

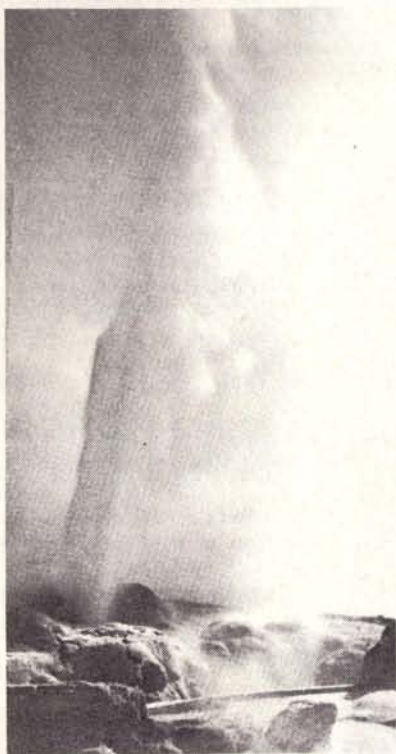
HIRE & RENTAL

OFFICIAL JOURNAL OF THE
HIRE ASSOCIATION OF AUSTRALIA
AND THE HIRE SERVICES ASSOCIATION OF NEW ZEALAND INC.

AUSTRALASIA

Volume 1 Number 2 March 1980

Registered for Posting as a Periodical — Category (B)



"Haere mai" — the traditional Maori welcome. For years Rotorua has been synonymous with holidays and visitors — it has so much to offer. A city where the weird and the beautiful blend into days of fascinating sightseeing, relaxing sport and endless interest.

And of course Australian visitors should remember that no passport is required for trips to New Zealand.

Included in the provisional programme will be an interesting seminar on the "Energy Crisis" plus another on "Security on the Hire Premises".

Amongst the social activities is included, naturally, a Polynesian feast, which conference attendees are urged not to miss.

For further details on the conference members are advised to contact the Convention Secretary, Hire Services Association of N.Z., P.O. Box 822, New Plymouth, New Zealand.

Further details of tours available will be published in our next issue.

ROTORUA SITE FOR NEW ZEALAND HIRE CONVENTION

"HAERE MAI" means welcome

Australian and New Zealand Hire Association members are cordially invited to attend the 3rd Annual Convention of the Hire Services Associ-

ation of New Zealand to be held in Rotorua from June 16th to June 19th 1980.

To every visitor Rotorua says

IN THIS ISSUE ...

Insurance

Know more about your tax

Fight against Arson

Viewpoint

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HIRE ASSOCIATION OF AUSTRALIA
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OF NEW ZEALAND INC.
Volume 1 Number 2 March 1980

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TAXATION YOU AND THE LAW

It is a brave man who does not flinch when he receives correspondence from one of the many branches of the taxation office.

Regardless of whether it is personal income tax, company tax, sales tax or any other form, the news is rarely good.

It would be a foolish person who did not agree that the basic principle of taxation to pay for the needs and requirements of our society is necessary.

What most of us feel and disagree with is not the principle of taxation but the amount of that principal!

It is unfortunate that the rules and regulations that we must theoretically abide to are not either easy to comprehend or even available for perusal by the layman.

It is even a not uncommon event to have members of the taxation

departments to reverse previous decisions made by their own colleagues.

Nevertheless it is the responsibility of all businessmen to acquaint themselves with as much knowledge of what is tax applicable and what is not.

This is simple commonsense: and yet it has often been found that individuals, both private and corporate, have been paying substantial amounts for long periods of time simply because they were not aware of the allowable concessions. And more importantly THEY WERE NOT TOLD!

We have therefore reproduced a series of articles that we hope will be of interest and value to our readers. These articles will be spread over several of the forthcoming issues and we suggest you put them in a safe

referral point for future perusal.

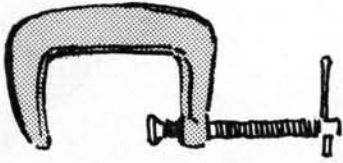
We are indebted to back issues of the "Taxpayer" for the data.

IS SALES TAX PAYABLE ON FREIGHT CHARGES?

We've had this question from a number of Members lately, most of whom felt it was wrong to charge tax on more than the apparent selling price of the goods; but we say 'apparent' because Sales tax is payable on the 'Sale value' of them at the point where ownership passes. Normally the vital sale is that when the goods leave the last wholesaler, but this is not the case always — and with certain sales direct to the ultimate consumer, what appears to be a retailer can be the one who is obliged to charge tax and remit it to the Department.

But that is another matter although →





TAXATION: YOU AND THE LAW

Cont. from page 3.

the question of Sales tax on freight can arise in such instances where some delivery charge is part of the overall price on such a sale made direct to the ultimate consumer.

There is no sales tax on freight, as such, but on the higher "sale value" of the goods. It costs the vendor more to get them to the point of sale, and his selling price is higher (itemised or in one sum).

Charging freight separately is not an answer; freight charges up to the point of sale are the vendor's responsibility. If they are passed on, then that is reflected in a higher "sale value".

When & where does ownership in the goods pass

This is the crux of the problem, and it all comes down to the common law question of: For whom is the carrier working?

If the carrier (or one of them) has been engaged by the vendor acting on his own behalf, then the goods remain the property of the vendor until they pass from such a carrier's hands.

Consequently, the carrier's charge will form part of the costs of the goods to that point. The goods are dearer, and the Sales tax is calculated on that price.

If the carrier engaged by/for a purchaser

If the carrier is engaged by a purchaser, then the property in the goods would pass once he collects them from the vendor.

At this point, the vendor would look for a lower price (where a separate charge, or a different composite one, might have been

applied), so the Sales tax is lower.

In many instances, the time and trouble involving in evidencing such an agreement for the vendor to act as an agent is more costly than the extra Sales tax arising.

Liability for loss or damage can be a useful test to find just who owns the goods

When Members seek our opinion on these points, one of the standard questions we may ask is: "If the goods are to be insured, in whose name is the policy taken, and who pays the premium?"

Where the vendor accepts liability for the goods until they actually reach the purchaser then this is evidence that ownership has not changed. Of course, there may be confusion over whether or not liability for the safety of the goods still rests with the vendor, so the apparent position may not indicate the full facts.

Invoicing cartage and any other costs separately isn't necessarily conclusive

Many people feel that they can have the Sales tax calculated on the "ex-store" price merely by showing the freight separately on the invoice — or even putting the freight charge through separately on another one.

This merely clouds the situation without altering it, for the 'Sale value' of goods is the total charge (including any quasi-reimbursements for expenses) payable for the goods as at the moment when ownership in them passes.

Don't confuse with retail invoices

When you buy some goods in a retail store these days it's not unusual to be charged something to have them delivered to your home.

In most cases, the vendor would be in all respects a retailer (and, even if the vendor is also a wholesaler, the goods may have been 'appropriated for retail sale' earlier and that point at which Sales tax becomes technically payable to the Taxation Office would have been long since passed) — so no

Sales tax liability on that freight.

DEPARTMENTAL RULING

In the official book: "Commonwealth Sales tax" there are a number of pages devoted to this matter.

The book says: "In determining what is the amount (or price) for which goods are sold, regard must be given to the terms of each particular contract and the intention of the parties.

"The price for which goods are sold may be fixed by the contract, or be determined in a manner agreed upon between the seller and the purchaser.

"If the vendor quotes for the purchaser a price which is inclusive of certain costs and charges for making delivery, and which the vendor is to bear, the amount quoted is the sale price (and therefore, the 'Sale value') of the goods.

"By way of a general principle it may be said that all costs incurred up to the point where the property in goods passes to the buyer, and which are charged by the seller to the buyer, form part of the price for which the goods are sold.

"It is emphasised however that this general principle is qualified to the extent that regard must be given to the circumstances of each individual contract in respect of its particular terms and conditions.

"The question of whether charges for items such as freight, insurance, packing charges, engineering fees, etc., form part of the 'Sale value' of goods depends on whether those charges are a constituent part of the price for which goods are sold.

"In every case, the sale price of goods necessarily includes all amounts charged by the vendor to the purchaser which represent elements in the actual cost to the vendor of bringing the goods into the condition and location in which they are sold.

Editor's Note: Is there a parallel between Sales tax and Stamp Duty charged on rental equipment?

Should Stamp Duty actually be chargeable on the rental plus cartage costs?

NEW INSURANCE SCHEME AVAILABLE FOR THE HIRE INDUSTRY

PART TWO

In our last issue we ran the first part concerning the new Insurance scheme available to members.

In this issue we will continue by outlining the remaining sections of the policy cover.

But firstly we would like to recap on the major sections of the policy.

POLICY: In the name of 'The Hire Association' and/or its members and/or Hire companies for their respective rights and interests.

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. All companies are eligible regardless of size, of location, of business.

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

IMPORTANT: The strength of this policy is that all members are eligible regardless of size. Members may pick any one of the policies or all of them depending upon their requirements. The policy has been prepared to fit the individual's requirements — you select what covers you require.

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QBE NEWS

Profit of QBE Insurance Group edged up from \$4.2 to \$4.4 million in 1978-79.

Extraordinaries reduced operating profit by \$839,000 (\$130,000 profit) of which \$610,000 was a Victorian stamp duty charge "arising from the State Government's baseless view that duties in fact being paid in advance were being paid in arrears".

QBE provided \$1.07 million for tax (\$1.23 million in 1978) after receiving \$1.43 million relief contributed by rebated premiums income (\$1.19 million), capital gains and depreciation offsets (\$267,000) and previous over-provision (\$63,000).

Earnings represented 36 cents a share, down from 42 cents last year,

contributing to steady annual dividend of 10 cents a share.

However, it is being paid on capital increased by a one-for-10 bonus.

Group turnover was up 1.34 per cent to \$103.1 million.

Profits on the sale of assets (\$676,000) were credited directly to reserves and helped to offset the major extraordinary charges.

Directors said premium growth was restricted by its attempts to confine underwriting to business available a "economic rates". Premiums were only up from \$101.78 million to \$103.14 million.

Commissions paid were up from \$13.31 million to \$14.47 million.

Directors said higher claims ratios —

"a direct result of the lower premiums" — produced an increased underwriting deficit from \$4.64 million to \$7.25 million.

Investment income rose from \$10.2 million to \$12.8 million to offset the increased underwriting deficit.

A \$115,000 contribution from QBE's Universal Management Holdings was consolidated for the first time.

The group's results faltered after a 24.4 per cent first-half improvement, to drop 12.9 per cent in the latter six months.

Profit was spread evenly, with \$2.17 million in the first half and \$2.14 million in the second.

A final 5-cents-a-share dividend will be paid from November 11.

NEW INSURANCE SCHEME ... Cont. from page 5.

In this issue we will examine in depth two of the areas the policy will cover,
Combined Engineering Policy and Motor Vehicles.

In later issues we will cover in detail the other areas of the policy.

COMBINED ENGINEERING POLICY

INTEREST

A. All driving and driven machinery and all parts thereof, pressure vessels, welders and battery chargers.

B. Public Liability cover of \$1,000,000 in respect of explosion of Pressure Vessels.

BASIS OF COVER

Actual Cash Value

MAJOR EXCLUSIONS

Exchangeable and wearable parts viz; drills, knives and other cutting tools, dies, moulds, crushing and pulverising surfaces or components, screens and sieves, ropes, belts, chains, elevator and conveyor belts and all parts not made of metal except electrical insulation. Policy also excludes glands and seals, lighting or heating elements, thermionic devices and all Mechanical and Electrical protective devices such as fuses, overloads, shear pins and the like.

DEDUCTIBLES

A. Minimum \$100

B. Voluntary \$500

C. Voluntary \$750

Liability Nil.

UNDERWRITER

QBE Insurance Limited

EXPIRY

March 31st

RATE

A. \$100 deductible 2% of sum insured plus State Government Stamp Duty.

B. \$500 deductible 1.5% of sum insured plus State Government Stamp Duty.

C. \$750 deductible 1% of sum insured plus State Government Stamp Duty.

MOTOR VEHICLES

INTEREST

Car, utilities, trucks and trailers for the personal use of the insured (NOT HIRED OUT) the exception being trailers.

LOCATION

Commonwealth of Australia

BASIS OF COVER

Comprehensive Motor Vehicle Sedans and Station Sedans – Market Value.

Comprehensive Motor Vehicle others – Agreed Value.

Third Party Property Damage – \$5,000,000.

EXTENSIONS

Earthquake, riots, automatic inclusion clause, accessories clause, signwriting, removal clause, warranties and special circumstances clause.

OTHER INTERESTS

Lessors and/or Finance Companies.

DEDUCTIBLE

Sedans and Station Sedans \$250.00

Utilities 2 ton and under \$250.00

Trucks up to 10 ton \$250.00

Trucks 10 to 18 ton \$500.00

Trailers \$100.00

If Third Party Property Damage is required only

Sedans and Station Sedans \$50.00

Utilities and trucks up to 10 ton \$50.00

Trailers \$50.00

UNDERWRITER

QBE Insurance Limited

EXPIRY

March 31st.

PREMIUM

Comprehensive cover

Sedans and Station Sedans – \$150 + State Government S/Duty

Utilities 2 ton and under –

\$100 + State Government S/Duty

Trucks up to 10 ton –

\$200 + State Government S/Duty

Trucks 10 to 18 ton –

\$400 + State Government S/Duty

Trailers –

\$70 + State Government S/Duty

Third Party Property Damage only

Sedans & Station Sedans –

\$50 + State Government S/Duty

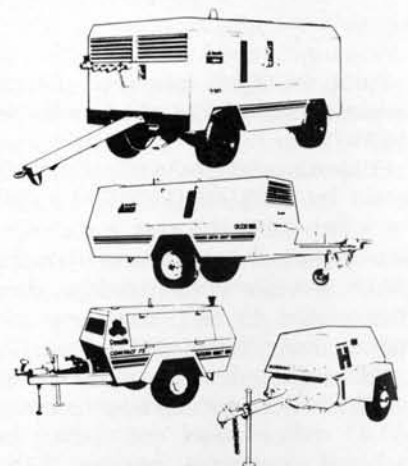
Utilities & trucks up to 10 ton –

\$100 + State Government S/Duty

Trailers –

\$70 + State Government S/Duty

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MY MYSTERIOUS DEPOSIT

By Peter Lawrence of
Art Davies Ltd., Auckland.

To put this heading in the right perspective of a subject such as this, especially pertaining to the Hire Business we must first ask ourselves just what is a deposit. I choose to call it mysterious because of the many and varied ways it is effected. It is also a subject to much perplexity as to what it is and how it is applied.

Let me give you some brief examples of what a deposit is:- it can be a watch, a spare wheel, or some extraneous article that your customer may have had in the boot of his car. It could be an order number from some obscure company, (and if I may add at this point many Hire operators reading this article still have some of these articles in their possession), they will know just why I use the word mysterious. There is no doubt that they have lost their equipment in exchange for a watch, (which probably does not work) or a wheel that was of no further use to its former owner – it is a mystery they will never solve.

CASH ONLY

The more hardy operators however dig their heels in and specify cash only. In their wisdom they come up with a mathematical figure in a deposit form which they will accept from their customer – in their mind they consider it either gentle enough not to offend him and sizeable enough not to scare him away. This is alright of course until one day the Hire Operator has found he has sold one of his \$5,000.00 air compressors for \$25.00.

Some Hire Operators prefer the open cheque system and when the customer flourishes his plastic bankcard, it really looks good, but the Hire Operator is smartly brought down to earth when the equipment is not returned. All he has left is a

dud cheque which came from a stolen cheque book which was in a stolen briefcase complete with bankcard taken from a stolen car at least the cash operator did get \$25.

Well just what do we do about these deposits and how do we implement them, at this point I will bring up three variations which I think affects the deposit.

1. The deposit can vary from the type of Hire business the operator is running.
2. The area the Hire business is operating in.
3. The most important of all the security at the counter.

At this stage we must digress from the word of deposit and take the third variation first as it really is the starting point of a Hire transaction. Customer identification is number one, after the initial enquiry for the piece of equipment in demand. Most operators have notices requesting identification signposted on their premises, but how many of your customers actually read those beautiful notices you proudly display in the majority of cases they have not even seen your price list and have not read the 'Condition of Hire'.

TRY THIS OUT

Lets have an exercise on a customer wishing to hire a torque wrench. The opening gambit from your counterhand should be "Yes sir, torque wrenches are \$3.50 per day, you will need your driving license for identification, and a deposit of \$10.00 only will be required" – Lets look into this a little deeper.

1. The rental of the article required.
2. Identification.
3. Deposit.

Now the deposit has lost some of its importance as identification has gone ahead of it and I must now digress further from the deposit and look at the security at the counter

which you will find will lead us back to the deposit.

Identification comes to our counters in many ways, driving offence tickets, post office books, and miscellaneous bits of paper that have been searched from pockets, and glove compartments. You may have noticed in the torque wrench exercise I mentioned the driving license. In my experience it has proved to be the most effective way of controlling a deposit situation. The majority of your customers arrive by car to take your equipment away, and in the main they have held their licenses for a number of years. If your counterhand is doing his job properly he will compare the signature, on the hire form with the signature on the license. If there is any hesitation on the signature and a feeling that all is not well, (and we do get that at times) have a quick look at the date of birth on the license, with a quick bit of mental arithmetic you will soon see if your customer is of the age the license shows. Other relevant information such as Phone number etc. should be also taken down.

CLOUDY THINKING

Now we go back to the second variation: The area the Hire business is operating in. The geographical situation of New Zealand is such that many Hire Business operate in country areas. This has a peculiarity which we do not have to worry about so much in the cities. In country areas everybody knows everybody, and the Hire Operators have a problem because as soon as money is mentioned the 'everybodies' borrow the desired equipment from the somebody they know. This in turn tends to cloud the Hire operators way of thinking, and he starts to put his equipment out on a low deposit. This is all right for a while until a piece of equipment comes back damaged and repairs are beyond the meagre deposit charged. The Hire Operators in these areas must demand a fair and firm deposit for the service he is giving. He must advertise himself personally with every opportunity he gets, whether it

is in a club, or a pub, and I am sure that the customers in his area can be weaned to his way of thinking if he is doing his job right.

The city operators can also have an area problem and one that can cause him more headaches than his country counterpart. He could have his operations in an area which is heavily built up with flats and apartments, the people who occupy these premises are transient most of the time and when he hires his equipment out to this flat dwelling customer it disappears, his one consolation is that he may have taken a larger deposit than the operator from the country area — once again the security at the counter appears.

DEPOSIT SIZE

We now go back to the first variation. The type of Hire business the operator is running. If you hire big things do you take a big deposit? If you hire small things do you take a smaller deposit? or have you got a system that you play by ear, using

any particular figure you conjure up when confronted by a customer you do not take a fancy to. Your price list has deposit X number of dollars but all of a sudden you are going to up this to scare this customer away because you don't just like him. He looks rough, has lots of tattoo dots everywhere and you have that feeling about this fellow. Well you have no need to up that deposit, a warm 'hello' we haven't seen you for a while — where have you been hiding? (he's probably been in jail and you haven't seen him before anyway). Discuss his Hire problem with him, quietly insist on positive identification which he may or may not produce, and you still part the best of friends, even if he does not hire anything. If he does get his bike number as well as he drives out the gate. Well we have digressed from deposits to security once again.

It is my belief that the deposit should well cover the daily rental or the weekly rental of the item hired plus an amount to cover any contingency that may arise. A system of

deposit levels could be used on your price lists. I use two levels on mine, one being \$20.00 and the other \$10.00 as this suits the operation I run. Operators who are running contracting equipment, their deposit levels naturally would be higher. Some items are of a high risk factor either more open to abuse or theft. These items would be put in the higher levels of the deposit scale, non-risk items can be left on the lower scale, but the lower scale must be high enough to cover that contingency.

Now let us go back once more to that third variation security at the counter. The damage and losses which starts from the slackness at your shop counter through your staff not following the proper security procedure affects your thinking on the deposits you set.

In conclusion Ladies and Gentlemen the best deposit of all is the man you employ behind your counter. Train him right, and you will find that deposit is not so mysterious after all.

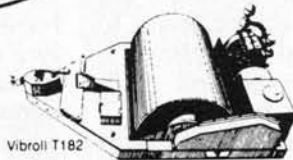
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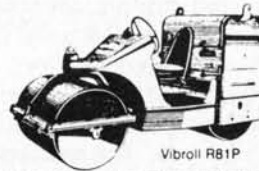
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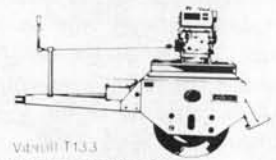
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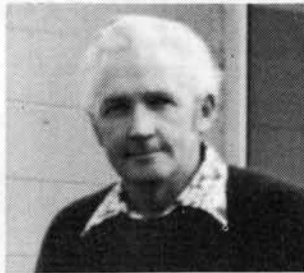
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Responsible Power Hiring



GORDON DALE

Members of the Hire Industry must prepare themselves for an increased role in the giving of positive advice to customers not only on what equipment should be used to do a particular job efficiently but also which tool will be the most economical in terms of energy saving.

The use of power tools has always been seen as a sensible way of reducing costs and time, but power is

produced from resources that are becoming both scarcer and more expensive and we could even see a time when it may be cheaper to cut that timber with a hand saw rather than a power saw (perish the thought).

Relative costs of different types of energy could be the deciding factor as to whether you recommend a hydraulic breaker, air compressor and breaker, electric demolition hammer or the good old sledge hammer for the concrete breaking job your client envisages.

The challenge to be faced in the 80's will be coping with customers who deem hire men to be a breed of professionals who hire out increasingly technical machines and tools to accomplish completion of particular projects. You will be expected to have the knowledge on the best tool

for the job, how to use it and the results that can be expected from the proper use of the item.

Your customers, more than ever, will be looking to you for guidance in the choice of hire equipment and you in turn will be looking to the manufacturers of this equipment for technical information which can be passed on to the end user. Inevitably this will necessitate staff training sessions on much broader subject than were ever envisaged in the 70's.

The Hire Association will undoubtedly play an important role in the future by arranging condensed training courses for counter staff on subjects such as concrete laying and finishing, water pumping, compaction of fill, spray painting, carpet laying, welding techniques, etc., etc.

I wonder how long it will be before some enterprising hire man sets up and advertises his business as an "Equipment Hire and Advice Centre".

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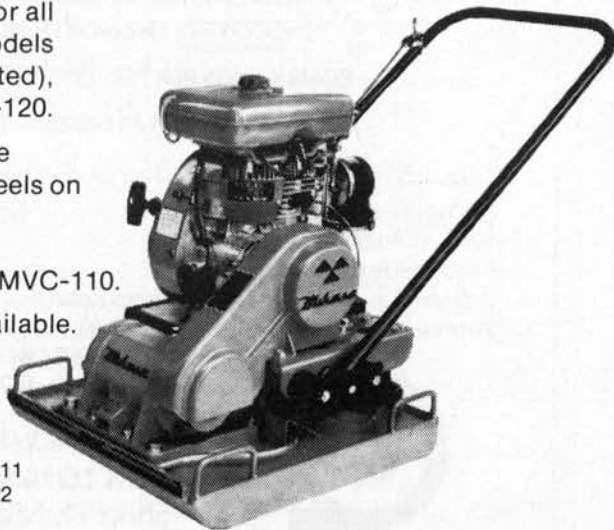
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editor's viewpoint

We're now well and truly into the eighties ... a new decade, a new era in the world of commerce and business management.

What is becoming more and more apparent is the survivors of the next decade will be those who best adapt their skills and abilities to the new wave of technological process and consumer rationalisation.

Let's make no pretensions about this. It will be the survival of the fittest. The strong will prosper and the weak will be consumed.

Perhaps we should ask ourselves a few questions.

Firstly, how will the smaller hire operators fare? Are we looking forward enough to adapt, or will we go the same way as virtually all the

small business entities of the last two decades ... eaten up by the conglomerates.

Look at your own industry already. There are two very large nationally based hire companies plus a couple of large state based organisations. And if you've read the same marketing books as I've done you'll realise that the one of the best ways to increase company turnover and profit is to buy up the smaller companies.

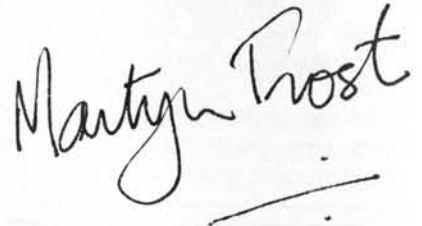
Wait and see ... but don't hold your breath.

Can in fact the smaller business offer the type of service and compete in the forthcoming technological age? What about the stock control, inventory rationalisation,

instant debit/credit accounting procedures.

Interesting questions. The answers will not necessarily happen in the future but are part of an evolutionary pattern that is taking place right now. Someone once said if you're doing today what you were doing yesterday, then you're going backwards.

It's worth thinking about, isn't it!



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THE FIGHT AGAINST ARSON

Arson has become something of a phenomenon in Australia and New Zealand over the past five years. Not that the incidence of this crime has been unknown, but the increase has been quite dramatic over this time.

No business or facility in the community is exempt and destruction has ranged from industrial complexes to churches and schools.

The loss of a business concern is not only tragic to management, shareholders and staff, but to the economy generally of a community and, on a collective basis, to the country at large.

What can be done to protect as far as possible premises from this scourge?

ACTION PLAN FOR MANAGEMENT

The following measures can be included in a Management Plan:

Keep out intruders

Automatic intruder alarms linked to a central monitoring point will reduce opportunities for fire raising, as well as ordinary break-ins; if intruders are disturbed within five minutes of access the damage is considerably reduced.

Control of access at all times

★ Supervise entrance into the premises by day.

★ Lock all gates that cannot be supervised.

★ Secure the whole premises at the end of the day, and when it is unoccupied.

★ Check that all doors, windows and gates are locked.

★ Keep unauthorised persons out of storage areas at all times.

★ Keep fences, walls and gates in good repair; seal gaps beneath doors, mend broken windows and cut back vegetation.

★ Keep security staff well informed of their duties.

Kill fire quickly

★ An automatic sprinkler or fire detection system designed to call the fire brigade immediately will detect fires before they become serious.

★ Whether there is an automatic system or not, there should also be regular fire safety patrols outside working hours.

Deny fuel to the arsonist

★ Keep waste and rubbish out of reach, particularly away from doors and windows where arsonists can easily use it to start a fire.

★ Check that secluded areas, e.g. beneath stairways, are not depositories for rubbish.

★ Clear packaging and waste from storage areas at the end of the day.

★ Lock flammable substances away when not in use.

Obtain employees' collaboration

★ Screen new employees and follow up references.

★ Strictly supervise casual labour, maintenance men and outside contractors working after normal hours.

★ Call for work re-appraisal reports on all staff from time to time.

★ Allocate security duties either to full-time security staff or to reliable supervisors and other employees.

★ Enlist the co-operation of all staff in reporting suspicious characters and keeping intruders off the site.

Consider layout of premises

★ Avoid employees having to pass

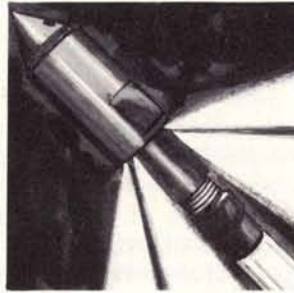
through storage areas to and from their work areas; when this is unavoidable special attention should be paid to security of the storage, and similar unmanned areas.

★ Easy access points such as loading bays, doors and windows should, if possible, be positioned away from site access points; this precaution is particularly desirable with fire exit doors.

This list includes the basic components for protection against arson. A "No" answer for any item indicates a weakness that an arsonist may exploit.

	Yes	No
1. Is there an adequate Preplanning for Emergencies Programme?	<input type="checkbox"/>	<input type="checkbox"/>
2. Is there a fire brigade or fire safety team — properly organised, equipped and trained?	<input type="checkbox"/>	<input type="checkbox"/>
3. Has co-operation been established with the Fire Service as recommended under your preplanning for emergencies programme?	<input type="checkbox"/>	<input type="checkbox"/>
4. Have suitable guard patrols and alarms been provided for fire protection purposes and to detect intruders and control unauthorised movement of employees and visitors?	<input type="checkbox"/>	<input type="checkbox"/>
5. Are outdoor areas containing combustible materials suitably fenced and lighted?	<input type="checkbox"/>	<input type="checkbox"/>
6. Has adequate protection been provided against exterior exposures?	<input type="checkbox"/>	<input type="checkbox"/>
7. Has properly designed automatic sprinkler protection been provided?	<input type="checkbox"/>	<input type="checkbox"/>
8. Are the water supplies for fire protection adequate?	<input type="checkbox"/>	<input type="checkbox"/>
9. Are firewalls and other cutoffs properly maintained?	<input type="checkbox"/>	<input type="checkbox"/>
10. Has an adequate supply of proper types of portable extinguishers been provided?	<input type="checkbox"/>	<input type="checkbox"/>
11. Are good housekeeping practices being followed?	<input type="checkbox"/>	<input type="checkbox"/>
12. Are materials subject to water damage skidded?	<input type="checkbox"/>	<input type="checkbox"/>
13. Are vacant buildings properly protected?	<input type="checkbox"/>	<input type="checkbox"/>

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Letters ...

The Editor,
Hire News of Australia,
C/- Mr. B. Elms,
Builders Aids,
10 Manningham Road,
Bulleen Vic.

Dear Sir,

FAIR MEANS OR FOUL

Ever since our company joined the Hire Association we have had nothing but praise for the friendliness, frankness, honesty and sense of fair play exhibited by all we have come in contact with.

Indeed having spent 20 years with a leading international company, including representing that company overseas, I can say that I have never seen another industry where its members (and therefore its competitors), all around the world, cooperate together so genuinely for the good of the industry. In the Hire Industry throughout the world you are made welcome everywhere you go.

My confidence was shattered at the Surfer's Convention last September.

My company, Hire Service & Leasing Pty. Ltd., supported the Equipment Exhibition by taking Stand No.25. We intended to display our well known BlueBird Knock Down Engine Hoist and the latest addition to our range, the Danish KEW High Pressure Water Cleaner. When I was overseas earlier this year I made a

study of High Pressure Washers produced on the Continent, UK and USA. I came to the conclusion that the Danish KEW offered the Hire Industry the best value for money and it had gained an enviable reputation in the UK. We took the Australian Agency but unfortunately our first shipment was delayed and the machines did not arrive in time to put them on display at Surfers. So I did the next best thing and on the opening day just after Bob Ansett had spoken I put on a table at our stand all the KEW catalogues I had brought, and then went back and listened to the rest of the morning seminars. When I returned to our stand at 12.30 p.m., when the Exhibition opened for the first time, all of our KEW catalogues had disappeared. I enquired of everyone had they seen them, or anyone take them - the Hotel Staff, the Convention Organisers, other Exhibitors and I had a good look everywhere - they had all vanished ...

Then a miracle happened. When Judge Kroger delivered that final masterful speech and all was over and I went back to our stand to pack up, guess what - yes you are right - all the catalogues had been put back on the table.

I wonder if whoever took them has the guts to own up or was it really "The Fairies".

Jim Nilsson

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LETTER

En route Dallas — San Francisco

22nd February, 1980.

Dear Martyn,

The 24th American Rental Association Convention is over and after spending a few days in San Francisco I will fly home. In total, the Convention involved more than four thousand suppliers and delegates, so you can imagine the hustle and bustle. Delegates attended from Canada, Australia, the U.K., Ireland, Scandinavia and South America. Our hosts were magnificent, and there was so much planned activity that I barely found time to write a few post cards.

The one thing I noticed in particular was the optimism shown by all the delegates. I spoke to very many and without exception, they all expressed the view that the Rental Industry has great growth prospects. Everyone said that they were showing healthy increases and by the way they placed orders with the equipment suppliers, I am sure they must be doing well.

A.R.A. President, Dave Newkirk, has been installed as Chairman of the Board and George Morris is now President for 1980. Dave and Bev. Newkirk worked very hard in 1979, as, apart from spending most of their time attending regional meetings all over North America, they made the long trip down to attend the New Zealand Convention, and to visit Sydney and Melbourne.

George Morris has told me that he intends to come down to Canberra for our H.A.A. Convention in September. Also, a lot of other Americans expressed an interest in visiting Australia for our September Convention, and I hope we can attract a sizeable number, as there is no doubt that they help to make conventions successful.

Bill and Elly Grasse met me on my arrival in Los Angeles and I had the pleasure of staying at their home in Burbank for three days. Also, Jack and Francis Wansmaker showed me around L.A. and later I travelled to Dallas with them.

Really, it is a little sad that I cannot mention everyone who was kind and helpful — everyone was, and I thank everyone.

**John Mason, President, Hire
Association of Australia.**

SUPPLIERS

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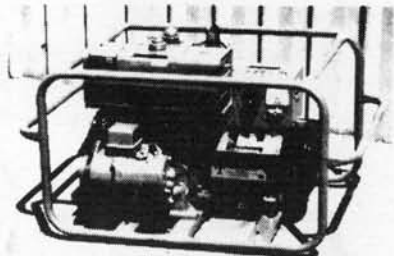
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Vale Mr. Bob Cunningham

With regret we announce the passing of Mr. Bob Cunningham on January 18, 1980.

The Hire Association extends its sympathy to Margaret Cunningham and children Jim, Stephanie and Debbie.



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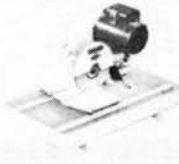
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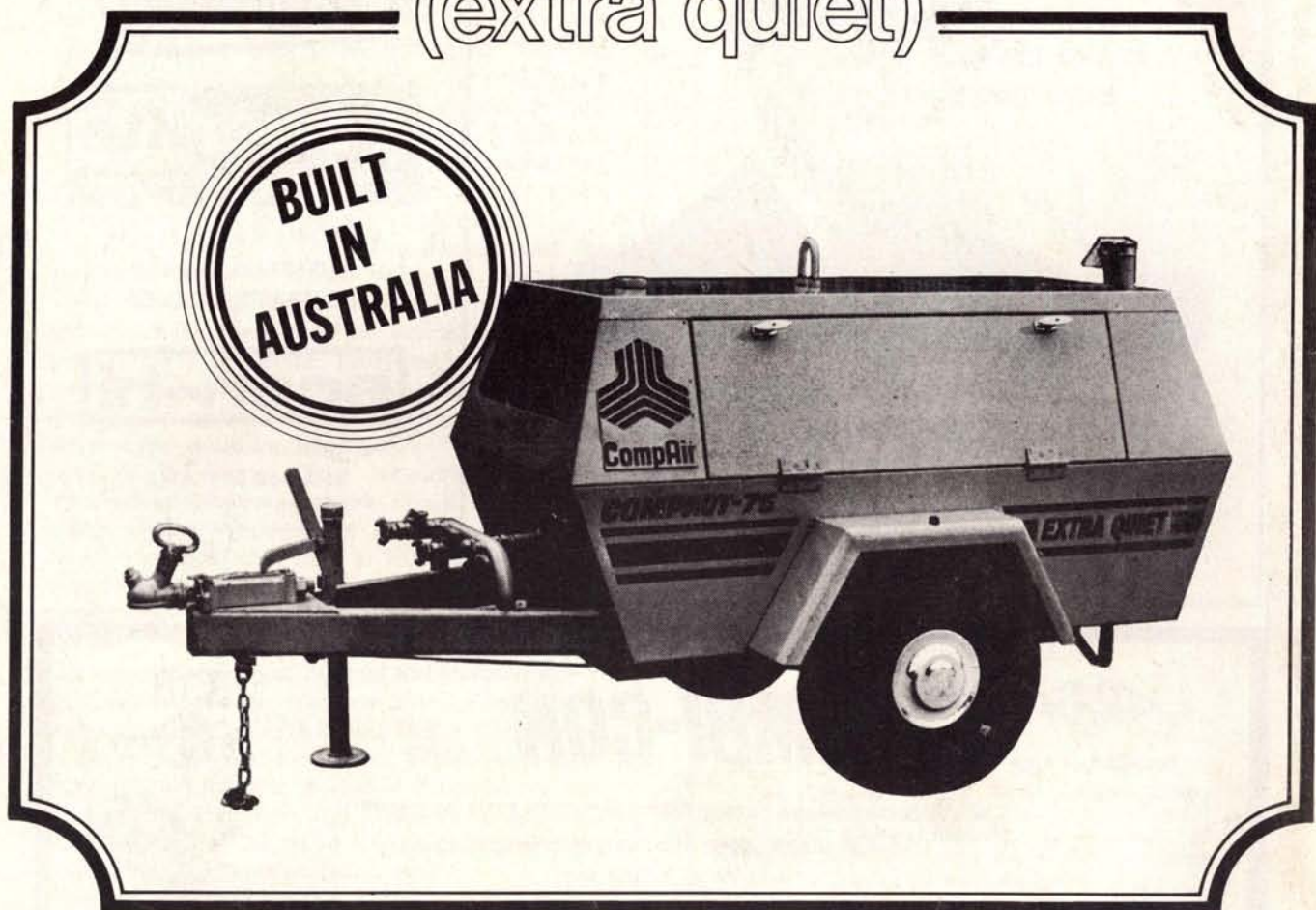
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