

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. 3 MARCH, 1979

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The Complete
Von Arx
set in a handy
metal case.

The New Von Arx 34-B Needle Scaler available
from L.D. Beston Pty. Ltd.

INSIDE THIS ISSUE:

- ★ COATES & SUPER HIRE JOIN FORCES
- ★ "I TRIED IT ONCE..." ★ VIEWPOINT
- ★ INTERSTATE NEWS & VIEWS



**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!

For demonstration phone —

HIRE KINGDOM

351 Newbridge Road, Moorebank, N.S.W. 2170

601-1766

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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Phone (02) 93-0351.



FRONT COVER:

The new Von Arx Needle Scaler available from L.D. Beston, Rosebery, NSW. See page 8 for details.

Printed in Australia by –
Vaughan Douglas Printers.

Just minutes, from chainsaw to slicing steel.



Hire it out either way, as a Chainsaw or a Cutquik. With the Stihl 08S powerhead you can rent out either, and change one for the other in minutes.

With power to slice through steel, concrete and asphalt as easily as hardwood. Plus you

get all the West-German engineering and reliability that makes Stihl such a great, low-maintenance hire tool.

Stihl. The best selling chainsaws in the world.

STIHL CHAIN SAW (AUST.) PTY. LTD.

N.S.W. 52 Queen St., ALEXANDRIA, 2015. Tel: (02) 699 6053.

VIC. 41 Barry St., BAYSWATER, 3153. Tel: 729 3522.

S.A. 15 Ferrers St., MT. GAMBIER, 5290. Tel: (087) 25 5024

S.A. 394 Main North Road, BLAIR ATHOL, 5084. Tel: (08) 260 3766 & 260 3232.

QLD. 19 Thompson St., MAYNE, 4006. Tel: (07) 52 4617.

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AGRICULTURAL SERVICES PTY. LTD. P.O. Box 39545, WINNELLIE, 5789. Tel: (089) 84 3577.

Please send me by return your full-colour brochure on the CutQuik and the name of my nearest Stihl dealer.

ADDRESS

NAME

CODE

STIHL®

viewpoint

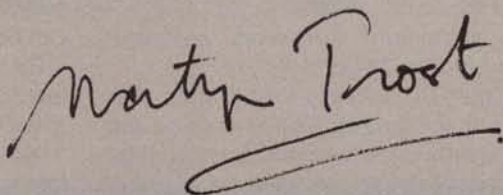
Well so far, so good.

We're now into our third issue of the year and already from the response we're getting, we seem to be producing a magazine that you, the reader, like to receive.

It's not easy, mind you. February we had problems in getting the magazine out on time. In fact, most of you didn't get it until about the second week in March! My apologies – it was one of those situations that was literally "out of our control". Notwithstanding I thought that particular issue was very good.

Advertising support for your magazine is coming forward very slowly. Regrettably several of the advertisers who have supported in the past have now withdrawn their support for the time being. The general reason has been poor response to their advertising. A plea therefore – if you **are** considering new equipment at least give our advertisers the courtesy of being allowed to give you a quote. If you then don't like what you see ... well at least you've made the effort.

Until next month then ... be good!

A handwritten signature in black ink that reads "Marty Frost". The signature is written in a cursive, slightly slanted style. Below the name, there is a long, horizontal, slightly wavy underline.

P.S. The National Convention at Surfers is not far away ... it might be a good idea to start making your plans now ... we want the best convention ever and the Queensland Association is already working really hard to ensure this will be the case.



NEW DAIHATSU DELTA PANEL VAN

One in the continuing series of motor vehicles available to Hire companies for company use or as part of the Hire fleet.

Daihatsu has released in Australia two fully imported panel vans suitable for two or three tonne operation.

The vans are available in long and short wheelbase.

The long wheelbase van is 4590mm long, 2070mm wide and 2050mm high.

Both vans have aluminium bodywork mounted around a tongue and grooved floor.

The general manager of Daihatsu Distributors (Mr. John Conomos) national Daihatsu distributor said the panel vans fulfilled a long overdue need for a general purpose van meeting Australian operational requirements.

They had been designed to Australian specifications after research into local requirements, Mr. Conomos said.

They were compatible with either petrol or diesel engines in any of Daihatsu's two, two-and-a-half and three tonne capacities.

Mr. Conomos said the vans were fully built onto the

chassis in Japan and were covered by a full factory vehicle warranty.

They did, however, come to Australia without rear doors, to allow purchasers to nominate specific door opening requirements. However, fully sealing doors can be fitted if required, at the factory.

The panel vans were fully equipped with drain holes, interior lights, emergency bell and rear and side body guards.

Mr. Conomos said initial reaction to the vans had been excellent.

He said the recently released Delta range of Daihatsu trucks had opened new possibilities for speciality-use designs.

The all-purpose vans were likely to be only the forerunner of more purpose-built unitary bodies.

Further information can be obtained through your local Daihatsu dealer.

COATES & SUPER HIRE JOIN FORCES

Coates & Super Hire combined operations on February 1st after takeover by Coates parent company, The A.N.I. Corporation Limited.

Coates will now operate a total of eleven branches in N.S.W. & A.C.T. with nine in the Sydney metropolitan area and one each in Canberra and Newcastle.

Headed by Jim Brown, the staff now totals 145 people.

Below is a photo taken at the first Staff Meeting of the new combined operation which was held at the Auburn Motor Inn earlier this year.



BOTTOM ROW — L to R: Graeme Field, Ron Pettit, Roger Madill, Allen Forbes, Don Chrystal, Ken Burt, Jim Brown, John Hewitt, Bruce Fuller, Phil Solomon, Pat Patterson, David White. SECOND ROW — L to R: Robert Smith, Des Turnbull, Brian McGrath, Jim Oman, David Morris, Charlie Aitken, Ken Ross, Wally Le Page, Chris Williams, Nick Banos, John Forbes. THIRD ROW — L to R: Jack King, Neil Flanagan, Pat Keenan, Tony North, Robert Feltham, Mick Banks, Peter Swan, Wayne Fullerton, Steve Goodbun, Rick Woodyatt, Peter Emslie, Ken Smith, Bill Bone, Charlie Johansen, Don McKee. MISSING FROM PHOTO: Lindsay Clark, Dennis Whelan.

NEW VON ARX NEEDLE

SCALERS: The Von Arx needle scaler is claimed by local distributor L.D. Beston to save between 26% & 37% air consumption. The scaler, which comes in various models, will run adequately off a 6 C.F.M. air compressor and not the usual 9 C.F.M. air compressor. The scalers are ideal for hiring out for such purposes as cleaning old & stained brickwork and masonry and chipping off old layers of paintwork.

The Von Arx has a new type of hammer action which with its lightweight needle holder prevents floating. Each blow is therefore fully effective, as opposed to conventional needle scalers where the inertia of the holder causes the needles to "float". The result is half force on every second or third stroke.

Other claimed advantages for the Von Arx are longer life for the needles, lighter and easier handling and conversion from needles to a chisel hammer or brush hammer in a manner of seconds.

Longer Life

The new hammer action offers along with an improved needle head shape a considerably better service life on the needles. The manufacturers tests have produced service life results of more than 700 hours.

Lighter Handling

The new Von Arx are on the whole a little shorter and have a new handle for optimum weight distribution, resulting in better balanced performance and reduced operation fatigue. The scaler fits more comfortably into the hand. With the smaller models you can work comfortably using only one hand.

The Von Arx is available in four different models:

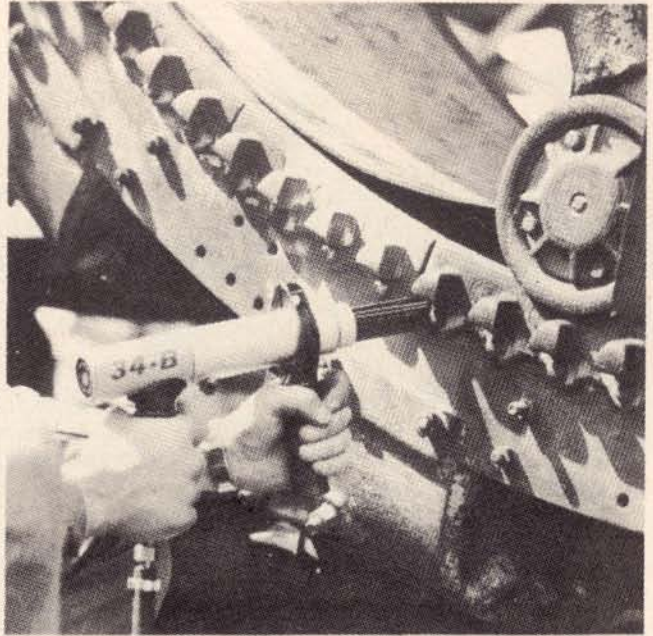
Model 12-B for intricate work and hard to reach places
Model 23-B trimming weld seams and minor cleaning work

Model 34-B de-rusting, de-scaling, cleaning, bush hammering, sheet metal cutting

Model 45-B the jumbo model for rough heavy duty work.

In addition a complete kit is available containing the Von Arx unit plus different size needles, chisels, fork spanner, etc.

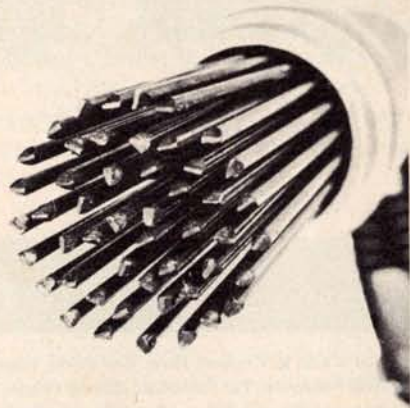
Further details of the Von Arx, plus a demonstration, can be obtained through L.D. Beston, 65 Princes Avenue, Rosebery, NSW 2018. Tel: 663-6222.



Use the scaler for de-rusting.



On the construction site: Cleaning, stripping, roughening.



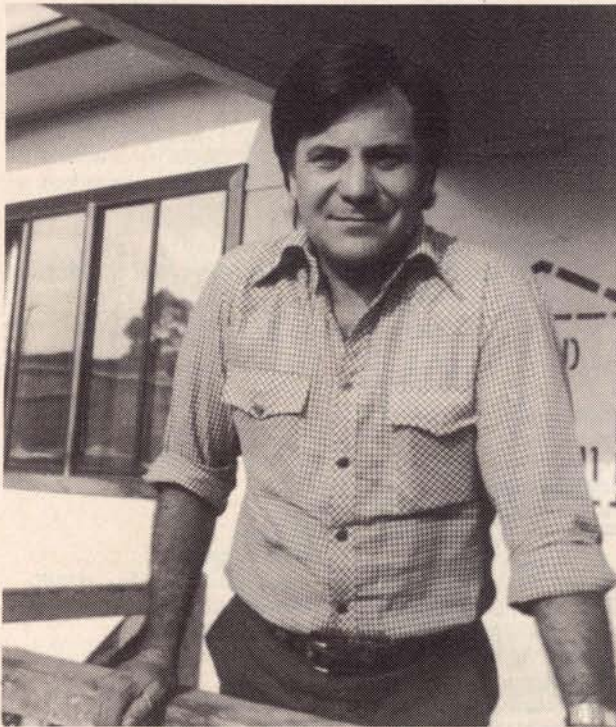
Choose the needles that meet your requirements.

HIRE and Rental Equipment News

PRINTED BY

VAUGHAN DOUGLAS PRINTERS

PHONE: 93-0351



The familiar face of Gordon Esden surveys his new 'Shed Hire' yard.



Gordon explains the operation of a loo.

GORDON GOES IT ALONE

After 15 years as Managing Director of Silverwater Plant Hire (later renamed Super Hire) Gordon Esden has decided "to put my money where my mouth is".

Gordon has in fact gone it alone by buying into a small specialist hire business called 'Shed Hire'. Shed Hire is situated just off the Victoria Road at Rydalmere, Sydney. This area of Sydney, for those not familiar with Sydney geography, is one of the busiest thoroughfares of the metropolitan area.

Gordon is specialising his hire business over three broad divisions: The first and major emphasis will be on renting out portable sanitation systems, quaintly tradenamed 'Rent-a-loo'. In addition Shed Hire will hire out temporary site accommodation and sheds (tinnies).

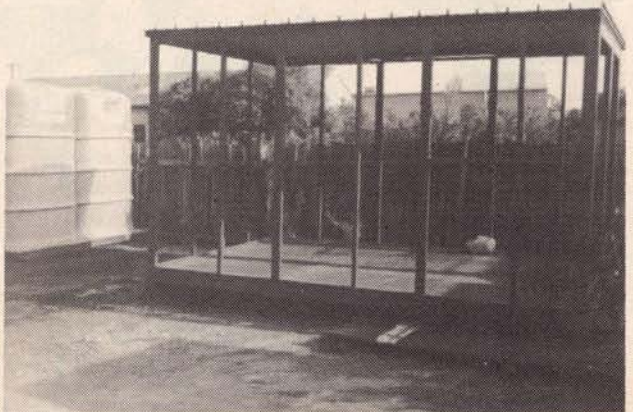
One of Gordon's first jobs, after being in business for only a short while was to supply 'Rent-a-loos' to the local rock station 2SM at one of their outdoor concerts. The management of 2SM called in Gordon and asked his advice on how many units they should hire. Gordon suggested a minimum of 60, with 100 being preferable if the expected crowd of 40,000 materialised. The station settled for only 40 and actually attracted an audience of 65,000! The result — total confusion — and quite a few teenagers with strained expressions!

Later when Gordon called in that evening after the

concert was over to check up on the condition of his 'Rent-a-loos' — he found in one of the loos a concert attendee in a drunken stupor oblivious to the world!

Shed Hire rent out the loos to a variety of different organisations including different outdoor functions, but Gordon expects the bulk of his business to come from building contractors who, due to increased union pressures, are gradually withdrawing the old pan service from building sites and replacing with more modern and hygienic forms of sanitation.

Gordon Esden has been a prominent and willing



A half constructed site shed awaits completion at Shed Hire.

workhorse of the Hire Association, both on a NSW state basis and also on a National level, for many years now. "At least ten, I think".

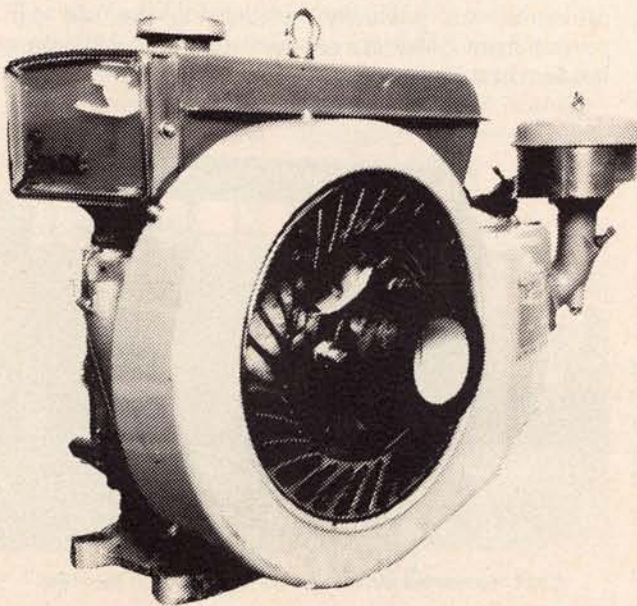
There has virtually been no time at all when Gordon hasn't served on the various work committees, including a stint as State President in the early seventies. Gordon is currently a NSW committee member plus a state councillor to the National Executive.

All his friends in the Hire Industry wish Gordon well in his new business venture and trust his 'Rent-a-loos' will flourish!



The fleet of 'Rent-a-loos' stand ready for business.

The 170F: a reliable 4 H.P., air-cooled diesel engine from China.



C.M.C. Machinery, a division of Dulmison (Aust.) Pty. Ltd., report increasing sales success for their 4 H.P. diesel engine, the 170F.

The 170F is an ideal unit for pumps (dewatering), irrigation, slurry movers (generating sets for standby or continuous use, marine applications with a gear box as prime mover, mobile refrigeration units, portable hoists, conveyers and building machinery.

C.M.C. claim major benefits as lower fuel costs, long life and lower maintenance requirements.

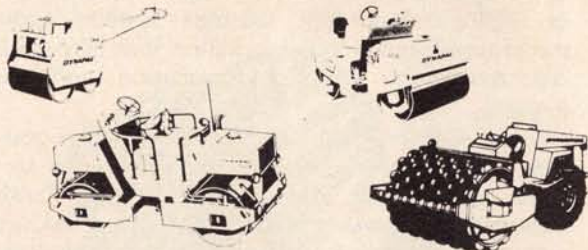
Main specifications of the 170F are:

Type	— Single Cylinder, Air Cooled, Four Stroke
Cylinder Bore	— 70mm
Piston Stroke	— 70mm
Cylinder Material	— Centrifugal Cast Iron
Compression Ratio	— 20:1
Rated Output (12 hours)	— 4 HP.
Maximum Output (1 hour)	— 4.4 HP.
Rated Speed	— 2,600 R.P.M.
Specific Fuel Consumption	— Not greater than 220 g. HP/HR.
Specific Oil Consumption	— Not greater than 5 g. HP/HR.
Fuel Injection Begins	— 20° — 24° B.T.D.C.
Injector Opening Pressure	— 125±5 Kg/cm ²
Valve Clearances	— 0.1mm
Lubrication	— Centrifugal Splash
Cooling Method	— Blown Air Cooled
Starting Method	— Hand
Rotation	— Counter Clockwise
Fuel Tank Capacity	— 5 Litres
Oil Sump. Capacity	— 1.1 Litres
Nett Weight	— 41 kg.
Overall Dimensions	— 540mm x 360mm x 410mm

Further details on the 170F can be obtained from C.M.C. Machinery, 12 Raglan Road, Auburn, NSW 2144. Telephone 644-4711.

↓ **DYNAPAC**

VIBRATORY ROLLERS FOR ROCK, SOIL AND ASPHALT COMPACTION

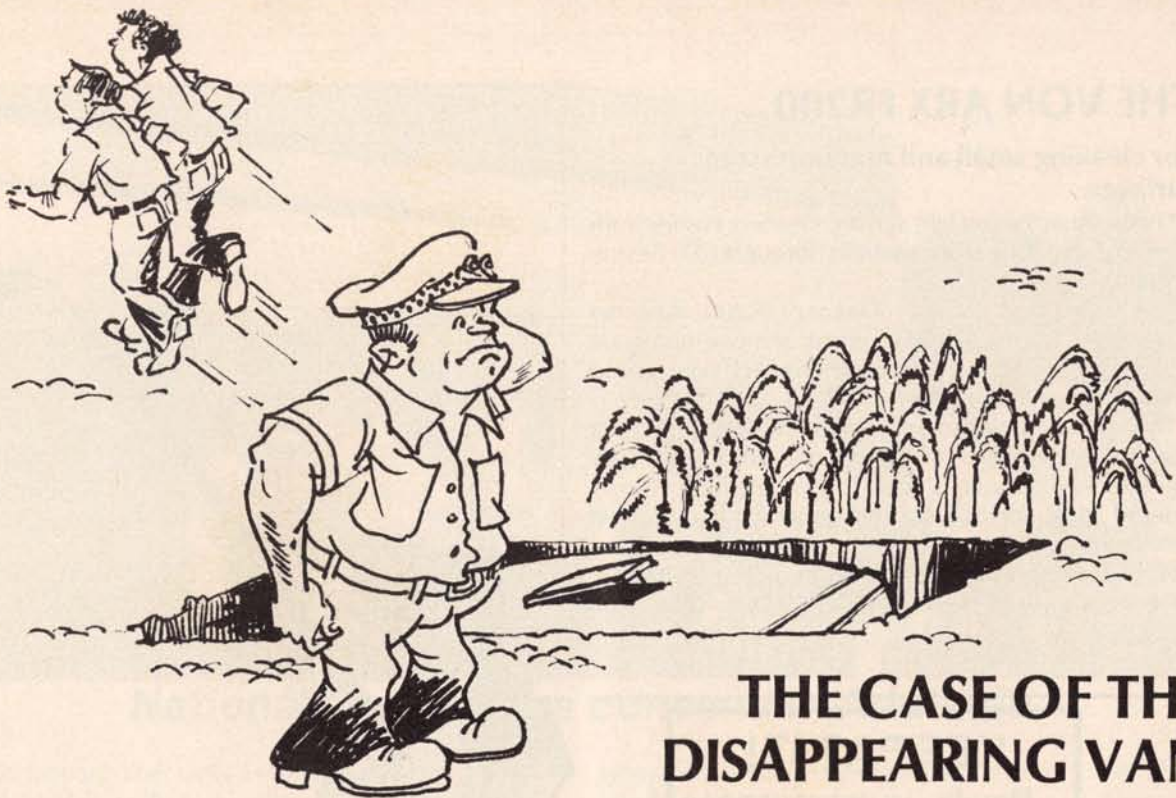


Also concrete vibrators, trowels, screeds, form vibrators, plate compactors and materials handling equipment.

WORLD LEADER IN COMPACTION

↓ **DYNAPAC** Pty. Ltd

N.S.W.: 49 DERBY STREET, SILVERWATER. 647 1822
 VIC.: 18 CENTURY DRIVE, BRAESIDE. 90 8850
 QLD: 79 BELLWOOD STREET, DARRA. 376-2644



THE CASE OF THE DISAPPEARING VAN

One of those little stories that have become a classic. At the time not at all funny, but as long as you can keep a sense of humour (and with this story if you don't you'd surely be carried off to the funny farm).

The story concerns Harry Ford, who's been running a Hire company out Peakhurst way for at least 35 years, concentrating on caravans over the last few years.

One day, not so long ago, three young gentlemen approached Harry to hire a 15ft van. They appeared genuine and everything stood up, so the van was passed over and that was it.

Naturally, you know what happened next. Come the time for the return of the van, no van. Harry contacts the police who determine that the drivers license they produced was stolen ... their address was false ... even the number plate on their truck was stolen. That might

have been the end of the little episode with the insurance company taking over.

However, the caravan turned up ... at Walgett, which as our country readers will tell you is all of 600 miles from Sydney, and whose nearest town is Bourke (back of Bourke?).

The van was immersed in a huge hole, measuring at least 60 ft across. The top had been camouflaged by being painted green, and round and about was a flourishing crop of marihuana. As the police moved in, the young gentlemen moved out very smartly and haven't been seen since.

And as a final insult, how do you think they managed to dig the hole to put the caravan in? They hired the equipment of course from their local friendly Hire company!!

That's why I said you've got to keep a sense of humour, otherwise they'd take you off to the funny farm.



Harry directs operations at his Peakhurst plant.



ANSETT
AIRLINES OF AUSTRALIA
The Convention Specialists

OFFICIAL CARRIERS TO THE 1979
 HIRE ASSOCIATION CONVENTION.

THE VON ARX FR200

For cleaning small and medium sized surfaces.

The latest in lightweight surface cleaners comes from Von Arx, distributed in Australia through L.D. Beston Pty. Ltd.

The Von Arx Surface Cleaner FR200 has the advantages of being able to clean, remove rust scale and debris in addition to roughening slick concrete to prevent slippage.

This versatile unit can treat up to 700 square feet per hour depending upon the nature of work and the type of surface. The unit is easy to operate and is considered ideal for use by the general handyman at weekends.

Further details can be obtained through L.D. Beston, 65 Princes Avenue, Rosebery, NSW 2018. Telephone 662-6222.



KEEP AT IT!

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

RIGHT AROUND AUSTRALIA ...



PERTH
451 2077

BRISBANE
52 2306

SYDNEY
680 3411

MELBOURNE
41 5064



SERVES THE HIRE INDUSTRY

BUILDING AND CONSTRUCTION EQUIPMENT.
SPECIALISTS IN FLEXIBLE SHAFT DRIVEN
CONCRETE VIBRATORS AND SUBMERSIBLE PUMPS.

FLEXTOOL (AUST.) PTY. LTD.

HEAD OFFICE: 213 WELLINGTON STREET, COLLINGWOOD, VIC. 3066. PHONE: (03) 41 5064



National Councillors convene in Adelaide

Late January and early February was the time the National Councillors of the Hire Association of Australia met to discuss industry trends and developments.

The official meeting was held in the home of John Stevens and this was followed by a tour of the Barossa

vineyards, or for the extra keen a visit to some of the local Adelaide Hire Yards.

Photographed above at the Wreckair Yard are:

Mark Cambridge, Richard Stevens, John Stevens, Gordon Esden, Gary Bettridge and John Mason.

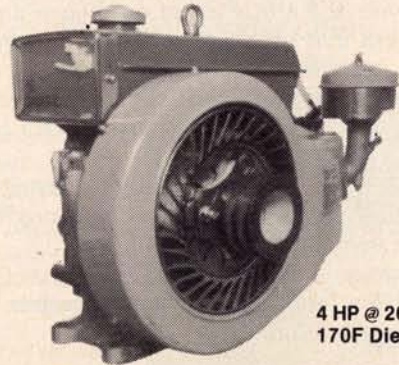


John Stevens photographed alongside his display of auto tools.



The Equipment Sales and Service organisation of Stevens Bros.

ECONOMICAL DIESEL REPOWERING



4 HP @ 2600 R.P.M.
170F Diesel.

REPLACE TIRED PETROL ENGINES WITH RELIABLE LONG LIFE DIESEL ON

- H/Duty mowers • Pumps • Hoists & winches
- Log splitters • Gen. sets.

Reduced Service Time — More Hire Out Time

Write for brochures and prices to

C.M.C. MACHINERY,
12 RAGLAN ROAD, AUBURN, N.S.W. 2144
PH: 644-4711 TELEX AA26487

It will pay you to look
into this line of Quality
Resinoid Bond Abrasives
by _____



- FLARING & STRAIGHT CUPS
- REINFORCED CUT OFF WHEELS
- DEPRESSED CENTER WHEELS
- MOUNTED POINTS & WHEELS
- REINFORCED & NON-SNAGGING WHEELS
- CONES & PLUGS

You will like dealing with your _____ area distributor because as a professional, he knows the value and importance of quality & service in satisfying your specific needs. Equally important, he can show you how our quality and service can cut grinding costs and increase your profits.

Member
Grinding
Wheel
Institute

FEINER

SAVE

ME AND MONEY
TH SMOOTH-GOING
SHALLTOWN TROWELS



town Power Trowels
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Marsh

GRAB AEG



“I tried it once...”

Advertising and promotion is an area that Hire companies are not exactly the most aggressive towards. And yet several people have questioned me, and asked my advice as to the best ways to advertise their particular services. My qualifications in having the nerve to write the article as set out below are limited to the extent that I have never been responsible for preparing any advertising for a Hire company. Nevertheless I have had close on sixteen years in the advertising and marketing industry which I hope will stand me in good stead.

I have set out a few basic thoughts, trying to keep them relatively general, to be used as thought starters more than anything.

The Chairman of the Chinese Communist Government had his little red book of thoughts ... what follows then is my little “blue” book!

RULE NUMBER ONE: “State Your Objective”

Why are you advertising at all? What do you hope to achieve? You know, it really is amazing how many companies and people spend money on advertising without really knowing what they expect it to achieve other than “to get people to buy”. Advertising is only a part of your marketing operation, not a be and end all. So before you advertise write down what the objective is. For example, “To inform the people in the area of South Sydney that ABC Hire Company is now also open on Sundays”.

RULE NUMBER TWO: “Try and Measure the Results”

Wherever possible try to measure the effect of your advertising. Not necessarily after just one advertisement but after a series, over a reasonable period of time. Following on from our rule number one, you can then assess in fact how much business you might be achieving from Sunday trading as a result of your advertising.

RULE NUMBER THREE: Use the “KISS” Formula

The “Kiss” formula, as every budding young salesman knows means “KEEP IT SIMPLE, STUPID”. Too many advertisements attempt to do too much and as a result do very little. I firmly believe that any one advertisement can achieve one basic piece of communication, tell one message only. Try and do more will generally result in clutter – and people simply don’t have the time to wade through clutter.

RULE NUMBER FOUR: Give ‘em a benefit

Offer your customers a benefit. Easy? Have a look in your local newspaper or your wife’s favourite womens magazine and see how many ads are actually offering a tangible consumer oriented benefit. This is perhaps one of the most important of my “rules”, so let’s look at a specific example to explain more fully what I mean. ABC Hire Company offers the following in the local rag:

(Continued on Page 15)

"ABC Hire now have available the new 160cc Brake Chain Power Saw for Hire at only \$15 for the weekend".

So what? There's no benefit there to anybody. But put one in and you get something like this:

"Saw up enough fire wood this weekend to last you all winter for only \$15!"

You now have a benefit.

RULE NUMBER FIVE: Don't forget to tell your staff

Let your staff know what's going on. Let them become involved – it's part of your marketing mix.



RULE NUMBER SIX: Don't despair!

Rome wasn't built in a day. Don't expect miracles. The people who use advertising most effectively and get the best response are those who advertise regularly. If one approach hasn't worked they throw it away and try another. Don't be like the man who said to me last week "Yes, well we tried it once and it didn't work for us" You can't expect to learn to swim by dipping your toe in the ocean!

RULE NUMBER SEVEN: Be professional

We can't all afford to use the brains of the top advertising agencies. Nevertheless there are a few rules we can adhere to when we start setting out our copy and layouts, regardless of whether you're producing a brochure, a press ad or a radio commercial.

Keep your message (benefit oriented, remember?) simple: Make the layout as simple as possible; if possible use a memorable device that can be transferred from ad to ad, such as a logo, or certain type style. Set out your address and opening times clearly; show an illustration of what you're advertising.

RULE NUMBER EIGHT: Run a campaign, not an advertisement

In other words, plan, plan and plan again. Set out your promotional plans, however small, as a campaign over a period of time and stick to it.

RULE NUMBER NINE: Be different

You don't have to go to ridiculous lengths to be different ... but I bet the ads you remember are those that have been different from the normal. You've got to be noticed. If you're noticed you're read.

RULE NUMBER TEN: Expect criticism

Everybody is an expert on advertising. Whatever you do, somebody will tell you it could have been done better "If...". Expect criticism. It means at least your ad has been seen.

Well, a few hints. As I said earlier I'm not setting myself up as an expert in your business. All I've tried to do is to set out a few thoughts and guidelines which you may care to take advantage of.

Remember that most people prefer to do business with people they know ... and the only way they can get to know you in the initial stages is through some form of advertising.

NUFLOOR — The Money Spinner

No other floor sander offers you
all these advantages —

- Fits easily into any car boot!
- Lifted by one person up stairs
- Sales with every hire
- No complicated controls to explain
- Easily cleaned & serviced
- Designed specially for the Hire Industry



Full range of
spares available.

Bantam Mk II 8" Sanding Drum

Trade enquiries to:

TOONGABBIE HIRE SERVICE PTY. LTD.

4 Junia Ave., Toongabbie, N.S.W. 2146.

Phones: (02) 636-2757 — (02) 636-5727

The Bled and the Bleeding

The graph of national revenue and expenditure over the ten year period 1966-76 is published to give you a better idea of what is happening in our economy. The statistics were supplied by Peter Samuels and happen to cover the same period.

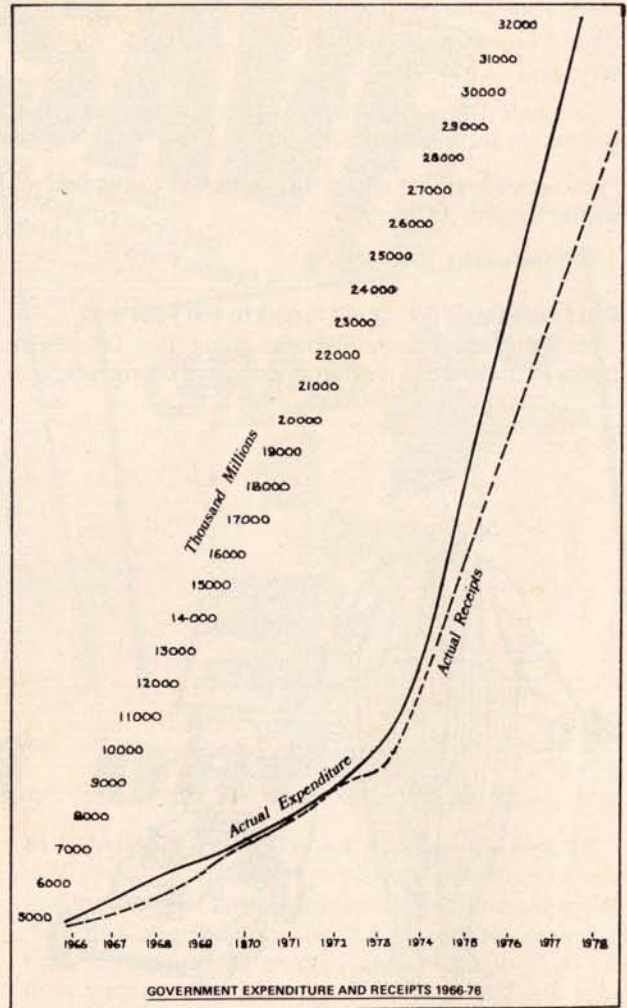
We first drew the revenue/expenditure chart in 1975 and projected it past that year. It has remained spot on target so that current indications are that you can extend it still further and imagine the dismal future.

We are looking at a current budget of 30 billion (we could have said so in 1975, and did say so – but nobody believed us). The revenue gap will be closer to 4 billion than 3 billion. The revenue gap (deficit) this current-year will be 80% of the total budget in 1965 (5 billion) when we called ourselves "The Lucky Country". At that time we were prosperous, unemployment was 1% or less, the health systems worked well and we had a credible defence system.

Despite the enormous (x 6) increase in government spending we now have no better health, 6% unemployment and no defence. The ratio of government dependants (public servants and social services recipients) to producers (revenue producers) has changed from 2:1 to 1:1 now. One is reminded of the statement by William Simon (late U.S. Secretary of Treasury) who said last year in respect of the U.S. that "half the country works for a living while the other half votes for it". It is certainly true of Australia and we are worse off because of the processes that caused the change – all of which stem from the institution of government itself.

Few people look back and survey the broad trends, to do so now is an exercise in understanding. You should be able to see how the growth of big government (big spending programmes for the sick, the poor and the needy) has actually increased the ranks of the poor, the needy and the sick-at-heart. The poverty base is growing and the real beneficiaries are the people in the government programmes not the recipients. The recipients cry out for more help, governments respond, the programmes grow, taxes increase, the private sector shrinks (despite subsidies and protection), more people lose jobs and join the ranks of the poor, the needy and the sick-at-heart. And all these effects are multiplied by the effects of government created inflation (spend more than you can raise in revenue and print the difference or extend credit).

You don't have to be a genius to figure out that it can't go on forever – it won't, but it will survive as long as there are sufficient political pressures to sustain it. It



GRAPH EXPLAINED

10 YEAR PERIOD 1966-76

Growth in % terms.	%
Personal Income Tax	488%
Total Taxation	345%
Household Income (includes social services)	275%
Average Weekly Earnings	205%
Consumer Price Index	122%
Real Gross National Production	52%
Population Increase	16%

Back in 1966 the government was taking \$164 a year from every man, woman and child in Australia. (\$364 in 1976 devalued money terms.) By comparison 1976 now a take of \$835 per head.

will go on until those who are being bled by the system (private sector) and the bleeding (unemployed, pensioners, poor) revolt against the real welfare recipients (the bureaucracy).



Our thanks to NEV KENNARD for forwarding the above article – originally published in "LIBERTARIAN OPTIMISM – Jan.79".

Associations — why have 'em?

By R.F. EASTICK

Vice-Chairman of the Earthmovers and Contractors Association of NSW

Recently, a newly fledged counsellor of the Earthmovers and Contractors Association asked, "What do I say to people about the Association?"

"A good question", sez I to meself and looked around for someone else to answer. Couldn't see anyone so I'm trying to answer the poor wee boy's question.

John Donne's 17th Century quotation, "No man is an island entire of himself", also applies to 20th Century contractors. We fondly imagine that we are independent and flex our muscles. But in truth we, as individuals, depend on so many others, our wives, bank managers, foremen, accountants and so on.

Our association provides a technical group to whom any contractor may turn for advice, education, reassurance and even comfort. The Executive Director of the NSW Association provides a service department. If he doesn't know the answer to an enquiry, he can make the necessary enquiries for you.

In the competitive world in which we live, it is easy to think that we need have no contact with our competitors. A knowledge of their techniques or tendering habits can help you to sharpen yours. Conversely a knowledge of yours will help to sharpen theirs.

This does not necessarily mean that prices are depressed. How many times have you, when the successful tenderer, regretted the amount which has been left on the table.

Contractor A exclaims, when beaten by Contractor B, "He can't do it he'll go broke". If Contractor B does it and doesn't go broke then perhaps Contractor A should learn the lesson.

He can't do this if he cannot talk to anyone. The Association, therefore, helps contractors to communicate with each other. It even arranges pleasant functions for this purpose.

When individuals organise themselves into groups, they are capable of beating individuals outside the group. In a typical case of a council dealing unjustly with a contractor or a group boycotting an individual, the individual may be fearful of requesting his rights because of repercussions.

A group such as the Association is capable of acting on his behalf and interposing themselves between the group and the individual. It also provides a forum where the vocal member can put his views.

Such a forum can only help formulate the total views of the industry which then are carried to other places of discussion in the community. Individual members having arranged themselves into eloquent and

responsible groups are welcomed into the councils of our nation.

A little reflection on the attitudes of our leaders will remind you that they would prefer to deal with the coherent groups rather than the individual. This illustrates what we all believe deep down; that organised we will achieve more lasting gains than as individuals.

Having spent some time in advancing these reasons for joining the Association, I am also conscious of the objections raised about joining. I shall endeavour to answer some:

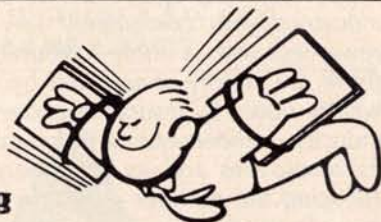
That existing members are not consistent with the Association's aims: Firstly having them as members does allow some chance to persuade all to conform. Further they contribute better within the Association than they would if they had remained out.

That the management and/or direction of the Association is in poor hands: The counsellors are probably quite conscious of their shortcomings and would no doubt be prepared to allow anyone else to do their job if it could be done better.

The cost: Assume that the average contractor is a private company with a 45 per cent company tax and his personal income is about \$10,000 a year, with consequent tax of 50 cents in the dollar. The actual amount that the single owner actually pays out of the \$180 subscription is — $\$180 \times 55\% \times 50\% = \49 .

This is 96 cents/week. Compared with the amounts which most people spend on unessentials, this 96 cents spent on an ideal, as an insurance for an easier contracting life, is a very small price to pay.

Classified Advertising



A FLYING START

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.



NEW ZEALAND NEWS

GORDON DALE



PRESIDENT'S REPORT

The Hire Industry is now a firmly recognised section of the commercial world & Government Departments, Industrial Unions, Insurance Companies, Consumer Institutes, to mention a few, are now focusing their attention upon us.

Already in N.Z. we have had instances of individual hire establishments being singled out for action over petrol rebates, union pressure & increased insurance premiums, obviously with the ultimate aim of getting at our industry as a whole.

Thankfully, we do occasionally have a Government Department whilst looking after their own affairs, helping rather than hindering our development such as the Accident Compensation Commission are doing. In attempting to reduce the mounting number of claims (particularly from leisure-time accidents which are costing them more than twice as much as anticipated) they are offering a comprehensive range of Accident Prevention Courses throughout the country at no charge to participants.

Many individual hire firms have received invitations to attend these courses & we stress the importance of supporting the programmed seminars as not only will industries with consistently low accident rates be rewarded with a more favourable levy rate when these are shortly re-assessed by Government, but it will be noted by insurance underwriters that the hire industry is endeavouring to create safe conditions for its employees and its customers thereby hopefully reducing the number of claims which can result in more favourable consideration over premium rates.

Where possible, the Hire Association is arranging for Department Safety Officers to address members at branch meetings so that in particular the smaller operators are given the opportunity of listening to someone not in our particular line of business pointing out the shortcomings that can be improved upon to save an injury, death or a court case. The first such seminar will be held at Palmerston North on the 2nd May in conjunction with the next Region 3 Branch Meeting.

Finally, there is decided room for improvement by

all manufacturers and equipment suppliers to place safety and caution signs which are weatherproof and pressure proof on all equipment to aid the user in operating the product safely. We must "hammer home" to the suppliers that we expect or better still insist that a continuing supply of stickers and working instruction sheets be supplied so that the hire firm can inspect each unit of his equipment, replace signs when they become obliterated or damaged and ensure that instruction sheets are readily available for use by staff or customers as and when required.

Approved Safety Cans for Safe Storage of Flammable Liquids



A range of U.S.-made safety cans are now available for the safe storage of flammable liquids used in and around equipment hire premises.

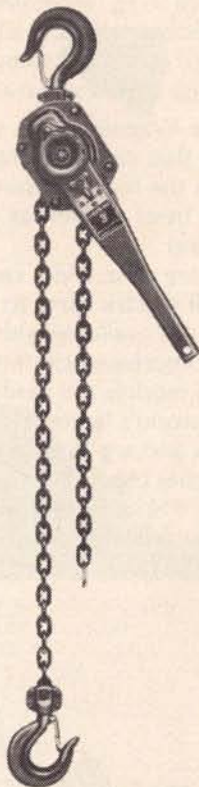
Approved by Underwriters Laboratories and Factory Mutual in the U.S.A. they are also approved by N.Z. Internal Affairs Dangerous Goods Inspectors.

The cans come in 1/2 to 5 gallon capacities and are made of heavy gauge terne plate, the lead-coated steel traditionally used for car and truck petrol tanks. Justrite cans have a spout cap which snaps closed when the hand is released, the spout is then effectively sealed but the cap is also spring-loaded to provide an automatic pressure release and preclude rupture or explosion by way of build-up of internal pressure. A flame arrestor within the spout is sufficiently effective to enable a lighted match to be thrown down the opening without disastrous consequences.

Clip-on optional funnel-flexible hose assemblies are also available, the funnel containing a strainer & the hose being earthed to the steel can.

Further details on request, for **rapid reply** contact: Mr. Keith Scott Ramsay, The Dominion Construction Co. Ltd., P.O. Box 11-077, Wellington, N.Z. Telephone 737-583.

**Kito Redesign
Total Range
to come in line
with I.S.O.**



The Kito Corporation of Japan with over 45 years of experience in the design & manufacture of a range of chainblocks and electric hoists, have recently embarked on a complete redesign of their total range to come in line with the latest ISO recommendations which will establish international standards for safety in the design & manufacture of chain hoisting units.

The Kito brand name is now well known internationally, being actively sold in over 40 countries and in N.Z. as elsewhere many of the major hire establishments are now standardising on the Kito range.

To service this kind of market, Kito now offer a light and heavy duty series with features to suit the end users particular requirements.

Manually operated chainblocks are now available up to 100 tons capacity and the electric range of hoists, starting at 300 kg capacity are offered with a range of features including single or three-phase power, low voltage pendant control, dual braking, dual speed & audible overload warning devices with capacities up to 50 tons.

The popular Kito lever hoist now incorporates on the 1½ and 3 ton models a safety signal device which ensures that the block cannot be overloaded, thereby not only protecting the unit but protecting the operator from misusing the unit.

Further details on request, for **rapid reply** contact: Mr. Sandy Mitchell, Taranaki Equipment Distributors, P.O. Box 822, New Plymouth, N.Z. TEL: 79-134.

HIRE and Rental Equipment News

**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.
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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

**CLASSIFIED ADVERTISEMENT
FOR SALE**

FOLDING TABLES: a new brand in Australia. Thinner (much), lighter (much lighter), and cheaper than anything comparable. Stronger, too, in a lot of ways. 6' x 2'6" at \$64.00; 7' x 2'6" at \$73.00; and 8' x 2'6" at only \$77.00! Sydney 328 6027 for a brochure or to place orders. Preferably the latter. We've only received a small shipment so far so think about it now!

P.O. Box 79, EDGECLIFF, N.S.W. 2027

Tel: 32-4388, 328-6027



ANSETT
AIRLINES OF AUSTRALIA
The Convention Specialists

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

The Fastest Way to Paint

If there's one job that most industrialists, no matter what their type of industry, must do — it's painting. Machinery, product, fences, gates, the house, sheds — the list seems endless.

And while painting remains one of those essential maintenance chores, it's certainly not one with universal appeal.

How often have you felt there's got to be a better alternative? When you're laboriously applying your third patchy coat with a brush that is either rock hard or sheds hairs everywhere: grappling with a roller that refuses to cover the rougher surfaces or a spray gun that takes hours to set up, spray and clean?

Wagner have come up with the better alternative — a range of new airless spray guns that can make those sort of problems a thing of the past.

Airless paint spraying is causing quite a revolution in the professional painting game. The people who make their living out of painting have discovered that the performance an airless unit gives leaves the rest for dead.

How is this performance achieved?

The principle behind Wagner airless spray gun is simply that paint is forced out an infinitely variable nozzle at extremely high pressure on to the painting surface. Unlike conventional air-operated equipment in which the paint is atomized by compressed air and therefore subject to the limitations of the method, including having to thin paints with special solvents, the Wagner units pump the paint out at pressure of up to 2,000 to 3,600 p.s.i. This immense pressure atomizes the paint, or any other liquid medium into microfine particles. Thus the Wagner guns spray a thicker coat at an unbeatable rate. For example, a single operator could spray a 6" railing 160 feet long in only seconds.

Speed, and its consequent labour savings, is just one of the advantages of these new spray guns. Because of their design, they can spray unthinned paints, eliminating the cost of the evaporating thinners and applying a superior coat of paint and a huge variety of liquids for other jobs as well.

Here are just a few of the materials a Wagner airless gun can apply with effortless speed. Plastic and oil paints (undercoat and gloss), latex paints, polyester paints, varnishes, polyurethane paints, matt finishes, base preparations, polishes, bitumenous paints, primers, oils, thin greases, paraffin, solvents of all kinds, insecticides, vermicides, fungicides, impregnating and preserving fluids, fire-proofing fluids, cleansing agents, disinfectants, spot removing fluids,

carpet dyes, separating waxes, liquid floor polishes, silicones, water and all non-abrasive fluids.

You can even spray the chocolate icing onto the sponge cake if you wanted to!

The Wagner airless spray guns offer a multi-purpose tool that can perform a wide range of tasks ranging from the high pressure cleaning of dairies to spraying fruit trees as well as being the fastest painting units around.

There is a wide variety of models available from small electric guns to the large trolley mounted units that are available with optional petrol, diesel, electric, or compressed air motors.

All models are made in West Germany by Wagner, the world's largest manufacturer of airless paint spray guns and are available for purchase or hire through J. Wagner (Australia) Pty. Ltd., 381 Swan Street, Burnley, Vic. 3121. Telephone (03) 42-3321. In Sydney: 11 Fotheringham Lane, Marrickville, 2204. Telephone (02) 51 1218.



The Wagner airless 7000H top capacity mobile paint spraying equipment.



A ROUNDUP OF WHAT'S BEEN HAPPENING ON A STATE BASIS

NEW SOUTH WALES

At the Annual General Meeting held in February and reported upon in the February issue of HIRE magazine, the following office bearers were elected for the 1979 term.

PRESIDENT:	Rob Wallis, St. George Hire Centre.	Tel: 502-2922
VICE-PRESIDENT:	Tony Donnelley, N.S. Donnelly Hire.	Tel: (042) 28-6266
TREASURER:	Greg Page, Pages Hire Centre.	Tel: 587-1755
SECRETARY:	Denise Layton.	Tel: 807-3084
COMMITTEE:	Geoff Christie.	Tel: 938-2299
	Lyll Hamilton	708-3767
	Andrew Kennard	439-3477
	Stan Macey	(044) 25191
	John Brookfield	601-1766
	Trevor Wallis	939-7399
	Gordon Johnstone	524-3719
	Barry McDonald	636-3200
	Wal Reynolds	649-2755
	Jim Brown	525-3333
	Nev Kennard	439-3477
	John Clarke	636-6036
	Gordon Esden	638-0311
	Garry Butler	546-2202
	Chris Marsh	636-2757
	Phil Black	43-2211
	Ian Donald	(062) 80-4733
	Keith Bauldry	621-2700

NEW ZEALAND CONVENTION PLANS UNDER WAY FOR NEW SOUTH WALES HIRE ASSOCIATION

As reported in the February issue of HIRE the New Zealand Hire Convention is planned for June 18-21, at the International Hotel, Auckland. Once again the St. Leonards Travel Service will be organising this as a tour for members of the Association. However the last two tours that have been organised for us by 'St. Leonards' have been very poorly supported. A warning therefore, **if we don't give greater support to this organised tour, it might well be the last!**

SALES TAX MASTER FILE

Gordon Esden of Shed Hire 638-0311 (see story elsewhere in this issue of HIRE on Gordon's business venture) is setting up a master file on sales tax and would welcome information from anyone who has had a visit by their inspectors during the last few years. Gordon is also preparing and setting out guidelines for members which can be distributed by mail to interested persons.



From Sunny Queensland

**Extracts from the March Newsletter ...
forwarded by John Le Mare, Editor...**

John asks for interesting contributions for the newsletter to be sent to him directly at Aladdins Rentals (best of luck with your venture John, from HIRE)...

**Management Meeting March 5th ...
Extracts...**

The President suggested proceeding with a Hire Rate comparison sheet. To this effect all members are requested to send a copy of the sheet from HIRE to the secretary...

After lengthy discussion on yellow page advertising, the Secretary was directed to write to Directories (Aust) Pty. Ltd., requesting that the association advertisement be placed as the first advertisement in the Hire section ... all members who wish to be included in yellow pages must return the authorisation slip to the Secretary.

Management meetings, time and venue – The committee agreed that it would suit members to have an earlier meeting, 5.30 p.m., and it was agreed to stay with the second Monday of each month. Venue will alternate between All Hire and Jeans.

TELEGRAPH "HOME SHOW"

The meeting reported the progress of the stand and its various components, for the exhibition due to take

place at the end of March.

(NOTE: HIRE would appreciate receiving full details plus photographs for inclusion in the next issue.)

ANNUAL CONVENTION – Surfers Paradise

Change of Venue: The Chevron Paradise has now been selected as the venue. The whole of the equipment area is under cover, and quite adequate for our purposes, and additions are to be made before the convention.

Change of Dates: New dates now September 10-14th.

Change of Programme Format: The programme has been revised, and after the convention committees next meeting, information will be sent out setting out details. Advantages of the above changes are hopefully a less expensive convention for all.

**Extract from Minutes of Management Meeting,
March 5th...**

ATTENDANCE OF MANAGEMENT COMMITTEE MEETINGS

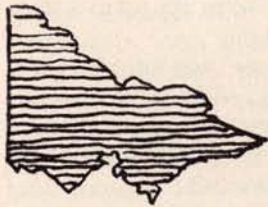
"Whilst it is not necessary for members of the Management Committee to attend each and every social or workshop night, it should be clearly understood by all members that any financial member of the Hire Association of Queensland may, at any time, attend a Management Committee meeting. If there is something they specifically wish to be discussed, they may attend and put forward their view. The Amendment to the constitution, which was passed by a majority, provides for the Management Committee to conduct the business of the Association, but any member of the association, full or Associate, may attend a Management Committee meeting, and they are welcome to do so, together with members or any suppliers who may wish to attend."

Instruction Books

We still have instruction books available on chain saws, motor mowers, and trailers. These are books of Instruction on Operation for use to customers hiring these items and are in books of 100 sheets. Due to increased postage charges, price per book to members will be \$3.50. Contact Bob Lawler, Brisbane Hire Services Pty. Ltd., P.O. Box 55, Stafford 4053, with orders. It was also suggested that these books be placed on sale at the Registration Desk at the Convention.

(Editor, HIRE – Comment: See Viewpoint HIRE February issue.)

HIRE ASSOCIATION OF VICTORIA



Extracts from PRESIDENT'S REPORT

BRIAN ELMS

The Hire and Rental Association of Victoria in the period August 1977 to February 1979 has continued to develop.

The uncertain economic climate of the period, coupled with the fast moving legislation programs of Government at both State and Federal levels, resulted in many members hesitating, uncertain of their immediate or long term prospects within the industry.

The resultant pressures being experienced within these businesses has reflected somewhat in the many activities of the Association, at both Divisional Meetings and Executive Committee levels.

MANAGEMENT SERVICES

Your Association retained The Metal Trades Industries Association of Australia for professional management services during the past year. I wish to acknowledge the support given by MTIA during that period and the service provided to your Executive Committee members by the MTIA personnel, in particular:-

Mr. Jim Roberts — Education Training Officer

Mr. Arthur Andrews — National Advocate

Mr. Bruce Peek — Manager of Trade & Commercial Services

Their support was of great benefit to our Committeemen while researching and developing the new initiatives undertaken by the Association.

A special note of thanks must go to Mr. Syd Moody, our Secretary, for the time devoted and his interest shown in the affairs of the Association at all levels of its activity.

NEWSLETTER

The monthly newsletter, compiled and circulated by the Secretary has proved to be very popular with many members. It provides a forum for the discussion of items of general interest to members, including proposed legislative amendments and new legislation which will have a direct bearing on our industry. It is the ideal medium for recording the day by day activities of the Association and its membership.

May I again stress that the more contributions members make to this newsletter, the greater its

benefit will be to all who read it.

Keep up the good work Syd and please members, support the newsletter this year.

MANPOWER TRAINING

To find suitably trained manpower to support our growing industry is becoming increasingly more difficult.

Enquires made through the industrial training commission give hope to the possibility of having a "Hire Serviceman" type course introduced into the technical schools syllabus. Such a course, if introduced would probably be a full time course of *one term* duration and be directed at youths who have been unemployed for 6 months or more. By so doing, it is hoped the course would then qualify for full funding under the Federal Government's Youth Training Programme.

By introducing a night school course it would be possible to allow our full time employees to benefit from the course also.

A certificate of competency may be awarded upon satisfactory completion of the course. It is possible to implement a training course *but* if it is to be implemented we need some positive directives from our membership. Firstly that this is an acceptable form of training and secondly that we will value the training qualification within the industry.

There is still a lot of detail to be completed and a lot of negotiating to be done, but I commend the project to you.

INDUSTRY PROMOTION

We are all aware of the need to promote the Hire Association and the concept of hire. Through the Divisional Meetings of the Association many ideas have been proposed by which we may promote the industry.

A favoured promotion appears to be a joint venture by members and associate members in a "Home Show" type project.

Your Executive Committeemen are aware of the implications and restrictions of the Trade Practices Act should common documentation be prepared for such a promotion. The appropriate proceedings would therefore appear to be to obtain the authorization of the Trade Practices Commission for any price recommendations made by the Association.

We have taken this step and are currently preparing an application to the Trade Practices Commission. However, despite the restrictions in this area, your Association will endeavour to put more emphasis on promotion of the industry in the coming year. This clearly has a direct bearing on our profitability and that is certainly our aim.

THE HIRE ASSOCIATION OF AUSTRALIA

The Victorian Hire and Rental Association, for, and

on behalf of the Hire Association of Australia, prepared and presented a submission "Indirect Tax at the Retail Level" for the indirect tax inquiry by the Commonwealth Taxation Department.

Our submission made the point that our industry in general opposed the introduction of an indirect tax on retail transactions and notes our intention to seek exemption for our industry.

It is pleasing to note the recent statement by Federal Treasurer, Mr. Howard, that he has decided not to proceed with the proposed form of taxation at this time.

SOCIAL PROGRAMS

The Annual Christmas Dinner Dance of the Association still proves to be a great favourite among members, their wives and staff.

The Great Hall — National Gallery, St. Kilda Road, Melbourne was our last venue. A most impressive venue for a most memorable night.

Informality was the objective when planning our social day at "Yarra Valley Country Club". Members who attended with their colleagues and business associates certainly enjoyed the event.

The "Great Raft Race" and Hire Industry Picnic held on the Yarra at Templestowe in February last proved a great spectacle, with Wreckair entering the fastest hire industry raft. However, there will be many more challengers for line honours in this year's event.

CREDIT AND CONSUMER LEGISLATION

Legislation introduced into the Victorian Parliament provided for very extensive reform of the law relating to the provision of credit, for the purchase of goods and services, or the hire of goods. The proposed legislation also provides for implied conditions and warranties in transactions between sellers and purchasers of goods and services and transactions between lessors and lessees of goods.

Your Executive Committee has studied these Bills and believes that the "Credit Bill" and "Goods (Sales and Leases) Bill" both will have a marked impact on future activities within our industry.

Legal opinion was sought and a submission was made to Government on behalf of the Hire and Rental Association expressing our concern at certain aspects of the proposed legislation.

We note that these Bills have subsequently been withdrawn, and are currently being re-drafted.

It is hoped, that when re-presented the amended Bills will be more compatible with the needs of our industry.

Your Association will continue to monitor the Governments legislative program and bring to the attention of the members any Bills which may adversely affect them.

TECHNICAL DEVELOPMENT SEMINARS

A program of training seminars was introduced this year. These have been developed to appeal to a wide cross section of our membership.

The first session "Your Hire Rate" was introduced by Mr. Andrew Moffatt, B.A., A.K.C. M.B.I.M. F.I.T.O. etc. Mr. Moffatt has a wide practical experience in business, and has presented many such sessions for owner-managers of smaller businesses.

It was encouraging to note that our first seminar was a "Sell Out". Andrew Moffatt will be presenting further seminars in the new year.

IN CONCLUSION

As another year closes and new elections are held not only should we look ahead, but take the opportunity to acknowledge those who did not seek re-election at the end of their term in office.

In particular may I acknowledge Mr. Ern Turner who has held the offices of National and State President, HAA Convention Convenor, Divisional Chairman, and Executive Committeeman, your service to the industry has been outstanding and your experience and inspiration has always been valued.

To Mr. John Kroeger, Mr. Jack McKechnie, Mr. Brian Purton-Smith, Mr. Ron Williams and Mr. Mike Flynn, Mr. Brian Devonish and Divisional Chairman Mr. Kevin Bourke, Mr. Jack Grey and Mr. Don McCurdy.

Thank you for your contribution also to the Hire Association in past years.

New Office Bearers for 1979 are:

President:	Mr. Brian Elms
Vice President:	Mr. Bob Langham
Executive Committee:	Mr. Alan Eichler
	Mr. Howard Hedley
	Mr. Lionel Friezer
	Mr. Barry Cerda
	Mr. Graham Hoinville
	Mr. Norman Wright

New Chairmen have been elected to four division of the Association, one Chairman elected for another term in office and our sixth division has lapsed.

Operative Divisions for next year are Catering and General Division — Chairman, Mr. Dave Smith, Construction Plant Division — Chairman, Mr. Dennis Scanlon, Temporary Site Service Division — Chairman, Mr. Brian Hankin, Geelong Regional Division — Chairman, Mr. Roger Haebisch, Associates Division — Chairman, Mr. Maurie McQuade.

To Mr. Bob Langham, the Honorary Treasurer of the Association, my thanks for a service well done.

Generally the Divisional meeting has been the major meeting place for members of the Association. It is at these meetings that members meet socially and have the opportunity to discuss and promote new initiatives which will benefit the Association and its members.

However, we must not allow the social activities at our meetings, although important, to cloud the real issues, namely that we are specifically a trade association. With this in mind I feel confident our members through the Divisions will work harder towards achieving our common goal — successful business & a prosperous industry.

I thank you for your support in the past year, and look forward to your co-operation in the year to come.

HIRE ASSOCIATION OF SOUTH AUSTRALIA



The following were elected as office bearers for 1979 at the Fifth Annual General Meeting held on 7th February, 1979.

President:	Mr. Mick Young
Vice-President:	Mr. Brian Ewings
Committee Members:	Mr. Bert May Mr. R.K. Searle Mr. Ray Roberts Mr. John Stevens Mr. Bob Stewart Mr. Mark Cambridge
Secretary/Treasurer:	Mrs. Cheryl Mounsey, 5 Aldridge Avenue, PLYMPTON PARK. S.A. 5038 Phone (08) 297-6617
National Council Representatives:	Mr. Richard Stevens Mr. Mick Young
Auditor:	Mr. R. Roberts

SOUTH AUSTRALIA: OUTGOING PRESIDENT'S REPORT — 1978

I expect that the end of my Presidency requires me to review the activities of the past year, to look at what has happened, what we as an Association have sought to achieve and have achieved.

No doubt the two most important aims have been to promote the Association to the public and to promote ourselves to other hire industry members in an attempt to induce them to join us.

To this latter end we have been moderately successful. However, constant attention is needed to retain the existing members and to encourage new ones.

The attempts to promote our Association in advertising can only be said to have been a dismal failure. Far

more research and investigation into this subject needs to be done if we are to consider pursuing it again to ensure that the expenses and efforts are justified.

The alteration of venue has made meetings more informal and interesting. I hope the format will be followed in future.

Workshops still seem to attract the most interest. No doubt this indicates that participants consider their time and effort well spent. Hopefully this attraction will continue in the future. More and varied guest speakers are a major possibility for the future. We can never learn too much from other people's experiences, similar or related industries.

Finally I would like to thank those who have gone out of their way to assist the executive in its efforts in the past. A special thanks should also go to a zealous helper in Mick Young. Congratulations need also to be heaped on him as our new President.

**M. CAMBRIDGE
PRESIDENT**

EXTRACTS FROM MINUTES OF MEETING HELD ON WEDNESDAY, 7TH FEBRUARY, 1979 AT BRECKNOCK HOTEL, KING WILLIAM STREET, ADELAIDE AT 7.30 PM.

BUSINESS ARISING FROM MINUTES:

(a) Australian Institute of Management

M. Cambridge has approached the A.I.M. re our suggestions of a package course suitable for our members.

(b) Circular, Association Meetings

As a result of circular re meeting times, the result indicated preference for 6.00 p.m. meetings at Sportsmen's Association and 7.30 p.m. for Dinner Meetings.

MEMBERSHIP

(a) Scaffold Hirers

Application for membership had been received. It was moved (Cambridge/Young) that Scaffold Hirers be accepted as member of S.A. Hire Association.

WORKSHOP NIGHT

A workshop night is to be held on 13/2/79 at C.I.G. THEATRETTE. R. Stevens to be in charge of catering. Approximately 45 acceptances at this stage.

ACTION: R. STEVENS

GENERAL BUSINESS

(a) M. Cambridge passed on thanks to those members who helped to entertain the Delegates at the National meeting held in Adelaide on 31st January, 1979.

(b) B. Ewings had informed the meeting that alternative arrangements will have to be made in regard to printing. M. Cambridge, on behalf of the Association thanked Mr. Ewings and Coates Hire for the contribution re paper and printing.



'ACTIVE' HIRES NEW ROLLER FLEET

Earlier this year Active Hire of Bankstown took delivery of its new fleet of 24 Dynapac CGH (36") vibrating tandem rollers, to add to its widening range of equipment.

In addition 'Active' have taken 4 Dynapac CC10 (42") double drum vibratory rollers to add to their fleet.

In the photograph above Mr. Eric Vortuni, a Director of Active Hire, is congratulated by Dynapac's Managing Director Mr. Bengt Gibson, at the official

handing over of the machines.

A company spokesman claims that the Dynapac machines were chosen "because of their great performance and reliability in all situations, especially in Hire fleets".

Further details of Dynapac Vibrating Tandem Rollers can be obtained through their head office at Silverwater (647-1822) or interstate offices, Victoria (90-8850) and Queensland (376-2644).



**See you
at Surfers!**

A.H.A. 1979 CONVENTION

DATE: 10-14th September, 1979

**PLACE: Chevron Paradise,
Convention Centre,
Surfers Paradise.**



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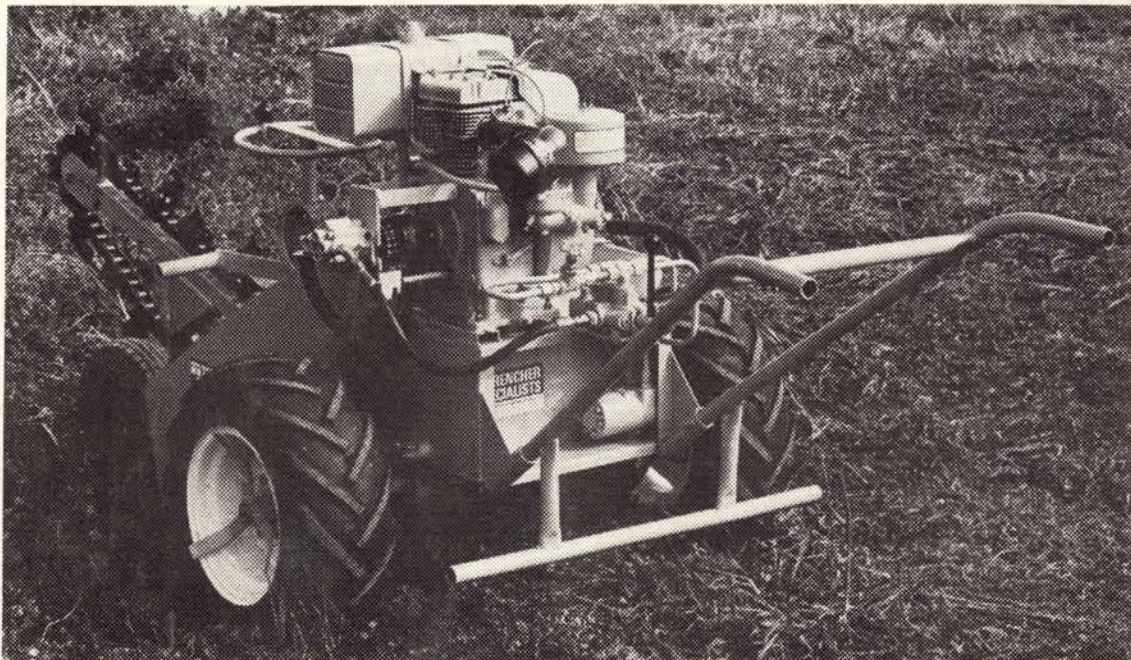
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