

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.6 JUNE, 1979

Registered for posting as a periodical - GPO 5/79/11



INSIDE: ★ Air Compressor Feature
★ The Ultimate Planned Yard?

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Electric Motor	2 H.P.
Electric Cable, m	10

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HIRE

AND RENTAL EQUIPMENT NEWS

VOL.12 No.6

JUNE, 1979

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

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Featured on this month's cover the several of the Sullair 800 DPG Air Compressors recently delivered to Wreckair. See page 18.

All Editorial copy and advertising material should be addressed to:

**MARTYN FROST: Suite 6, 38 Rowe Street,
Eastwood, N.S.W. 2122.
Telephone (02) 85-2030**

PUBLISHER:
Leader Publishing House,
2 Dale Street, Brookvale,
N.S.W. 2100. Phone (02) 93-0351

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

Black & Decker New Industrial Tools

**"Before I switched to
Black & Decker, repair bills
cost me more than my
tools were worth."**

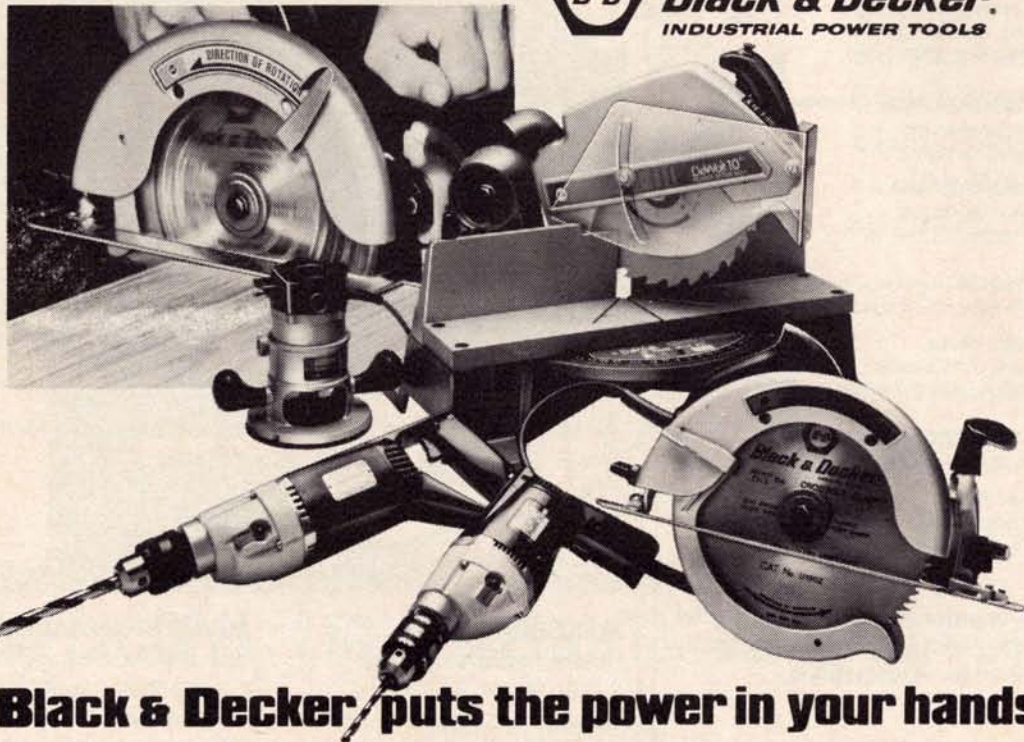
Roger Parr — J. R. Parr Pty. Ltd.
President of Master Fencers Association.



"We've tried other makes and after some expensive repair bills we've changed to the new Black & Decker Industrial Power Tools. We're really impressed with the range, quality and after-sales service we've received. As a replacement need occurs, the choice will be made from the new Black & Decker range which we can thoroughly recommend.

We've tried two or three others - but the repair bills have been so expensive - just not worth the trouble."

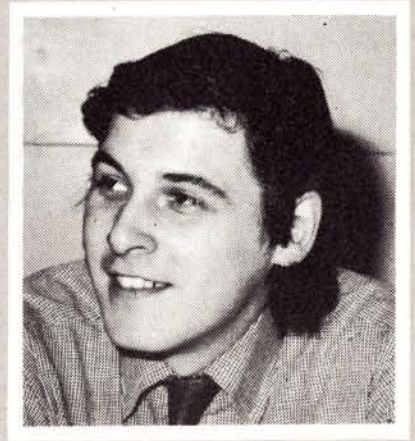
This year and next, Black & Decker will be introducing over 40 new models of heavy-duty industrial and tradesmen quality power tools to put the power in your hands. Our advancing technology continues to improve the performance, durability and value of our entire industrial range. Next time our rep calls, ask him what's new. He'll be proud to show you!



Black & Decker puts the power in your hands!

BD41A

viewpoint



We received some valid criticism recently that HIRE is somewhat restrictive in that a lot of our output is specifically geared towards those companies that deal mostly on the builder and handyman side.

Now your friendly Editor is never one to take any form of criticism lightly and has been known to walk off in a huff about it.

Nevertheless, in this particular instance the person making the comment was brave enough to stand his ground and repeat the accusation.

And of course he is dead right.

We do tend to neglect our colleagues on the 'softer' side of the Hire industry. So here and now, let's all try and do something about it.

Firstly, by forwarding anything of interest to me about party hire, camping gear, etc.

Secondly, by letting me know of anything that is coming up and sure as God made little green apples, I'll come running out AND WRITE UP SOMETHING.

They, who ever 'they' are, have always told us that it's always darkest before the storm. I suppose that means, in modern day language, that when things look their gloomiest, even more misfortune will follow before it gets better again. The same pragmatic soothsayers also tell us that every cloud has a silver lining.

Now the purpose of this rather quaint foray into the proverbial world is to align it to our business life of today. If things look bad now, then wait on, brother, because they're going to get a damn sight worse. Nobody can tell me the next Federal budget, which is starting to loom menacingly on the horizon like a black storm cloud, is not going to squeeze us harder, quicker and meaner, than the last one, which was surely bad enough.

And what the government leaves us with I'm sure will be leapt upon greedily by our colleagues in the Sta.

Political sphere, the unions, and the Oil magnets.

So where, my dear reader, is that silver lining they've promised us?

Well I've been searching for it and at the risk of being or sounding a little optimistic, I believe its all a state of mind.

Sure we've got problems. But moaning and groaning about them isn't going to make them run away. We do have quite a few advantages, too. I don't care what anybody says, our living conditions are the best in the world, and are worth paying for. With very little exception (my apologies to my friends down south) we have the best climate in the world.

So lets not get too glum. Sure, we must continue to do every thing we can to improve the current state of the nation. And there are lots of ways we can do that, as individuals, as business men, as family men and as members of a strong and viable national organisation.

Perhaps the theme of our National Convention in September, personifies this in a single statement: "Looking Beyond 79"

I am sure we all have the ability and foresight to appreciate this.

See you soon.

A handwritten signature in black ink that reads "Marty Proost". The signature is written in a cursive, flowing style with a long horizontal flourish underneath the name.



QUEENSLAND HOME SHOW

Studious readers of Hire Magazine over the last few months will have realised from the Queensland "News and Views" that this state has recently participated in a Home Show exhibition.

The show was sponsored by the metropolitan afternoon paper the "Telegraph" and attracted a record number of entrants.

The Queensland Executive formed a solid working sub-committee to organise a stand, the contents and the necessary bodies to man the stand and handle

enquiries and requests from the general public.

Overall, the Show and the Hire Stand were considered to be successful. Minor improvements were recommended for future shows, but overall the committee's feelings were that exposure of this type of the Hire concept to the general public was not only desirable but indeed highly necessary.

Illustrations here show sections of the stand. It is unfortunate that we cannot reproduce them in colour as the stand was very colourful and attractive.

VICTORIAN DONPRA HIRE OPERATION EXPANDS

Comparatively newcomers on the hire scene, DONPRA HIRE are fast becoming a big hire name in Victoria.

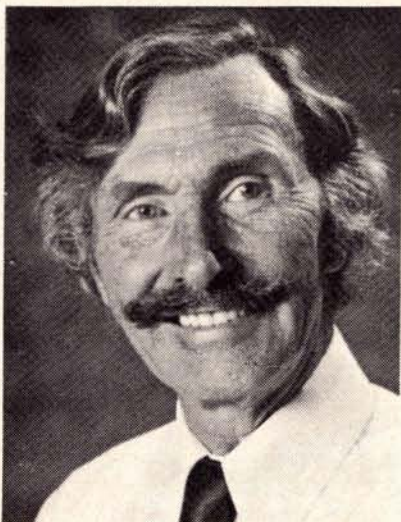
Located in Morwell, the heart of the Latrobe Valley, Donpra are experiencing tremendous growth, which is a result of the reliable, efficient and dedicated service of its operating personnel.

Donpra Hire was formed in October 1976 to satisfy the hire needs of Latrobe Valley based contractors; and their success is a direct result of their understanding of the building and contracting scene and the people that make up that industry.

Donpra Hire is an off-shoot of a well known local contractor, Donpra Industries Pty. Ltd., and it was the foresight of their management which saw the opportunity to establish the present hire facility.

Their vast expansion over the past two years has led to the development of a new hire and sales complex which is currently nearing completion and will be one of Australia's most modern hire centres. A V.I.P. official opening is planned for July and already the almost completed premises is inviting admiration from Hire Association members.

Donpra Hire pass on a standing invitation to any of the Hire Association members to call and feel welcome to visit when passing through Morwell.



Harry Curry, Manager of Donpra Hire, Morwell.

NATIONAL PRESIDENT'S MESSAGE



In my last month's message I advocated the very real need for industry promotion. And as this was on the agenda for our H.A.A. Councillors meeting which was held in Melbourne on the 7th June, it was discussed and we reached agreement on the first stage of an industry image revamp.

We are starting with a new Hire Association logo

which we hope all members will use in conjunction with advertising and on stationery.

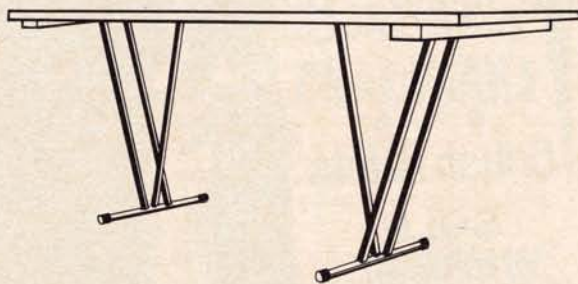
Also, we are preparing an improved membership certificate which should be prominently displayed in your Hire office and to further polish our image, we are creating a code of ethics certificate which I hope you will also display.

Another important step we took at our meeting was to reach agreement on the preparation of a hand out/mail out promotional sheet and to produce promotional decals which will be supplied to members at cost. The preparation of literature and decals would be expensive for members if they were to do it individually. So I hope, that most of you will take the opportunity to acquire this material at little cost. It is in the hands of the printer now. It will be available through your State Association very shortly.

Finally, I hope to see a big roll-up at Surfers for our Convention. We already have overseas delegates registered, including Al Billings, President, of the California Rental Association. So you can be sure that an enjoyable and informative time will be had by all.

John W. Midson

A Leg fit for the best of tables



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

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

Zinc plated — gold in colour, 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.

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KENT HIRE SERVICE: the ultimate planned yard?

On my recent trip to Melbourne, I was indeed fortunate to be taken on a visit to the yard of Kent Hire Service, run and operated by Fred Kent.

With my limited experience in the industry, I don't profess to be a walking, talking expert on Hire yards, far from it. I realise that what meets the eye isn't necessarily what goes on. Nevertheless the way the yard of Kent's Hire Service has been laid out and is maintained, is to my uneducated gaze a thing of absolute beauty and precision.

I was taken to the yard of Kent Hire Service by Brian Elms, the President of the Victorian branch of the Hire Association.

Fred Kent showed us around his yard, with obvious pride, and related the story of how it all started.

He commenced trading back in 1964 from the backyard of his home in East Bentleigh in a partnership formed between himself and a friend, Kelvin Harvey.

Later they moved to premises in Centre Road, where they remained for a period of nine years until they outgrew the land available for expansion.

It was obvious then to Fred and his partner that new and larger premises were needed. A site of about one acre was on the market and was considered as suitable. An offer was made and accepted. Within a month of purchase, in May 1975, they were offered \$75,000 more than the original price, by the same agent!

Before any actual development occurred on the site, Kelvin and Fred took independent fact finding trips to Europe and America to learn of the latest developments that could be utilised to advantage.

A building was commissioned that utilised the maximum cost saving. The floor was poured concrete,

the walls double brick and the roof allows the maximum amount of natural light to be utilised, using fibreglass sheets, anodised windows and colorbond fascias and cappings for long life.

Sufficient room is available for additional expansion as and when it is required.

The first area the customer enters by foot, is the showroom area – complete with carpet and air conditioning. From here one can wander through into



Fred Kent photographed outside his office.

the storage area and view the immaculately laid out equipment. A place for everything and everything in its place.

Eight paid workers are on the payroll and the equipment is diversified into Builders, handyman, household, medical and party hire.

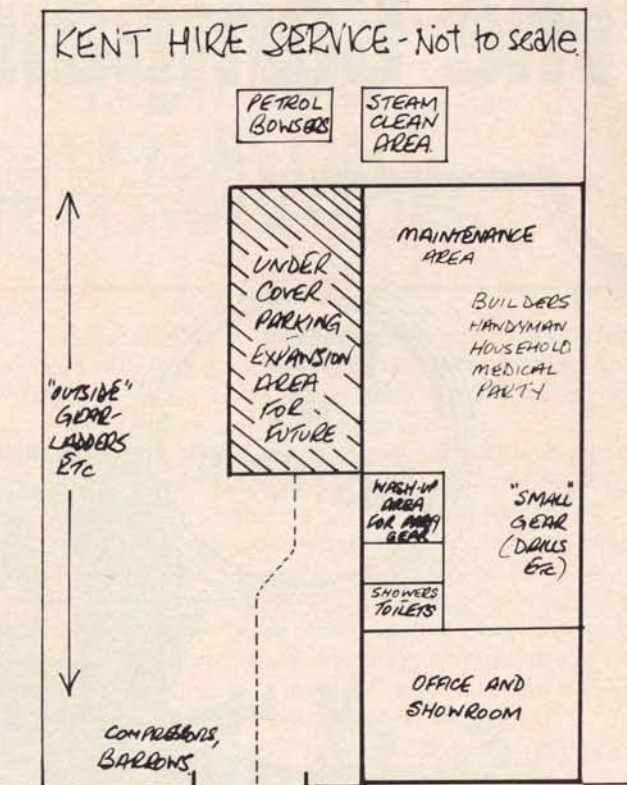
The area outside the building allows enough room for buses or even semi-trailers to turn around. Even the doors have been designed to allow for a drive in the store at one point and a drive out at another.

Fred maintains a steam clean area where all medical equipment plus barbecues and other items subject to dirt and grease are cleaned after each hire period.

Total area of the site is 43,000 square feet, with the office showroom taking 1,600 square feet. The store area is 8,000 square feet.

And if you think everything is perfect...don't believe it. Ask Fred to point out the only error he could find in the builders' work. It concerns a side door, where by some mishap there was no allowance made for the six inch concrete floor. Thus the door is only 6' 2" high.

We are indebted to Fred Kent for his time in allowing us to write this story and for the provision of the technical facts. To any interstate visitor to Melbourne we suggest you give Fred a call and pop out and have a view yourself of his yard.



Flextool

FLEXIBLE SHAFT 50mm SUBMERSIBLE PUMPS

SELF PRIMING: No suction problems. Just start up the power unit, put the pump into the water, oil, sludge, or whatever else you want to pump, and then watch the tide go out.

POWERFUL: The larger units deliver up to 50,000 litres/hour and thrust clear water to a head of 15 metres.

HEAVY DUTY: Dirty, sludgy applications don't worry these units — in fact, the 212 model will handle suspended impurities to a grit size of 20mm.

AUSTRALIAN MADE: Flextool submersible pumps are designed, manufactured and serviced in Australia. Spare parts and service facilities are excellent.

Model 212 complete with 6 metre (20') Flexible Shaft Pumps 50,000 litres/hour (11,000 Gal./Hr.)



Contact your nearest Flextool branch for details.

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The Compair Compact 75

(extra quiet)



Australia's smallest diesel powered rotary compressor

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

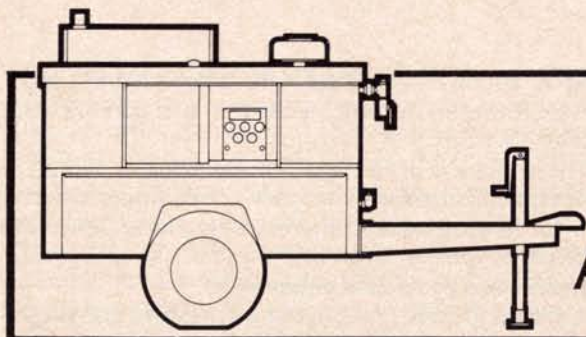
- 75 cfm (35 litres/sec)
- 4 cylinder diesel engine
- 70 dBA (ISO2151)
- Highly manoeuvrable



For further particulars contact:

COMPAIR (AUSTRALASIA) LTD., Head Office, 34 Ricketts Road, Mt. Waverley, Vic. 544 1755. **Victoria:** Sales & Service, 45 Geddes Street, Mulgrave. 561 1044. **N.S.W.:** Granville 637 8200, Broken Hill 2677. **S. Aust.:** Woodville 268 3166. **Q'land:** Salisbury North 275 2022. **W. Aust.:** E. Perth 325 2099, Kalgoorlie 21 1588. **Tas.:** Hobart 72 2100.

Also **Universal Diesel & Engine Pty. Ltd.**, Darwin. 81 6280.
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SPECIAL 'HIRE' FEATURE ON AIR COMPRESSORS

A few months ago one of our more vocal members suggested we run a series of articles on the various sets of equipment as used by Hire Companies.

An excellent idea, but not as easy as it first sounds. The first problem we came up against was isolating the exact type of information that you people require. In the case of air compressors, where do we start and where do we stop. Some companies offer a wealth of material. Others seem surprised when you even request data to publish.

We decided in the case of air compressors to feature the latest model from each of the four major suppliers.

When we actually came down to it there is really only four major suppliers of air compressors in Australia. They are of course Compair, Atlas Copco, Ingersoll-Rand and Sullair.

All these four companies supply a wide range of

compressors from small portables up to the larger units. All have a vigorous attitude to the marketing of their products using either their own state branch network or else a distributorship pattern.

In addition there are the usual peripheral quantity of multi-stockists and second hand organisations which most Hire Companies are very much aware of.

Most Hire Companies would hire out compressors as an integral part of their turnover. In the selecting of replacement machinery we would suggest you get in touch with your local representative from all four of the above companies and arrange a demonstration of the types and sizes of units you are specifically looking for. Compare prices, outputs, maintenance, etc.

The type and size of unit your business requires is known only to you. So check around.



Gasoline model shown.

SULLAIR 125Q QUIET SCREW COMPRESSOR

Sullair Australia Limited is about to release the 125Q diesel powered, rotary screw mobile compressor.

The 125Q, the 'baby' of the Sullair range, is powered by a Perkins 4 cylinder, 4 cycle diesel engine and is capable of delivering up to 59 l/sec (125cfm) of free air against working pressures up to 860 kPa (125psig).

Specific features of the 125Q include:

Quiet Operation: The 125Q is designed to meet EPA requirements of 76 dBA at 7 meters.

2-year warranty: Sulliscrew™ air end is warranted for

two years against defects in material and workmanship ... and loss of capacity caused by wear.

Sullicon™ Control: Combines diaphragm, spring, and back pressure regulator for 100% demand output control of engine and compressor.

Good Mobility: The 125Q is easy to tow at highway speeds. A-frame draw-bar with 2" ball hitch has screw-type support that's operated by crank for easy height adjustment.

Curbside Instruments: Located behind hinged lockable doors, instruments include all necessary operating controls, ammeter, engine oil pressure gauge, engine water temperature gauge, air pressure gauge, start-stop control, hourmeter, and manual choke.

Protective Controls: Machine shuts down automatically in case of low engine oil pressure or high compressor discharge temperature. Automatic compressor oil temperature control system provides fast compressor warmup and constant control of oil temperature. Minimum pressure device assures correct pressure in receiver.

Other Standard Features: Dry air filter, with maintenance signal, provides clean air for engine and compressor. Receiver, with two-stage oil separator and two ¾" service valves, has 1.2 cubic feet capacity. Full flow oil filter has replaceable element. Canopy is easily removed for access.

Further details may be obtained by contacting Sullair directly.



COMPAIR'S CR330-SEQ PORTABLE DIESEL COMPRESSOR.

A newly introduced 330 cfm asymmetric screw unit increases the "C" range.

The Holman Cr 330-SEQ portable rotary screw compressor is an extension of the "C" series range incorporating high efficiency asymmetric rotors with an output of 156 l/s (330 cfm) at 690 kPa (100 psi). Running at full load on a hard noise reflecting surface, in accordance with ISO 2151, this compressor has a noise level of 70 dB(A) at 7 metres. This low level of noise has been achieved by following the already successful "Total Tuning" concept of compressor silencing. Engine exhaust noise is effectively controlled by two stage silencing.

Engine:

The engine is a Perkins six cylinder 6-354-4 diesel, a heavy duty premium version of the well established 6-354 engine with load conditions well within continuous power rating.

Compressor unit:

The compressor is a single rotary screw unit effectively sealed, cooled and lubricated by oil flooding.

Heavy duty, dry type air intake filters are fitted to both engine and compressor, **Hydraulic pistons on both rotors effectively reduce rotor bearing thrust loads.**

Five 3/4" BSP cocks and one 1 1/2" BSP plug are provided.

Suspension and canopy:

The compressor and engine units are mounted on a rugged chassis supported on a heavy axle and semi-

elliptic springs. It is fitted with a retractable jockey wheel, over-run braking mechanism and parking hand brake.

The canopy is constructed of sheet metal, bolted in position and fitted with lockable access doors. Cooling air for engine and compressor is drawn into the canopy by "pusher" fan.

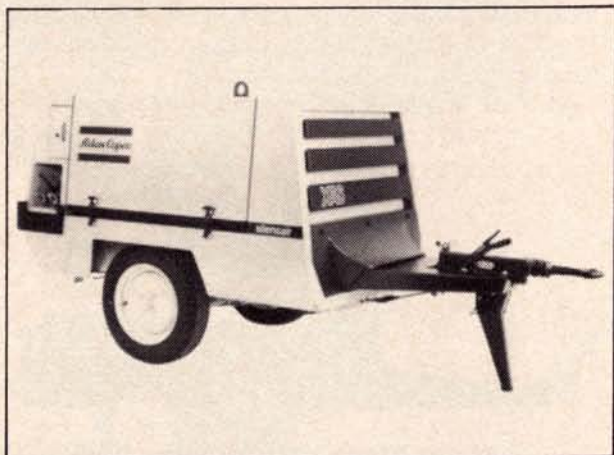
Controls and protection equipment:

Controls include compressor oil pressure and engine oil pressure gauges, engine coolant temperature gauge, tachourometer, stop/start controls and circuit isolating switch.

Shut down safety protection is provided as standard and is designed to stop the engine at pre-determined settings of engine coolant temperature, engine and compressor oil temperature and pressure.

The CR330 is built at Compair's Mt. Waverley (Vic) plant and is gaining wide acceptance among hire companies in Australia. Recent orders include twenty one units for the Sydney MWS & DB.

Further details may be obtained from Compair branches in all States.



ATLAS COPCO'S ECONOMICAL PORTABLE SCREW COMPRESSORS FOR SMALL JOBS

Portable rotary screw compressors for civil engineering have gained in importance because of their reliability and economy. As this trend in favour of screw compressors persisted, it became clear that the market would soon need screw compressors of lower capacities. Atlas Copco have therefore developed two new screw compressors with capacities of 40 to 50 l/s and designed for utmost economy over their total life cycle.

Continued page 13.

The two new models, designated XAS40 and XAS50, represent the lower end of Atlas Copco's existing XA range of oil-flooded screw compressors with capacities of 59 to 350 l/s at working pressures of 7, 12 and 20 bar in standard, silenced and supersilenced versions. The noise level of the XAS40 and XAS50, is 75 dB(A).

The use of light components allows compact assembly and enables the XAS40 and XAS50 to manoeuvre safely and easily even in difficult terrain.

The compressors are equipped with a heavy-duty towbar with a retractable support leg, incorporating overrun and parking brakes as standard features. The well-balanced bodywork and the low centre of gravity ensure excellent road-holding and towing by almost any vehicle. And they are easy to operate and monitor because of their protected, easy-to-read built-in instrument and control panel at the front.

XAS40 and XAS50 units have a single-stage compression chamber with oil-flooded asymmetric screws for superior air compression.

An aircooled Deutz diesel engine directly drives the male rotor of the compressor element by means of a flexible coupling.

Because there are few moving parts in the "no friction - no wear" compressor, the lifetime of the screw element is almost unlimited. The integrated SKF rotor bearings have a calculated lifetime of at least 40,000 hours under full load running conditions.

The compressor is equipped with an electrical fail safe shut down system which will stop the engine in case of compressor overheating or engine V-belt failure.

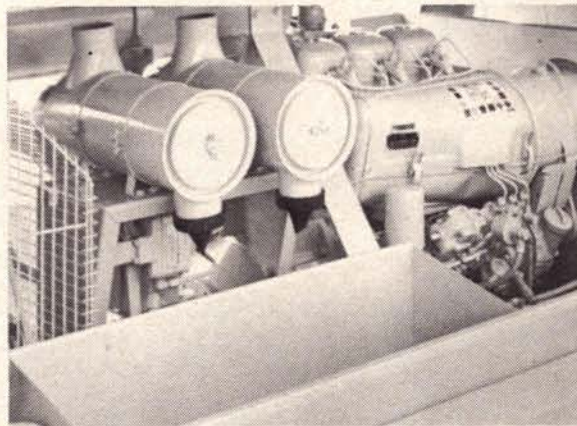
A service indicator shows when servicing is required and signals if and when the paper cartridge of the pre-separator intake filter needs to be cleaned or changed. Oil changes for the cooling and lubricating system are recommended after 1000 hours (for mineral oils in 30°C ambient temperature conditions).

XAS40 and XAS50 compressors will be used mainly with matching Atlas Copco TEX breakers for small demolition jobs, asphalt cutting and patching, concrete breaking, trimming and finishing jobs. Other applications include light rock drills, pumps, plughole drilling, pile driving by pneumatic breakers, etc.

INGERSOLL-RAND SPIRO-FLO "WHISPERISED" RANGE OF COMPRESSORS

The Ingersoll-Rand 100, 175 & 185 cfm portable compressors have many features that Hire companies consider advantageous.

Amongst these are claims for more air per gallon of fuel, obtained through use of micro finished rotors



Large doors give easy access to all internal areas.

which permits closer clearances, greater seal-strip efficiency, less air slippage and reduced surface friction.

Other claimed advantages for the Spiro-flo "whisperised" compressors are now air-oil separators with four times greater surface area; in most applications the element will last indefinitely if air and oil filters are properly maintained.

A more efficient cooling fan driven from the compressor end requires 41% less fan horsepower on the P-100 contributing to higher overall efficiency and reduced fuel consumption.

The solid state monitoring system guards against malfunction and provides automatic shutdown for high discharge air temperature, low engine oil pressure or high engine temperature.

Further details may be obtained from any of the Ingersoll-Rand State offices.



A Spiro-flo portable compressor in action.

LOW PRICED DIESEL FOUR WHEEL DRIVE



Daihatsu has released in Australia a 2.6 litre diesel version of its popular four wheel drive vehicle.

The company claims it is the lowest priced four cylinder diesel four wheel drive in Australia.

The new Daihatsu F50 has been developed in Japan as a result of demand from Australia.

It has 40 percent more torque, but remains economical.

The introduction of the new model coincides with detailed improvements to the F20 1.6 litre petrol engined model.

They include a new bonnet and grille, new rear spring positions, a strengthened front cross member and improved sound deadening.

The general manager of Daihatsu Distributors Pty Ltd (Mr John Conomos) said the growing off-road market was becoming increasingly demanding.

He said there had been a substantial increase in commercial and agricultural use of four wheel drives.

Most were demanding diesel power for parity with their commercial vehicle fleets.

The diesel F50 fulfilled a growing need for a powerful yet medium sized and economic four wheel drive.

It produced 16 kg-m of torque at only 2200RPM (SAE net) and 66bhp at only 3600RPM.

The F50 weighs only 125kg more than its equivalent petrol model, despite being almost 1000cc larger.

Both the F50 and F20 share the same body size and configurations.

They will be available in two forms -

- soft top with metal doors
- hard top

The F20 will cost from \$6881 recommended retail and the F50 will cost from \$7731.

The vehicles are the result of a four year development programme undertaken with the launch of the original F10 Daihatsu in 1974.

Daihatsu engineers have accepted the wide variety of rugged Australian off road conditions as the mean by which their vehicles should be designed.

SALE!



READY FOR THIS YEARS POWER STRIKES?

TAKE ADVANTAGE OF THESE PETROL & DIESEL GENERATORS

SPECIAL SKID MOUNTED LISTER POWERED GENERATING SETS.

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- * Centre Lifting Eye
- * Lockable Steel Canopy

7.5 KVA	\$5560	12.5 KVA	\$6400
15 KVA	\$7400		

WHAT ARE YOU GIVING AWAY THIS MONTH NEIL?

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• KENNEDY & MIDDLETON — Brisbane (07) 52-8994.

ARE YOU READY FOR THE BARBECUE SEASON?

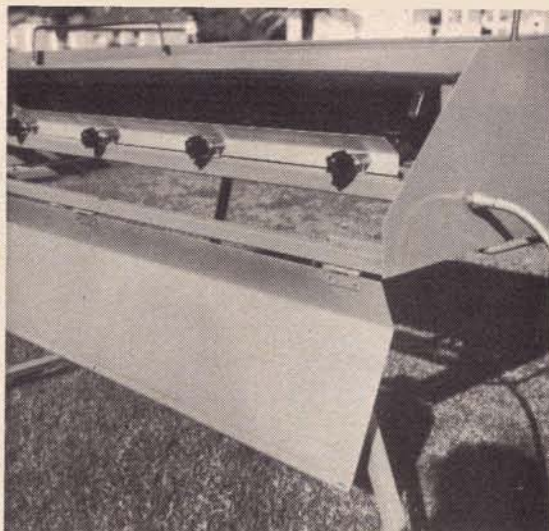
As we go about our business in the middle of winter one of the items that drops off in usage rate is of course the old barbecue ... outside entertaining is just not so popular in winter as in the warmer months.

So now is the time to go through your equipment and check up on it. Is it good enough to last another season or do you need to look around and replenish your stocks.

If this is the case you may care to give John Youdan a call. John is a specialist in the manufacture of portable gas hot plate barbecues. He has designed models for use in the home, clubs, associations, show societies, beer gardens, etc. And most importantly all of John's units are fully approved by the Australian Liquefied Petroleum Gas Association following rigorous laboratory testing to ensure compliance of design and workmanship.

As well as a range of standard size barbecues, John can also make up units to order following a customer's requirements.

Perhaps the only drawback in that John is situated in Wingham. Wingham? Yes Wingham in north New South Wales. But John is fully prepared to make it worth your while to call him. Why not. The number is (065) 53-4145.



4 Burner "Engine Room".



3 Burner Folding Leg Hotplate 31" x 23".

New Senior Appointment At Coates



Coates recently announced the appointment of Kerry Kulmar to the newly created position of

Assistant Manager.

Coates advise that his appointment will add a new dimension to their concept of accessibility of management at all levels.

Kerry's background has been in crane and heavy equipment manufacture and sales, including some years in the hire business with Kwikform.

Due to the expansion of Coates, Kerry's appointment will ensure that the personal touch, which has been a policy of the organisation in the past, is maintained.

SULLAIR VIP VISITS LOCAL COMPANY

Richard H. Schlobohm, Senior Vice President of the Sullair Corporation recently visited Sullair establishments in Australia and the South Pacific.

Included in a busy itinerary, Schlobohm inspected the Monasava Hydro-Electric site in Fiji where numerous Sullair rock drills and compressors are working.

NEWS FROM THE TRADE

SULLAIR APPOINT NEW MELBOURNE BRANCH MANAGER

In a recent announcement from Sullair Australia Limited the appointment of Alan Beedle as the new Branch Manager of Sullair South was made.

Beedle has had extensive experience with compressed air equipment throughout Australia and New Zealand and will be working from the new Sullair office/warehouse at Mulgrave, Victoria.

SULLAIR FINANCIAL REPORT

Sullair Australia Limited have announced record sales and earnings for their worldwide company in 1978 and for the first quarter in 1979.

Total Sales for 1978 were up to \$103,113,496 compared to the 1977 figure of \$74,558,272. (Figures in dollars U.S.)

A corresponding increase in net income was shown at \$6,654,453 compared to the previous year's figure of \$5,939,722.

The trend has continued into the first quarter of 1979 sales of \$29,874,000 being recorded against the previous corresponding quarter of \$20,366,000.

The growth in income, before taxes, was \$3,310,000 compared to \$1,917,000.

THE BIGGEST BREAK-THROUGH IN CARRYING CONVENIENCE SINCE 2000B.C.!

It is not often that a piece of manufacturers literature crosses our desk with the claim of "the biggest breakthrough since 2000B.C."

Nevertheless this did indeed happen this week, and the brave company that has made this claim was Sanmar Pty. Ltd. of Southport, Queensland.

Now, we don't feel quite up with the necessary qualification for judging the last 3959 years as regards the convenience of carrying utensils, so why don't you be the judge and contact Sanmar directly.



The piece of equipment Sanmar are selling is called the "Sunwa Carry-Up".

It comes in three models and is for transporting heavy loads either on the level, or up stairs or inclines.

The "Carry-Up" combines a rubber crawler with a powerful motor to make moving operations safe and speedy. Such difficult items as safes, copy machines, fridges and washing machines are "easy meat" for the Sunwa.

For the Hire industry the Sunwa is a natural for hiring out to customers who are doing their own change of house removals; for hiring out to the business man who's machinery is under repair.

We suggest you contact Sanmar directly, their telephone number is (075) 31 2565.

Ask Paul Finster about the "Carry-Up", the biggest breakthrough in carrying convenience since 2000 B.C.

What would the ancient Egyptians have done with a "Carry-Up" when building the pyramids?

ANTI-SLIP ADDITIVE

Makes Walkways Safe

ASBRA "SUREGRIP" ANTI-SLIP PAVEMENT ADDITIVE now being marketed, makes surfaces of concrete safe for all types of traffic. Sprinkled into the final surface of the concrete, large areas can be covered quickly and economically.

The Anti-Slip Additive also gives a bright sparkle to the surface. It is recommended that surfaces such as school playgrounds, footpaths, stairways, pedestrian ramps, parking stations, factory floors, etc. are treated with the "ASBRA SUREGRIP ANTI-SLIP PAVEMENT ADDITIVE".

Varying grades are used for the different applications.

Use can be made of the Application Advisory Service of:

Asbra Safety Flooring Products,
11 Wells Street,
ANNANDALE. N.S.W. 2038. AUSTRALIA.

NEW CHEMICAL CLEANER FOR TILES, TERRAZZO, MARBLE AND CONCRETE

GOLD-CHEM 33TT — a revolutionary American cleaning chemical concentrate is now available in Australia.

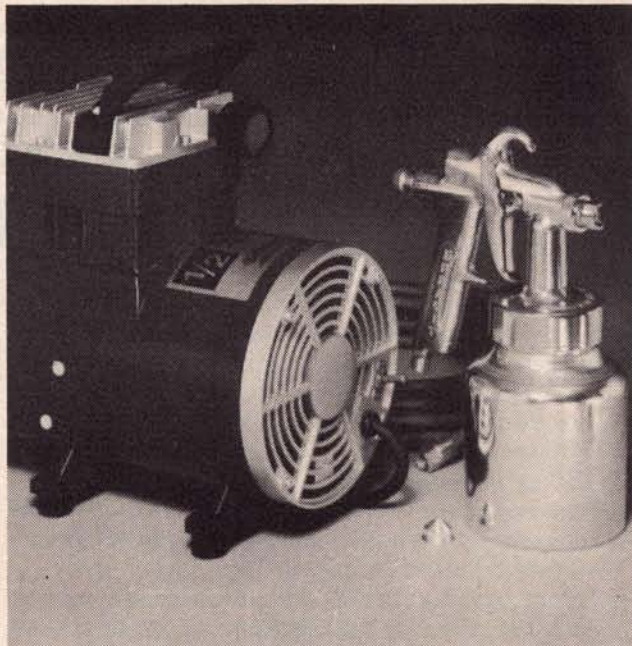
GOLD-CHEM, a highly concentrated low foam chemical cleaner, contains no fillers or inert ingredients, only active chemicals, and has neutral Ph, is safe, non-irritant, non-toxic, bio-degradable and performs in both hard or soft, hot or cold water.

33TT is not a soap, detergent, acid or alkali cleaner and contains no enzymes. It is economical to use, for heavy duty cleaning on badly soiled areas it is used at the rate of 150 grams to 4 litres of water, for normal cleaning 30 grams to 4 litres of water.

The product can also be used on ceramic tiles, epoxy and hygienic floors, exposed aggregate, concrete, resilient tile and colour fast fabrics and gives excellent results when used with a pressure cleaner for wall cleaning applications.

The manufacturer also produces a no foam, 44TT, chemical cleaner and all purpose 22XX which is excellent for vinyl and fabric.

Available from Australian stockist —
W. Latham & Co. Pty. Ltd.,
11 Wells Street,
ANNANDALE. N.S.W. 2038.



SPRAYIT 708 WOB'L Outfit

Features new uniquely-efficient WOB'L Piston Compressor which consistently runs cooler and quieter and provides wide pressure flexibility. No lubrication required. Powerful ¼ H.P. 240V Integral Motor gives professional results over a wide range of projects.

Displacement: 3 c.f.m. (85 litres/minute)

Air Delivery: 1.9 c.f.m. (54 litres/minute) at 30 p.s.i. (205 Kpa)

Safety Valve Setting: 50 p.s.i. (276 Kpa)

Complete with 15 ft. Rubber Air Hose, SPRAYIT 528 Bleeder-type Aluminium Spray Gun with fully-adjustable spray pattern and Quart Aluminium Container — supplied with both Internal and External Mix No. 4 Fan Air Caps.

SPRAYIT 708 is designed for a host of applications such as:

Painting - buildings, guttering, gates, ironwork, machinery.

Staining - lacquering and varnishing.

Air Dusting

Cleaning with Solvents.

Spraying - rust preventatives, weed killers, insecticides and fertilisers.

Inflating - car tyres, air mattresses and footballs.

12 months' Warranty.

Further information on the Sprayit 708 Wob'l Outfit can be obtained from P.A.E. Distributors,
51 Henry Street, Hawthorn, Victoria.
Telephone: (03) 818 1531

NINETEEN SULLAIR AIR COMPRESSORS TO WRECKAIR

Sullair Australia Limited recently passed over to Wreckair the nineteenth acoustic treatment 800 DPG air compressor.

The compressors were delivered over a twelve month period.

The units are 800 CFM (FAD) - 100 psig (690KPA)

Powered by General Motors 6V-71(N) the compressors offer the advantages of maximum accessibility for servicing.

The compressors are ideally suited for work such as refinery shutdowns, rock drillings, quarry and road jobs and in fact all industry requirements where the existing electric air compressor is out of action.

Included in the features that are not so common for such equipment is a two year warranty on the screw air end.

Other features are automatic output control that is simple and precise in matching output to demand, from 0% to 100% of rated capacity.

Further information on this and other compressors in their range may be obtained from –

**Sullair Australia Limited,
19 Clearview Avenue,
Brookvale. 2100.
Telephone: (02) 939-1199.**

HAVE YOU SEEN THE NEW STAFF TRAINING MOVIES?

Staff training is one of those subjects dear to all our hearts. We all have our own ideas on how it's best done – on the spot training is the usual reply, which makes it all rather loose.

Experts in time and motion studies and motivational attitudes tell us that the most efficient work force is one that is contented; but there is more to it than that. The worker is happy because he or she is aware of exactly what is expected of them jobwise. They can therefore compare their standard to their employees expectation in their work performance. Now all this is nothing new, you say. Fair enough.

But there are areas of our staff training that we can all look at from time to time. Often a third party's opinion can be helpful (even in teaching ourselves something new?)



One of the Sullair 800DPG recently delivered to Wreckair.

A really excellent method of instruction these days is the use of training movies. Before you throw up your hands in despair, let me say this, "They really have changed – for the better!"

Gone are those terrible old American movies where a dynamic, oppressive and downright boring presenter lamblasted his message at you – right between the eyes.

Today's training movies are subtle, humorous, entertaining and most importantly let the watcher use his or her intelligence to work out the message.

Movies are available covering a wide variety of subjects from customer contact, how to use the telephone correctly, right through to personal motivation through job satisfaction. Catalogues are available from the films distributors, such as Bell & Howell or Rank Xerox.

Why not have a staff training session for an hour after work one night. Show a movie, open a few cans of beer...its amazing how effecient the old soft sell method is.



NEW ZEALAND NEWS

PRESIDENT'S REPORT



GORDON DALE

The Hire Industry in N.Z. has reached the stage where many individual firms are interested in the employment of an apprentice but the only schemes under which a person can be employed and which are reasonably relative to our industry are the Automotive or Metal Trade Apprenticeships.

As a result of discussion with the District Commissioner of Apprenticeships, the Hire Association is investigating the possibility of a scheme encompassing the more relative areas of other apprenticeships in to one specifically for training of staff for the Hire Industry.

This proposal could be part of the Additional Apprenticeship Incentive Scheme which has been introduced by the Minister of Labour to boost apprenticeship intakes. With intakes falling drastically in some trades (Carpentry was down 36% on the previous year ended March, 1977) the Commissioner of Apprenticeship, Mr. Michael Scott, has been predicting a serious shortage of skilled labour in years to come if this trend continues.

The story is the same nationwide. Employers report being swamped with dozens of applications for the one position. The Department suspects this has had a marked effect on the age and qualifications of young people entering the trades. With competition for apprenticeships high, employers can afford to be selective. In 1970 it was unusual for apprentices in most trades to have a School Certificate. Now, many apprentices have University Entrance.

The Department is conducting a survey of all apprentices taken on between November 1978 and March 1979 to ascertain their ages, educational qualifications and mobility, i.e. are they moving away

Continued page 21.

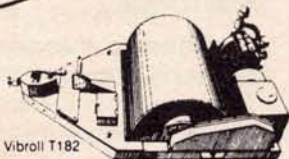
Many many times compaction efficiency of their own deadweight!



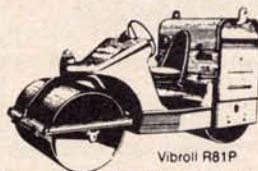
High density compaction capability coupled with light weight for ease of transport make Vibroll popular with Local Authorities and contractors around the world. Low initial cost. Rugged long — life construction. First rate spares service. Well over 1200 Vibrolls in operation in New Zealand.



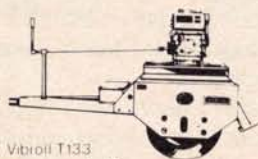
Vibroll W71P



Vibroll T182



Vibroll R81P



Vibroll T133

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



Richardson Mc Cabe & Company Limited

216-8 Willis St,
P.O. Box 792,
Tel. 847-728
WELLINGTON

68-82 Gavin St,
P.O. Box 2214
Tel. 593-099
AUCKLAND

122-4 St Asaph St,
P.O. Box 4015
Tel. 60-973
CHRISTCHURCH

A Member of Tappenden Industries Group

RMV 77:2



MARTIN'S NEW HIRE CENTRE OPENS IN GISBORNE, N.Z.

Everything from a cot to a compressor, a tap washer reducer to a trench excavator is available to either a home handyman or a commercial firm in the new premises of Martin's Hire Centre recently opened in Disraeli Street.

The new premises, which provide about twice the storage space of the previous ones which were in a different part of Disraeli Street, were needed because of the increasing demands for all types of specialist equipment, said the firm's owner, Mr. John Martin.

The new building provides just over 200 square metres of indoor storage space with office accommodation added to that. Designed by Gisborne draughtsman, Kevin Pyke, it was built by Martin and English.

John Martin went into the hire business about ten years ago. What originally started as a sideline developed into a major business.

BUILDER

Gisborne born and bred he started his working life with his father, Mr. Lorrie Martin, who was a well known local builder. Because of his background as a builder, John Martin says the firm is oriented towards that trade but has diversified because of the

widespread demand.

Many tradesmen found it more convenient and economic to hire specialist equipment rather than buy it themselves and use it only occasionally.

"We get a better life out of plant because we service it ourselves. Everything has to be 100 percent when it goes out of here", said Mr. Martin.

"If a man hires a power float and has about half a dozen workers standing by and a mobile cement vehicle there he has to be sure that the machine will work. It is the same with everything we hire.

MAINTENANCE

"Maintaining our plant is essential, because in a business like this servicing is all the battle", he said.

There are two full time mechanics on the staff and Mr. Martin himself has learnt to become a jack-of-all-trades.

A walk through the premises shows that it would be hard to catch the firm out with anything a potential hirer might want.

There are compressors, pumps, welding and sanding equipment, the 20hp trench excavator, motor mowers, rotary hoes and a variety of other gear.

There are cots, push chairs, a caravan and trailers

available for those who may need them. The firm has a horse float, and even keeps two small boats for the occasional weekend fisherman.

"A hire firm has to have as wide a variety of gear available as possible," Mr. Martin said. "You could spend \$5000 on plant and it would go nowhere."

For the weekend painter there are trestles, ladders and spray equipment. There are even chairs and tables available to meet that sudden emergency.

The firm has two trucks available and will deliver if necessary.

"New Zealanders are still a nation of home handy-men", Mr. Martin said, "and they usually look after the equipment when they take it. We always give them a run down on everything before it goes out."

"With our new centre we can meet more needs than ever, and that is what this business is all about, providing the best possible quality service for our customers", said Mr. Martin.

NEW ZEALAND'S PRESIDENT'S MESSAGE Continued from page 19.

from home to take up their apprenticeship.

The Additional Apprentice Incentive Scheme is simple — a \$30.00 per week subsidy on the wages of apprentices additional to those employed at 31st March last. The Scheme will provide positive assistance to employers during the most unproductive year of an apprentice's training. The details of the Scheme as announced by the Minister of Labour are as follows:

A subsidy of \$30.00 per week during the first year of employment for all qualifying apprentices engaged after 1/1/79.

Eligible apprentices will be additional to those employed at 31st March last. Where no apprentices were employed at 31st March last the employer will receive a subsidy for the first apprentice employed and every second apprentice thereafter.

The subsidy will replace any other Government subsidy paid for that apprentice (e.g. incentive payments for attendance at extended block courses).

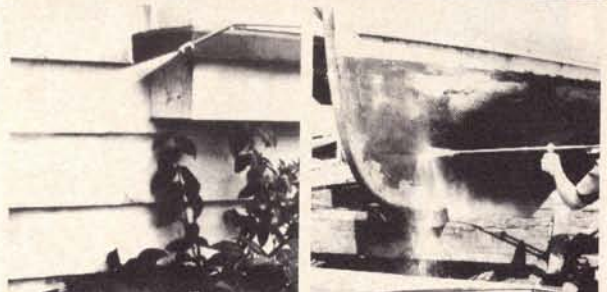
The employer and apprentice will need to obtain the usual approval from the appropriate apprenticeship committee before employment commences.

The subsidy will be paid quarterly in arrears but where employment is terminated, the subsidy will not be paid for that quarter.

We are proceeding with caution as unseen problems could arise, such as which industrial award the apprentice would necessarily be under during training and the repercussions this could have on the Industry from Unions and the Labour Department.

However, a thorough investigation will be carried out by a special committee of the Association to iron out any problems before a scheme is instituted specifically for the Hire Industry.

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



American Trip for Staff of Carnegie Rental

Earlier this year Robert Youens and Fred Jones, employees of Carnegie Rental, Melbourne, attended the A.R.A. Convention at Anaheim, California.

Ron Williams, owner of Carnegie Rental and associated company Arc Welder Hire Pty. Ltd., usually attends the American Conventions personally but was unable to do so this year. So as a substitute, and to keep his staff and company up to date, Ron sent along Robert Youens and Fred Jones, two senior employees.

Perhaps the greatest impression the convention made upon Bob & Fred was the sheer size of the Hire Industry in the States: 3800 delegates from 50 U.S. States plus overseas visitors; trade display of over 425 manufacturing companies featured in two 100,000 square foot halls.

As usual in the US, big is big.



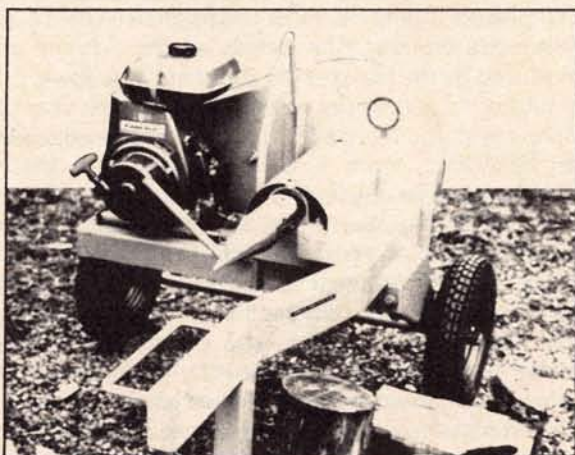
THE MAXIFORST WOODSPLITTER

THE ANSWER TO THE AXE

SAVE YOUR ENERGY

THE MAXIFORST WOODSPLITTER WILL SOLVE THE WOODPILE PROBLEM.

- ★ EASY TO USE
- ★ EASY TO TRANSPORT



Comes complete with 5 H.P. Kawasaki engine or 5 H.P. engine of your choice.

Further details available from:

TARANAKI EQUIPMENT DISTRIBUTORS

DIVISION OF N.P. HIRE CENTRE LTD.
P.O. BOX 822, NEW PLYMOUTH, N.Z.



"PASCOE" BOB RUNS OFF TO GERMANY

To us young out of condition armchair sportsmen, the story of Bob Turnbull casts more than a shade of envy across our faces.

Bob, who is employed and sponsored by Pascoe Hire Service of Coburg, Melbourne, will be competing at the World Veterans' Championship in Hanover, West Germany.

And if you think the term 'veteran' means slow coach, then don't believe it! Bob's current schedule, and he admits he's not completely fit yet, comprises a five mile run before breakfast, a hard days work at Coburg Hire, and a further five mile run before tea!

Bob will be competing in five events in Germany: the 1500 metres, 5000 metres, 10000 metres, cross country and marathon.

Most of Bob's team mates give him a very good chance of winning at least one Gold Medal.

It is 28 years since Bob had his last taste of international competition. He won the 5000 metres championship at Gaza Ridge, Palestine in 1941.

But his subsequent athletic career in the 2-4 Field Regiment was short lived. He was "blown-up" in Syria soon after his triumph and needed an enforced rest from sport.

Going to the Championships with Bob Turnbull will be nine other professional athletes.

Bob is coached by John Hirst, son of leading professional sprint mentor Monty Hirst.

"John says I've got a chance over there", Bob said. "I hope I can live up to his prediction".

Who knows, possibly the first athletic Gold Medal to someone in the Hire Industry?

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



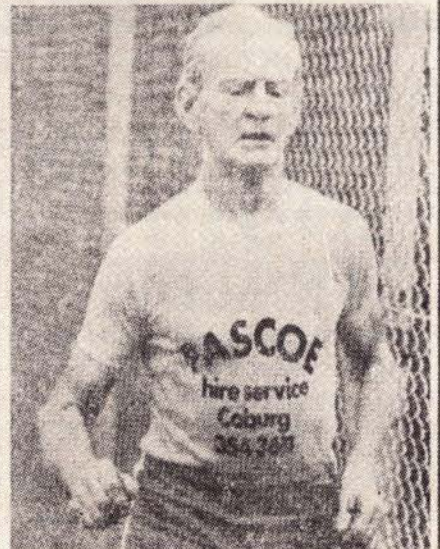
Full range of
spares available.

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

BOB RETURNS TO THE ACTION



A recent newspaper article in the "Melbourne Age" on Bob Turnbull's forthcoming overseas competition.



From Sunny Queensland

EXTRACTS FROM THE MAY NEWSLETTER OF THE QUEENSLAND HIRE ASSOCIATION

Thanks were given to McCullochs and Coates for providing premises and making the arrangements for a successful workshop session...well attended by members, too.

An unusual request to Dorothy Verney this month. Where can we hire some chopsticks...aah so! The mind boggles. Perhaps very soon the country will become

inundated with oriental hire companies (could we call our magazine 'Hia and Lental Equipment News?')

On a more serious note members are advised that Stamp Duty inspectors are currently calling at yards and making a detailed examination of records, checking that contracts tally with cash receipts and the 1% stamp duty is being paid.

★ ★ ★

Coates' Manager in Mackay, Colin Sargisson, has returned from a six week holiday in England. Colin had a very enjoyable time but nearly froze!

Whilst in the north Bob Kardachi, State Manager of Coates, reports that he is pleased with the operation of Coates' new Townsville branch. The branch was originally called "Hire it and Sales". Bob was in Townsville and Mackay in early March during the time Cyclone Kerry was about but reports his luck in managing to miss it in both places. Local Hire contractors report an above average demand for water pumps.

★ ★ ★

EXTRACTS FROM MANAGEMENT COMMITTEE MEETING 30/4/79.

Yellow page advertising now finalised and lodged with Directories...letter despatched to Arnold Ballschmeiter, inviting him to join the Association.

A report on the status of the National Convention has been given - some reservations for accommodation have been received, as also have some of the manufacturers Trade Booths. Quantities of brochures and registration forms are still available and have been despatched to overseas Secretaries.

HIRE ASSOCIATION OF SOUTH AUSTRALIA



Minutes of previous meeting held in April were moved as being correct...letterheads to be deferred until July...due to poor response to the questionnaire sent out concerning Directory Listing it was agreed not to proceed with this matter.

Agreement for the Executive Staff Annual Dinner to be held at Dillingers on 23rd June was reached.

M. Young and G. Bell are currently working on a format for a master sheet of equipment on hire.

M. Young gave notice that at the next meeting he would move the following change to the constitution:

1. Section 6 Substitute the word 'may' for the word 'shall' in the first paragraph. The alteration to read: "The Association may have an Executive Committee which may consist of a President, immediate Past President and a Vice President and up to seven others."

2. Section 10 Change the number of members necessary to form a quorum from three to eight.

It was decided that the proposed alterations to the constitution would be circularised to allow members to vote by post if unable to attend meeting.

THE INVENTOR FROM THE HIRE INDUSTRY



We recently received correspondence from Bob Lawler of Brisbane Hire Service, concerning the abilities of Nev Dixon, one of the company's employees.

One of Nev's fortes is his ingenious inventive mind. Currently Brisbane Hire is marketing a locally produced wall paper stripper – one of Nev's inventions.

The stripper has been named the "Hot Spot" and the design has already been registered by Nev, who has also established a separate company to look after this and other of his inventions.

One of these, a radiator pressure bleed valve, was featured on the ABC recently.

One of the advantages of Nev's paper stripper is the cost, which comes in at approximately \$100 less than imported models. Sales to date of the "Hot Spot" have been very good. Those Hire Companies who are contemplating the purchase of new paper stripping equipment for the spring months ahead, are well advised to give Nev Dixon a call and save themselves at least \$100! Nev's number at Brisbane Hire is (07) 356 9011.

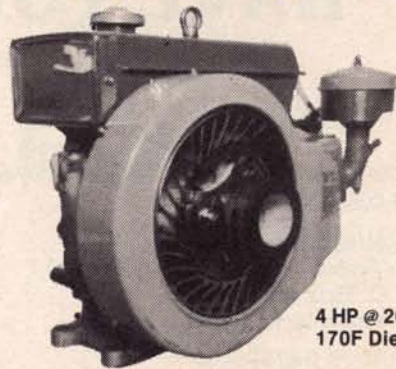
Another cost saving innovation of Nev's has been the redesign of the trowel blades used on various types of trowelling machines. The new design has also been registered and gives the advantage of a half saving in cost when blades are replaced.

Nev is currently involved in his latest endeavour, a new type of safety builder's plank. Currently under test with the Q.I.T. and the Scaffolding Department, Nev is hopeful that the plank will be on the market shortly, putting an end to the problem of splitting plank.

Nev is hopeful of an overseas visit shortly to the West Coast of America to promote his radiator pressure valve and to New Zealand to assess the market potential over there for his products.

To Nev Dixon then, our best wishes for the future and we await with interest the next idea to come to the surface – we're sure it won't be long.

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**

“THE HOT SPOT”

How to be in it and make money!

- ★ The 'HOT SPOT' is a steam wall-paper stripper.
- ★ It has been manufactured with the Hire Services in mind.
- ★ It operates on 240V AC.
- ★ It has a large stainless steel tank.
- ★ The 'HOT SPOT' is uncomplicated, compact, portable and easily serviced.
- ★ It has to be the best value around for \$180.00.

All enquiries to:

BRISBANE HIRE SALES

Box 55, Stafford, Qld. 4053. Tel: (07) 356-9011.

Interstate enquiries welcome.

National Convention at Surfers. HAVE YOU BOOKED YET?

REGISTRATION FORM

Please complete by August 1, 1979, and return with payment to—

Organising Committee,
Hire Association of Queensland,
P.O. Box 56,
Cleveland 4163.

Cheque made payable to—
Hire Association of Qld.

Delegate's Surname

Preferred First Name

Address

..... Phone

Company Name

Men's Registrations @ \$100 ea. \$

Women's Registrations @ \$60 ea. \$

Admission tickets, for functions you have indicated you will attend, will be included in your Convention kit. Please tick the appropriate boxes to secure your tickets.

Banquet	<input type="checkbox"/>
Cocktail Party No. 1	<input type="checkbox"/>
Cocktail Party No. 2	<input type="checkbox"/>
Club Night	<input type="checkbox"/>
Luau Feast	<input type="checkbox"/>
Fashion Show	<input type="checkbox"/>
Boat Cruise and B-B-Q	<input type="checkbox"/>
Scenic Tour	<input type="checkbox"/>
Yard Tour	<input type="checkbox"/>
Shopping Tour	<input type="checkbox"/>
Visit to Sea World	<input type="checkbox"/>

SINGLE DAY REGISTRATIONS

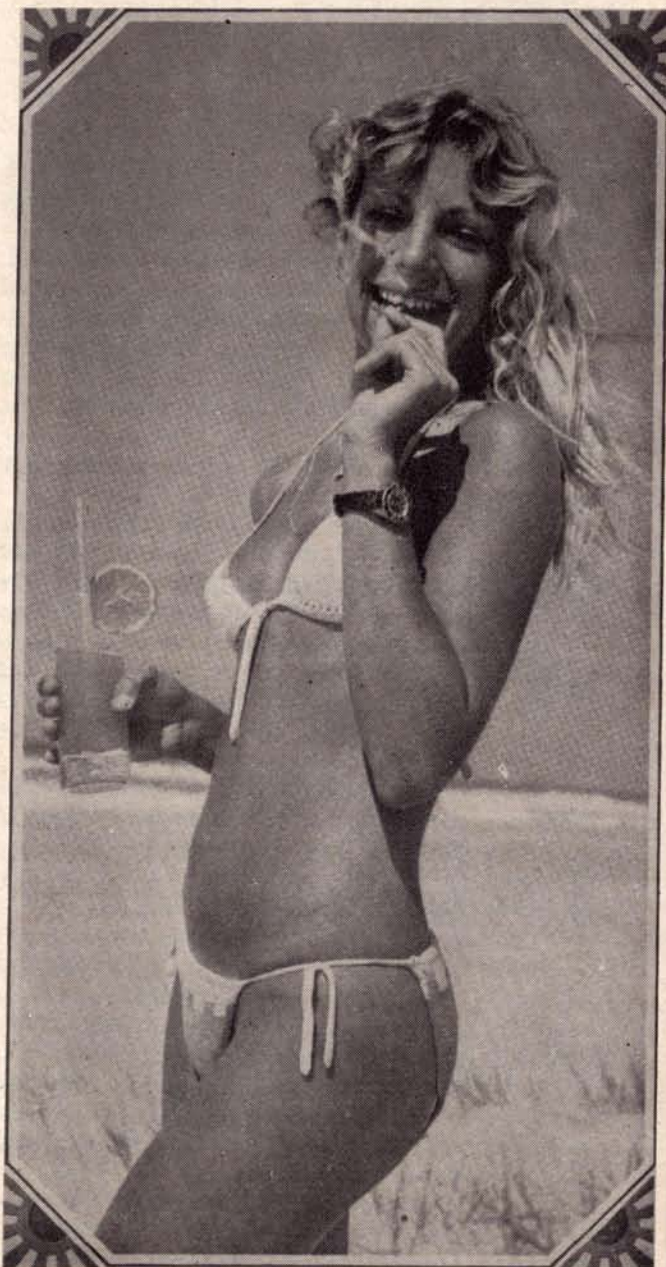
Daily registration at \$35 per day

TOTAL registration due \$

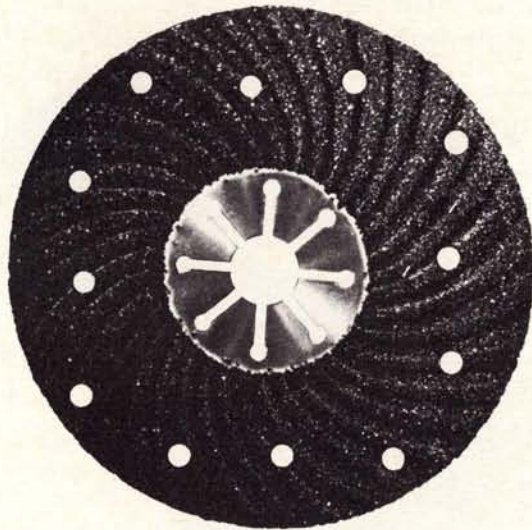
Accommodation deposit
at \$50 per Adult (see form) \$

TOTAL ACCOUNT PAYABLE \$

Accommodation: Please complete the separate accommodation sheet and send direct to the above address. Accommodation will be confirmed by Ansett Airlines.



presenting the
**BESTON — ZEC
SEMI-FLEXIBLE DISCS**



■ **FOR PAINT & MASONRY SANDING**
■ **THEY LAST FIVE TO SEVEN TIMES LONGER**

- * The ruggedness of a grinding wheel plus the flexibility of a coated abrasive combined to give distinctive advantages over both!
- * Triple coated with tough sharp silicone carbide grit.
- * Twelve large holes and quantities of small ones eliminate disc glaze-up.
- * CS-16, CS-24, CS-36 available in three sizes: 180mm x 22.2mm, 115mm x 22.2mm, 100mm x 16mm.

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