.

I have never been so happy in my life as since I have been living with him and I have been simply dying to tell you the wonderful news that we are going to get married.

I know, my dearest parents, not only how proud you are to be Australians from five generations of pure British stock but also how this has not given you any hint of bias in questions of race and colour.

I am so glad, therefore, to be able to tell you that although Solomon's family only left Uganda last year, nevertheless they have always been British citizens.

Now, about the baby.

It is not due until about three months after the wedding and if it is a boy we would like to call him Horrie after you, Daddy darling.

Now, Mummy and Daddy.

There was a fire in a rubbish bin at school, but no damage was done and I am not therefore having to share a flat with anyone.

Nor am I engaged to a Ugandan boiler attendant/assistant cleaner, nor am I going to have his baby.

But I am certain I have failed HSC English and I just wanted you to get it in perspective.

(Reprinted with thanks for the Victorian Hire Association news letter).



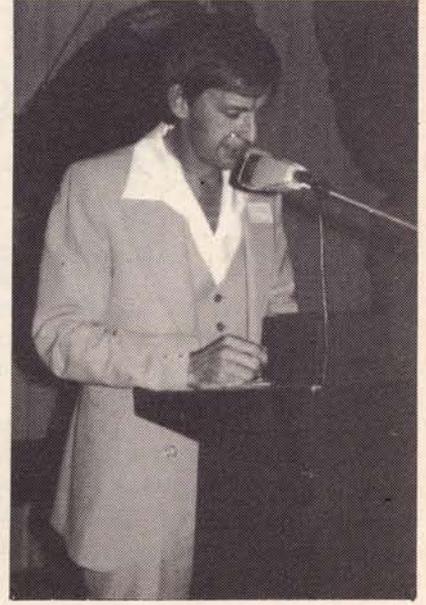
# PHOTOS FROM NSW ANNUAL GENERAL MEETING



Treasurer Greg Page presents the facts and figures.



Secretary Denise Layton finds something amusing.



Incoming President Rob Wallis addresses the meeting.

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## HIRE ASSOCIATION OF QUEENSLAND

Extracts from meeting held 19th February 1979.

The President welcomed Brian Bakewell, of McCullochs and Scott Walker, of Scotts Hire. Also welcomed was Peter Morahan, of Moreton Hire, who has moved into a very responsible position...it was pleasing to see Peter at the meeting...the President also welcomed back, after a long absence, Fred Barnes of Equipment Hire...Fred is a former President of the Association and in earlier days did a lot to get the Association moving and keep it going. Fred has not been in a position to attend many meetings, and it was a pleasure to see him at this meeting.

Two new Members were accepted, McCulloch Queensland Pty. Ltd, as an Associate member and Mackay Hire Service as a full member.

The Treasurers report was given and showed a balance of \$4543.63 credit...the Treasurer expressed his appreciation of Alan Thompsons efforts and assistance in an Honorary capacity, in the preparation of the Balance Sheet.

Original difficulties concerning space have been

overcome and we have been allocated a stall at the 'Telegraph' Home Show, reported Adrian Verney of Sandgate Hire. Through the good efforts of John Fan of Dynapac, we have obtained an area in the wool pavilion...it is our intention to have the display manned by members of the association at all times...

Referring to the proposed amendment to the constitution, the President said it was apparent that most members had studied this at length, and the result of voting was 34 in favour and 3 against, motion for the amendment carried. It is hoped that the change will see less business at meetings, and the business of the Association run by a group who want to do that. Instead, now at meetings we can, at social evenings, learn what is going on in businesses and, at workshop nights, learn about equipment.

Following the meeting the Annual General Meeting was held and the following office bearers were elected:

President: Mark Williams, Steel Boxing Hire

Vice-President: John Mason, Betta Hire

Treasurer: Bob Lawler, Brisbane Hire

Secretary: Dorothy Verney, Sandgate Hire

# 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.

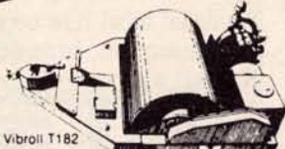
## Many many times compaction efficiency of their own deadweight!



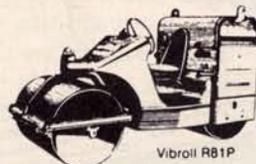
High density compaction capability coupled with light weight for ease of transport make Vibroll popular with Local Authorities and contractors around the world. Low initial cost. Rugged long — life construction. First rate spares service. Well over 1200 Vibrolls in operation in New Zealand.



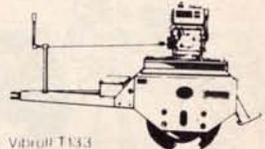
Vibroll W71P



Vibroll T182



Vibroll R81P



Vibroll T133

Get full information on these high performance rollers from the New Zealand representatives:



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CHRISTCHURCH

A Member of Tappenden Industries Group

RMV 77/2



## PRICE CUTTING — WILL IT COME TO AUSTRALIA?

As yet the theory of intensive price cutting within the Hire Industry has not arrived — as yet! But it might! So let us all take notice of the pitfalls and hazards from our American cousins.

Aside from the fact that price cutting is damaging to the image of the rental firm that engages in it, the practice seriously erodes profits. Although figures are not quite the same for the rental operation, in a retail operation statistics are available which reveal how costly price cutting can be.

Consider this: if your goal is to achieve a 25 per cent gross profit and you can cut your price just five per cent, you must increase your inventory by 25 per cent and you must increase your dollar volume by 18 per cent. Now for the *really* big price cutter. If you give a 20 per cent price cut, that means you must have 400 per cent more inventory and you must have 300 per cent more dollar volume! What folly this is.

Someone told me many years ago that the price cutter knows what his equipment is worth. Since it's worth less, he charges less. So many people rather than getting the right price on good equipment, good service and a price commensurate with their costs in order to stay in business, must cut prices

There is no point now in dwelling on how to set your rental/sales rates. I'm sure you will find that the people to whom you give discounts will be loyal customers only so long as your price is lower than your competition. *Is this the kind of loyalty you want from a customer? Can you afford to*

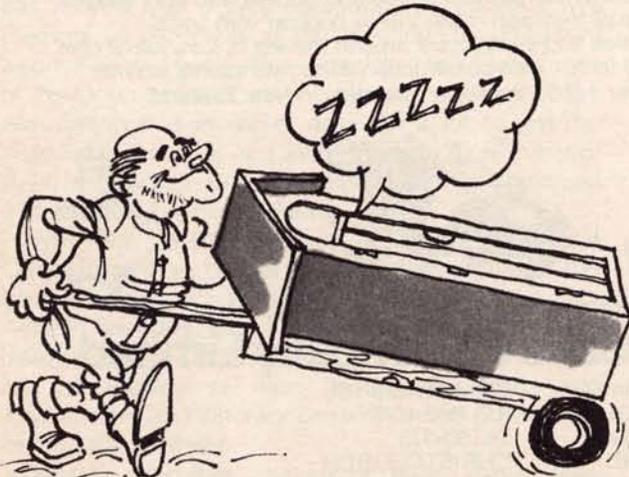
give away ten, 15 even 20 per cent of your profit? When you, for example, rent something that has a realistic rental price of \$100, and you cut the price to \$85, that \$15 is gone and it is *pure profit*. Stop to think for a moment how much business you have to do to bring back that \$15 profit down to the "bottom line" (your net profit). If my figures are correct, you have to do an additional \$150 in sales to reclaim that \$15 profit. Price cutting is a major business expense and will eventually kill a business.

Speaking of profits, I have a chart that we will publish if enough readers request it. It is a chart which explains how to figure gross profit. Here's how it works in just one instance: remember that 20 per cent profit added to cost does not yield 20 per cent profit. Profit is properly figured on sales, and to make a 20 per cent profit, you must add 25 per cent to the cost.

There is another side to price cutting that we will discuss next month. It involves discounts, kickbacks, bribes and rebates as they relate to other phases of the rental business.

The above article was written by Ed Roseman who has spent over 35 years in all phases of the rental business in America. He is now a private business consultant to individual rental firms.

## PECULIAR USES OF HIRED EQUIPMENT



Dear Sir,

Recently the German Club held a beer festival in Brisbane. Some 20,000 people turned up to sample "Beers of the World"

As usual local hire companies were much in evidence with marquees, barbeques, tables, chairs etc and S.O.S. Rentals with their "Super loo" toilets.

On "Headache" day after the festival was over the S.O.S. truck was picking up the toilets. One seemed much heavier than the rest and on investigation one of the beer drinkers was found inside, enthroned, and fast asleep!!!

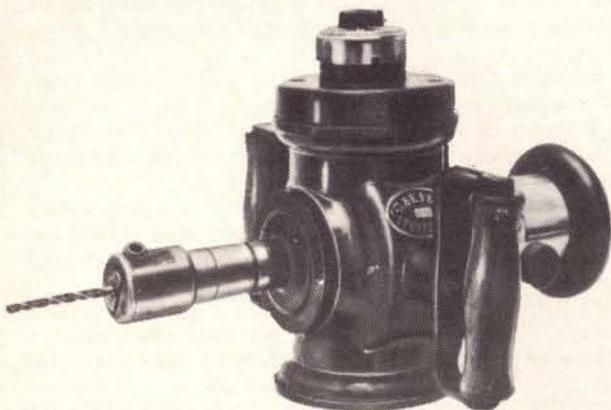
Should we have charged him bed rental?

S.O.S. Rentals,  
Yeronga 4104

# A WALK DOWN MEMORY LANE



## The World's First Electric Hand Drill *Created by Fein of Stuttgart in 1895*



In 1895 FEIN (Fein Power Tools (Australia) Pty. Ltd.) invented the machine which can be considered the forerunner of all of today's Electric Tools, namely the world's first Electric Hand Drill.

By developing and improving this Electric Hand Tool, the company became specialists in designing and manufacturing Electric Hand Tools. Indeed a stepping stone in building up a successful enterprise.

Seeking new ways to reduce the work load and producing more modern and better machines still takes first place in the activities of the company.

For instance, it was FEIN who brought the first electronically controlled industrial Hand Drill on the market.

Today the works in Stuttgart manufacture over 200 different types of Electric Tools, which are exported to more than 100 countries all over the world.



**ANSETT**  
AIRLINES OF AUSTRALIA  
**The Convention Specialists**

**OFFICIAL CARRIERS TO THE 1979  
HIRE ASSOCIATION CONVENTION.**

## PRESIDENT'S REPORT 1978

As President, I had a rewarding year, and enjoyed working with the members to progress the Association and its aims. 1978 was a difficult year for the members, but most have continued to prosper, and membership of the Association has continued to increase. With the interest from country Hire Firms, we now have a member in almost every major centre in the State.

The attendance at the meeting was probably no better or worse than in previous years. The meeting held in Toowoomba lapsed for want of a quorum, but it was a difficult day and time for most members. If the Constitution is changed, we may see more participation in the Social and Workshop gatherings proposed, and an exchange of ideas and problems in a less formal atmosphere.

Our promotion of the Industry will take a big step forward with a display in the Telegraph "Home Show" next month, and I suggest to you all that you talk "HIRE" at every available opportunity. As more and more of the public become "hire" conscious, the more our hire businesses will grow. As leisure time for the working public increases, we can expect a greater demand for hire equipment, both in the home improvement and recreational fields. Now may well be the time to plan to get your share of this market. However, promotion is the key, and the more promotion we all do, the greater the rewards.

I would like to thank the office bearers for their help and co-operation through the year, and particularly the Secretary, Mrs. Dorothy Verney, for her excellent recording of the business at meetings and her prompt attention to every detail in the day to day business of the Association.

The National Convention at Surfers Paradise in September this year will need the support of every member, to make it a success and I look forward to your participation.

In conclusion, I would ask you to remain aware of your obligations as a member, so the Association may continue to progress in 1979.

M.R. Williams  
President

One in a series on Sound  
Management Business Principals

## EMBEZZLEMENT: THE WHITE COLLAR CRIME

*A few thoughts on how to keep it  
to an absolute minimum*

**How serious is the threat of embezzlement, and what can be done to avoid the illicit appropriation of resources?**

These days the problem is compounded. Stealing cash is only one of the many forms of embezzlement that can occur. In fact, it is becoming more rare as accounting systems grow more sophisticated and cheques continue to replace cash.

### VARIOUS FORMS OF EMBEZZLEMENT

Embezzlement can include such diverse activities as hiring unqualified friends and relatives, padding the payroll, over-budgeting for travel and expense accounts for personal profit, and many other activities which are far harder to monitor and which are considerably more subtle and hard to prove than simply stealing cash.

Control systems should be installed that preclude all forms of embezzlement and minimise temptation.

Expense account mismanagement is the most common form of embezzlement and the least detectable. More attention is needed to monitor this aspect, but at the same time the creation of an atmosphere of distrust must be avoided as this could discourage competent individuals from staying with the organisation.

### CONTROL THE ACCOUNTS SYSTEM

More stringent accounting system methods make the apprehension and prosecution of outright thieves much more likely, but it is becoming more usual for crooked individuals to design ingenious schemes for misappropriating assets, such as the transfer of funds through phoney invoices issued

by a fictitious company either solely owned by the perpetrator or run in conjunction or conspiracy with a cohort.

There are not many things that can be done for protection: professional accounting systems must be established; the services of an outside auditing firm must be used; and discretion should be used in hiring personnel.

Accounting systems that provide double checks on expenditures and dual signatures on cheques should be established.

Monthly financial statements and quarterly recaps can help. These can be scrutinised by other executives.

If dual-signature cheque systems are found to be inconvenient, a policy could be established to have a cut-off point, such as cheques for more than \$500 requiring a second signature.

Incoming cheques can be received and dealt with in an office separate from the book-keeping department. A cheque register can be maintained, and bank deposits done by yet another person who is not involved with the disbursement of funds.

Cheques can be produced and controlled by a person other than the one who signs them, and a voucher system can allow the person signing the cheque to see the original invoice.

Another safeguard is the separation of the income bank account from the expenditure account. Periodically a statement listing necessary expenditures can action the transfer of funds into the expenditure account.

Cheques written every month can be listed, including the name of the payee, the amount and the budget category.

A copy can go to an outside auditing firm which compares it to the bank statement. The monthly audit ensures funds cannot be embezzled undetected.

But in the end it all comes down to trust. No system of controls is infallible and there is no way to prevent several key personnel from conspiring to embezzle funds. The best protection is to employ individuals who have a proven record of honesty.

Mr. Martyn Frost,  
Suite 6,  
38 Rowe Street,  
EASTWOOD NSW 2122.

Dear Martyn,

May I pass on to you, the congratulations of our Queensland members on your January issue of Hire and Rental Equipment News. At our Annual General Meeting last night, all members were most complimentary in their remarks about this issue, and all expressed the hope that it will continue in this vein.

Yours sincerely,  
HIRE ASSOCIATION OF QUEENSLAND  
Dorothy Verney  
Hon. Secretary.

Comment: Thanks, lets all work together and make **our** magazine more interesting for all of us.

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