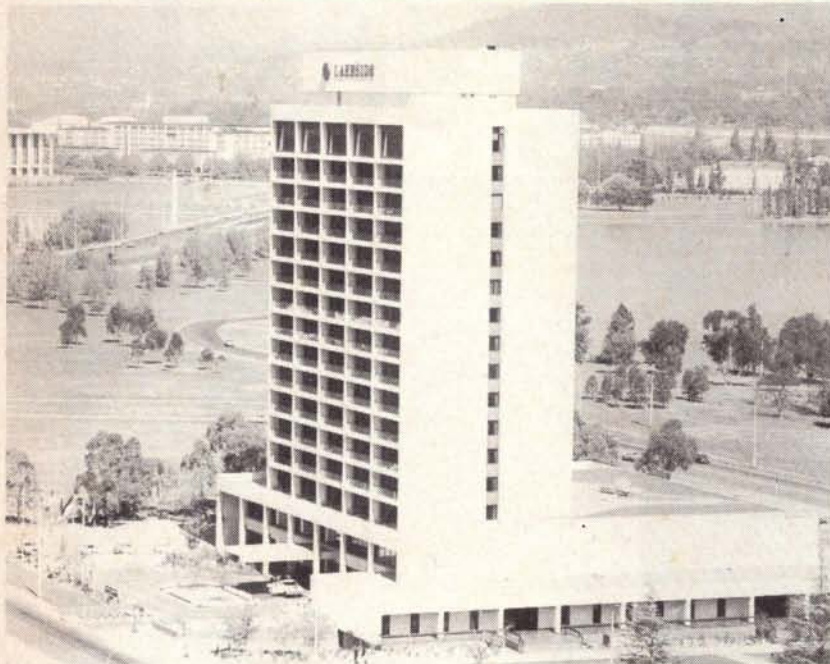


HIRE & RENTAL AUSTRALASIA

OFFICIAL JOURNAL OF THE
HIRE ASSOCIATION OF AUSTRALIA.

Volume 1 Number 1 February 1980



Canberra – The Nations Capital

Why Canberra for 1980? Why not when you consider the charms, the sites, the facilities, all waiting for the tourist, the businessman or the convention attendee.

Canberra has a definite style and atmosphere plus a highly professional approach to the needs and requirements of a well run convention.

Canberra is situated between Australia's major cities and is well served by all means of transport. The two major airlines operate frequent services throughout the day with flights direct from all major Australian centres. And one of the attractions about flying to Canberra is the ease with which travellers can get to their points of accommodation from the airport – usual travelling time is about ten minutes. That really cuts down the hassle of travelling.

CANBERRA NEW SITE FOR 1980 CONVENTION AND EQUIPMENT EXHIBITION

It was recently announced by the Executive of the Hire Association of Australia that Canberra had been selected as the new site for the 1980 Convention and Equipment Exhibition.

The original venue of Manila has now been cancelled.

The exact venue will be the luxurious Noahs Lakeside International Hotel, situated on the London Circuit.

The dates will be Tuesday 2nd to

Friday 5th September, 1980.

Already a thorough programme is being considered which will include a lively educational programme with a large trade exhibition. Further details of this will be published in ensuing issues of HRA.

Already we have been advised that a larger than normal contingent from the American Rental Association and the Californian Rental Association will be present.

IN THIS ISSUE...

1980 Convention to Canberra

**New Insurance Scheme for
Hire Companies**

New Talent Pool

Industry Logos

Just minutes, from chainsaw to slicing steel.



Hire it out either way, as a Chainsaw or a Cutquik. With the Stihl O8S powerhead you can rent out either, and change one for the other in minutes.

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HIRE & RENTAL AUSTRALASIA

OFFICIAL JOURNAL OF THE
HIRE ASSOCIATION OF AUSTRALIA.

Volume 1 Number 1 February 1980

The Hire Association of Australia 60-62 York Street, Sydney, NSW 2000

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Secretary: Rolf Schufft (02) 290-0700

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President: Gordon Dale (67) 79134

The Hire and Rental Association of Victoria 165 Eastern Road, South Melbourne, Vic. 3205

President: Brian Elms (03) 850-2316
Secretary: Sydney Moody (03) 699-1022

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President: Rob Wallis (02) 502-2922
Secretary: Denise Layton (02) 848-9817

The Hire Association of Queensland C/- Sandgate Hire Service, Hancock Street, Sandgate 4017

President: Mark Williams (07) 355-5019
Secretary: Dorothy Verney (07) 269-1673

The Hire Association of S.A. 5 Aldridge Avenue, Plympton Park, S.A. 5038

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Secretary: Mrs. N. Hudson

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addressed as above.

PUBLISHER:

The Hire Association of Australia,
C/- P.O. Box 136, Bulleen, Vic. 3105
Tel: (03) 850-5878

ADVERTISING:

HRA is a monthly magazine. All advertising
bookings and correspondence should be
directed to:

Brian Elms, C/- P.O. Box 136, Bulleen,
Vic. 3105. Tel: (03) 850-5878.

VICTORIA CHANGES CONSTITUTION

The Hire and Rental Association of Victoria has amended its constitution to permit an application to the Trades Practices Commission for approval of the distribution of recommended prices on the grounds that the Association has more than fifty members.

The redrafted clause provides that a member can be expelled from the Association only in quite specific circumstances where his conduct would be clearly prejudicial to the Association.

The Trades Practices Commission is particularly concerned with clauses which permit the arbitrary termination of membership.

The Commissions reasoning is that such arbitrary clauses can be used to expel members who are aggressively competitive and this, of course, is not in the public interest.

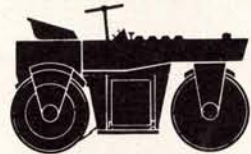
The new clause, approved by Association members is:

"TERMINATION OF MEMBERSHIP

- (a) Termination of membership shall be effected at a general meeting and agreed to by a three fourths majority vote of those members present and entitled to vote in cases where a member or an associate member:
- (i) becomes bankrupt or insolvent or makes an assignment for the benefit of his creditors or in the case of a company is put into liquidation or has a receiver and manager appointed;
 - (ii) engages in deceptive marketing or advertising practices or is convicted of any unlawful act which the association considers damaging to its good reputation and credibility."

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Tel: (07) 376-2644



EDITORIAL

Welcome to the new publication "HIRE & RENTAL AUSTRALASIA".

It was a great pity that due to economic reasons the old "HIRE AND RENTAL EQUIPMENT NEWS" was unable to continue to be produced. However as all good business men know it is pointless to continue to produce an uneconomic venture.

Our new publication is leaner and hungrier!

It is a new venture compiled by The

Hire Association of Australia and the Hire Services Association of New Zealand, to create a vehicle through which all Hire Members and Associates may communicate.

One important point: circulation will be through your State Secretary and will only be made available to fully paid up members of the Association.

We have some interesting articles in this issue including news of the convention in Canberra and details

of the new Insurance package available to members.

And there is an article from Bob Cunningham from the Tool Shed in Canberra that might really get the male chauvernists up in arms!

Lastly it is my pleasure to act as the official Editor of the new HRA! As always contributions and comments are most vital to ensure that your new HRA is bringing to you what you want to read.

MARTYN FROST

VICTORIA ELECT NEW OFFICE BEARERS FOR 1980

The newly elected Office Bearers for the Victorian Hire and Rental Association for the 1980 year are:

President: Brian Elms
Senior Vice President: Ron Williams
Vice President: Bob Langham

Committee: Brian Hankin
Morrie McQuade
Fred Kent
John Massey
Graham Hoinville
Howard Hedley
Noel Blizzard
Barry Cerda

Lionel Friezer
Rex Monahan
Alan Eichler
Jim Littlefield
Roger Haebich

Chairman of Construction Division: Ron Williams
Chairman of Catering and General Division: Fred Kent
Chairman of Temporary Site Services Division: Brian Hankin
Chairman of Associates Division: Morrie McQuade
Geelong Division: Roger Haebich



Flextool

FLEXIBLE SHAFT 50mm SUBMERSIBLE PUMPS

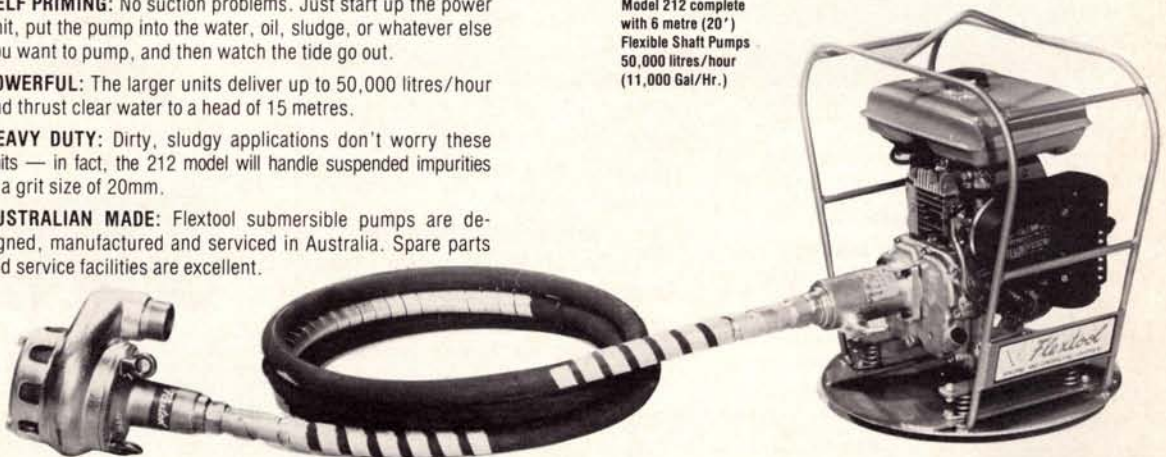
SELF PRIMING: No suction problems. Just start up the power unit, put the pump into the water, oil, sludge, or whatever else you want to pump, and then watch the tide go out.

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

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NEW INSURANCE SCHEME AVAILABLE FOR THE HIRE INDUSTRY

Plan covers any sized operation

Proper insurance cover is an absolute necessity for every company. However, finding the most suitable cover for the many risks encountered needs considerable expertise, particularly if a company is going to pay competitive premiums.

It is interesting to note that ten years ago insurance rated approximately the tenth largest overhead of any business, whereas it has now risen to fourth or fifth. Members themselves will realise how their own premiums have risen of late.

It has long been an ambition of the industry to be able to partake in a policy that will cover all members regardless of size and location.

We now believe we have achieved this ambition.

Several leading members of the Association have negotiated a scheme with S.H. Lock Insurance Limited, through QBE Insurance Limited.

The scheme is fully comprehensive for all "Hire Activities".

The complete details are set out in a lengthy document which can be obtained from your State Secretary.

Outlined details are listed below plus two of the types of cover that are available.

CLAIMS: All claims will be referred directly to QBE Insurance Ltd., at the branch office nearest to the insured. All QBE branches have an official who is familiar with the scheme and is personally responsible for servicing all enquiries and claims.

POLICY: The policy is currently in the name of "The Hire Association and/or its members and/or Hire Companies for their respective rights and interests.

ELIGIBLE: The scheme is operative in Australia to all members of the Association. It is not immediately available to New Zealand members. However should there be sufficient interest from these members endeavours will be made to extend the scheme.

CONTACT: State Secretaries, or: Mr. Michael Brown, Managing Director, S.L. Lock Insurance Ltd., Anchor House, Cnr. George & Bridge Streets, Sydney, NSW. Tel: (02) 241-1781 or Mr. Neil Cobley, QBE Insurance Ltd., Tel: (02) 233-0411.

POLICY FEATURES: All participating members are signatories to a common policy. This is the strength of the scheme, as no one member is separately insured. Thus the risk insured is not the individual companies but an industry risk.

POLICY COVER:

Fire
Industrial Special Risks
Combined Engineering Policy
Motor Vehicle
Public Liability
Workers Compensation

DATES: All policies expire on the 31st March. Members may join the scheme at any time pro rata. Premium is paid in the 1st year to the common expiry date.

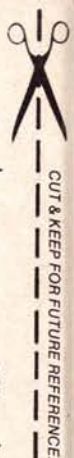


Introducing S.H. Lock...

S.H. Lock commenced business in Australia before the turn of the century. Perhaps best known for its confirming facilities – the financing of imports from all parts of the world – the group has in the last decade spread its wings into other forms of finance. The philosophy of the company has always been based upon personal, friendly and efficient service.

Insurance is one of the most important cost items in such a capital intensive industry as 'Hire'.

Hire & Rental Australasia



NEW INSURANCE SCHEME ... cont. from page 5

In this issue we will examine in depth two of the areas the policy will cover,
Fire and Industrial Special Risk.
In later issues we will cover in detail the other areas of the policy.

FIRE

INTEREST

Static risks, being buildings and contents owned and/or occupied by the respective companies.

PERILS INSURED

Fire, lightning, aircraft, storm and/or tempest and/or rainwater, riots, strikes, civil commotion, malicious damage, explosion, impact (including own vehicles), water damage, flood, earthquake, sprinkler leakage.

BASIS OF COVER

Replacement and Reinstatement.

MAJOR EXCLUSIONS

Nuclear and Associated Perils
War and Associated Perils
Subsidence and Erosion

DEDUCTIBLE

1% of sum insured on Earthquake
\$50 on Malicious Damage

UNDERWATER

QBE Insurance Limited

EXPIRY

March 31st

RATE

.20% Plus Fire Services Levy and State Government Stamp Duty.

EXAMPLE

Sum Insured \$200,000 @ .20%	\$400.00
Fire Services Levy N.S.W. 22%	<u>88.00</u>
	\$488.00
Stamp Duty N.S.W. 25%	<u>\$122.00</u>
	\$610.00

COMMENTS

Correct values must be used as the policy is subject to the condition of average which, if there is under insurance, could have an adverse effect in the event of a claim. An example of the application of this clause is:

Value of property at time of a loss	\$200,000
Sum Insured under the policy	\$150,000
Loss	\$100,000

Formula for settlement

$$\frac{\text{Sum Insured}}{90\% \text{ of Value}} \times \text{Loss being } \frac{\$150,000}{\$100,000} \times \$100,000 = \$180,000$$

SETTLEMENT

Insurance Company	\$83,333
Insured Company	\$16,667

INDUSTRIAL SPECIAL RISKS

INTEREST

On all plant and equipment hired out.

PERILS INSURED

Fire including full extraneous perils
Theft (limited to \$30,000 any one item of plant)

Transit risks

Accidental damage

BASIS OF COVER

Replacement

MAJOR EXCLUSIONS

This policy does not cover:

- (a) Any aircraft or aerial device in the physical control of the insured or used in work undertaken by or on behalf of the insured.
- (b) Any watercraft owned by the insured.
- (c) Any mechanically propelled vehicles designed primarily for use on public roads.
- (d) Any wear, tear, gradual deterioration, contamination, rust, corrosion or breakdown of any plant and equipment.
- (e) Claims arising from faulty design.
- (f) Mysterious disappearance or shortage.
- (g) Claims arising through infidelity of employees.
- (h) Delay, loss of use, or Consequential Loss or loss of market.
- (i) Loss or damage arising from use in violation of any Statutory laws and regulations.
- (j) Loss or damage due to war, invasion, act of foreign enemy, hostilities (whether war be declared or

not) Civil War, Rebellion, Revolution, Insurrection or Military or Usurped Power.

(k) Loss or damage, directly or indirectly caused by or arising from or in consequence of or contributed to by ionizing radiation or contamination by radioactivity from any nuclear fuel or from any nuclear waste from the combustion of nuclear fuel. For the purpose of this exclusion only combustion shall include any self-sustaining process of nuclear fission.

DEDUCTIBLES

- A. Minimum \$100
- B. Voluntary \$500
- C. Voluntary \$750

OTHER INTERESTS

Lessors and/or Finance Companies

UNDERWRITER

QBE Insurance Limited

EXPIRY

March 31st

RATE

- A. \$100 deductible .85% of sum insured plus State Government Fire Services Levy and State Government Stamp Duty
- B. \$500 deductible .75% of sum insured plus State Government Fire Services Levy and State Government Stamp Duty
- C. \$750 deductible .60% of sum insured plus State Government Fire Services Levy and State Government Stamp Duty.

EXAMPLE

Total of plant for Hire \$600,000 @ .75%	\$4,500
Fire Services Levy N.S.W. 22%	<u>990</u>
	\$5,490
Stamp Duty .07% of sum insured	<u>420</u>
	\$5,910

The comments as per the fire cover are applicable to this class of insurance.



BUILT FOR PROFESSIONAL USE AND AMATEUR ABUSE

MANG JR 2000 is a trouble free high profit making Rotary Hoe. With no gears to strip, Mang is ruggedly constructed with heavy duty chain and sprocket reduction drives, trouble free clutch, and powered by the ever popular Robin engine. If you are thinking of hiring Rotary Hoes, then think Mang.

If you find your existing Rotary Hoes are not making a profit then change to Mang, they cost a little more but last a lot longer. \$1750.00 nett, ex Melbourne, while stocks last.



MODEL JR 2000

MODEL 7C



A & N CHIPPER SHREDDER GRINDER — The Rental Yard machine of the future. Already in high demand because of the difficulty and cost of dumping garden waste. Home gardeners are finding that it is more economical to recycle garden waste for compost and mulch.

The A & N Chipper Shredder Grinder is built for long life under severe working conditions. With your choice of engine it is two machines in one. The Chipper is built on the side of the unit and its 12" flywheel carries a hardened chromium steel blade of the finest Swedish steel capable of chipping 3" branches with ease, whilst smaller branches or leaves are dropped into the large Hopper and are rapidly reduced by 24 hardened hammer knives that swing from a Rotor in the form of a Hammer Mill.

With its selection of screens, its versatility is far greater than any machine of its kind on the market.

Without engine, \$535.00 nett, plus sales tax.
Engine base slotted to suit Robin EY25 7 hp., or
Mitsubishi G700/70 7 hp.

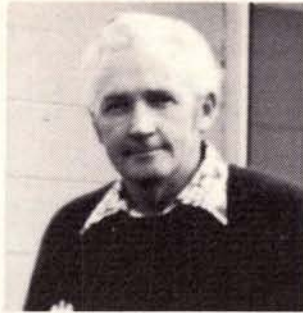


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N.Z. PRESIDENT'S MESSAGE

GORDON DALE



It looks as though sales tax on spare parts is here to stay as our Government, after studying recommendations of the committee of enquiry into spare parts, has decided not to remove the tax imposed in the 1976 budget and in fact the 1979 budget has broadened the tax to cover nearly all spare parts used by hire establishments.

Prior to the latest budget it was possible to claim a refund of sales tax on replacement engines, bearings, batteries and tyres when these were fitted to a machine which was exempt from tax. As far as hire firms are concerned nearly all of their machines and power tools are now covered by sales tax and common parts like abrasives, engine spares, chainsaw spares and so on have suffered another heavy price increase to cover the sales tax imposed, with little chance of refunds or exemptions.

The Government has said that removal or reduction of sales tax or reduction of rates of customs duty on replacement parts is "not appropriate because of budgetary considerations".

The committee of inquiry sorted out the sales tax as one of the major villains behind fast-rising parts prices. It has heard submissions from 50 organisations, and public hearings occupied 28 days spread over nearly three months.

Announcing the decisions made by the Government following the recommendations of the inquiry committee, the Acting Minister of Trade and Industry said that the revocation of price stabilisation regulations in April had substantially affected the recommendations.

A general surveillance scheme is now in existence and the department will continue

to investigate prices which could be regarded as excessive.

The customs department is currently studying the implications of altering the basis on which duty is assessed from "current domestic value" to "free on board". A change would affect all imports subject to duty. They are also studying the feasibility of a system that would accelerate clearance of air-freighted consignments.

Franchised distributors have been asked to develop a better understanding of industry problems by improved communication, and to consider linking dealerships to central computers in an effort to improve stock control and service.

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Well established Hire & Sales business. Equipment & premises in first class condition. Excellent returns & future growth potential.

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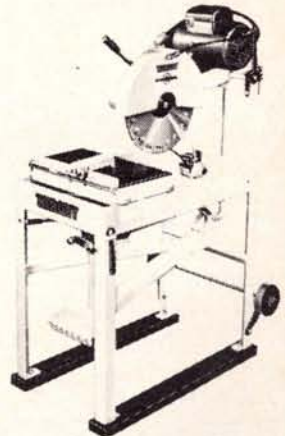


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AUSTRALIA'S UNTAPPED POOL OF TALENT

I was talking to Bob Cunningham who runs the "Tool Shed" in Canberra at the recent Hire Convention at Surfers Paradise. As those people who know Bob will testify he is a very direct sort of person. Direct and fair. He has certain ideas which he feels very strongly about. One of them is the problem with labour here in Australia.

I suggested to Bob that he put a few words down on paper and pass it over to me and I would pass it on to our readers.

A week later it arrived. Unfortunately we weren't able to publish it any earlier, but nevertheless ...

For many years we have all had our problems with the poor quality of staff and all its ramifications — don't care, sloppy, scruffy, poor education, poor writing and reading skills, lack of product knowledge, lack of drive, no ambition, unreliable, sticky fingers, etc. etc.

Unfortunately the offer of well above average pay, good working facilities, bonuses, profit sharing, company car, etc. seldom seem to help in acquiring better quality staff as these "perks" have become a way of life and only add to the employers overheads.

Not being one to stand still and accept less than a dollars work for a dollars pay, we have tried countless approaches and for the most part found them totally unsuccessful. We all tend to stick our heads in the sand and accept or tolerate poor performance results with no resulting action except the occasional firing. Over a period of time our standard of service is either lowered or we are forced to add more of the same kind and thus compound the problem.

When we had the initial credit

crunch some five years back we were forced to take a very critical look at our cost structure and staff levels. In our case we had to cut some of our staff to rid ourselves of the dead wood. We then had to insist on greater performance from those who remained.

Those who couldn't, or wouldn't, perform to the new standards are "no longer with the firm".

In several cases the replacements were women (not young girls) who proved to be welcome improvements in efficiency and results. In some cases they started in a menial capacity and quickly advanced through their efforts and drive to positions of more responsibility.

Our women have been used for deliveries of all kinds, in the service department, in sales, as a hire controller, in accounting positions, and many more.

What are the results?

Over the last five years we have tripled our hire, quadrupled our sales, and cut our staff by 50%.

And today we are thin, lean and mean.

Our Phillip Branch is managed by a woman who started off as a cleaner. She now has another woman to assist her when needed. Between them they sell, hire, service all the equipment seven days a week, as well as handling deliveries, sales stock, pricing, cleaning and other tasks. Today the branch is not only profitable but an absolute show-place.

In the case of our Fyshwick Branch the manager is also a woman. Again she is responsible for all the hiring, a lot of service (especially nailing guns and spray equipment) billing, collecting plus a million other things no one else does — solving problems. She has two men working for her to do

New Zealand Hire & Rental Convention

You are invited to the 3rd Annual Convention of the Hire Services Association of N.Z. (Inc) to be held in Rotorua, N.Z., from June 16-19, 1980.

Venue and Accommodation:

All seminars will be held in the Travelodge Motor Inn and block bookings have been arranged for accommodation at a guaranteed rate of \$33.00 Twin/Double and \$25.00 Single. To take advantage of these special rates all accommodation must be applied for along with Convention registrations direct to the Convention Secretary. The hotel enjoys a quiet lakeside location within walking distance of the city centre and is only a three minute walk from the world-famous Polynesian Hot Pools, Blue Baths, and Government Gardens, so bring your bathing costumes.

Further information will be published in our next issue.

repairs, service and deliveries (they are great, too!).

I am currently looking after the sales side of our Fyshwick Branch after recently disposing of two losers. I am looking for a woman to train for this position. Involved will be stock work, pricing, orders, quotes and sell. The male sales staff we have had over the years just didn't get the job done at any price.

Bob went on to quote other examples of how women had proved to be highly efficient in jobs once considered to be the exclusive territory of men. He concludes his letter by saying ...

So take a look at your operations. If you don't like what you see, try out a new market of tremendous potential. You could be surprised at the huge reservoir of untapped talent available. We do more business at lower cost, have fewer problems, and make more money. Anyone can.

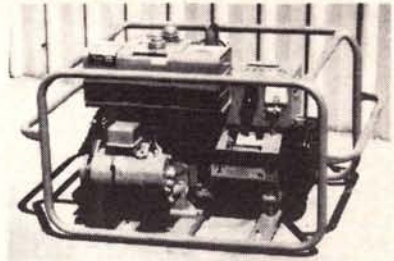
HIRE ASSOCIATION HAS ADOPTED A NEW LOGO...

Your Association has adopted a new Industry logo.

Members are urged to use this logo whenever possible in advertisements, on letterheads, business cards etc.

It is an easy to recognise corporate emblem that will help us all in projecting a professional image for our industry.

You may use the logos below by cutting them out and supplying them to your printer. If you require a smaller or larger size, he has the facilities using these logos.



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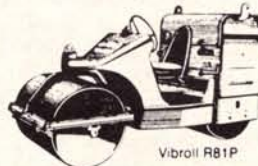
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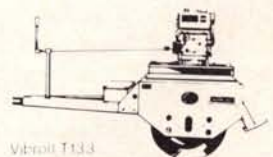
Vibroll W71P



Vibroll T182



Vibroll R81P



Vibroll T133

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RMV 77/2

HIRE AND COMPACTION THROUGH THE AGES

When "HAIRY OGG" invented the wheel some time back, leading road construction experts of the day came up with a new word, "COMPACTION".

Of course it wasn't spelt like that, letters hadn't been invented – come to think of it, neither had writing. But anyway, it was noted that Hairy's wheel, even though it wasn't truly round, ran better over smooth ground, a ground that was packed hard with the knobby stones knocked down. Hence Compaction.

So you see, they had the word even then, although they couldn't write it, or even spell it out, in fact they couldn't do much at all during this period, because they had no Compaction equipment anywhere. They had initiative though and Hairy's brother – Willie – the literary one, had already come up with a saying that would be handed down to posterity. "Necessity is the Mother of Invention", and it was so, because Michaelangelo Ugg "hammering out designs on his cave wall", came up with an idea, and duly patented the first "RAMMER". Part of a tree trunk, wielded by one man, for knocking down high spots and rocks.

It was an immediate success, not for what he intended, but for knocking over Sabre Tooth Tigers – Mastadons – Girl Friends and Mothers-in-Law.

Of course they had to change its name, as the Elders explained, it wouldn't be nice for later generations to hear that their forebears "RAMMED" everything in sight – Tigers, Girl Friends, Mothers-in-Law, etc.

So "Glubb" invented the Club, and kept history decent.

Now our road experts, having lost their first "Compaction" Tool, put their heads together and decided to invent a "Vibrating Roller", but alas, that was a silly futuristic dream, and would have to wait until someone invented Iron and a few other items.

There was nothing else for it, they would have to use Hairy's new patented Roller, part of a tree trunk of fairly large dimensions.

Requiring a motivating power of 20 MP, they carried it to the top of the new section for testing.

Alas, starting from the top of a hill wasn't a good idea, Brakes, not having been invented, or even thought of, wouldn't have held, anyway. The result was 20 applications for workers comp., and the local Cop, investigating the calamity, came up with another new word for posterity – "Un-Roadworthy".

So, time in the land of our early heroes passed quickly. Unable to build their roads, they stayed at home – ate, slept and – er – multiplied.

Then one day, a Mr. E. GYPTION, a cousin of Ramses The Builder, in the land of "Pharaoh's", finally invented and built the first Roller.

A sophisticated machine, made of pure stone, with a drum diameter of 36 cubits, it had a hand hammered central orifice, through which passed a K.D.H.W. Shaft. The whole was precision built to exacting standards. Attached to each hand turned end of the shaft was a twist spun, 6 ply hide rope, woven into harness length for the 40 MP Power train.

He called this, his "High Speed Production Model 1A", because the "Whip" supplied, gave "Torque conversion for full power at all speeds".

It was a great success, but troubled from the outset by mechanical failures. As always with Rollers, bearings can be a source of trouble and eventually it was scrapped because of "Burnt out shaft and cracked drum". It can still be seen on the scrap heap of yesteryear, two kilometers past the GHAZA PYRAMID, next to Ali's Kentucky Fries.

It took a later inventor to come up with "VIBRATORY COMPACTION".



JOE CASTELLUCCI, a migrant from Rome – Italy, hit the big time during the advance of the Legions across Europe, and inadvertently may have invented the "British Guards Drill Sergeants" too, because they have the same, or similar, systems for cracking concrete Barrack Squares.

Joe, an engineer for the BORGIA BROS. contracting mob, spying the raised boot of a "Marking Time Legionaire on Punishment Drill", quickly multiplied by 2000, and came up with his requirements. One Legion – 1000 men – for Compaction only.

Collecting his wallet, he set off to see his cousin, the General, to make a deal, but the General, not of Roman stock, and honest to boot, could not be bribed, though he decided that it was within his jurisdiction to HIRE out part of his army.

Joe, taking charge of his compaction unit, soon had them on the job, marching up and down – "mark time" – "forward", "about turn", "mark time", "forward". The ground shook, densities were achieved in two passes, and the Borgias made millions.

In the archives of Rome one can see the Official Invoice for the first "HIRE CONTRACT" ever recorded. Dated 0001 B.C. it states, Hired to Borgia Bros. One Compaction Regiment 100 Lira a day. Boots as consumables, insurance does not cover corns or flat feet. Faded by time, the heading reads "General Hire" – Compaction Experts. Branches in Gaul Britton and Calladonia.

It is rumoured that they were later taken over by Coates.

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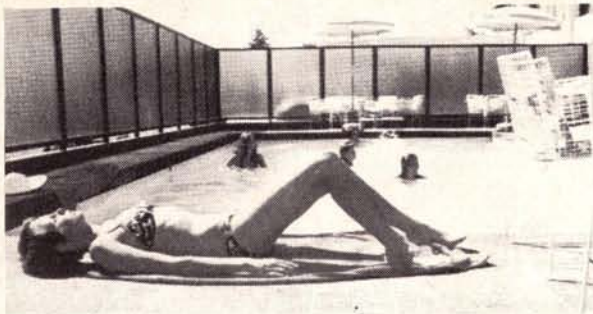
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1980 CONVENTION IN CANBERRA

As reported on page one, the 1980 Convention will be held in Canberra.

Association members will be encouraged to consider bringing their families to the nations capital for this year's convention. In most States the first week in September is part of the school holidays and this should make it a lot easier for members with school age children.

A wealth of different types of accommodation is available from world standard motels to comfortable caravan parks. Sorry, we believe the Lodge is fully booked at this time of the year!

The sites of Canberra are legendary. Political structures including the new Parliament House currently being planned. The Mint ... the War Museum ... sailing on the Lake ... day trips to the Snowy, you could spend a month in Canberra and not see everything.

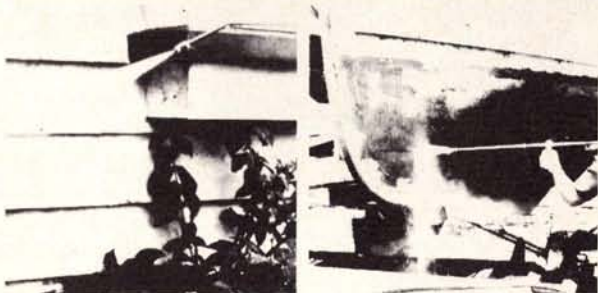
In fact if you or your family haven't been to Canberra before, it could be a good idea to arrive on the previous Saturday (as our overseas visitors are doing) and spend the extra two days touring the sights.

As more of the Convention programme is planned we will supply details.

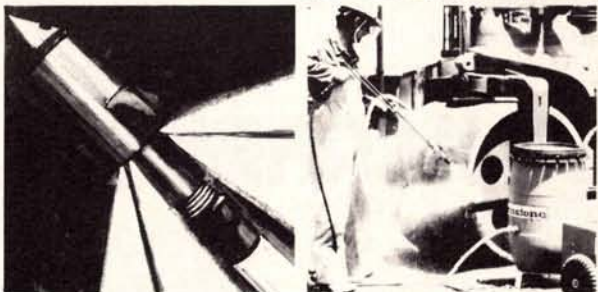
In the meantime make a note in your diary now ... September 2nd-5th Hire Association Convention, Canberra.

See you there!

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AROUND THE INDUSTRY ...



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As part of a planned growth programme, Donpra Industries Pty. Ltd. has appointed Mr. Graeme Murden as General Manager of their Products and Services Divisions.

Based at the company's new Sales and Hire complex in Morwell he will be responsible for developing and implementing Donpra's marketing programmes as well as the overall co-ordination of the Products and Services Divisions.

Executive moves at Kwikform

Mr. N.D. (Don) Stevens has been appointed to the newly-created position of divisional manager, Kwikstage scaffolding division, with Kwikform Industries Limited.

Mr. Bryan T. Paten, formerly Victorian state manager, Kwikstage division, has succeeded Mr. Stevens as divisional manager of the group's Portacom division, which handles portable site accommodation.

Mr. James E. Dix has joined Kwikform as chief financial executive, with overall responsibility for the financial affairs of the Kwikform group.



Four new members have been admitted to the Queensland Association ...

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