

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.4 APRIL, 1979

Registered for posting as a periodical – Category (B).

**INSIDE:**

★ **First Official Industry  
Rate Comparison Chart**



**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

★ **THE HIRE ASSOCIATION OF AUSTRALIA**

60-62 York Street,  
Sydney. N.S.W. 2000.

**President:** John Mason  
**Vice President:** Richard Stevens  
**Secretary:** Rolf Schufft.  
Phone: (02) 290-0700.

☆ **THE HIRE ASSOCIATION OF VICTORIA**

165 Eastern Road,  
South Melbourne. Vic. 3205.

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Phone (03) 699-1022.

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**President:** Mr. M. Williams  
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All Editorial copy should be addressed to:

**Martyn Frost**  
Suite 6, 38 Rowe Street,  
Eastwood, N.S.W. 2122  
Tel: (02) 85-2030

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  
Tel: (02) 85-2030

## ADVERTISING DEADLINES:

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

## PUBLISHER:

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



## FRONT COVER:

Dynapac deliver their 100th self propelled vibratory roller to Coates Hire Service (see page 12).

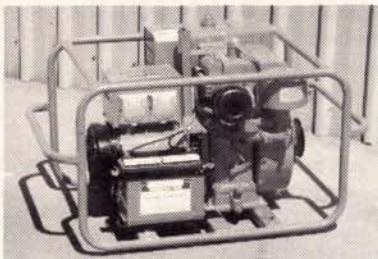
Printed in Australia by –  
Vaughan Douglas Printers.

# SALE!

## SPECIAL STOCK CLEARANCE SALE FOR HIRE COMPANIES!

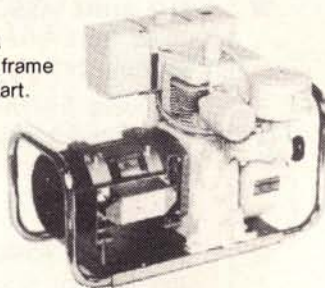
### REDUCTIONS ON PORTABLE GENERATORS

Powerlite offer a range of portable petrol engine generators from 1.5 KVA to 7.5 KVA, in a variety of different frames and mounts. We have just what you want — at a price that we guarantee will beat any other ... but hurry, current stocks cannot last!



**BRIGGS AND STRATTON 10HP.**  
5 KVA, roll over frame mounted, twin 240 volts, 10 amp weather proof outlet, voltmeter, fuse protection.  
**Rope Start \$765**  
**Electric Start \$995**  
*(Battery not included)*

**BRIGGS AND STRATTON 8 HP.**  
3.75 KVA, scoop frame mounted, recoil start. Twin 240 volt, 10 amp outlet.  
**Sale Price \$495**



#### ROBIN

EY 21AS	7.5 KVA Electric	\$2050	These units are equipped with roll-over frame, 2 weather-proof outlets, fuse protection with spare fuse and crane lifting eye.
EY 44	5 KVA Recoil	\$ 990	
EY 44	5 KVA Electric	\$1120	

#### SPECIAL SKID MOUNTED DIESEL POWERED GENERATING SETS

Special anti-vibratory mountings, skid type fuel tank case enclosed within steel canopy fitted with centre lifting eye and heavy duty door locks.

**Basic prices:** 20 KVA \$6800      50 KVA \$9450  
35 KVA \$8200      72 KVA \$11,400

or talk to us about the special deal!



NEIL!  
THESE HUGE  
DISCOUNTS  
WILL  
BREAK  
US!

JOHN!  
I WANT ALL  
THIS STOCK CLEARED.  
I'LL ACCEPT ANY  
REASONABLE  
OFFER.

**Powerlite**  
GENERATING SETS

61-63 GORDON ROAD, CHIPPING NORTON, NSW 2170

TEL: (02) 727 0077.

Call from interstate, you won't beat these prices anywhere!

# viewpoint

Oh, no, here we go again!

Petrol prices are rising again at an anticipated rate of at least nine per cent. The transport unions have won increased rates, over and beyond the recommended tribunal rate. Prices of meat to the housewife have soared by a conservative estimate of fifty per cent in less than two months. And heaven knows what other price hikes will hit us all in the near future.

All sounds a bit familiar doesn't it?

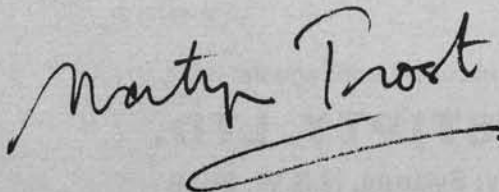
Just when we all thought this inflation-stagnation thing was being whipped, we all relaxed and bingo... it's crept up again behind our backs.

What can we do about it – both as responsible members of the business community and in our roles as private citizens.

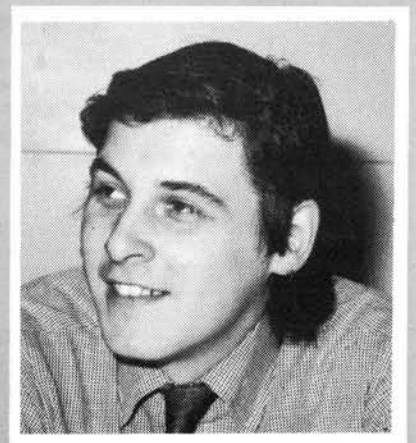
Be aware! Realise what is going on and why. Act with discretion, patience and above all try not to get caught up in the spiral that inflation causes. This means personal sacrifice, but is the only way to solve the problem.

The Hire Industry is an important and necessary part of our economy. It is run by independant people who have often learned their business experience through "the school of hard knocks" We can set an example to the rest of the community.

See you soon.



P.S. Congratulations to our new National President, John Mason from Queensland. We have a message from John later in the issue, which I commend to you.



# The new Von Arx Needle Scalers — 50% more efficient



**Runs on 3.5 CFM to 5.5 CFM  
Requires only 6 CFM  
compressor for all models.**

Now you can offer your customers the new Von Arx needle scaler — 50% more efficient due to the new hammer action ... prevents "needle float". The new Von Arx is light, easy to use, and comes in a choice of four models for intricate work through to the roughest heavy duty job required.

**HIRE OUT A VON ARX  
NEEDLE SCALER, IDEAL FOR:**

- ★ Trimming weld seams
- ★ Cleaning Rust and dirt from concrete mixtures, tippers, rollers.
- ★ Chipping old layers of bitumen and damaged paintwork.
- ★ Cleaning old and stained brickwork and masonry.

*For a free demonstration contact the exclusive sales agents:*

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65 Princess Avenue, Rosebery, Sydney, N.S.W. 2018  
Telephone: 662-6222.

*Distributors in all States*

**ASK ABOUT THE  
SPECIAL MAY  
DISCOUNT!**



## **INCOMING NATIONAL PRESIDENT'S MESSAGE**

I am honoured to be elected president of the Hire Association of Australia for 1979.

As you know, Queensland is the host state for the Hire Association of Australia's eighth annual convention which will be held at Surfers Paradise from the 10th until the 14th, September and the theme for the convention will be "LOOKING BEYOND 1979". This is going to be an exciting convention because there is a real message in the "LOOKING BEYOND 79" theme. Today, more than ever in the history of mankind, the world is changing and along with this change the business environment is altering dramatically. Although ours is a comparatively young and vigorous industry with great growth prospects we must all be aware of the necessity of keeping pace with change as it occurs. To do so we must look ahead, anticipate change, and adapt to it. Adapting to a changing environment will be our key to survival as an industry.

Also, I am very pleased to be the first Hire Association of Australia president to emerge from Queensland. But my greatest satisfaction is, that it has occurred in 1979, because it gives me the opportunity to do the thing that gives me most enjoyment; playing the role of host to visitors from far and near.

My resolution for this term of office is to make the 1979 convention a success and to be good ambassador for the Hire Association of Australia.

Yours sincerely,

John W. Mason.  
March 1979.

# HIRE INDUSTRY RATE COMPARISON CHART

## First Official Industry Survey now Published

Towards the end of the last year we published in "HIRE" a list of equipment and asked the industry, as individuals, to forward details of their hire rates. We promised utmost confidentiality with the objective of the exercise to release an official industry list that member companies can use for setting and comparing their own rates.

Response to the initial request was poor and we had the choice of letting the matter die, or making a second effort. This we did and repeated our request in the January issue of "HIRE". Response was again not overwhelming, but by combining the replies of the two issues we were able to come up with some figures that represent a reasonable mathematical sample.

A few points to remember when reviewing the figures: The best figure to take is the "average". The lowest and highest figures are included to show the

dramatic differences between different companies — as would be expected when we realise the different size of hire companies with various cost levels they are committed to.

In those cases where we consider not enough data was received to make a fair sample we have not published any figures. Regretably this is the case relating to all party hire equipment. In retrospect the data requested was insufficient on our behalf and could only have made the situation confusing.

Well there it is. You now have a set of official industry figures that can be used and updated as necessary. Our thanks to those companies who spent the time and effort completing the form. They can rest assured their confidentiality has been completely maintained and the questionnaires have now been destroyed.

	DAILY RATES			WEEKLY RATES		
	LOWEST \$	HIGHEST \$	AVERAGE \$	LOWEST \$	HIGHEST \$	AVERAGE \$
Air Compressor 8CFM	10	18	13.80	36	90	59.30
Air Compressor 160CFM silenced	30	90	50.00	120	450	233.00
60ft Air Hose & fittings	2	3	2.50	6	15	11.00
50lb Breaker silenced	5	12	8.25	20	50	37.40
Small rock drills	6	13	9.80	32	66	47.50
Larger rock drills	8	14	11.80	36	90	56.50
Clay Spade	1	6	3.40	4	13	8.25
Impact Wrench	10	17	15.00	48	85	64.75
Arc Welder 240 volt 130 amp	5	10	7.80	19	50	27.40
Battery Charger 6 or 12 volt	3	8	4.00	8	24	14.00
Blow Lamps		INSUFFICIENT DATA AVAILABLE FOR COMPARISON				
Bow Saw		"	"	"	"	"
Belt Sander 3"	6	11	8.70	30	50	35.50
Brick Elevator	14	24	18.00	60	100	74.40
Builders Storage Shed 10'x7' with floor		INSUFFICIENT DATA AVAILABLE FOR COMPARISON				
Bush Cutter		"	"	"	"	"



	DAILY RATES			WEEKLY RATES		
	LOWEST \$	HIGHEST \$	AVERAGE \$	LOWEST \$	HIGHEST \$	AVERAGE \$
Barricades, Lights & Signs	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Carpet Shampoo Machine	15	30	21.80	72	120	92.40
Car Polisher	6	10	7.50	24	40	31.00
Car Roof Racks	2	6	3.75	6	12	8.50
Concrete Mixer 2 cubic ft.	7	16	9.40	24	67	40.00
Concrete Barrow	2	4	3.10	6	18	11.20
Concrete Vibrator	10	25	15.10	48	112	68.10
Concrete Trowel	10	25	16.30	48	112	75.00
Concrete Saw	9	28	20.00	72	125	100.00
Crane Portable 1500 lbs.	10	16	12.75	48	60	52.50
Chain Block 10' drop 1 ton	4	10	6.20	18	40	25.40
Chain Saw 21" petrol	15	30	21.40	72	110	87.80
Chain Saw Electric	12	22	17.50	48	110	72.60
Circular Saw 9"	5	11	8.30	27	50	37.00
Conveyor 23 ft.	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Cowley Level	4	10	7.40	15	45	28.60
Compactor 1 ton	10	24	18.50	50	100	75.50
Drain Snake Electric 2" - 8" pipes	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Drills ½" Percussion	5	14	8.00	18	54	25.80
Drills 3/8" Portable	3	10	5.20	9	45	23.30
Extension Lead	1	6	2.20	3	13	8.00
Floor Cramps - Pair	4	6	5.00	12	25	16.50
Floor Sander 8"	10	22	15.60	36	65	50.60
Floor Stripper	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Floor Polisher 12"/16"	8	15	11.40	32	54	41.75
Fan 24" Pedestal	5	10	7.00	15	30	21.40
Grinder Bench Type 6"	5	10	8.60	30	45	35.20
Grinder 9" Angle	7	11	9.00	28	50	38.20
Generator 2 Kva	8	16	12.70	40	90	52.85
Generator 15 Kva	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Hoist 1 Barrow	"	"	"	"	"	"
Hammer Kango	11	18	14.60	44	90	63.50

	DAILY RATES			WEEKLY RATES		
	LOWEST	HIGHEST	AVERAGE	LOWEST	HIGHEST	AVERAGE
	\$	\$	\$	\$	\$	\$
Hedge Trimmers	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Jack 10 ton hyd.	5	10	6.30	16	45	27.80
Jack 2 ton trolley	6	10	7.20	20	32	25.20
Ladder 8 ft. step	2	5	3.50	8	15	11.30
Ladder 14 ft. step	2	10	6.00	9	24	18.50
Ladder 10/18' ext.	4	6	5.00	6	30	15.30
Ladder 16/42' ext.	2	12	7.20	20	50	29.10
Lawn Mower	8	14	11.30	24	60	42.00
Lawn Edger	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Pump 2"	8	24	16.40	40	90	70.25
Pump 3"	10	28	21.80	50	123	91.40
Pipe Bender to 2" hyd.	6	12	8.60	24	45	32.60
Post Hole Borer	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Ramset Gun	4	9	7.45	20	45	32.10
Sledge Hammer	1	3	2.00	3	6	5.00
Steam Cleaner	18	30	21.50	72	90	83.00
Shovel	1	3	2.00	3	6	4.00
Trestles 8 ft. pair	2	7	3.60	6	21	11.10
Plank 10 ft.	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Trailer 6 x 4 box	6	10	6.60	20	50	29.90
Trailer Tandem	INSUFFICIENT DATA AVAILABLE FOR COMPARISON					
Truck 1 ton utility	"	"	"	"	"	"
Truck 2 ton van	"	"	"	"	"	"
Truck 4 ton table	"	"	"	"	"	"
Vacuum Cleaner Industrial	10	16	13.50	40	74	55.70
Wheel Barrow	2	4	3.00	6	18	10.70

**ANSETT**  
AIRLINES OF AUSTRALIA

**The Convention Specialists**

OFFICIAL CARRIERS TO THE 1979  
HIRE ASSOCIATION CONVENTION.

# HIRE ASSOCIATION'S ANNUAL CONVENTION

## Plans now well under way

### LOOKING BEYOND '79



The Hire Association of Australia's Eighth annual convention is now well and truly under way regarding the final planning stages.

The convention this year is to be held in sunny Queensland, "where the fun never sets" – Surfers Paradise.

Intending participants, and that means all of you doesn't it, should make a particular note of the change in venue and date, as briefly mentioned in the March issue of "HIRE".

**DATE:**  
**SEPTEMBER 10-14TH.**

**VENUE:**  
**CHEVRON PARADISE HOTEL**

Registration forms, accommodation request forms and other detail material have been sent to members of the industry by the Queensland Branch of the Hire Association.

A conference logo or theme illustration has been prepared and is reproduced below.



#### WHAT CAN'T YOU DO IN SURFERS?

Surfers is a glorious, casual-as-you-come city by the sea, spread over 20 odd miles of golden coastline. Boating, sport, entertainment, it's all there, bigger and better.

The climate in mid September...absolutely glorious, fresh and pleasantly warm without being excessively hot or humid.

As your friendly Editor, who knows Surfers well, you can be guaranteed a fabulous time at Surfers, "where the fun never sets".

HIRE and Rental Equipment News

## Programme and Social Functions

### Monday, 10th September

- Registrations – all day with an evening Cocktail Party for International guests and H.A.A. Executive.

### Tuesday, 11th September

- Registrations – all day, with Scenic and Orientation bus tours.
- Cocktail Party and official opening, followed by a Club Evening at Terranora Lakes.

### Wednesday, 12th September

- Registrations – all day.
- Seminars –
  - 9.00 a.m. Opening Seminar – "Looking Beyond '79"
  - 10.45 a.m. Seminar – "With the Future in Mind"
- Trade Exhibition – all afternoon.
- Fashion Show for the ladies.
- Evening Boat Cruise and B-B-Q.

### Thursday, 13th September

- Trade Exhibit – open to invited public.
- Yard Tours – all day.
- Visit to Sea World.
- 8 p.m. Luau Feast.

### Friday, 14th September

- Seminars –
  - 9.00 a.m. "Evolutionary Change".
  - 9.50 a.m. "The Rental Scene '79-2000".
  - 10.45 a.m. "The Crystal Ball Session".
  - 10.30 a.m.-2.00 p.m. Trade Exhibit.
  - Afternoon Fun and Games.
  - 6.00 p.m. Cocktail Party.
  - 8.00 p.m. Banquet.



## INSURANCE COVER AVAILABLE FOR HIRE PEOPLE

After many months of intensive research there is now available an insurance package to members of the Hire Industry.

The package covers all types of insurance at rates that are extremely competitive.

The negotiations have been carried out by Lyall Hamilton of Active Hire in Sydney, who advises that the insurance scheme, which comes through a highly respected broker, offers very good savings on all the various types of insurance the industry needs.

Several points of the cover need to be explained: Firstly, each company will be insured individually and

receive their own personal policy for what ever amount and type of insurance they require.

Secondly the cover applies to all Hire companies, not just those in New South Wales, but companies in any state of Australia can be covered by the package.

Thirdly, as in all such packages that offer such savings, there needs to be a reasonable quantity of companies involved.

On this basis it is now over to you. Further information is available through Lyall Hamilton, who can be contacted on (02) 708-3767 or through your local State President.



## COATES TAKE DELIVERY OF 100TH ROLLER

Coates Hire Service – a division of the ANI Group, recently took delivery of its 100th Dynapac Self Propelled Vibratory Roller, for its national fleet.

The first Dynapac Roller was delivered to Coates in June 1975. From that date Coates expanded their fleet to include 2.4 to 7 ton double drum vibratory rollers for asphalt and soil compaction; and six to fifteen ton self propelled smooth and pad drum rollers for soil

compaction.

Dynapac is justifiably proud of its contribution to the Hire industry. The machines they make are used throughout Australia, in the toughest of conditions. It is proof to the industry of the quality of the Dynapac machinery that Hire companies keep coming back to Dynapac for their requirements in the soil & asphalt compaction area.

# LETTERS...

Dear Martyn:

Just a brief note to say that I am very impressed with your publication, and wish you the very best. Please feel free to use anything you wish from copies of RER. We have many friends "down under" and we'll offer whatever help we can.

One of these days I hope to visit your wonderful country. Peter Burne invited me to speak one year, but I had to cancel. Possibly he has never forgiven me. I have kind of set my sights on 1980 if everything works out well.

Best regards, and again good luck.

Jim Gartland

Publisher – Rental Equipment Register, America.

\*\*\*\*\*

Dear Sir,

Firstly welcome to the hectic world of "hire" and congratulations on the standard of the February issue of Hire & Rental Equipment News.

I whole heartedly agree with your comments in "Viewpoint".

Part of the responsibilities of this position is satisfying wherever possible queries re "where can I hire it" requests from telephone callers. I have, during my time in the position of secretary requested on numerous occasions, a list of what is available for hire without much success.

I feel that if this problem is given sufficient publicity, it could not only assist secretaries but the hire industry as a whole.

Keep up the good work and if I can be of assistance in any matter, please do not hesitate to contact me.

Yours faithfully,

S,R, Moody,  
SECRETARY

Hire Association of Victoria

## INGERSOLL-RAND ANNOUNCE NEW DISTRIBUTION NETWORK

In a strategy designed to achieve greater and more effective market penetration Ingersoll-Rand Pty. Ltd. have announced a series of new distributor networks.

In New South Wales the new distributors are:

Air Equipment Pty Ltd.,

Kelair Pty Ltd.,

Verdon Bros. Pty Ltd

InterAir Products Pty. Ltd.,

Distributors in other states will be published in our next issue.



## TRAILIFT – The one man operation for all jobs above ground

A new piece of machinery currently being rented out by Hire Kingdom is the Trailift. The Trailift is finding acceptance in the areas of building construction, painting, building maintenance, factory and plant maintenance, to name just a few areas.

The Trailift was designed and is made in New Zealand by Mason International Ltd and is ideal for a wide range of jobs where scaffolding or ladders would normally be used. Features of the Trailift include

- Can be towed to site by any vehicle of reasonable capacity.
- Fully equipped for road towing with electrical connections and rear lighting.
- One man operation.
- Electrically controlled from both base and bucket positions.
- Electric start motor.
- Stabilizers provide maximum on-location safety.
- Full 360° slew both clockwise and anti-clockwise.
- Maximum effective Working Height 9 metres (29'6") with operator standing in the bucket.
- 2-man capacity fibreglass bucket.

Further details on Trailift can be obtained from:-

HIRE KINGDOM  
351 NEWBRIDGE ROAD  
MOOREBANK NSW  
Phone (02) 601-1766.



## SAKURAGAWA SUBMERSIBLE PUMPS

Sakuragawa is one of Japan's leading manufacturers of submersible pumps. The product is noted for its excellent engineering design principles, manufacturing standards and, in the field of operation, with little down time.

All pumps are noted for the double mechanical seal construction in various facings to suit the liquor being pumped.

### 1. U Pump

These are a range of dirty water pumps for the contracting, mining and allied industries. Range 1/3 to 100 hp.

### 2. HS Range

Similar to the U Pump but special materials of construction and jetting or cutting methods for sand dredging, etc.

### 3. J Pump

For the chemical industry in 316 stainless steel.

### 4. F Pump

Mixed flow pump for irrigation or drainage for medium flows and medium heads.

### 5. L Pump

Axial flow pump for large flows and low heads for water transfer, large drainage, etc.

### 6. D and D S

Range of torque flow pumps for raw sewage.

### 7. U - FLP

Flameproof pumps for the mining industry.

### 8. Aeration methods for aerating liquors in large tanks.

The Sakuragawa range has proved its worth by the many hundreds in use throughout Australia.

Level control and automatic control available for all models.

# SAKURAGAWA SUBMERSIBLE PUMPS

Australian Agents:

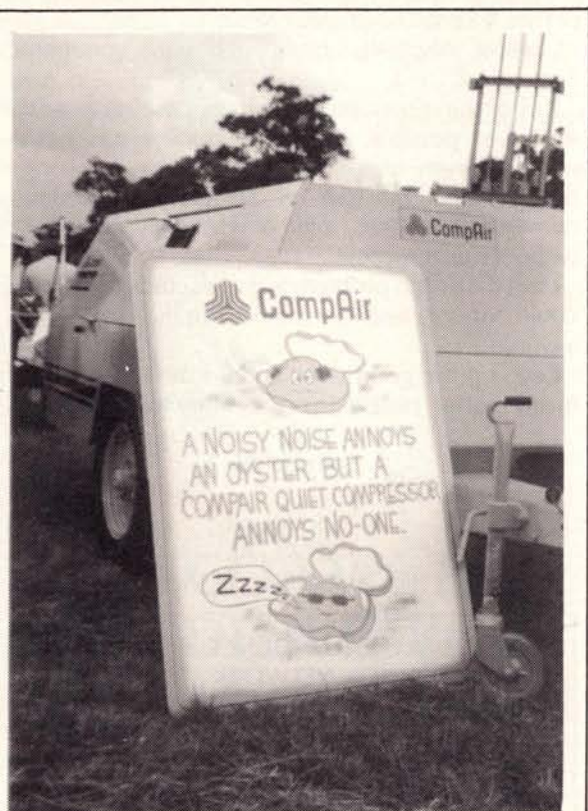
KAB PROJECTS PTY. LTD.

322 Pacific Highway,  
HORNSBY N.S.W. 2077

Phone: (02) 476-2722

Telex: AA27370

Telegraphic Address: 'Veebee' Sydney.



## COMPAIR'S METHOD OF SELLING PRODUCT BENEFITS!

# THE MIKASA REVERSIBLE VIBRATORY SOIL COMPACTOR

One of the units showing appeal at this years Macquarie Field Day was the Mikasa Soil Compactor from A.N.I. Perkins.

The MVC-300 compactor has been designed and developed by compaction specialists, the company claims, to meet all types of demanding compaction requirements, from foundations and trench backfilling to ditches, parking lots, driveways, base and subbase preparation.

A.N.I. Perkins say the compactor has a unique reversing process that eliminates the complex reversing systems normally associated with reversible compactors. There are no complicated mechanical drive shafts or sensitive hydraulics to create problems. Mikasa's simple reversing mechanism allows instant forward and reverse with the flick of a lever.

The Mikasa can be ordered either gasoline or diesel powered.

The unit is 18" in width and 38" high, and weighs in at between 360 kg and 390 kg.

The Mikasa can be purchased for a basic price of approximately \$3500 with immediate delivery.

Details can be obtained through A.N.I. Perkins.



**RIGHT AROUND AUSTRALIA ...**



**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



# A DAY IN THE FIELD

or a few sobering thoughts  
about the Hire Industry.

"Look fella, what you should do, is get off your big bum and spend a day at the Macquarie Field Day."

So the guy in the seat next to mine murmured to me at the excellent dinner we had at the Annual General Meeting of the NSW Hire Association.

"You'll meet stacks of people there who can help you with your magazine, "Rent" or "Hire" or whatever you call the wretched thing."

"O.K. I said." Words of wisdom. Here's a guy who seems to know what he's talking about. I'll do just that.

Well, come the next morning I'd conveniently forgotten all about the Macquarie Field Day. Actually I forgot quite a lot about the night – but it was a good one, wasn't it?

Until a couple of days ago when the local radio announcer casually mentioned "and of course don't forget that tomorrow is the Annual Field Day near Macquarie University."

So off I trekked. Camera under one arm. Pencil and paper under the other. Here comes your friendly editor.

First step through the gate I'm hit by the Coates guy who offers me a beaut bright orange carrier bag to carry all the bits and pieces I pick up as I go around. Great idea fellas; when I look around everybody, but everybody has a Coates bright orange bag, with the Coates name emblazoned on the side. All of us are walking, talking advertisements for Coates. Give the man who thought that one up an extra couple of bucks this week.

First stop was the Mole Engineering area. "Whats new, fellas" Not much, got a trencher you might be interested in. O.K. Quick photo and off to the next stand.

Next door the guys from Compair had set up their range of compressors. Looked really good. Kevin Oldfield was looking well and we chatted for a while before it was off again to.....

a small and rather dingy little caravan set up to display some drills and accessories. "G'Day. Names

Frost. Got anything interesting for "Hire". Free. Gratis. No charge"

Not interested. In fact they weren't interested to the point of rudeness. Ah, well, There's none so blind as those that can't see.

On to the Ingersoll-Rand display. Met Murray Ukena, up from Melbourne, plus colleague in arms Neil Stewart. "Have a beer" says Murray. "Great," says I. Knock it back and off we go again.

Next stop A.N.I. Perkins, where I meet again Len Rowley. "Have a beer" says Len, as the rain starts to cascade down. "Great" says I.

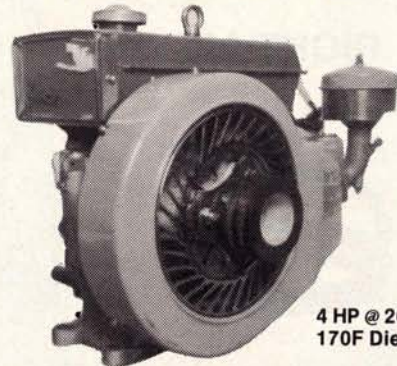
Well the rain subsided and it's off again. Stop off at the Hire Kingdom display to say hello to John Brookfield, Mal Williams and the boys. John turns on the Gerni high pressure cleaner. What a fantastic machine that is. Ripped all the old paint work off this beat up old car they had there. All over me. Never mind, "Have a beer" they said. "Great" says I.

Off we stagger again. This time it's to Dynapac. "Have a beer" they said. Then Flextool. "Have a beer" they said. Then the man from Stihl. "Have a beer" he says. And so it went. I think. Actually I must admit it did get a little confusing after that. Just a little bit hazy.

Eventually I stagger home about six o'clock that evening. "What a day" I mumble to my better half. "Never mind dear" she says...."why don't you relax and have a nice cold beer"

(Opposite: A pictorial version of the Macquarie Field Day.)

## 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
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**PH: 644-4711 TELEX AA26487**





John Brookfield surrounded by the boys from Hire Kingdom.



Murray Ukena from Ingersoll-Rand and Neil Stewart from the Miner Newspaper.



The Gerni jet blasts the old paint off a car.



The Compair Compact 75 Air Compressor created a lot of interest.



Barry Farr of Mole Engineering alongside a Ditch Witch trencher

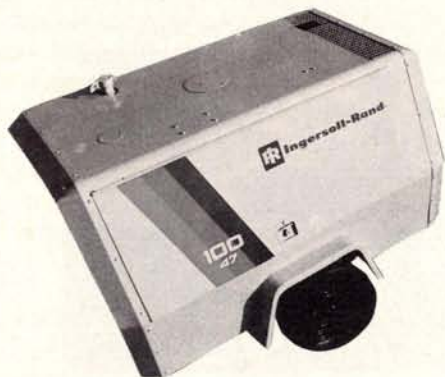
# NEWS FROM THE INDUSTRY

## "KANGO APPOINT POWERLITE"

In a recent release signed jointly by Mr. R.F.D. Riber, Marketing & Commercial Director of Kango Electric Hammers Ltd., and Mr. David G. Hurley, Acting General Manager of Renmark Nominees Pty. Ltd., trading as Crommelins Australia it was announced that as from 1st October 1979 Kango Electric Hammers will be utilising its Australian Subsidiary, Powerlite Pty. Ltd., to distribute its products in Australia.

Crommelins Australia will continue to act as exclusive Kango Products distributors in the states of Western Australia and South Australia after that date.

The release advises that no change in distribution policy or pricing is currently being contemplated.



## INGERSOLL-RAND CLAIM "THE DAWN OF A NEW DAY"

The claim "The dawn of a new day" might possibly be a little far fetched for a compressor but nevertheless that is up to the buying personnel to evaluate. Certainly the Spiro-Flo-P-100 is a beautiful piece of engineering and incorporates many special and unique features.

Of particular interest, although hard to actually examine, is the meticulous sculpture of the screw rotors, which Ingersoll claim are made with such precision that they give more air per gallon of fuel.

Other selling features include the new air-oil separator, the highly efficient cooling fan and the solid state monitoring system.

The Ingersoll-Rand may not be quite your idea of "The dawn of a new day" but it is definitely worth a good hard look at if you're in the market for a new air compressor.

Further detail can be obtained through Ingersoll-Rand or any of their dealers.



## TABLE-TALK

To a child, a table is something to sit on, stand on, play with the dog under, or kick about.

To the average adult it is something which conveniently defies the law of gravity and keeps his food and drink up where he can reach it while sitting. It is a convenient platform for doing all sorts of things on, and is usually regarded as pretty much a fixture.

Drunks spill their drinks on tables, babies dribble their food, and mums often iron on them.

Building plant hired equipment is usually used by sober people. Hired tables are usually not. That's why, to a party hirer, the table present problems little dreamt of by normal people who just use tables.

The little old lady in the Honda station wagon who arrives to collect a dozen tables for her son's football club - "Oh, I thought they'd be **much** thinner and lighter..."

The hostess who is about to serve fifty people in a room which will only seat ten - "But cant I use **smaller** tables..." (only if you get smaller guests, lady).

The delivery man faced with 200 chairs and thirty tables - "Boss, why cant you get **thinner** tables?"

The maintenance man, faced with several tables each week with the corners all loose and legs departing their proper station in life - "Boss, why cant you get tables with **welded** corners?"

The accountant - "No, Charlie, you **can't** spend that much on new tables, find cheaper ones".

Who can you please - who can please **you**???

An answer has drifted across the sea from New Zealand. They are aware that a hired table, just to earn one hiring, gets loaded, bounced, tied, unloaded, dropped, unfolded, dragged, sat on - fallen on - rained on - left in the sun - maybe even eaten off, before it is re-folded, re-loaded, re-tied, and ultimately, re-stacked in racks which are never big enough for all your tables.

So a new, thin, welded, cheap table, 2'6" wide, and either 6', 7' or 8' long has arrived by Air New Zealand to relieve our problems. Who would have thought that our trans Tasman cousins would have got the answer first? They have, you know. See me. Bruce Whitefield, Abalon Hirings Pty. Ltd.



## MOLE DITCH WITCH TRENCHER

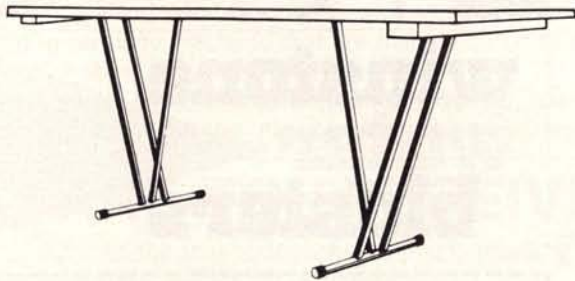
The Ditch Witch Model 1500 is a totally new design in handlebar trenchers claim Mole, that can dig trenches right along with many bigger machines. New control convenience and ease of operation are both functional, and unusual for this class equipment. Just look at some of its features:

- Frame design which has weight evenly distributed for easier handling; controls have been simplified and are easy to reach.
- Compact...the 1500 is only 35½ inches wide. It can go through a standard yard gate and work in confined areas where larger equipment can't.
- The 1500 is the only handlebar trencher with hydrostatic ground drive! It has infinitely variable speeds while trenching and mobilizing. You can choose the ground and digging chain speeds to get exactly the right match.
- Your choice of three industrial air-cooled engines is available from 9-HP-class to 14-HP-class.
- Trench to depths of 5 feet, widths to 12 inches.

For information on the Mole Ditch Witch Trencher contact your local Mole Engineering office.



## 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.

Available only from



**formrite**  
**tubebenders**

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

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.

# Daihatsu Trucks: Another in the series on vehicles for hire



## LIGHT WEIGHT TIPPER FOR HIRE INDUSTRY

Australia's largest importer of tippers, Daihatsu, recently released details of a new range of aluminium bodied tippers.

The new range covers models in the Delta 2 tonne payloads, diesel and petrol.

The major benefit derived from fitting an aluminium body is that both the 2 tonne diesel and petrol aluminium body tippers can now be driven by drivers who possess only an 'A' class driver's licence. This is ideal therefore for Hire Company customers.

The basic tipper chassis is imported with fully self-contained under body hoist and fitted with a locally manufactured aluminium tipping body of a similar design to the steel bodies, which will continue to be imported.

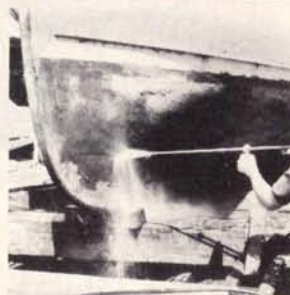
Mr. John Conomos, General Manager of Daihatsu Distributors said, the new models were derived in close consultation with local body builders, to ensure that many of the imported features of the proven steel bodies were retained.

The new model tippers bring the total range of tippers available to 5 – the most extensive range of tippers from 2 tonne to 3 tonne payloads. The new models will fill an urgent need of builders, councils, nurserymen employing drivers who possess only a 'A' class licence.

Since the introduction of the imported light tipper into Australia, Daihatsu have imported and sold over 1,500 units, making Daihatsu Australia's largest seller of imported tippers.

For further information contact: Mr. John Conomos, Daihatsu Distributors Pty. Ltd., 286 Coward St., Mascot 2020. Phone (02) 669 5111.

# waterblasting is Winstone



Models from 1000 psi —  
5000 psi (2hp to 70hp)  
Hot, Cold, Electric,  
Diesel, Petrol powered.  
Wet sandblasting, drain  
cleaning,  
chemical/detergent  
application.  
**Diaphragm pumps fitted  
to all models**



## winstone water blasters

For detailed information mail coupon to:  
Frank M. Winstone (Merchants) Ltd,  
Box 2195, Auckland, New Zealand.  
Winstone Water Blasters data required.

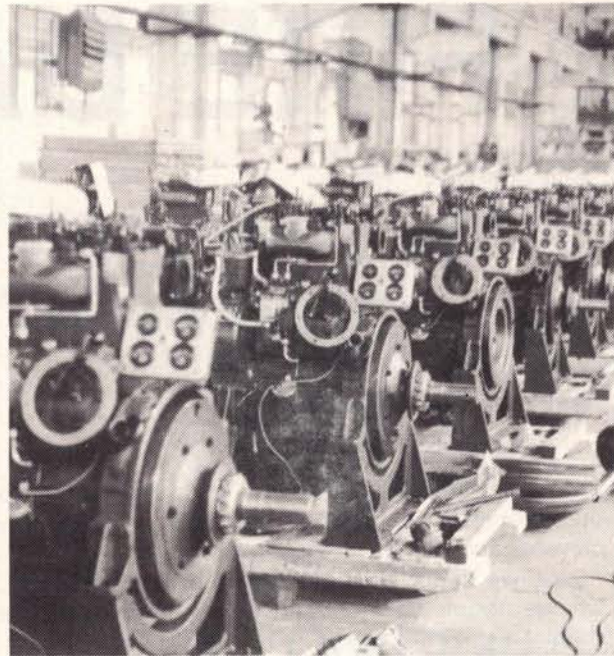
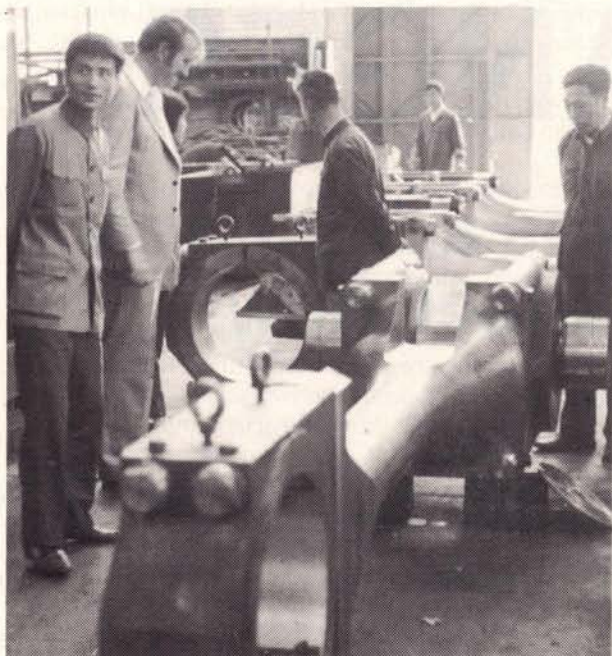
Name .....

Address .....

1522H



Manufactured by  
**Frank M. Winstone (Merchants) Ltd**  
TELEPHONE 33-409 AUCKLAND, NEW ZEALAND



Pictured above: Left — Mr. Gordon Watson inspects plant at Shanghai. Right — Assembly line of engines nearing completion.

## SYDNEY COMPANY TRADES WITH PEOPLES REPUBLIC OF CHINA

Not many people would be aware that the Peoples Republic of China have in recent years become first class producers of such engineering products as diesel engines, pump sets, generating units and other equipment. But this is in fact exactly the case. The Republic has taken the best ideas from western technology and combined them with simple oriental logic to produce machines that are manufactured to a very high standard of workmanship.

The Sydney based company Dulmison Pty. Ltd. have been trading with the Peoples Republic for many

years. Following a recent trip to the republic by the company's General Manager Mr. Gordon Watson, Dulmison have now set up a network of four state distributors to handle the complete range of products. All the items, the company claims, are characterised by simple, functional design combined with robust construction enabling the units to withstand the rigorous conditions that hire equipment has to withstand.

Further information of specific units available can be obtained through Dulmison Pty Ltd. (03) 644 4711.

### ARE YOU RECEIVING YOUR "HIRE"?

One of the real bugbears we have is trying to keep our mailing list up to date.

Companies move and sometimes, because we're not told, we just keep sending out 'Hire' to the old address.

Would you please examine the envelope that brought the issue to you. If the name & address is incorrect, please advise us as soon as possible.

NAME:.....

ADDRESS: .....

I do not currently receive a free copy of 'HIRE' but would like to do so.

NAME:.....

ADDRESS: .....

# FIRE DANGER:

## Are your premises adequately protected? Check now!

It's not often that we consider the danger of fire to our properties — both house and also business premises and yards.

Sure, we fill in the insurance premiums each year, whinge about the increased expense, send off the cheque and leave it at that.

Well, frankly that's *not* good enough. And the reason why not is illustrated in the following true story, which is not pleasant or pretty reading, but needs to be told because it could so easily have happened to any one of us.

Geoff Marsh, of Toongabbie Hire and John Clarke, of Hills Party Hire, were together one Saturday morning recently when a car caught fire in the car park of a squash court located adjacent to their premises.

John grabbed a hose and Geoff the extinguisher they always keep behind the front door of the office.

Together they were able to douse the flames. Through the smoke haze John realised there was a body still in the car. Geoff desperately tried to pull the smouldering body from the car but was unsuccessful.

The reason... the man had committed suicide by shooting himself in the mouth and his rifle had become wedged in the steering wheel.

The fire was not however an accident but a macabre death wish. The dead person had doused himself in petrol, filled a sixty gallon container with petrol which was next to him on the passengers seat, and set himself alight before shooting himself.

His objective was to blow the building sky high. Experts say he would not only have done that but also several other buildings on either side.

In passing both Geoff Marsh and John Clarke should be congratulated for their quick thinking and considerable courage in taking the action they did.

And most importantly, they should be congratulated for having available, in a handy spot, a fire extinguisher that could cope with the problem. If that extinguisher had not been there, or was in a state of non-function the resulting explosion could have had absolutely disastrous results.

So, dear readers, I think by now the message has probably come through loud and clear.

Why don't you have a quick check and make sure that *your* premises are adequately covered. If not, well there's no time like the present.

Below is some further information that should be of interest.

---

## TYPES OF FIRE HAZARDS

**Fires are divided into three classes: A,B & C.**

- A. Wood, paper, textiles etc
- B. Inflammable liquids
- C. Electrical.

**Only three factors are necessary to cause a fire:**

1. Material (fuel)
2. Heat
3. Air (oxygen)

**IF YOU REMOVE OR ISOLATE ANY ONE OR MORE OF THESE THREE, THE FIRE IS EXTINGUISHED.**

Being a first-aid measure in the event of fire, extinguishers each have their special function in fighting a fire either in A, B, and C class fires. They either reduce the heat, or remove the oxygen.

The No 1. factor, (Material) can sometimes be removed or isolated, but the most common fires (Class A) must be put out by reduction of either heat or oxygen., usually cooled and put out by water.

Class B fires (Inflammable liquids) are best extinguished by the use of CO<sub>2</sub> gas or the revolutionary method of smothering with dry powder.

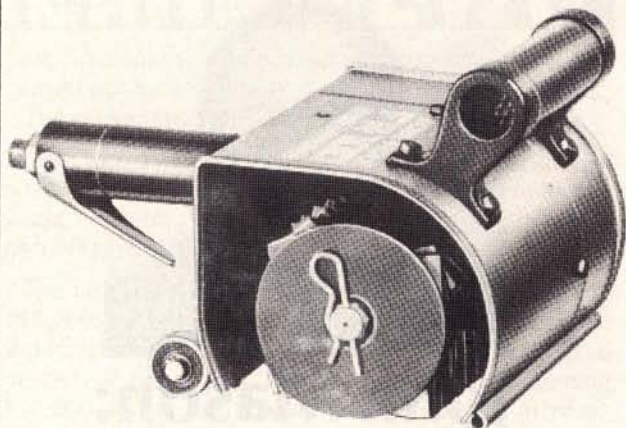
Sometimes though, a 'shielded' fire, i.e. a fire in a drum or tank of solvent, is best extinguished by a blanket of foam.

Class C fires ( electrical) are usually extinguished by dry powder or smothered with CO<sub>2</sub> gas, which dilutes the surrounding air (oxygen).

The most modern fire protection installation consists of all-purpose types of extinguishers, which are operated in the same fashion, (i.e. used in an upright position) rather than the old simplex method of inverting some units, squeezing the grip on others, or pushing down a plunger. This confusing situation of not knowing how to operate an extinguisher is ever present, and especially where some of the older type units are dangerous to use on many fires.

It is therefore recommended that pressurised CO<sub>2</sub> operated extinguishers be standardised on where possible, as these units are safe on all types of fires, and are operated in the same fashion.

Fire safety & security are assured if extinguishers are placed in accessible positions. The usual requirements in factories are that there be 2 per floor as a minimum or one every 250 square yards, depending on the fire risk. The extinguishing capacity of each unit varies. i.e. a 2 gallon foam unit extinguishes 8 square feet of fire, where as a 15 lb. dry powder puts out 120 sqare feet!!!



## THE VON ARX SURFACE CLEANER

The sturdy Von Arx 100 surface cleaning tool is driven by a pneumatic motor, and works with a rotating drum, fitted with loosely mounted flails.

The tool can easily be steered on its supporting rollers.

Comfort is ensured by the noise-damping system and the ideal position of the plastic handles.

For safety, side guards are provided to completely enclose the working drums.

A simple to mount handle bar facilitates floor work. For vertical cleaning work, use of a balancer (cable line) is recommended.

### Specifications

Power	.74 kW	1 HP
Working Pressure	6 bars	88 psi
Air Consumption	.9 – 1.3 m <sup>3</sup> /min	32–46 cu ft/min
Working Speed (with speed governor)	1500–2000 RPM	
Dimensions	250x300x190 mm	10" x 12" x 7½"
Working width	100 mm	4¼"
Weight, without drum	6.5 kg	14lbs
Weight of working drums, according to type	2 – 3 kg	4½ – 6½ lbs
Noise level	about 85 dB (A)	

### Special accessories available:

- Handle bar with dust remover connection
- Connection for vacuum cleaner
- Balancer
- Flail drums and brushes
- Front roller for depth adjusting

For a demonstration on the Von Ark FR 100 contact  
**L.D. Beston (Aust) Pty. Ltd., 65 Princess Avenue,  
Rosebery, Sydney, N.S.W. 2018. Tel: (02) 662-6222.**

## I HUNG MY HEAD IN SHAME

Wednesday, April 11th was a black day for the Hire Association in New South Wales. After a lot of work from committee members and many hours spent by the Secretary of the Association, a field day was arranged.

The weather was perfect ... the sun was shining, the venue at Lansvale reasonably central to most companies.

Many manufacturers invested the time of their company's staff plus the expense of bringing in and setting up their display areas.

The support from the members of the Association was, in a word, lousy.

I was ashamed when I spoke to the various company representatives and was told of the pathetic response.

Is it any wonder that some of these companies have become cynical about investing their future support?

To the people of Compair, Ingersoll-Rand, Powerlite, Hire Kingdom, ANI-Perkins, Flextoole and the many, many other companies who were there, my apologies on behalf of the Hire Association of New South Wales.

# PORTRAIT:



## **John Mason: Incoming National President of the Hire Association of Australia**

John Mason was born in Brisbane on the 25th August 1929. John's father died in 1932. His mother then had to support John and his sister Jill by working as a Nursing Sister and after a lifetime career in nursing she now lives in retirement in Brisbane. John was educated at Brisbane Primary Schools and at the Brisbane Industrial High School. He then served his apprenticeship as a Boatbuilder and Designer, completing his apprenticeship in 1950. This was followed by a brief period erecting steel framed buildings in Western Queensland. He then returned to Brisbane and worked at his trade in the shipyards and for the Marine Board.

In 1953 John joined the Bruce Small Malvern Star Organisation and after a short period became Branch Manager of the Ipswich store.

Early in 1957 a casual acquaintance offered John a share in a very small "backyard" Tie Manufacturing Operation and although he refused the offer he could see a business opportunity and started to manufacture ties in a rented flat in North Ipswich. The business began with a staff of one girl doing the sewing and pressing and John doing the cutting and selling.

In 1973 the necktie manufacturing environment became hostile, demand was slack, stores began to call the buying tune, wages escalated and profit nosedived. By 1975 the dream period of the 1960's and early 70's was ended.

### **A new business venture**

The decision was made in January 1976. A completely new business had to be started. What could it

be? The available assets were 16,000 square feet of building set on four acres of ground on a main road in a rapidly growing area and just enough funds left to start something new. Could it be Car Wrecking? No. How about a Nursery and Landscaping Centre? Too much opposition. A month later John thought of it. Hire. Perfect. There was a workshop in the building. Some of the necessary equipment was on hand. The premises were almost tailored for the venture and the environment was perfect. Lots of building activity and a fast growing population in the surrounding area.

Come February 1976 and Betta Hire was trading out of about 25% of the floor space by mid March. During 1976, as the hire operation was being expanded, the necktie side was being phased out and it was shut down in December of that year.

In February 1977 John and his wife Genoveva went to the A.R.A. Convention in Phoenix, in addition they visited Rental Centres in Los Angeles and San Francisco. This trip is regarded as a milestone as it was made within one year of setting up as a Hire Establishment and it gave John the opportunity to correct some basic mistakes that were being made before too much harm was done.

John Mason freely acknowledges the benefits of belonging to the Hire Association. He joined the Association after the first two months trading and has been a staunch supporter ever since. Membership has enabled him to ask others for advice, to visit other Hire Establishments, to attend Conventions and gain an intimate knowledge of the industry.

John attended the Melbourne Convention in September 1977 and stood in as a National Councillor for the H.A.A. meeting at the Hilton Hotel. He was later elected a Councillor and has attended all the 1978-79 meetings.

Apart from the hire industry he has few interests, mainly because his firm trades 7 days and he feels that there is so much still to be accomplished that he can't afford much time away from work. His management style is basic. He tackles assignments on a priority basis (however, he admits that priorities can change very quickly) and above all, because of past experience, he is acutely aware of the importance of adapting to changing circumstances.

John met his wife Genoveva (Eva) seven years ago in Germany. A year later she came to Australia and they were married. John has two sons by a previous marriage who are following separate careers. Dennis is with Telecom and Bill is with the National Bank of Australia.

His election as President of the Hire Association of Australia means a lot to him as he is very acutely aware of the great value of association membership and for this reason he says he is going to do his utmost to be a good ambassador.





# NEW ZEALAND NEWS

## PRESIDENT'S REPORT

GORDON DALE



With the news this week of an extremely serious malfunction in an American nuclear power plant, resulting in the escape of harmful radiation and the very real threat of a disastrous explosion, it makes us realize, here we are growing more dependent upon technology daily, yet seemingly knowing less and less about it. From driving cars to consuming energy from proposed nuclear power plants we will be and are surrounded by its effects, and yet, most of us are not even aware of all the mechanical intricacies that make our cars operate, let alone a nuclear power plant.

The feeling against nuclear power stations by many New Zealanders is well founded when news of this type is becoming more and more common and one wonders if the average person who does not know what to say about the expansion of technology may soon have nothing to say about it. A democracy doesn't work without educated people yet how can the populace make decisions without the rudiments of science and technology?

Most of us don't even know the right questions to ask regarding issues such as nuclear power plants as no one can be an expert in every area, but we must make the effort to get away from tunnel vision and look at the whole picture.

Engineers must somehow recognize their social responsibilities, we need engineers and scientists in politics and in our Government in order to take full advantage of their expertise and in turn they will be made more aware of their responsibility to help their fellow human beings.

In the not too distant future most of the decisions influencing the quality of life will be made for us by the technological sector. Technology may be here to stay, but it is still people who make the decisions. Society must be aware enough to control technology.

## N.Z. SALARIES SURVEY

Two significant changes have occurred in the wages of employees not covered by Industrial awards in the

past 12 months, according to a survey of salaries carried out by a N.Z. firm of management consultants.

These changes are:-

Wage increases in percentage terms are about half what they were in 1977 and for the first time in five years, senior executives have received higher percentage increases than their junior colleagues.

The latest survey shows that a person now earning \$11,200 a year has received on average an increase of 9 percent in the last 12 months compared with 20.6 percent at the end of 1977. The person now earning \$17,000 a year has enjoyed a 10.6 percent increase compared with 17.4 percent a year earlier.

Commenting on the survey, the consultants say that the twin trends appeared intertwined.

There is now fewer job opportunities and people are no longer changing their employment so rapidly to earn higher salaries. This is dampening the rate of salary increase in middle management positions.

It is also allowing companies to make a start at restoring the lost relativity of its key senior people.

## How's this for loyalty(?)

Once a year the Region 3 Branch of the Hire Services Association of N.Z. hold one of their quarterly meetings at a town in the more remote areas of the region instead of the centrally situated venue of Palmerston North where the rest of the meetings are held.

This year Gisborne was the choice for this meeting and what a terrific success it turned out to be. Luckily it was held on the 28th February just prior to petrol restrictions being introduced, as a total of over 4000 miles were travelled by members' cars to attend.

The Branch Chairman, Gordon Dale and his wife Jean decided to travel by back roads there and back from New Plymouth. They travelled close on 1000 miles through some of the most scenic and remote countryside in the North Island. One stretch of gravel road covered was third gear travelling for about 80 miles but they enjoyed the experience all the same.

Tony Goodman of Coastal Hire Centre, Waikanae, flies to meetings in his own private aeroplane and this time when flying to Gisborne he landed at Rotorua to refuel but while he was there fog closed in and he was unable to carry on and unfortunately missed attending the meeting. Another member, Bruce Harrison of Wanganui Hire Centre, flew to the meeting by chartered aircraft which must have cost him a packet

but goes to show the strong loyalty to attend, shared by most members in this Region.

A feature of all Region 3 Branch Meetings is the invitation for members' wives to attend and this results in a much more cordial atmosphere as many take the opportunity to have a couple of days break away from work and the meetings are tailored to suit accordingly. This has resulted in attendances at these meetings being well over 60% of the Region membership.

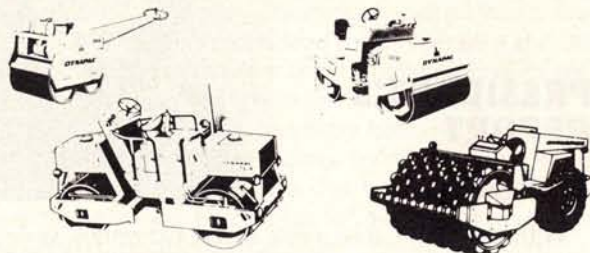
The Gisborne meeting was a one day event which started at 9.30 a.m. with a bus tour for members and wives taking in scenic sights, a vineyard, and Martin's Hire Centre Yard owned by John Martin who with his wife Gail organised the programme. The Branch Meeting was held in the afternoon whilst the wives went shopping and the evening was spent socializing, dining and swimming in the Hotel pool by the twenty six hire people in attendance. Undoubtedly, a highly successful gathering enjoyed by all attending.

### KEEP AT IT!

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

## ↓ **DYNAPAC**

### VIBRATORY ROLLERS FOR ROCK, SOIL AND ASPHALT COMPACTION



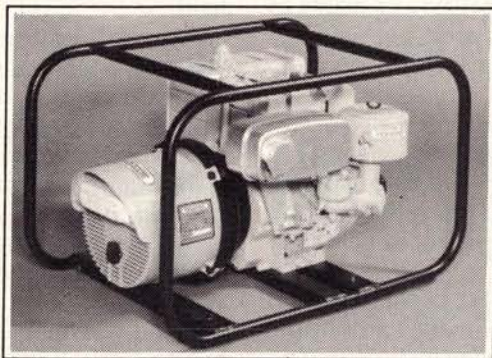
Also concrete vibrators, trowels, screeds, form vibrators, plate compactors and materials handling equipment.

### 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

**“Australian Design Awards are given only to products which are outstanding in design and manufacture” \***



## The Dunlite Portable Power Pack is one of them

Members of the Hire industry are invited to contact their local Dunlite office and arrange a viewing of this award winning generator.  
Adelaide 46-3832 Sydney 73-0286 Melbourne 544-6666  
Perth 277-7222 Brisbane 52-2937.

\* Extract taken from official presentation to Dunlite for achieving an Australian Design Award for the Series 80 240 volt alternator.



Generating sets  
from 2 KVA to 5 KVA.

# Frozen fingers can make your best worker all thumbs. And cranky into the bargain.

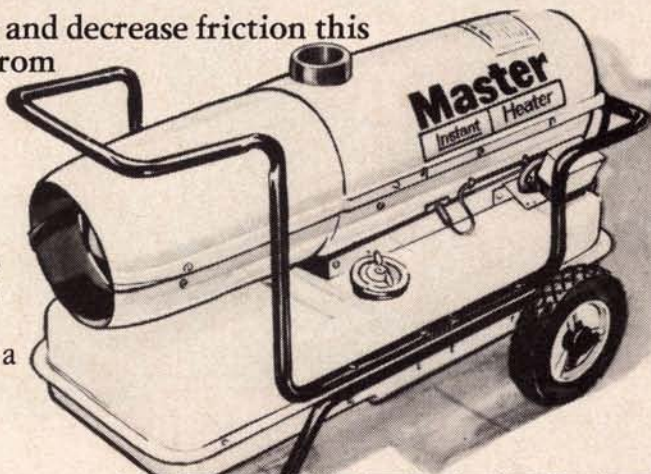
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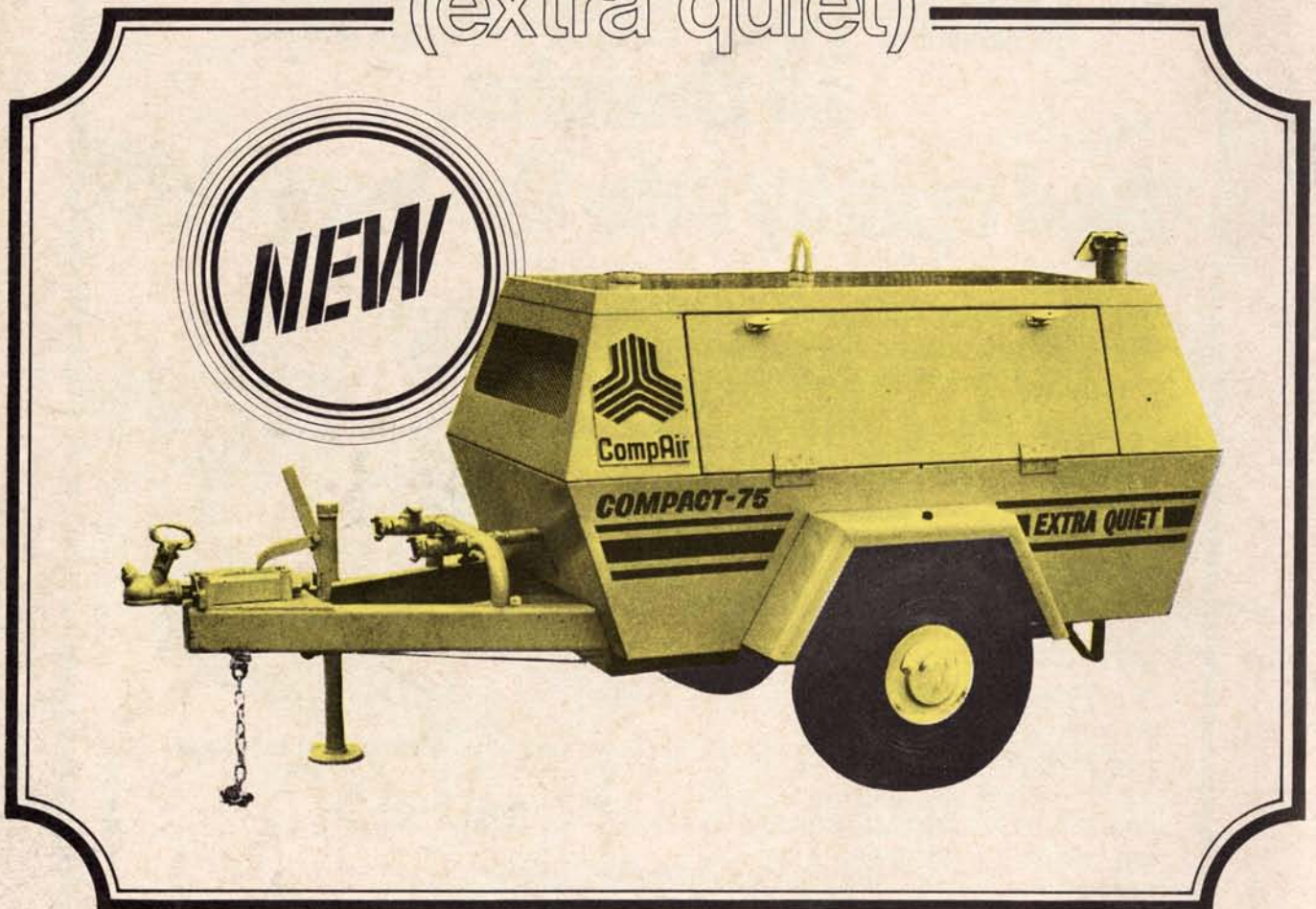
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