

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. 7 July/August, 1979

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HIRE

AND RENTAL EQUIPMENT NEWS

VOL. 12 No. 7

July/August, 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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BD44

viewpoint



I feel somehow in one of those non win situations. Just as we had reached the stage of being able to get out HIRE on a regular four week basis along comes the industrial problem in New South Wales and delays the sending out of our June issue for three weeks. You've no idea, or perhaps you have, how frustrating it is to have over 2000 copies of the latest edition just sitting around waiting to be sent out. Never mind, I hope that you received some enjoyment from it when you eventually received it.

And so on to this issue. In an effort to once again catch up with the calendar I have decided to call this edition a combined July/August issue.

So what has been going on in the world of 'hire' recently? Our colleagues in Queensland are into top gear now organising what they claim will be the best convention yet. If at this eleventh hour you still haven't made your booking...then stop reading right now and get on the telephone to the Queensland Association.

John Mason, the National President, wrote in the June issue of 'Hire' that the Association were producing special promotional decals and leaflets. These have now been delivered and are available to all members at cost price. Details plus illustrations are available in this months issue.

Down South in sunny Melbourne (isn't it?) the Victorian boys have also been burning the midnight oil preparing their stand for the Home show in late August. In addition to the preparation of the stand the boys have organised a sixty four page booklet that tells the story of 'Hire' and gives lots of 'how to do it' advice. The booklet is a professionally produced piece of promotional material and should do a good job for them. Hopefully by the time the National convention comes around Brian Elms and Maurie McQuade, who have both been doing the co-ordinating, will have caught up on their lost sleep.

As the Redex Car trial news comes to you spare a thought for Andy Kennard. He's somewhere in the middle, with a couple of mates, in a souped up Torana.

And finally, a small plea and a small thank you. Firstly my thanks to those people, particularly the Secretaries of the State Associations, who keep me up to date with whats going on in their area. And the plea...keep that material coming.

See you at Surfers.

STOP PRESS!

She's done it again!

As we go to press we all offer our congratulations to N.S.W. Hire Association Secretary, Denise Layton, who in late July gave birth to a bonny, bouncing baby.

I hear that bub, mum and dad are reported as doing just fine.

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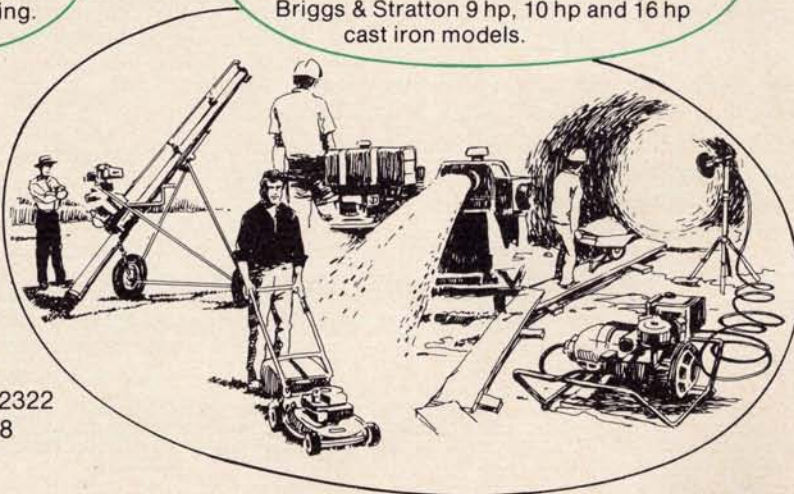
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NATIONAL PRESIDENT'S MESSAGE



VISIT TO NEW ZEALAND CONVENTION 18th – 21st June 1979

The Auckland Intercontinental Hotel combined with the Ellerslie Racecourse for seminars and exhibits proved to be a good venue as there was no shortage of space and everything was well organised and smooth running.

I am sorry that only three Australians made the visit because it was a very interesting Convention and with the cheap air fares now available I am sure that more of us could have participated. Peter and Josie Burne from Melbourne attended the Convention and stayed on for a visit to the very beautiful Bay of Islands. The hospitality of the locals was top-class and I would like it put on record that we appreciate the consideration shown to us and I can assure all New Zealanders that we in Australia will try to make you equally welcome whenever you visit Australia. Hopefully, in September for our Convention.

Gordon Dale has been re-elected President, so he can now look forward to a further year of building up the already strong and healthy, young New Zealand Hire Services Association. When one thinks that this was only the second N.Z. Hire Convention it is amazing that it was so perfectly organised. In the main the seminars were very interesting and the social functions were most enjoyable. The visit to the Hofbrauhaus, the night at the vineyard and the Ball were top entertainment and well patronised, which I think makes for a successful Convention as it gives delegates the opportunity to meet each other and "chew the fat".

Although the Pacific Air Services were very much disrupted by the grounding of the D.C10's, our

American friends, David Newkirk, the President of the American Rental Association, Dave's wife Beverley, C.A. "Ziggy" Ziegfried, the Executive Director of the A.R.A. and his wife Ethel managed a direct 747 S.P. flight non-stop from L.A. to Auckland and arrived just a few hours behind schedule early Monday morning. They really enjoyed their stay so much, that they abandoned their diets and ate lots of good wholesome New Zealand food. They all loved the apple pie and whipped cream. Also Dave and Ziggy got to like the local beer which we Australians only tolerated but had to drink to avoid dying of thirst. Peter Burne showed his usual good form.

Gordon Dale, David Newkirk, C.A. Ziegfried and I got together during the week and discussed the possibility of forming closer ties with the American Rental Association. The benefits of membership far outweigh the current \$125 – membership fee and I strongly recommend that individual H.A.A. members should join. I have a supply of application for membership forms and will send them to you on request. Write to me c/- of P.O. Box 56, Cleveland Qld. 4163.

The exhibitors were prominent and deserved to do well. They spared no expense in providing good displays and were most generous in supplying lunches, prizes and a very memorable evening at the Vineyard.

All in all it was a great Convention. I congratulate all who were involved in its organising and I hope more of fellow Australians will get off their rear ends and visit Rotorua for the next New Zealand Convention in May 1980.

John W. Midson

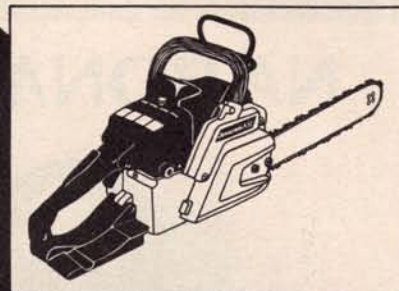
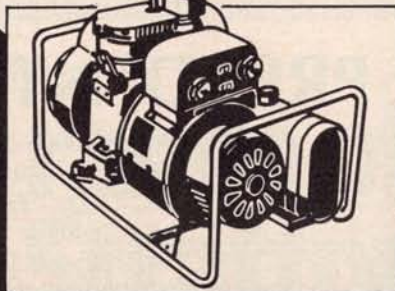


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HOW RATES ARE SET

by H. Tollenaar, Hirepool Ltd., Auckland — Part One

Before discussing the "how" of rate setting, it may be useful to consider why rates should be "set" rather than based on what others charge. A very basic equation for our business is $\text{Utilisation} \times \text{Rate} = \text{Rental Income}$, in which utilisation is the number of hire days. But think a bit further about who determines the components of this simple sum. The customer or more generally the market, determines the Utilisation; a customer will only hire when he has a need. You may be able to influence him to see a need where he did not see one before but he won't hire a piece of gear because he likes the look of it and it may come in handy one day. What I am suggesting is that, if you run an established business, in an established area, it is unlikely that you can achieve a dramatic increase in utilisation from one year to the next out of the same market and the same range of equipment. That being the case, you are left with the Rate as the instrument with which to control your level of income. Utilisation is to a certain extent dependent on rate but its effect is often grossly over estimated. Do you really think a customer will travel double the distance to save a dollar on a daily rate? I can tell you, from our experience, that he will not.

What is important to a customer is the ratio of the hire rate to the purchase price and in this respect we have fallen way behind.

CHART 1

HIRE RATES AND PURCHASE COST COMPARISON

	Hire Rates			Purchase Price		
	SHOWING % INCREASE					
	1973	1978	%	1973	1978	%
Compressor 60 cfm	16.00	30.00	88	1,800	4,500	150
250 cfm	36.50	56.00	53	6,500	17,000	161
Post Hole Borer - power	12.50	18.50	54	550	690	26
Concrete Equipment						
Float 24"	11.00	17.00	55	630	1,350	115
Mixer 2 cft elec.	5.50	9.00	64	280	530	89
Compactors - tamper	15.00	24.50	63	650	1,250	90
vibrating roller 28", 5 ton	21.00	30.00	43	2,000	3,665	84
Drills - Roto hammer	9.00	13.50	50	183	288	57
Concrete Drill	8.50	12.50	47	223	315	40
Generator 3KVA	10.00	15.00	50	506	1,025	103
Front End Loader	60.00	70.00	17	8,700	18,150	109
Trencher Ditch Witch	38.50	60.00	56	6,150	12,150	99

If you look at Chart 1 you can see that the purchase price of most equipment has risen 100 or more percent over a period of five years. I can only show you what has happened to our Company's rates over

that period, an average increase of only 50%.

Have a look at what happened to your own rates over these years. If the purchase cost to hire rate — ratio was acceptable to our customers in 1973 why do we only charge 75% today? Our costs certainly have not decreased. This is not a suggestion to “fix prices” but undue reticence to charge what it costs you, benefits the customer in the short term and leaves your business unable to supply new or up-to-date equipment in the long term.

SETTING RATES

Now let us look at the practical aspect of setting rates. Generally speaking, rates should be set by plain and common commercial sense. But it is essential to start from a clear understanding of your costs. If your rental income is supposed to cover your costs, then your rates must be related to your costs. No costing formula will ever replace your knowledge of the market and what rates it will accept but you need to know which items make money for you and which don't.

Below, I will give an outline of a method of determining costs which we have devised. I have tried to relate my approach to information which you probably have available about your business, your accountant can provide you with or you may have to gather from your own dockets over a rainy weekend. Setting rates for all your equipment is a detailed task. The more you know or are prepared to find out about each different item, the more accurate your costing will be.

THE BASIS

The starting point will be our earlier sum:

$$\text{Utilisation} \times \text{Rate} = \text{Income}$$

and income should cover costs and profit. To run any business successfully it is necessary to determine *beforehand* what we think the costs are going to be and how much profit we need to make. In other words, we make a budget.

As mentioned earlier, unless we are introducing new items or entering new markets, our utilisation will probably not change much from one year to the next so any increase in income has to be generated through increased rates.

To take an example:

Income 1978	\$100,000
Total expenses	90,000
Profit	10,000

Our accountant tells us that, with wage and fuel price increases etc. our expenses in 1979 will be \$105,000. We want a profit of \$10,000 so we need an income of \$115,000. Looking at our market and what we have introduced into our fleet, we can foresee a 5% increase

in utilisation. If we leave our rates at their present level our income will be only \$105,000. We need \$115,000 so we need to increase our rates on average by $\frac{10}{105} \times 100\% = 9.5\%$. Therefore, if we want to be sure that we end up with an income around \$115,000 we'll have to increase all our rates by 9.5%.

This is probably very basic, but it illustrates the connection between increasing expenses and the need to revise rates. It is a very rough way of deciding an overall course of action.

DIFFERENT “ACTIVITIES” IN A RENTAL BUSINESS

If we want to be more precise about allocating our expenses, it is necessary to take a closer look at some of the activities that go on in a Rental business.

If we were not in short-term or “jerk” hire but only in long term hire, we could avoid the need for a lot of space and expense. We would hardly need a counter and our building layout could be adapted to suit our own needs rather than the customer's. We could drastically reduce our staff, because no counterhand or checker functions would be needed. All these facilities we have to provide, and the customer has to pay for, in wanting short term hire. It is important to recognise these costs as they will be there whether we hire out a 250 cfm Compressor or a Lawnmower and more importantly they are not related to the purchase price of the item.

TRANSACTION COSTS

We will call these costs Transaction Costs and define them as all those costs incurred in serving a customer, i.e. discussing his needs, writing a hire agreement, demonstrating the equipment, loading it into his car and when he returns the item, completing the agreement, checking and cleaning the gear ready for the next customer. It does not include repairs which are largely dependent on the length of hire.

THE BUDGET

To determine the actual Transaction Costs, we need to refer to the Budget. We discussed the need for a budget earlier. For an example of a typical budget I have taken the ARA's 1977 Cost of Doing Business Survey. Table 111-3 in the Survey shows Income and Expense or Profit and Loss accounts for businesses deriving more than 70% of revenue from rental. In Chart 2, I have shown the percentage column for businesses between \$100-200,000 and treated the percentage split as if they were thousands of dollars. In this way, we end up with a round \$100,000 total income and fairly realistic costs. For our further discussion this will serve as a budget. Looking at the wage bill, of \$27,950, it would appear our imaginary business is staffed by the owner, one full and one part timer. In Table 111-4 of the Survey we find the Balance Sheet for this company which shows that the book

value of the fleet is \$57,000. We have to remember this for later.

Let us now try out our definition of Transaction Cost on this budget. (See page 4).

Salaries and Wages — let us assume that the owner spends half his time at the counter and on checking. His salary is \$15,000 of which \$7,500 goes to Transaction Cost.

The full-timer is a driver/checker/counterhand and 80% of his salary of \$10,000 which is \$8,000, plus all the part-timer's \$2,850 goes to Transaction Costs. The total is \$18,350 which is 66% of the total salary bill. We can take the same percentage of Employee Benefits and Taxes (Superannuation and Accident Compensation) which is \$2,025, as the two are closely related.

CHART 2 BUDGET

	\$	Transaction Costs	%	"Actual" Costs
Rental Income	85,370			
Merchandise & Equipment Sales	12,050			
Other Operating Income	2,580			
Total Operating Income	100,000			
Less Cost of Sales	7,480			
Gross Operating Profit	92,520			
OPERATING EXPENSES:				
Salaries and Wages	27,850	18,350	(66)	
Employee Benefits & Taxes	3,070	2,025	(66)	
Equipment Maintenance & Repair	6,750			
Shop Supplies & Expense	2,680			
Occupancy Cost	7,090	1,420	(20)	
Bad Debts Expense	450			
Office Supplies & Expenses	1,160	700	(60)	
Associations & Travel Expense	870			
Legal & Accounting	1,030			
Telephone & Other Communications	1,040	830	(80)	
Automobile & Truck Expense	1,990			
Insurance	3,750			2,000
Advertising & Promotion	2,710			
Other Taxes	1,740			
Interest	3,120			
Franchise Fees	510			
Depreciation, Non-Rental Equipment	1,400			
Other Operating Expenses	1,110			
TOTAL OPERATING EXPENSES	68,320			
Operating Profit Before — Rental Depreciation	24,200			
Depreciation on Rental Equipment	12,160			12,160
Operating Profit	12,050			5,700
Other Income & Expense (Net)	- 350			
Net Income Before Income Taxes	11,700			
		\$23,325		\$19,860

Rent and Rates — let us assume that the counter, display and checking area take up 20% of total space. 20% of Occupance cost is \$1,420.

Office supplies and expenses include stationery. Invoices are obviously Transaction related and in duplicate or triplicate are expensive and likely to make up, say 60% of \$1,160 or \$700.

Telephone and other communication are very much Transaction orientated. 80% or \$830 goes to Transaction Costs.

Adding these expenses we get \$23,325 which is the Total Transaction Cost.

NUMBER OF DOCKETS

You probably know how many dockets you wrote in your own business last year and what growth you expect this year. To find the Transaction Cost per docket you divide the total Transaction Cost by the number of dockets you expect to write. For our example we need to make a few assumptions. Let's say the average value of a docket is \$20. From the budget we see that the rental income is \$85,370 which means 4268 dockets. Transaction Cost per docket is $\frac{23325}{4268} = \$5.47$ per docket. These are only the costs of dealing with the customer, we have not calculated the cost of hiring him any gear yet. I hope this shocks you somewhat! On average we probably hire 1.5 items per invoice, so that the Transaction Cost per item in our example is \$3.65.

Not all items take the same length of time to handle, it is possible to be more precise in allocating these costs, as will be shown later.

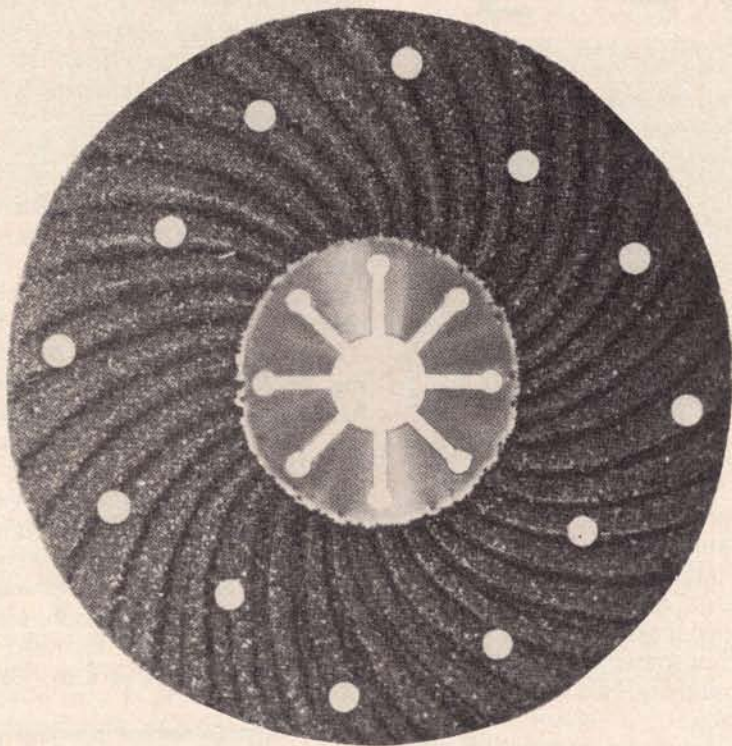
BASIC COSTS

In our example we established the Transaction Costs to be \$23,325. Our budget shows that we expect a Rental Income of \$85,370.

When Transaction Costs are recovered as part of our hire rates then the remainder of the rates have to recover the difference between \$85,370 and \$23,325 or \$62,045. We call this difference the Basic Costs but how can we apportion them? If you accept the thought that the Rental Industry is in the business of "lending money in a convenient form," then the recovery of these Basic Costs should be tied to the "financial content" of each item. The higher this "content" the higher the rate should be.

The second part of this article "HOW RATES ARE SET" will appear in the September issue of "Hire".

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Service with

Smiles

I hate Wednesdays, always have done; nothing ever goes right. Still only half-way through the week, fag shop on the corner shuts early. Born on a Wednesday, married on a Wednesday – I ask you!

Last Wednesday was typical. Raining when I got up started my trouble off again trying to pedal up Coronation Hill in top gear, and the Guvnor sitting outside the shop in his old Jag twenty minutes after opening time waiting to be let in. As Caustic Fred isn't in sight with the keys (and no sign of Muscles, either) I lean the bike against the fence and get in the Jag out of the rain.

"You smoke, don't you, Smiles?" says the Guvnor, puffing on a Mannikin. "Yes," then HE says, "I thought so, that must be what makes you breathe so heavy." Never gives much away, does the old Guvnor.

"No Sylvia Marshbank today, then?" I says (nearly always with him, she is). "No." he says, looking furtive, "and I hope you haven't been making out to my Missus that there's anything in it, but somebody has and that's why I got away early this morning. Had to get my own breakfast. And my egg broke."

Just then a big cloud of smoke comes up the hill, with Caustic Fred's old Singer Gazelle under it. Fred and Muscles get out, and we all go in the shop. While Muscles puts the kettle on, Fred says to the Guvnor, "What's this then, Summer Bonuses paid out early, or have we all got a rise?"

The Guvnor ignored that, or didn't hear; he was reading the felt-tip writing on the door of Fred's Back Office, where it says DISLEXIA RULSE – O.K.?" I'm surprised at Fred, he's generally good at spelling.

In the end, the Guvnor starts off about hard times. Apparently the V.A.T. man is after him, and some of the suppliers keep bothering him for money. As for the Tax Man, it seems that Tax Avoidance and Tax Evasion are two different things, and our Accountant at the Head Branch chose the wrong one. Anyway, something had to done, and we are elected as far as our Branch is concerned.

"Debt collecting," says the Guvnor, "you've got a terrible record for account customers not paying up.

Chase'em up – split the job between you, and I'm not paying overtime to get it done." Just then Sylvia Marshbank rings up for him, and he goes a bit red and grabs the phone. "Not at the moment ... no, scrub round this evening ... certain people are AWARE..." then he covers the phone up and tells us to "get on with it" so we all go round the back to sort it out.

* * *

Caustic Fred takes the list of overdue accounts, and tells us what's what – he can be quite masterful at times, can Fred.

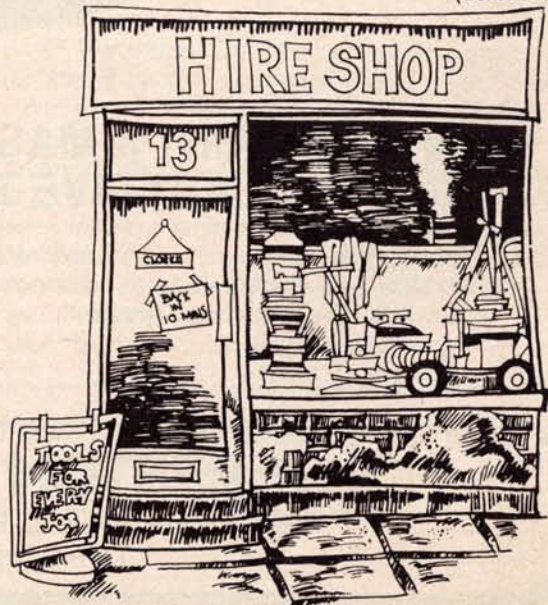
"This job needs tact and determination," he says, "and we've got to keep the shop running. Muscles, you can be on the counter dealing with the customers; you haven't got the brain power for this debt chasing lark, but you're about as bright as the average customer. Smiles, take this spare copy of the list and ring up the ones I've marked; none of them are too bad, just chat 'em up a bit – but firm, mind!" Fred was going to visit the bad ones in his motor. "I'm off then," he says, "and see if you've got time to clean that van before I get back."

Soon as he's gone I told Muscles to swap jobs with me, because it is still raining and I can see we won't have many customers in. I get my bike upside down on the counter and start stripping out the back hub. Muscles gets busy on the blower.

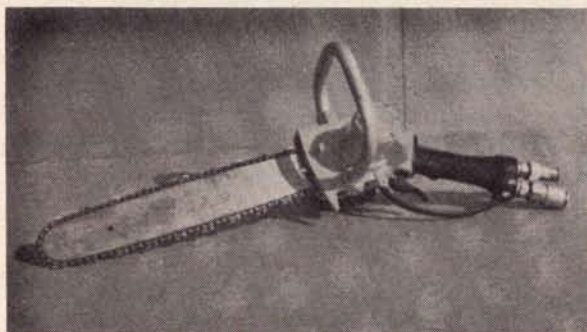
About three o'clock I hear this noise like a coffee grinder getting louder and louder. "Hey up, Muscles, Fred's back early. Whip the bike round the back for me quick, then get back to the counter."

When Fred gets in, he looks very wet; his old Trilby is usually right back on his head, but now it's so low down over his eyes he looks like that bloke who tells

(Continued P.30)



NEWS FROM THE TRADE



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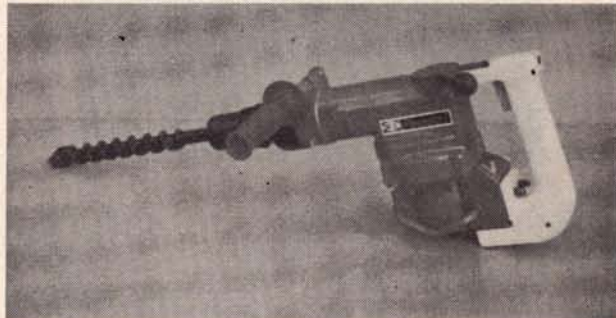
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The W & J PACEDRYL is designed for chiselling as well as for medium/heavy and heavy drilling work, where a high degree of accuracy is called for. It is the

ideal rotary hammer drill for setting all types of anchors, and for drilling through holes. It is also suitable for chasing, caulking, pointing and light breaking work, as well as straightforward drilling into wood and, on occasion, steel.



The W & J PACEDRYL is a robustly constructed unit, designed to run off any W & J PACEDRYL hydraulic power-pack, by use of a diverter valve. The unit can also drill holes up to 5in (120mm) diameter in brickwork or similar.

The W & J PACEDRYL drills up to 36.5mm dia. with solid helical drill bits; up to 90mm dia. with percussion core bits and up to 120mm dia. with rotary core bits. For example: in practice it takes only one minute to drill a 22mm dia. hole through a 170mm thick wall of 6,400 lbf/in (B450) concrete.

available through

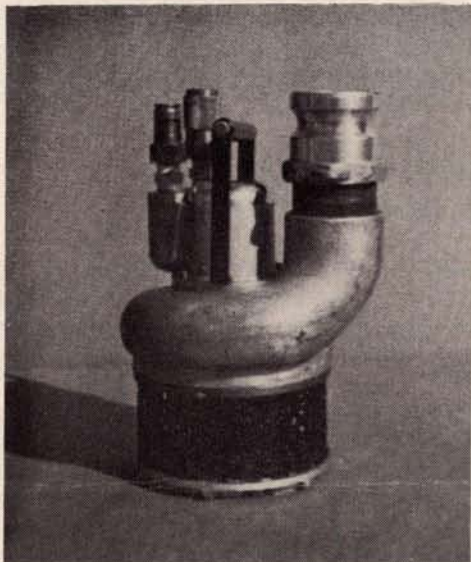
Ark Enterprises

P.O. Box 282 Charleston NSW 2290

PACEPUMP

One of the smallest Lightest, most powerful hydraulic submersible pumps on the market

The W & J PACEPUMP is based on the latest developments in hydraulics and submersible pump design. This lightweight (9.5lb) pump is designed to serve a wide variety of applications. For draining trenches, manholes, flooded workings, sumps and bilges, and swimming pools. The unit may also be used in chemical plants, oil refineries and tankers providing that the power source is kept outside the required safety area. The body of the unit is a heat-treated



aluminium casting, the impeller is of stainless steel construction. The W & J Pacepumps is self priming completely submersible and most important will run dry.

Specification

Weight:	9.5lb (4.5 KG)
Height/Diameter:	11in/8in (280mm/205mm)
Outlet size:	2½in
Max. flow:	3.3GPM (15LPM)
Max. operating pressure:	2500PSI (170 BARS)
Power source:	Any W & J PACEBRAKER powerpack

available through:

Ark Enterprises

P.O. Box 282, Charleston NSW 2290

SCISSOR LIFT FROM V. & M. McGRATH ENGINEERING LTD

The Marvin "high rise" mobile work platform, manufactured by V. M. McGrath Engineering Ltd, is found to be ideal for a wide range of applications.

The scissor lift gives two workers, their tool boxes and equipment, a safe, stable work platform to carry out any kind of maintenance work or reach awkward structural or storage positions.

Of quarter-tonne capacity it has a maximum working height from ground level of seven metres and this can be increased by mounting on a truck or trailer.

The illustrated model is designed to go through the minimum standard door opening.

The units have a minimum deck size of 2.0 x 0.6

metres, are portable, and fitted on wheels. They work on standard power supplies and the speed of lift to reach full height is 30 seconds.

Controls are push button and mounted in an easy-to-reach safety frame.

Although of rugged construction the units are easily wheeled around a level floor by one man. Wider and larger versions are available on request and all incorporate a completely self-enclosed electro-hydraulic power pack unit and full safety equipment.

V. & M. McGrath Engineering manufacture a wide range of mechanical handling plant, dock levellers, hydraulic scissors lifts and goods lifts.

Further details on request for **RAPID REPLY** contact Mrs V. McGrath V. & M. McGrath Engineering Ltd
5-9 Cartwright Road, Glen Eden Auckland
Telephone GLE 6036.

FLEXTOOL HIRE GOES SPECIALIST



With effect from this month, Flextool (N.S.W.) Pty. Ltd. will be presenting a new image in so far as its Plant Hire activities are concerned.

Having previously made available for hire an extensive range of equipment, including compressors, air tools, 28" rollers and dump trucks, Flextool (N.S.W.) Pty. Ltd. will now channel its hire activities into a Specialist field encompassing concrete vibration, finishing, drilling, cutting and chipping plus — of course — the Company's famous range of flexible shaft driven submersible pumps.

This reorganisation of hire activities has been carried out as the result of Flextool's recognition of the need for a Specialist Hirer in this field in the N.S.W. Market and the objective will be to provide a hire service which is second to none in its class for the Building and Concreting Industry. Very attractive rehire facilities will also be made available for other hiring companies.

The changes will not be extended to the Company's Queensland Branch and Flextool (Qld.) Pty. Ltd. will continue to operate as a hirer of a general range of building and construction plant.



AIRLESS PAINT SPRAYER FROM HIRE KINGDOM

Jerry Krusza has spent a considerable amount of his time recently going around the Hire companies extolling the advantages of their new Airless 3100 Paint sprayer. Your friendly editor first saw this sprayer at a field day held a couple of months ago.

My reaction, and the reaction from most of the trade was amazement at the practicality and the ease of operation.

HOW TO USE:

1. Point the gun perpendicular to the work surface at all times. Angling or fanning will give uneven coverage and cause excessive overspray.
2. Hold gun about a foot from the work area and stroke it parallel to the surface at a uniform speed to avoid thin and thick spots.
3. Start the gun stroke before triggering and release trigger before completing the stroke to avoid excessive buildup at either end. Lap your strokes one half.

**REMEMBER THE
HIRE SLOGAN...
NEED IT?
HIRE IT!**

MAINTENANCE:

CLEAN YOUR AIRLESSCO 3100 IMMEDIATELY AFTER USE

1. Release the pressure by turning the pressure control knob counterclockwise to allow the excess paint to return to the bucket.
2. **Caution** — All cleaning procedures requiring pressure adjustments should be done at low pressure while following all warning instructions.
3. Remove the filter and the return hose from a paint and hold it above the bucket.
4. Turn the unit on.
5. Wait until there is no more paint leaving the return hose.
6. Place the filter and the return hose in a bucket of water (when using a water base paint) or in a thinner suitable to the paint (when spraying with an oil base material).
7. Adjust the pressure and spray into a bucket until only clean thinner or water is being sprayed.
8. Release the pressure.
9. Remove filter from filter housing and clean with thinner or water.
10. Reflush the system with a thinner and
 - a place filter and return hose in a clean thinner
 - b turn the unit on
 - c prime the machine by turning the pressure control knob clockwise and then turning it counterclockwise and clockwise again, making sure there is no air in the system.
 - d spray into the bucket for about one minute — take the filter and the return hose out of a thinner, hold over the bucket until there is no thinner coming from the return hose
 - e turn the machine off
11. Flush the pump only with 10-20 weight motor oil
 - a place the filter pick up and return hose in oil
 - b turn the unit on
 - c prime the machine as in c above
 - d take the filter and the return hose out of the oil, hold above a can until no oil comes from the return hose
 - e turn the control knob counterclockwise
 - f shut off the unit and store
12. Do not disconnect the hose or gun from the AIRLESSCO 3100 when storing — this will prevent the valve and hose from drying out.
13. When storing always leave the pressure control knob turned completely counterclockwise.

For further information on the AIRLESSCO 3100, contact **Hire Kingdom (02) 601 1766**.

ELECTRIC POWERED AIR COMPRESSORS TO REPLACE DIESEL

With increasing concern over the availability and cost of diesel fuel, users of compressed air on civil sites are turning to electric powered air compressors for this utility's source.

Builders of high rise, for example, could utilise a machine such as that shown on the front cover to supply all compressed air required on the job merely by repositioning the machine on each alternate floor as the building grows. Simple electrical connections are all that is required, as the Sullair compressor is totally self-contained, continuously monitored and protected.

The compressor includes protection equipment which will automatically shutdown the unit in the event of abnormal operation, whereupon full annunciation of the fault is presented to the operator on the front panel. Moreover, reverse phase protection is included as standard equipment such that the machine cannot operate in reverse if inadvertently incorrectly connected to the incoming power. Reduced voltage starting is also standard equipment making possible the connection of such a machine to most civil and/or industrial sites.

From a maintenance point of view, the obvious comparisons can be made between the electric motor driver and the alternative internal combustion engine. Obviously the electric motor comes out way in front. Refuelling becomes unnecessary, thus realising yet another advantage.

The operational noise level of this air compressor would be less than 70 dB(A) at 7 metres and as such is at least comparable to the quietest diesel powered counterpart available.

Starting procedure is merely the pushing of a button — far simpler than diesel.

Elaborate foundations are totally unnecessary as this self-contained machine has minimal out of balance forces. Sullair models with outputs varying from 47 1/sec (100 cfm) to 297 1/sec (630 cfm) are available.

CHECK LIST OF FEATURES:

1. **LOW** capital cost.
2. **MINIMUM** maintenance requirements.
3. **SIMPLE** installation.
4. **CENTRE** lifting bail facilitates movement.
5. **LOW** noise level.
6. High rental return on investment.
7. No dependence on diesel fuel.
8. Sullair superior quality.

HIRE BARBECUES



PORTABLE L.P. GAS DESIGNED SPECIALLY FOR THE HIRE INDUSTRY

- ★ Range of sizes
- ★ Lightweight yet tough

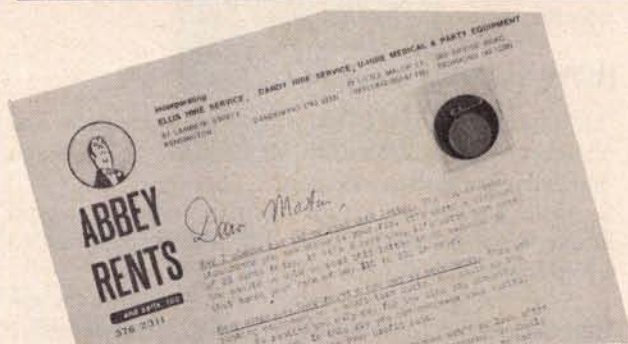
For brochures, price lists, details

YOU DAN ENGINEERING COMPANY

P.O. BOX 71, WINGHAM, N.S.W. 2429

**RING ABOUT THE SPECIAL DISCOUNT
FOR HIRE COMPANIES.**

(065) 53-4145



A rather novel method of getting prospective customers to read your sales literature was offered to me recently by John Kroeger, of Abbey Rents in Melbourne.

John sent me one of his promotional leaflets and attached in the top right hand corner was stapled one of the old silver threepenny pieces.

The leaflet started... "Dear Martyn, may I please pay you to read this letter. The out of date threepence you see above is your fee. It's worth a minimum of 25 cents today. If its a rare one, it's worth much more. You should be able to read this letter in 90 seconds. So that makes your rate of pay \$10 to \$30 per hour".

Then John goes on to talk about his Party Hire business and how he can save you money.

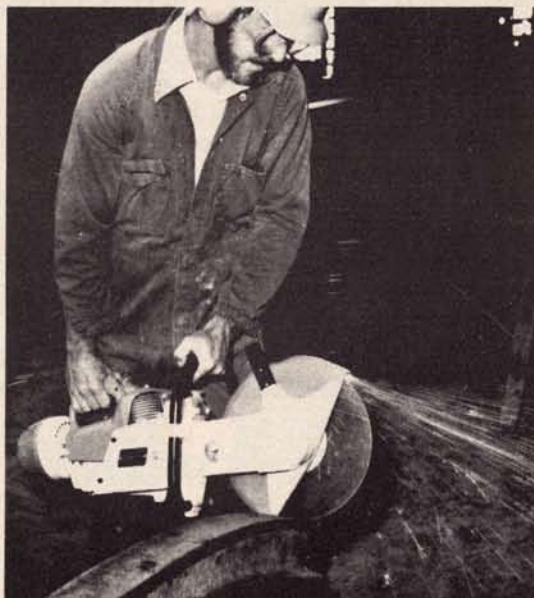
As a piece of promotional material we thought it was fresh, interesting...and we read it.

Got a cutting job... hire a Stihl



08S CHAINSAW

When you hire the rugged Stihl 08S, you get all the features that makes Stihl the best hiring chainsaw in the world.



CUT QUIK

When you've got to cut steel, concrete or asphalt and you want to do it fast hire a Stihl Cut Quik and you'll have all the power to do your cutting job with precision and ease.

STIHL®

STIHL CHAIN SAW (AUSTRALIA) PTY. LTD.
41 BARRY ST., BAYSWATER. VIC. 3153. PH.: 7293522



NEW ZEALAND NEWS

PRESIDENT'S REPORT

GORDON DALE



The 2nd Annual Convention of the Hire Services Association of New Zealand (Inc) held in Auckland from June 18th to 21st was a complete success thanks to the organising ability of the Region 4 Convention Committee led by Ron Berry. It was obvious right from the start that those attending were determined to openly participate in the organised programme in such a way that it seemed like a family gathering with no one sitting back expecting the other fellow to do all the work. The involvement of several delegates from overseas in formal discussions and social activities alike added to the friendly atmosphere which permeated the occasion right to the end.

We were honoured to have the company of Mr Dave Newkirk (President of the American Rental

Association) and Mrs Newkirk, Mr C. Siegfried (Executive Director of the American Rental Association) and Mrs Siegfried, John Mason (President of the Hire Association of Australia) and Mr and Mrs Peter Burne from Victoria. The total attendance was in the vicinity of 130 delegates and wives and the support from equipment suppliers both in exhibition and in subsidizing costs for parts of the programme was overwhelming.

An exhibition of work done by sixteen students of the Graphic Design Department of the Auckland Technical Institute toward a logogram for the Hire Association was on display during the Convention. Judging of these took place on the last day and one excellent piece of design work has been picked as the official logo for our Association. This design will be presented and its use explained in an article in next month's magazine.

Printed reports are being assembled on the various business and workshop sessions for inserting in the magazine so that those of our members who were unable to attend will not miss out on all the words of wisdom expelled by hire experts.

Finally may I express my personal gratitude for the support given myself and fellow directors in the last year and the confidence shown by re-electing me as President for another term.

'Beady-eyed Ferrets' please take note.....

WELLINGTON – A kick in the pants or pantyhose has been delivered to the Human Rights Commission.

Umbrage has been taken at one of the commission's letters expressing concern at discriminatory job advertisements in daily newspapers.

A firm's advertisement for a receptionist-clerk implied that a man would not be considered, the commission maintained in a letter to that firm.

The commission wanted to know as soon as possible why the firm advertised for staff in the described manner.

The reply to the Human Rights Commissioner follows:

"Attention: Mr/Mrs/Ms P.J. Downey:

"Dear person,

"Your wretched letter of 13th November, 1978, is acknowledged, without enthusiasm.

"Your commission expresses its concern at the number of discriminatory job advertisements which

are continuing to appear in daily newspapers.

"Our firm, too, is concerned. It is concerned that our country's already vast, over-populated, monolithic army of bureaucrats has spawned yet another battalion of beady-eyed ferrets whose duty it is to pore through newspaper advertisements in remorseless pursuit of a sexist word. Or a marital word. Or a religious word. Or an ethical word.

"And in passing, what is your view of discrimination on the grounds of ethical belief? Ethical means pertaining to morals. Can one advertise for a 'moral person'? An 'immoral person'? Think about it. Perhaps you (and your Act) meant ethnic, but you probably have another Act to deal with that.

"But we digress. You ask, in a peremptory and disagreeable way why our firm advertised for a 'receptionist-clerk' in the manner described above.

"We advertised for a bright young girl because we wanted to employ a bright young girl. We did not seek a bright young boy, a bright man or bright old women (surely age should be another ground for discrimination – think about that, too), nor even a bright transvestite of any age. We wanted to employ a bright young girl, and did.

(Cont'd. page 30)

New Zealand Convention



**Gordon Dale, President
Hire Services Assn. of N.S.W.**



**"Ziggy" Siegfried
Executive Director, A.R.A.**



Peter Burne, Victoria



**John Moody (on left) — Retiring Director H.S.A.N.Z.
Ron Berry (on right) — Director H.S.A.N.Z. & Convention Convener**



**David Newkirk,
President of A.R.A.**



**John Mason, President of Hire Association of Australia
addressing Delegates**



**Dalhoff & King (N.Z.) Ltd.
1979 Equipment Exhibition**

\$mall \$ales \$ervice

By Peter Lawrence of Art Davies Ltd
Auckland

Small sales can be looked upon with a certain amount of reservation by many people running hire operations. In many cases they cannot be bothered with them. They have the impression there is nothing much in it for them, and as far as they are concerned the X amount of dollars they get for their hire operation is not worth the few cents on the shelf.

Let's put the record straight on this one. One and One make Two very quickly and with a multiplicity of items stocked on your shelves, you will find at the end of the year's trading, a profit you did not expect. There is also a bonus in this one for you, when you sell those few cents off the shelf, you are giving a service. This is a service many customers don't expect, but appreciate it when it is given. That service can return that customer back to your operation which in turn gives you further business.

When you hire out one of your floor sanders to the local jail, (after the annual fire), and you have sent out with that floor sander, 100 belts, who has a smiling face when you receive the floor sander back minus the belts. The in-mates possibly have stolen the sandpaper

for making nail-files, or whatever, but what made you smile. The \$15.00 you made on the hire of your sander, or the \$50.00 you made on the sale of your sandpaper.

It is common for hire operators to stock on their shelves abrasives and fasteners as in the main they are a faster selling line. It need not stop there. There are many other items besides abrasives and fasteners that are allied to your hire equipment.

How many times do you get asked for a piece of string or rope for tying that something on. We sell more hanks of clothes line in one month than it takes the local hardware store six months to sell.

Take the common valve lifter, after the hire agreement has been processed, a gentle question is asked, "has he got any valve grinding paste". Perhaps he needs a new valve grinding dolly. Yes, we do have some gasket paper and the gasket goo. He's doing a dirty job, what about some hand cleaner. The customer after walking in the door for one item, now leaves with six items.

I would advise the Hire Operator if he does sell several items off his shelf, he does not enter it on his hire docket as goods. Do your hire transaction first, then sell your wares, otherwise you will have no deposit left.

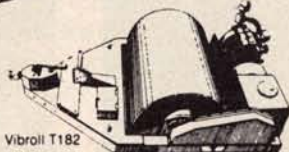
Many many times compaction efficiency of their own deadweight!



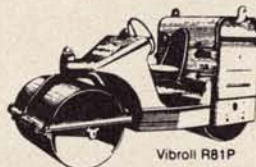
High density compaction capability coupled with light weight for ease of transport make Vibroll popular with Local Authorities and contractors around the world. Low initial cost. Rugged long — life construction. First rate spares service. Well over 1200 Vibrolls in operation in New Zealand.



Vibroll W71P



Vibroll T182



Vibroll R81P



Vibroll T133

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



Richardson McCabe & 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

CLEANING CHARGES

BY PETER LAWRENCE OF ART DAVIES LTD
AUCKLAND



This is another one of these irksome issues that crop up periodically with a confrontation at the shop counter. The usual criminal is that spray gun returned complete with it's seven coats of coloured paint.

The pat story that comes back with this artifact is "I have finished my job but run out of thinners" — you study the hire form and after the additions of rental you have \$3.00 left to clean that gun.

You figure the cost of cleaning this particular gun at \$1.00 per coat of paint. You now have to extract another \$4.00 out of this character. He immediately jumps up and down on the unjust demand, he is being ripped off, etc. etc.

You look this red faced monster straight in the eye and softly suggest, as he is in dire straits and cannot afford to pay for the cleaning of the gun, you will provide him with all the materials and bench, free of charge, right now, if he will clean the gun for you.

All of a sudden, he realizes he is late for work and forks out the additional \$4.00.

Well what a colourful story. What brought this all about....need it have happened.

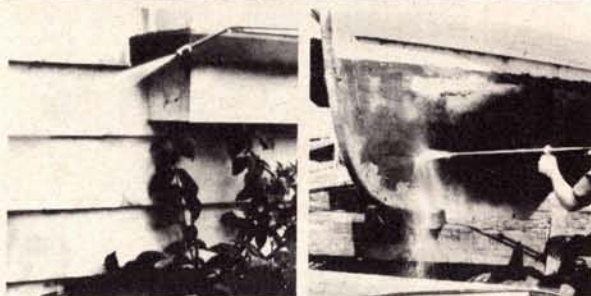
This is a case for preventative maintenance. Education at the counter at the start of a hire can prevent 99% of these events happening.

When a paint gun is hired out the counterhand must point out how nice and clean the gun is, and it must come back that way. Has he got thinners to clean that gun. We have it in stock at \$1.00 per can, if he would like to buy one. We do a cleaning fee if the gun is returned dirty. It can take an hour to clean a paint gun.

I feel it is important to have this personal type of chat with the customer, rather than give him a sheet of instructions to read. In many cases, they do not read them, or they have lost them along with their copy of the Hire Agreement on their way home.

This one again is controlled at the counter on the commencement of the hire. A few seconds spent on quiet instructions, firmly and politely given can give you and your customers a satisfying and clean hire.

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



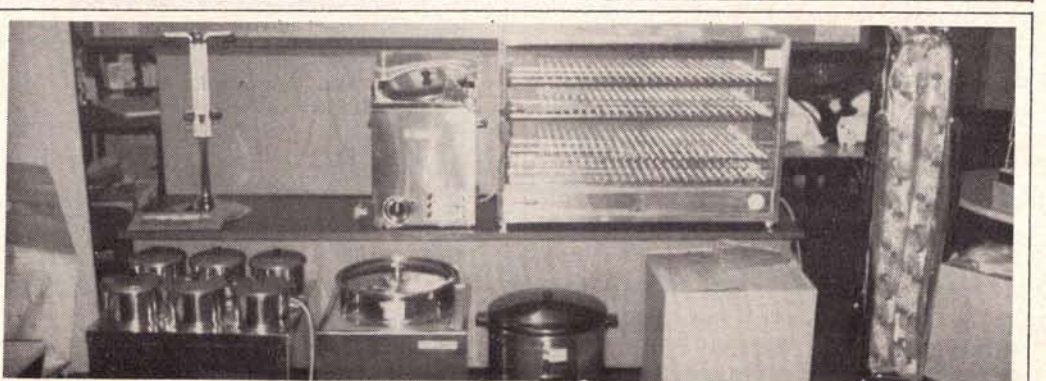
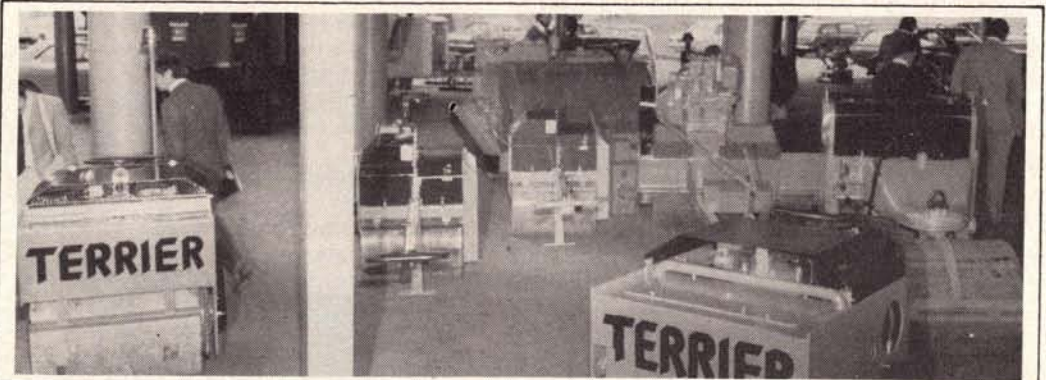
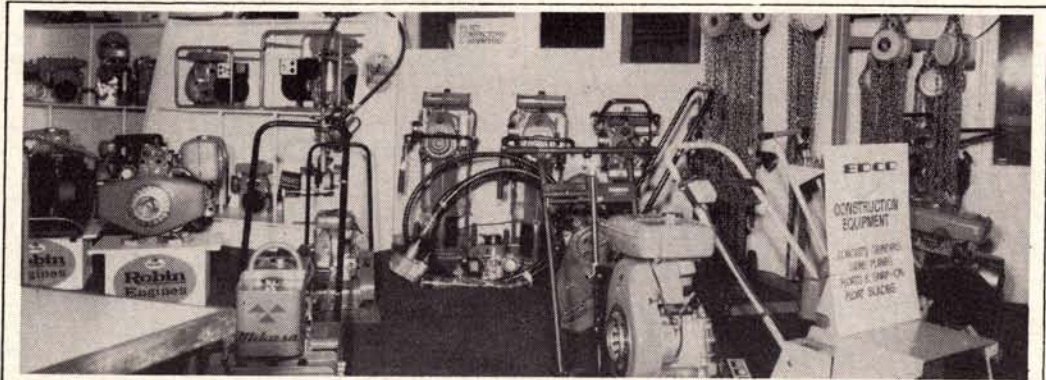
Manufactured by

Frank M. Winstone (Merchants) Ltd

TELEPHONE 33-409 AUCKLAND, NEW ZEALAND

CONVENTION DISPLAYS

1. Richardson McCabe & Co. Ltd. 1979 Equipment Exhibition
2. Richardson McCabe & Co. Ltd. 1979 Equipment Exhibition
3. Winstone Ltd. 1979 Equipment Exhibition
4. R. Butler & Co. Ltd. 1979 Equipment Exhibition



"PACEBRAKER BREAKS INTO NEW ZEALAND WITH MERIT AWARD"

Just one day after arriving in New Zealand, A Gloucester — built Williams & James "PACEBRAKER" hydraulic concrete breaker went on demonstration at the Annual New Zealand Building & Construction Field Days Exhibition. Three days later, when the Field Days show ended, the "PACEBRAKER" had won the Award of Merit for Design, Performance and Application.

Thanks to a co-operative effort between the Australian and New Zealand Distributors for Williams & James (Construction Equipment) Ltd — Ark Enterprises and Cory Wright & Salmon — the "PACEBRAKER" reached New Zealand just in time to be seen by 30,000 visitors to the Field Days show. Mr Greg Smith of Ark Enterprises flew in from Australia to demonstrate the "PACEBRAKER" and to train members of Cory Wright & Salmon's staff in demonstration techniques.

After the Field Days the "PACEBRAKER" was demonstrated round New Zealand's North Island, and is now being shown to potential customers in the South Island. As a result, Cory Wright & Salmon have obtained firm orders for 20 units and have put out quotations which could lead to further orders.



H.C. SLEIGH LIMITED ACQUIRES WITCH ENGINEERING AND PACIFIC PIPELINE

As from June 1st, 1979, Witch Engineering and Pacific Pipeline Supply Co., will operate as part of the H.C. Sleigh Group of Companies, following their acquisition by H.C. Sleigh Limited.

The acquisition further strengthens the Sleigh interests in the earthmoving, mining, and oil and gas industries, where Banbury Engineering is already firmly entrenched with Kato and Nissan excavators, Nissha bucket wheel excavators, and the BorTunCo Roc-Saw.

Witch Engineering and Pacific Pipeline Supply Co. have their headquarters at 7 Brooklyn Avenue, Dandenong, Victoria; a branch office at Sefton in New South Wales; and distributors in all other States. They specialise in the marketing and servicing of trenching machines, and cater for the pipelaying activities of public utilities such as communications, electricity, water and gas as well as general plumbing and the hydrocarbon pipelining industry.

HYDROCARBON PIPELINING

Pacific Pipeline Supply Co. will continue to represent two important divisions of the giant U.S. Crutcher Resources Corporation.

These are CRC Pipeline Equipment and CRC Automatic Welding.

CRC FACILITIES

CRC Pipeline Equipment manufactures and sells a complete line of pipeline construction equipment and supplies.

BRANCH AGENCIES

The New South Wales branch of Witch Engineering, managed by Mr. Bill Newton, also has the State distribution for Hamel Industries, who manufacture HAMEL and DAVLECO vibratory rollers.

Victoria and New South Wales are agents for Wimet Australia, whose products include tungsten carbide earth and rock auger bits for the earthmoving and mining industries.

All other products are distributed nationally.

Mr. Keith Fitzgerald, who remains with Witch Engineering as National Marketing Manager, said that the resources and experience of H.C. Sleigh Limited will enable the enterprise to make even more rapid progress within the pipelining industry.



Mr. R. Feldmann, (General Manager Acting, Banbury Engineering, Earthmoving and Mining Equipment Division, H.C. Sleigh Limited) adds his signature to the agreement by which H.C. Sleigh Limited purchased Witch Engineering and Pacific Pipeline Supply Co. Witnessing the signing are, from left, Mr. K. Fitzgerald (seated), National Marketing Manager, Witch Engineering; Mr. W. Newton, New South Wales Manager, Witch Engineering; and Mr. P. Bisset, Divisional Manager, H.C. Sleigh Limited.

NEED IT? HIRE IT!

WHY INVEST? HIRE THE BEST!



NEW PROMOTIONAL MATERIAL AVAILABLE FOR THE HIRE INDUSTRY

In the last issue of 'Hire' magazine the National President, John Mason, reported that work had commenced on the preparation of some special promotional material for the industry. These have now been completed and are available to all members of the Hire Industry at cost price.

The pieces comprise a very colourful self adhesive decal and a printed folder for giving out to customers.

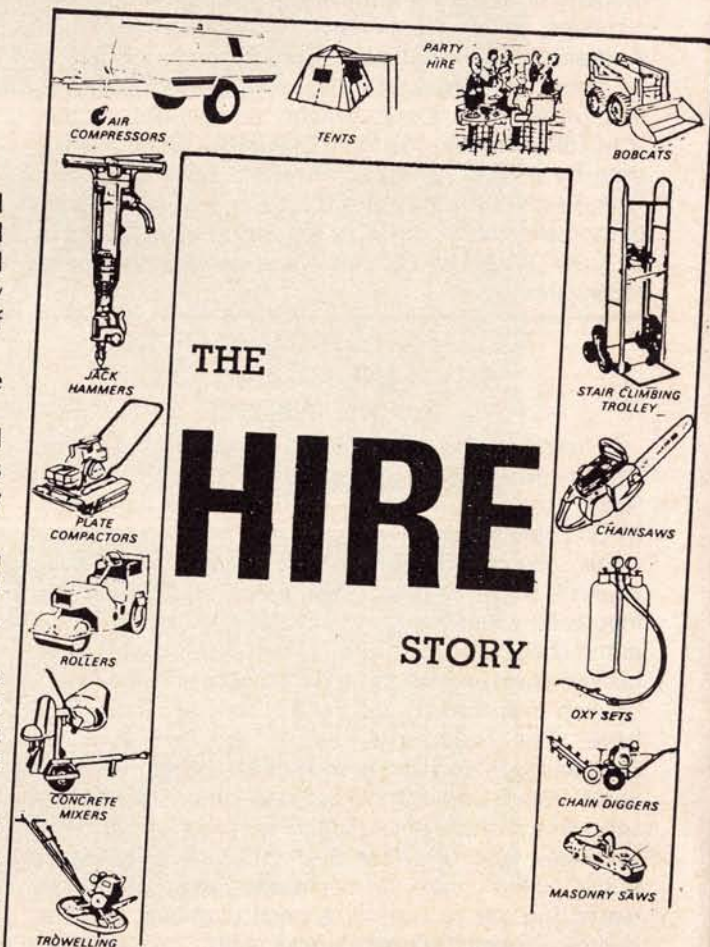
The decal is 6½ inches wide and 2¼ inches deep and is printed in red and blue on a white background. It has a simple message of 'Need it? Hire it!' Followed by smaller lettering, saying "Why invest? Hire the best!"

The decal can be used for a variety of purposes... on the bumper bars of cars and vans... windows and doors of your premises... for adhering to equipment... giving out to customers, and many many more.

The printed brochure is 3½ inches wide and 9 inches deep and has four pages printed in one colour. It is captioned the "Hire Story" and tells exactly that. Whilst at the same time showing the wide variety of goods that can be used on hire.

The purpose is to give out to your customers through various avenues... counter giveaway, posted invoices, letter box drops, etc.

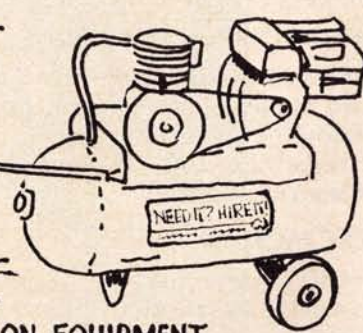
Both these excellent pieces of promotional material are available by contacting your State Secretary.



ON BUMPER BARS



ON STORE FRONTS



ON EQUIPMENT



PROMOTIONAL BOOKLET FOR HIRE AND RENTAL ASSOCIATION OF VICTORIA —

To be used in association with their forthcoming Home Show is a 64 page promotional booklet.

The booklet, which has a four-colour front and back cover, sets out the whole concept of 'HIRE' to the general consumer. It gives practical hints on all facets of equipment which can be hired and lists all the Association members for easy reference.

The booklet will be given out free to the general public and should really get the message of 'HIRE' across.



FOR SALE

MEDICAL HIRE

Small, long established specialised Hire business. All equipment in excellent condition.

Gross Rental — \$11 000 p.a.
Miss Hosford — (02) 888 1555

LETTER

9th August, 1979.

I am writing in connection with the June Issue of Hire News and we wish to correct some impressions that in our opinion were wrongly conveyed to readers in your feature on air compressors.

1. Sullair are **not** Major Suppliers of Air Compressors to the Plant Hire Industry in Australia. Their only known order of any substance was a recent deal on large portable compressors with a major National Hire Company. They are also not associate members of the Hire Association.
2. We would like to point out to your readers that while Atlas Copco and Ingersoll-Rand will gladly accept orders from plant hirers, as major Plant Hirers in their own right, they are also in active competition with them.
3. It would also have been highly relevant to point out to your readers that CompAir is the major supplier of compressors to the Plant Hire Industry and that we are also the only major manufacturer of portable air compressors who do not run a hire operation and, therefore, are not in opposition to the Plant Hire Companies.

Yours faithfully,
CompAir (Australasia) Ltd.
R. LeGear
Sales Director.



PROMOTED

Congratulations and best wishes to Eric Smith, General Sales Manager of Atlas Copco (N.Z.) Ltd. for the past three years, who has been appointed Managing Director of Atlas Copco Kenya Ltd. and leaves to take up his new position at the beginning of July.



**CUT THIS OUT
AND SEND IT TO YOUR
CUSTOMERS**

Get the Hiring Habit

Councils, Railways, DMR — they all find hiring pays. So do private contractors.

- * Hiring conserves capital, leaves ready cash available to meet other urgent bills, such as wages.
- * No maintenance costs — we do it for you.
- * No storage problems — that's our worry.
- * No down time to you.
- * You can experiment with new ideas, new techniques without heavy outlay.
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To get hooked on the hiring habit, make a start right now. Get the feel of the hiring concept, see how easy it is, how it can work for you. Take a long, hard look at your present equipment, when it's time for replacement — hire instead!

Hirex⁸⁰

the exhibition and conference for the hire industry

The Exhibition & Conference for the European Hire Industry

DATES: 22nd, 23rd and 24th January, 1980.

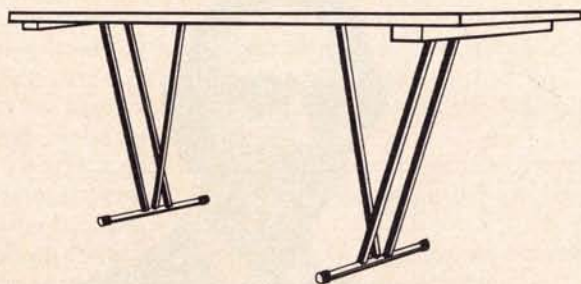
VENUE: Wembley Conference Centre, London.

CONTENTS: Exhibition — approximately 85 exhibitors - 3 day Conference Programme.

ALL ENQUIRIES:

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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.

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.

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

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

15th June, 1979

Dear Martyn,

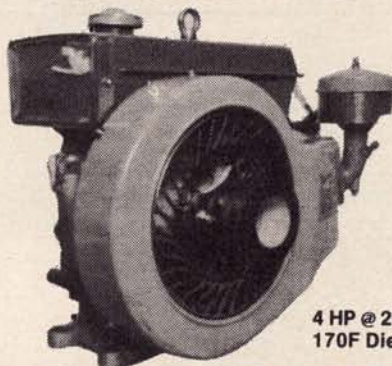
At the Management Committee meeting of the Hire Association of Queensland held on Monday, 11th June, a considerable amount of discussion took place re the Hire Magazine. All members are more than satisfied with the Magazine, and pleased with the monthly publication.

It is apparent from the enquiries I receive, as Secretary, that there are a number of Companies in Queensland who enjoy your publication, but are not members of the Association in Queensland. This creates quite a lot of interest in our Association, and the meeting agreed we could receive a tangible benefit from this in a membership drive. It would assist us greatly if you could send to me, a copy of your mailing list in Queensland.

Thanking you in anticipation, and looking forward to meeting you at the Convention.

Yours faithfully,
Dorothy Verney
Hon. Secretary

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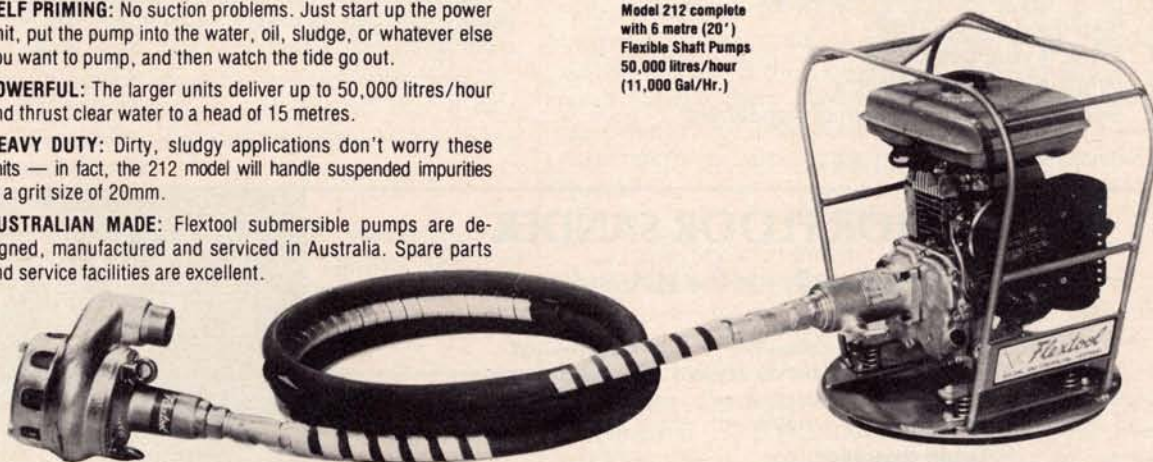
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HIRE ASSOCIATION OF N.S.W.

The HANSW Christmas Party on 29th June at the Argyle Tavern was a rip-roaring success. We hired the cellars, dressed as convicts and wenches, were serenaded by colonial minstrels, ate colonial fare and danced jigs and reels (some very original) to a colonial band.

Following on from recent press publicity where Rob Wallis (President St. George Plant Hire 502 2922) stated that the HANSW strongly supported the argument for photos on licences, a lengthy document from the Privacy Committee was received, stating the arguments against Photo I.D. The usual points were argued (invasion of privacy, enormous costs involved and how cumbersome the new system would have to be, etc.) but they did list some interesting points to ask when trying to establish whether or not a licence is false.

They say:

"A policeman quite easily detects individuals with borrowed or false licences by asking for the licence to be handed over and then *diverting* them by discussing the incident for which the person was stopped (we could talk about the equipment they require, etc.)

Then after this breaking of the individual's concentration, the policeman asks:

1. How do you spell your full name?
2. Spell your full address?
3. What is your postcode?
4. What is your date of birth?
5. Sign here (for comparison of signatures)

A good roll-up of associate members and exhibitors turned out for a dinner given by the HANSW in order to establish —

1. Their requirements of the Association
2. Our requirements of them
3. How suppliers can better service our industry
4. How we can support them
5. Formulate the next exhibition

A lot of ideas were aired and discussed and everyone present felt it was such a worthwhile activity that it should be repeated yearly.

In the next couple of weeks our members will be sent a copy of a letter sent to major newspapers saying that the Hire Association of N.S.W. does not in any way support newspaper or magazine features titled "Leasing and Hire".

That the combination of the two concepts, i.e. "leasing" and "hire" have no similarity whatsoever, and it is felt, does little to clarify and promote the "Hire" Concept.

The tying together of leasing and hiring by politicians has meant that the Hire Industry was disallowed from taking advantage of the recent 40% Investment Allowance, and we are the only Industry to be precluded, hence the industry has lost millions of dollars. the hire industry is growing rapidly and it is of the utmost importance that "hiring" is in no way linked with "leasing".

The letter also lists several points to help them to distinguish between "lease" and "hire".

NUFLOOR FLOOR SANDER

Designed specially for the Hire Industry

- Fits easily into any car boot!
- Lifted by one person up stairs
- Sales with every hire
- No complicated controls to explain
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HIRE ASSOCIATION OF QUEENSLAND

"Convention Report: Registrations are coming in, and we are selling space, and Committee members have been set their specific tasks and responsibilities. The Premier of Queensland will be unable to perform the opening, as it is a Parliamentary Sitting Day, and the Convention Committee have agreed that we approach Sir John Egerton, Vice Mayor of the Gold Coast, who is also a very well known public figure.

Sponsorship of Miss Australia Quest Entrant, Miss Shelley Wyatt – It was moved that the Association lend its name and assist in fund raising for Miss Australia Quest Entrant, Miss Shelley Wyatt, daughter of Ron Wyatt, Flextool. It was agreed that a sub-committee organise a Cocktail Party for late July as our first fund raising effort.

Dynapac Pty. Ltd. hosted a very interesting and informative Workshop Night, showing their range of vibration and compaction equipment, and later treating guests to a most generous supper."

VAUGHAN DOUGLAS PTY. LTD.

**For all your printing requests
(02) 93-0351**



"This is Shelley Wyatt of Brisbane, an entrant in the 1979 Miss Australia Quest. The Hire Association of Queensland recently decided to sponsor Shelley in the Quest. A Cocktail Party at the Greek Club in Brisbane will be the first function the Association holds for Shelley.

Shelley is a tall, vivacious 18 year old, who enjoys meeting people from all walks of life. Shelley is involved in the fashion industry and has done part time modelling. Shelley also plays a mean game of squash. She would like to travel overseas, but first she would like to see Australia, so she can promote Australia and its people to overseas tourists.

The Miss Australia Quest is the major fund raising project of the Spastic Centres of Australia. It is nationwide in its search to find a young Australian lady who can carry out the public relations role of promoting the cause of the Spastic people throughout Australia and overseas.

In September, the 8th National Convention of the Hire Association of Australia will be held at Surfers Paradise on the Gold Coast in Queensland. Shelley will be hostess at the Convention, so all admirers can meet Shelley then. Shelley would like to take this opportunity of thanking the Queensland Hire Association for sponsoring her in the Miss Australia Quest."



...and from Shelley herself

"Could Shelley be Miss Australia 1980?" My name is Shelley-Ann Wyatt. I will be the 1979 National Convention Hostess at Surfers Paradise in September. I take this opportunity to thank the Convention Organising Committee for sponsoring me as the Queensland Hire Association Entrant in the Miss Australia Quest. I look forward to meeting you at the Convention, and other functions that are being organised. See you there!"

(Continued from P.12)

jokes about budgies. He is trying to pull his hat off, using both hands.

"Been doing that phoning then, Smiles?" he says. "Never stopped," I says.

"Right," says Fred. "so I've got you to thank. Not only do you phone my list of customers instead of the ones I told you to, but they are so wild over what you told'em that two set their Alsations on me and the last one pulled me hat down so I can't get it off."

As soon as I can get away I ask young Muscles what he said on those phone calls. "Well," he says, "Fred said to be polite and firm, so I give 'em all a 'Sir' or a 'Madam', and told 'em what they owed. Then I told 'em one of me mates from the Judo Body-Building and Mayhem Club would be round later. Well, he said to be firm, didn't he?"

Well, I mean, it was all down to me, wasn't it? If I let on it was Muscles, Fred would know I'd changed jobs, wouldn't he? Fred wasn't best pleased, specially as I hadn't cleaned the van. I don't think he's cut out for Management - too sensitive, by half.

Like I said, I hate Wednesdays.

Reprinted with thanks from 'Hire News', the British magazine.

HIRE ASSOCIATION OF SOUTH AUSTRALIA



Minutes of the previous meeting were taken as read and signed as a correct record... members were reminded that the S.A. Hire Association would be held at Dillingers on 23rd June...it was moved that rule six of the constitution be amended to read "The Association may have an Executive Committee which may consist of a President, Immediate Past President and a Vice President and seven others." The motion was carried.

The following alterations to the constitution was also moved and carried...

Clause 10. A quorum shall exist when representatives of three members are present at the meeting to be changed to....

A quorum shall exist when representatives of five members are present at the meeting.

Coates Kirrawee "KO's" Miranda



A major re-location move by Coates this year is the transfer of Miranda Branch to brand new premises now being constructed at Kirrawee, due for completion in October.

Manager, David Morris, along with Hire Controller, Peter Swan, takes his entire Branch team with him. Located on the Highway, (see map), Kirrawee becomes the most up-to-date Coates Branch in New South Wales.

The Miranda premises will become Coates Head Office for New South Wales, a move made necessary by its vast growth, and the merger with Superhire earlier this year.

Coates maintenance division will also remain at the Miranda premises.

More news later.

'Beady-eyed Ferrets' please take note....

(cont'd. from p. 18)

"If your pretentiously titled office is concerned about human rights, spare a thought for the employer's human right to seek staff they think would be suited to fill a particular vacancy.

"And desist from pestering business houses, who have more and better things to do in difficult economic times than defend themselves against trivial nit-picking.

"Yours faithfully..."

FOR SALE

Surplus Hire Equipment

available for sale now. Range includes silenced air compressors, air tools and 28 inch rollers. Many other sundry items available. For inspection telephone Bob Edwards Flextoole (02) 660 3411

I SAY ... I SAY ... I SAY ...



Mr. Smith's wife was complaining because her seventy-year-old husband wasn't as romantic as he used to be. One of her friends told her to send him to see a certain Dr Hoople.

"He uses hormones," said the friend. "I hear that every time a horse is sent out to stud, they send him first to this doctor. And if he can do things for horses, imagine what he can do for your husband."

Mrs Smith thanked the friend and hurried off.

A few weeks later, the friend called her up and asked, "What happened? Has your husband become more romantic?"

"Romantic, nothing," replied Mrs Smith, "Last week he ran a mile in 1:40."

* * *

Lad: 'Can I have the afternoon off, sir. My grand...'

Boss: 'Come off it son. Didn't you have an afternoon off last year because your grandmother died?'

Lad: 'That's right, sir. But this afternoon my grandfather's getting married again!'

* * *

The holidaymaker was complaining about his room at the seaside hotel. 'Look at this wall,' he said to the manager. 'It's so thin, you can almost see through it.'

'That's not a wall,' replied the manager. 'It's the window.'

* * *

'I've lost my husband,' said the attractive and slightly overdressed matron. 'Can you find him for me?'

'Can I have a description, madam?' asked the desk sergeant.

'Certainly. He's 6 feet 6 inches tall, broad shouldered and slim-hipped; he's got tight black curly hair, a divinely handsome face, bright eyes that seem to see right through you, and...'

A constable broke in just then with, 'Wait a minute sarge - I know this woman's husband. It's old Alf Henpeck from the Bull & Cow. He's not a bit like the description she's giving him.'

'I know,' said Mrs Henpeck bitterly. 'But who wants him back?'

* * *

Have you heard about the man who never worried about his marriage, until he moved from Brisbane to Adelaide and discovered that he still had the same milkman?



"You'll just have to sit somewhere else then, won't you?"

A soap-box at the Domain in Sydney was holding forth to a small and rather bored crowd of onlookers. 'What I want is electoral reform!' he bellowed. 'What I want is wages and prices reform! What I want is housing reform! What I want is...'

Chloroform!' said a voice from the back.

* * *

The boss was waxing furious with his chief cashier. 'Winkleton,' he roared, 'why is it you always look so worried? So furtive?'

'I'm sorry sir,' said the wretched Winkleton, 'I'm sure I wasn't aware...'

'Well you do, Winkleton,' said the boss. 'And you've put me to the expense of having the auditors in for nothing.'

* * *

A bank in Mudgee was robbed one day. The following morning the bank manager phoned the robbers and said, 'Your photographs are ready.'

* * *

A little boy was crying on the beach, 'I can't find my mummy. I'm lost.'

As he walked along the beach in this way, people gave him coins and sweets to console him.

After about twenty minutes, somebody said, 'I know where your mummy is, little boy.'

'So do I,' he replied. 'Shut up and go away.'

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