

# HIRE & RENTAL AUSTRALASIA

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

Volume 1 Number 3 April 1980

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## 1980 EXECUTIVE COMMITTEE:

At the Annual General Meeting held on the 26th March, 1980, the Executive Committee for 1980 was confirmed.

PRESIDENT: John Mason      SECRETARY: Rolf Schufft

STATE REPRESENTATIVES:

N.S.W.: Tony Donnelly

Rob Wallis

Qld.: John Mason

Arthur Stains

S.A.: John Stevens

Mick Young

Vic.: Brian Elms

Ron Williams

W.A.: Gary Bettridge



## President's Report 1980

The eighties are upon us and this is going to be a decade of great change, mainly because of the continuously rising cost of labour and services and the rapid introduction of new technology. The pace of this change is accelerating and I am sure that those among us who don't constantly adapt to this changing environment won't be in business to see the emergence of the next decade, the nineties.

As I see things the Hire/Rental industry has everything going for it. It is a service industry and as such is one of the few industries that have growth prospects. But apart from this advantage, I can see a great increase coming in the demand for the service we offer because the old fashioned ownership ethic is on the way out. More and more we are witnessing a desire for the use of, rather than the ownership, of all types of things.

The above facts (and facts they are) have been uppermost in my mind during my term as president and I feel that the most important role our association can play should be to endeavour to polish the image of the Hire/Rental industry and to make our association members keen to set about improving the image of their individual operations. We made a start this last year by adopting a new industry logo and by printing promotional folders and decals and by providing code of ethics certificates. In addition the re-vamped membership certificates are on their way. **But**, the job isn't finished now. We have to encourage the use of this material by individuals

and we **must** continue to exploit all opportunities to promote our industry. I think we should invest in the development of these promotional ideas, and be prepared to wait to recover the money invested as individual members put the material to use. I see it as an association responsibility to fund the development of promotional material as the cost would be too great for the individual to bear.

When I took office I made a resolution that I would try my utmost to be a good ambassador for the Hire Association of Australia, so I went to New Zealand for their June convention. Also, I attended the California Rental Association Convention and visited the U.K. in October and I have recently returned from the American Rental Association Convention in Dallas. On these travels I made it my business to meet as many people as possible and to issue invitations to attend our Canberra Convention in September this year and I am confident that we will attract a number of overseas visitors.

The eighth annual Hire Association of Australia Convention at Surfers Paradise in September was most successful thanks to a lot of hard work by many and to the support of our industry suppliers. As one of the organisers, I am grateful to all delegates for helping to make it successful. They were a very happy lot and seemed to enjoy all the functions, which gave me great satisfaction as I think that the measure of success for conventions is smiling faces.

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OFFICIAL JOURNAL OF THE  
HIRE ASSOCIATION OF AUSTRALIA.

Volume 1 Number 3 April 1980

**The Hire Association of Australia**  
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directed to:

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

The National Council met five times this year as follows:

Brisbane	21st March, 1979
Melbourne	7th June, 1979
Surfers Paradise	11th September, 1979
Sydney	22nd November, 1979
Canberra	6th February, 1980

I am pleased to report that the Association's finances are in sound shape. Although the promotional expenditure has been a burden during the last year we will be reimbursed and after all, I don't think it should be our objective to hoard funds. Rather, they should be put to work, and what better cause can we find than promotion of our wonderful industry? Indeed, we are on the ground floor witnessing the birth of a potential giant. Our responsibility is to nurture this future colossus.

Finally, I thank my fellow H.A.A. councillors and secretary Mr. R. Schufft for their support during my term. This last year has been the most gratifying of my life. It seems a shame that it passed so swiftly.

Thank you gentlemen,

**John Mason**  
President of the Hire Association of Australia  
1979/80.

## ATTENTION SUPPLIERS

The National Convention Exhibition will be held from 2-5th September 1980 at

**NOAHS LAKESIDE  
INTERNATIONAL HOTEL,  
CANBERRA.**

**PLEASE NOTE:** Registration Forms will be posted to you shortly. If you require further information, at this stage, ring (02) 525 3333.

# SURPRISE MERGER BETWEEN TWO TOP AUSTRALIAN HIRE MEN

By Martyn Frost

**In a surprise move two of Australia's leading hire industry personalities have joined forces to launch into the 1980's.**

**They are Mr. John Kroeger, founder of Australia's largest party and medical hire company, Abbey Rents Pty. Ltd., and Mr. Robert Langham, financial chief of Australia's largest plant hire company, Coates Hire Services.**

Mr. Langham has now been appointed Chairman of Directors of Melbourne-based Abbey Rents Pty. Ltd., while Mr. Kroeger remains Managing Director. As equal partners in Abbey Rents they talked to Hire News about their plans for the future.

"Abbey Rents is a child of the 1970's, which had only one employee when it was incorporated in South Australia by me in 1971," says John Kroeger.

"During more than eight years the company expanded dynamically, spread to Victoria, discarded its historic South Australia roots, dipped its toes into the Sydney marketplace, and in the past six years alone increased its size ten-fold," he adds.

"This massive growth, caused through aggressive entrepreneurial work by a young and enthusiastic team, created the equal need for new top-flight talent in the challenging areas of administration, control and financial know-how.

"We know that we have a long way to go, so it has been an absolute privilege for myself and Abbey Rents to welcome a respected, responsible, and experienced executive like Bob Langham to the team. As Chairman I expect him to give me a kick in the pants occasionally, and to balance and direct our growth into the most profitable avenues in the years ahead.

"At the moment we have four

Victorian branches, more than 50 employees in busy periods, and our efforts shall continue to be concentrated on the rental and sale of partygoods, marquees, and medical and exhibition equipment," Mr. Kroeger forecast.

Hire News interviewed the new Chairman of Abbey Rents during his first week in office, and the following exchanges took place:-

MARTIN FROST: How did you first

get into the hire business?

BOB LANGHAM: By accident. It was the A.N.I. takeover of Coates that introduced me to the game. As you know, Australian National Industries purchased Coates Hire in 1972, and in July 1973 I moved in as Financial Controller.

MARTYN FROST: What are some of the challenges to the hire industry today?

BOB LANGHAM: Mainly public



The first day of business and Bob Langham settles in to a new job.

image. The hire message is not really well known.

**MARTYN FROST:** What do you see in the future for the industry?

**BOB LANGHAM:** I believe hire companies will become more specialised. Rather than carrying a large range of equipment they will specialise in several major lines. The small companies will probably find it more difficult to stay with the bigger ones because of the continuing and increasing capital needs of the industry.

**MARTYN FROST:** What are the dangers for the industry?

**BOB LANGHAM:** It could outgrow itself. By that I mean investing ahead of its capacity to pay back the investment and charges associated with that investment. The second danger I see is the lack of specialised hire people. There is no other way of training apart from our own internal facilities.

**MARTYN FROST:** Do you enjoy being your own boss?

**BOB LANGHAM:** Yes. The day to day problems are of a different kind to those when working in a big corporation, but nevertheless they are my own and I have to solve them.

**MARTYN FROST:** What advantages does the small company have over the large company?

**BOB LANGHAM:** The involvement in all aspects of the business allows you to get a closer feel of what's going on. In a larger company you are inclined to become too far



"Not quite the same as a ten ton piece of compaction equipment".



Bob Langham and John Kroeger who joined forces recently.

removed from the real action.

**MARTYN FROST:** How do you and John separate your duties amicably?

**BOB LANGHAM:** We have allocated all aspects of the business to either John or myself. His areas are mainly marketing and operations, while mine cover accounting, legal, administration etc.

**MARTYN FROST:** What are your hobbies outside business?

**BOB LANGHAM:** My greatest love is my regular game of golf. I play at Kingsford Golf Club on a current handicap of 16. That is about the right mark. I also enjoy travel and swimming.

**MARTYN FROST:** Are you able to turn off from business at home?

**BOB LANGHAM:** I believe my home life is quite private, although I do discuss business problems on occasions with my wife, Janice. She is a reasonably good sounding board.

**MARTYN FROST:** What is your view on the value of associations?

**BOB LANGHAM:** It is obvious that we are all still learning about the hire business. Therefore, the greatest benefit I consider is derived from our Hire Association is the opportunity to

discuss and solve mutual problems. (Editor's Note: Mr. Langham is currently Vice President of the Victorian Hire and Rental Association).

**MARTYN FROST:** What were your first impressions of the important differences between plant hire and medical and party?

**BOB LANGHAM:** The first thing that struck me about party and medical hire was the obvious difference in size of the articles hired. Compare a 20-ton self-propelled roller with a dozen silver teaspoons and you will understand what I mean. The other aspect associated with party hire is the multiple type hiring, in that the hire of a marquee for a party attracts a multitude of other items in the one hire. There is little incidence of this type of multiple hiring in the plant hiring area.

**MARTYN FROST:** Could you give a short history of your career?

**BOB LANGHAM:** I left school at the age of 15 and commenced work with the SEC where I worked for about three years. Then came National Service in the RAAF for six months, and T and G Insurance for 3½ years

(cont. page 5)

until 1955. I started working in A.N.I. in May 1955 at the National Forge division at West Footscray. I left A.N.I. on two occasions and returned. The first time was in 1961 when I joined Caterpillar Australia for two years, and the second was in 1968 when I worked for the Swedish company Kockum Industries for two years. I moved to Sydney with A.N.I. in April 1970 and returned to Melbourne in July 1973 to take up my appointment with Coates. I commenced my accountancy studies in 1955, completed my Society of Accounts degree in 1959, and my Chartered Institute of Secretaries degree in 1961. I was married in September 1957 to Janice and have two children - Paul, 20 and Andrea, 18, both of whom are still doing their tertiary education.

**MARTYN FROST:** Why did you join Abbey Rents? A lot of people would have expected you to go into the plant hire business if you went out to work for yourself.

**BOB LANGHAM:** For one thing, I was approached by John to consider a move to Abbey, and I felt that the

technical needs of party and medical were not as great as in the plant hire area. A plate is a plate and a fork is a fork. Abbey's location in Melbourne was also of prime importance to me.

**MARTYN FROST:** Whom have you most admired in the industry and why?

**BOB LANGHAM:** I have met many marvellous people in our industry, and I honestly believe that they have to be hard-working and efficient to stay in the game. If I could suggest our American friend Bill Cushing is a man to be admired I am sure none would disagree with this. I never cease to be amazed at the amount of time and energy this man expends throughout the world for the benefit of the hire industry.

**MARTYN FROST:** Do you have any predictions of the future of franchising in the hire industry in Australia?

**BOB LANGHAM:** The American message is that franchising will probably get here eventually, but how or when I would hesitate to predict.

**MARTYN FROST:** What do you

think made Coates the great company it is today?

**BOB LANGHAM:** An active and efficient management team backed up by a parent company which was willing to invest in the future of the hire industry.

**MARTYN FROST:** What is your opinion of discounts and price cutting?

**BOB LANGHAM:** I have seen instances where discounting and price cutting have virtually caused the demise of several healthy hire companies. The industry should be strong enough through its association to provide rigid guidelines in this area. No one gains from price cutting except the user or the consumer.

**MARTYN FROST:** What is your personal opinion on the use of the word "rental" as against "hire"?

**BOB LANGHAM:** The terms are interchangeable. A rental or hire company is the same to me and I have no preference one way or the other.



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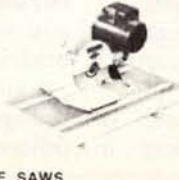
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## PROMOTION IN THE 'HIRE' INDUSTRY

**"when business was good he said he  
didn't need to advertise.  
When business was bad he said he  
couldn't afford to advertise.  
It's funny but he's not around any more"**

One of the star speeches at the last Hire Convention, Surfers Paradise, was from Dennis Everingham, a highly talented and gifted advertising man.

Dennis spoke eloquently and humorously about advertising within the industry – and more particularly the lack of it.

What he said made a lot of sense. The industry is not well known and there is a great mass of the general public who are potential customers but are not aware of the services available to them from their local hire companies.

Apart from the yellow pages, which we all agree is excruciatingly expensive for what you get, the industry tends to hide itself away from the public's eyes.

A start has been made by two of our State Associations who took stands in their States "Home Shows" and the results achieved were believed to be quite encouraging.

Notwithstanding, is this enough?

As an onlooker to the industry I believe not.

I believe there is a wealth of untapped business out there in

consumerland that can be tapped by forward thinking Hire companies.

### HOW TO GET TO THEM

Firstly, I think we should look at the areas of greatest potential and this must evolve around the home handyman and party hire.

A little bit of market research through friends and acquaintances revealed a story, sad but true: In most cases the general public are not aware of the *range* of products that are available for hire. More so they are not aware of how to use some of the products and are reluctant to ask.

It would appear obvious therefore that some form of promotional effort that was geared to selling the result of the hire and not the actual article, would be the answer.

I can cite two examples.

Firstly, an advertisement that says – "Cut up all your winter firewood this weekend for only \$20 – hire a chain saw from Acme Hire" and "Clean up old dirty brickwork this weekend and add value to your home – with a brick scabber from Acme Hire".

You see what we are doing is selling the benefit and giving your potential customer the expected

result – not the effort involved.

### PROMOTION UNDERWAY IN THE UNITED STATES

In the latest issue of "Rental Age" there is an interesting article on a current industry advertising promotion, that the A.R.A. have had prepared.

Designed to appear as a series of full page magazine advertisements covering the total hire spectrum and which have been scheduled to appear in consumer magazines.

A sample of one of these has been reproduced for your interest on the next page.

### AND THE FUTURE?

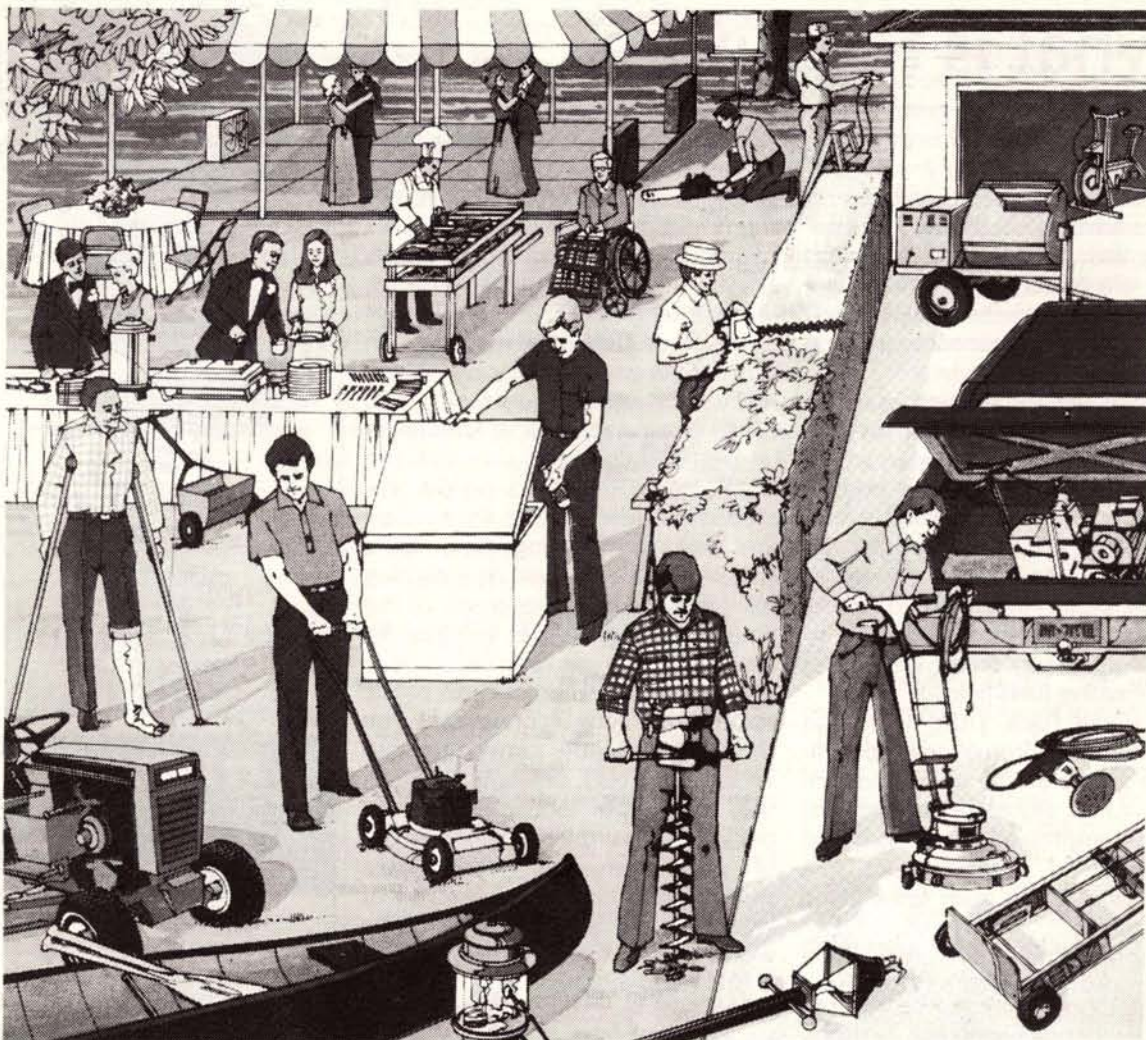
So what do we do. Well some form of total industry promotion is definitely needed.

Steps, through our National Executive have already started with the production of leaflets and decals (have you ordered yours, yet?).

But more is required. And the ground swell must come from the members.

Or else we might be like the man who couldn't afford to advertise.

What was his name?



## Can you identify the 34 items shown above available for rent at many A.R.A. stores?

These days, you should be on the lookout for every possible way to save money. One sure way is to rent equipment you expect to use only two or three times a year. When you rent, you pay only for the time the equipment is in your possession.

There are 34 items shown above, representing only a few of the hundreds that are available for rent. Renting not only saves costly initial investment, but also eliminates maintenance and depreciation, as well as storage problems.

You can rent professional quality lawn and garden equipment, power tools, party needs, convalescent aids, and moving equipment, camping, sports and exercise equipment. For 34 items of rental equipment illustrated, see list at bottom of page. For further information, check the Yellow Pages under "Rental Service Stores and Yards". Or write American Rental Association, 2920 - 23rd Avenue, Moline, IL 61265.

### NEED IT? RENT IT!



Most of the items shown are available for rent at many A.R.A. rental stores and yards: canoe, camping lantern, appliance dolly, drill-polisher (hand held), floor polisher, power auger, lawn mower, garden tractor, crutches, cooler, sod cutter, cement mixer, exercise bike, hedge clippers, paint sprayer, movie screen, chain saw, stereo speakers, wheel chair, barbecue grill, dance floor, fan, round table, folding chairs, coffee urn, chafing dish, china, table cloth, spreader, ladder, tent, paddles, drop cord, silverware.

# ALTERNATIVE FUEL: what is the future?



Members of the Hire Industry in N.Z. are advised not to rush into converting their vehicles and machines to an alternative fuel before first ensuring that sufficient supplies will be available, at a reasonable price, in their locality as required.

Whereas we are all conscious of a need to save petroleum in the interest of our country's economy, a decision is difficult so long as misleading articles are published by the news media and it appears that the wisest plan is to wait for the report from the Liquid Fuels Trust Board and the Government's decision as to which way energy policy will turn in the alternative fuels field.

The Liquid Fuels Trust Board has commissioned international consultants to advise on the alternatives, of which, L.P.G. (liquid petroleum gas) C.N.G. (compressed natural gas) and M15 (a blend of petrol and 15% methanol) are the main ones being investigated.

All three fuels have their own unique advantages but so also, there are disadvantages under certain circumstances or in certain areas which should be fully understood before a decision is made to convert vehicles or machines.

Compressed Natural Gas is natural gas (methane) taken straight from the Kapuni pipelines and compressed into bottles at high pressure. The price including road tax is about 20 cents per litre of petrol equivalent. Vehicle conversion kits cost around \$700.00 with one gas cylinder and installation about \$200.00. Tax incentives are available where conversions are fitted to commercial vehicles. C.N.G. is a cleaner burning and smoother running fuel than gasoline and although stored at high pressure is less likely to explode than

petrol. Being lighter than air it will disperse more readily than L.P.G. or petrol fumes, is not poisonous and its artificial odour allows quick recognition of leaks. The engine will produce slightly less power on C.N.G. than on petrol. Because of the restricted range per bottle of C.N.G. which is only about 150 kilometers for a medium sized car and the disadvantage of added weight if a second cylinder is fitted then unless the user is operating close to a refuelling station he will be switching back to petrol burning much of the time. Refuelling stations will have to feed from main gas reticulation pipelines and to date there are few public stations operating. Economically you should not consider converting your vehicle to C.N.G. unless it currently uses in excess of 1500 litres of petrol per year and certainly until a network of public refuelling stations are established and you are assured of supplies close at hand - will it be worth your while converting to C.N.G.?

Liquefied petroleum gas is the propane-butane part of raw natural gas which when compressed becomes liquid. It is stored in pressure cylinders at a fraction of the volume of the original gas. It vaporises as the pressure is reduced such as in a fuel-supply system on a dual-fuel engine. Prices including road tax vary from 25 cents per litre in Auckland to 35 cents per litre in provincial centres. Costs of conversion are similar to C.N.G. and tax incentives are available where conversions are fitted to commercial vehicles.

L.P.G. gives smoother running, longer plug and oil life, greater torque from engine and lower exhaust emissions than petrol.

(cont. page 9)



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Vehicle conversions must be performed by specially trained fitters and if this is adhered to then L.P.G. is relatively safe. This fuel is heavier than air and like petrol fumes can be hazardous if allowed to escape through faulty installation. In liquefied form it is slightly bulkier than petrol and a medium sized car will travel about 500 kilometres on a tank full.

Almost all L.P.G. currently being produced is fully committed and cannot be boosted till more refining plants are built and indications are that this could take two to three years and a substantial increase in cost is almost certain because of more complicated processing to produce large quantities of this fuel. Conversion to this fuel should not be undertaken unless you have assured supply available longterm and if the

price is over 30 cents a litre in your locality then conversion to L.P.G. would not be economical compared with current petrol prices.

M15 is a fifteen per cent methanol-petrol blend. Methanol, currently imported, could be produced from natural gas via elaborate costly processes. A higher percentage blend is not favoured because of detrimental effects on engines and materials. Even so, certain methal alloys and plastics used in fuel systems would be corroded by the methanol in M15 blend and substitute parts or inhibitors will have to be used. Otherwise, little modification is necessary other than a change of fuel jets as methanol makes the fuel-air mixture leaner and as it has a lower fuel value than petrol a tank full of M15 will not give the mileage of a tank of petrol.

The price of this product could be much the same as petrol but Government would probably waive taxes to encourage its use if a decision is made in favour of this fuel.

Whichever alternative fuel or fuels are favoured by Government and given the go-ahead for mass production it could be several years before any of these fuels are readily available through a nationwide network of refuelling stations.

Before you consider converting to an alternative fuel check that the use of such fuel does not make void the guarantee or the insurance covering your vehicle.

I have based this personal opinion of the situation on what I deem to be the most reliable information obtainable to date.

**Gordon Dale**

## Monitor equalizes air pressure in dual tires

All major tire manufacturers emphasize the importance of correct inflation — it maximizes tire life.

But while proper inflation may be relatively easy to check and maintain in each tire, it's another matter trying to equal pressure in duals.

If a 100-psi (7-kg/cm<sup>2</sup>) tire runs at just 75 psi (5.25 kg/cm<sup>2</sup>), a 40 percent loss of tire service may result. Put another way, if that over-the-road tire should yield 100,000 miles (160,900 km), it would only give you 60,000 miles (96,540 km) when under-inflated by 25 psi (1.75 kg/cm<sup>2</sup>). If its air pressure runs at 70 psi (4.9 kg/cm<sup>2</sup>), the tire's life would be reduced 53 percent.

Low tire pressures are common, but over-inflation isn't the answer, either. When a tire is over inflated, its bruise resistance is reduced. An over-inflated tire is more susceptible to cuts, impact brakes and penetration by obstacles. Its tread slab is stretched, and the ride is rough.

The problem of proper inflation is even more acute on dual tires, which

can't ever be correctly inflated without some kind of pressure equalizer. The outer tire runs cool. The inner tire, shrouded by the vehicle body, receives only a small amount of air to cool its surface. And that air is normally hot from the engine and transmission. Additionally, brakes generate heat inboard, which can't easily be dissipated by air flow. In-board temperatures of 270°F (132°C) are common. Beyond 290°F (143°C), tires can start to devulcanize.

As heat increases, so does pressure. The unavoidable result after a few miles is differential pressure between inner and outer tires of the duals. Different diameters force the two tires to have different rotating speeds, which can only be absorbed by added tire wear.

But since both tires are locked together on the same hub, they must rotate at the same speed. This "gear fight" has to be absorbed somewhere — in greater wear on both tires.

A solution is to connect the two tires by an air line so that both tires operate at the same pressure. However, blow-out or slow-leak situations could result in air loss from both tires.

In 1967, a Swiss electronics engineer designed a prototype equalizer valve which not only balanced pressure between the duals, but also contained a sensing device that immediately identified blow-out or slow-leak and isolated the defective tire. Primary reason for the invention was safety. But a by-product has been improved tire life.

Fleets testing the unit in Europe reportedly have improved tire life from 30 to 75 percent. The device recently was introduced in North America by Michael Ede Management, Inc., Dallas, Texas. The says fleet owners are reporting improvements of up to 48 percent with reduction of slow-leaks, blow-outs and tire maintenance time, improvements in fuel economy.

The device also contains a tire pressure indicator which enables operators and tiremen to check the pressure of both tires at a single glance. It also features a single inflation point so both duals can be filled simultaneously.



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

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## From Gordon Dale across the Tasman...

Let us all say thanks to Brian Elms and Martyn Frost for the effort expelled in successfully launching a new journal for our industry. The dedication shown by both Brian and Martyn warrants the full support of all Hire Association members throughout Australia and N.Z.

A magazine cannot survive without editorial and advertising and it is now vital that we support this, our own publication on a personal basis and stop leaving all the work to the other fellow.

The effectiveness of a specialized business magazine such as this is reader response. An editorial or publishing concept can work marvels but if readers fail to respond to the

advertising or editorial messages contained within the magazine its value as a communications medium will decrease. If material presented fails to inspire a reader to act, it performs only part of its mission.

Gleaning articles from Association members for publishing can at times be like trying to get satisfaction from a pub with no beer. Most hire people are a mine of information when spoken to verbally but when it comes to them writing what they know or think on a sheet of paper most are lost for words.

An endeavour to overcome this problem is being undertaken by the Branch Committee of Region 3 of the Hire Services Association of N.Z.

They have appointed one of their members to draw up a questionnaire which will be sent to every member in the region twice a year. Likely questions will be "Have you had an unusual problem with a customer lately and if so what was it and how did you handle it" or "Have you any unusual hire items in your inventory" or "Do you operate a damage waiver system and what is your viewpoint of such a scheme", etc.

The old saying of leading a horse to water might very well apply here. Hopefully we just might receive some very interesting anecdotes and if the idea is a success it could be used as a formula by other regional committees.

Being a member of the Hire Association shows that you support the concept of hire. The trade magazine is part of this concept and needs your support, so as Dean Martin says "Keep those letters rolling in".

**Gordon Dale**

Hire & Rental Australasia

# SUPPLIERS TO THE RENTAL INDUSTRY...

**Do you supply, manufacture, import or distribute equipment  
for use in the Rental industry?**

**Do you supply a specific service to the Rental industry  
e.g. Finance, Insurance or Travel?**

**Yes? Well read on, this should interest you.**

**Category headings which may be suitable are listed for your  
consideration:**

Camping, Leisure & Sporting Equipment  
Compressors & Air Tools  
Contractors Equipment  
Distributors (Consumables & Accessories)  
Drain & Sewer Equipment  
Engines & Engine Repair Parts  
Financing  
Floor & Wall Care Equipment  
Generators  
Health & Sick Room Equipment  
Hoists & Hoisting Equipment  
Insurances  
Lawn Mowers & Garden Equipment  
Marquees & Canvas Goods  
Materials Handling Trucks & Trailers  
Miscellaneous  
Party Catering & Display Equipment  
Pressure Washers  
Pumps & Hoses  
Sanitation (Portable & Chemical)  
Saws (Concrete Masonry, Chain, Tile, Metal, Tree, Cut-off etc.)  
Scaffold, Ladders, Trestles etc.  
Tables & Chairs (Folding, Stacking, Conference)  
Tools & Equipment (Portable Power etc.)  
Travel Services  
Welders (Arc, Gas, Accessories)

Commencing June 1980 Hire and Rental Australasia will carry a regular monthly feature "Suppliers to the Rental Industry".

This feature, free of cost, will list Associate Members, or any Hire member who manufactures, imports or distributes equipment, or provides a specialised service to the Rental industry.

Listings will be restricted to financial members of Hire Services Association of New Zealand Inc. and the State Hire Associations within Australia.

As space is limited we must restrict the size of each entry. However we will list your company under the category of your choice with your name in bold type.

For New Zealand listings, towns and phone numbers will be listed. And for Australian listings States, telephone area codes and phone numbers will be listed.

For example:

Compressors & Air Tools  
**XYZ MANUFACTURING PTY. LTD.**

NSW (02) 12-3456

Vic. (03) 78-9012

Qld. (07) 34-5678

SA (08) 90-1234

NZ Christchurch 56789

If another heading would be more suitable, please nominate it when confirming your request for inclusion in the listing.

All requests for listing in the feature are to be made to Brian Elms, P.O.

Box 136, Bulleen, Victoria 3105 or if you seek further clarification the phone is (03) 850-2316. Please reply promptly to allow time to compile the listing for the June issue.

# What Is A Woman



**Symbol:** WO.

**Atomic Weight:** 120 lbs.

**Occurrences:** Found wherever man is found, seldom in a free state.

**Physical properties:** Generally rounded in form. Boils at nothing and may freeze at any minute. Melts when treated properly. Very bitter if not used well.

**Chemical properties:** Very active. Possesses great affinity for gold, silver, platinum and precious stones. Violent reactions when left alone. Able to absorb a great amount of food. Turns green when placed beside a better looking specimen. Ages rapidly without cosmetic attachments.

**Uses:** Highly ornamental. Useful as a tonic in acceleration of low spirits, etc. Equalises the distribution of wealth. Is probably the most powerful income-reducing agent known.

**Caution:** Highly explosive when in inexperienced hands.

*(With acknowledgements to Russ Tyson.)*

## Hire & Rental Australasia ADVERTISING RATES

Rates for Advertising as at February 1980:

2 Colour	Back Cover	A\$400	each entry
1 Mono	Full Page	A\$300	each entry
1 Mono	Half Page	A\$170	each entry
1 Mono	Sixth Page	A\$ 60	each entry

Special offer for Eleven Consecutive issues — 2 Full Page, 3 Half Page, 6 Sixth Page — (Sequence of Publication by Arrangement) — \$1100 nett.

Membership or Associate membership of The Hire Services Association of New Zealand Inc., or any of the State Hire Associations in Australia entitles the member to a reduction of 10% in advertising rates in Hire and Rental Australasia.

**N.B.** This discount is **not** applicable if Agency Discount applies.

## FUJI CARRY *Dumper*

AUTOMATIC LOADING → DELIVERY → UNLOADING → LEVELLING



- Easy operation
- Loads & unloads in seconds — Sand — Rocks
- Ready Mixed concrete etc.
- Ten times the productivity at one-tenth of labour & time.
- Its uses are many with a wide variety of accessories.



**USED BY:**  
CONTRACTORS,  
PLUMBERS,  
LANDSCAPE  
GARDENERS,  
COUNCILS,  
GOVT. DEPT.

AUSTRALIAN DISTRIBUTOR:

### POWERED MECHANICAL AIDS

P.O. Box 524, Frankston 3199

Phone: (059) 78-3211

**INTERSTATE DEALERS:**

NSW: METROTRACTOR SALES (02) 726-4396

S.A.: KEITH PATTERSON (08) 44-8355

TAS.: OUTDOOR POWER EQUIP (002) 28-5245

QLD.: BILL HERAGHTY 208-4689

W.A.: Dealer Required

N.T.: Dealer Required

# Letters ...

13th February, 1980

Dear Sir,

We take pleasure in advising you that our company was recently appointed Victorian and New South Wales distributors for MODRA Alternators.

The Modra range is manufactured by Winslade & Co. Pty. Ltd., Welshpool, W.A., and comprises single phase, single bearing, and two bearing base shaft sets from 1.3KVA to 8KVA. Also available are heavy duty single phase or three phase sets, with rotating field or brushless.

Our company is a subsidiary of Solo Kleinmotoren GmbH., West Germany, manufacturers of Solo

Chain Saws, Solo Sprayers, and Solo Sickle Bar Mowers, all of which are of interest to the hiring industry.

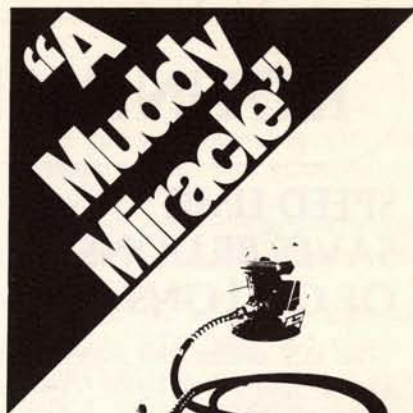
In N.S.W. our customers are cared for by our own branch office at 4/3 Melissa Street, Auburn, where parts and service are readily available.

Yours Sincerely,

**OUTDOOR POWER PRODUCTS  
PTY. LTD.**

**27 Dandenong Street,  
Dandenong, Vic. 3175.**

**E.F. HELLE,  
Manager.**



**Flextool  
50 mm 212 Submersible Pump**  
Flexible shaft drive  
Pumps mud, sludge, oil  
Totally self-priming  
Highly choke resistant  
No costly suction hose

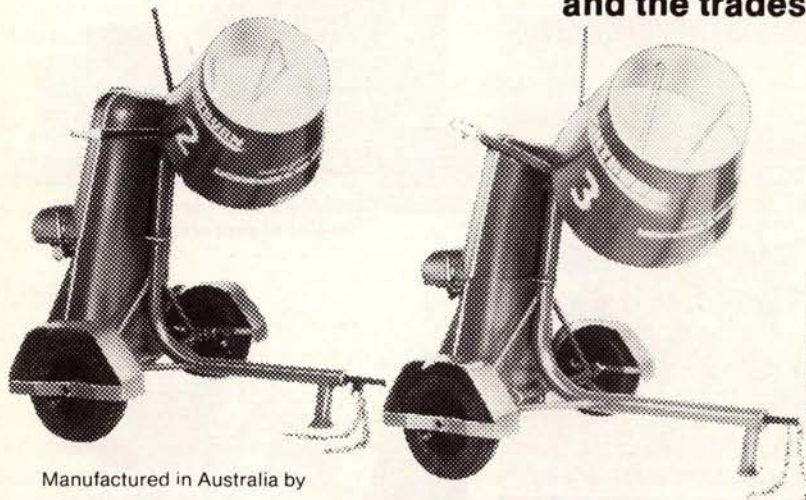
Designed and  
manufactured by  
Flextool (Aust.) Pty. Ltd.

Head Office  
Flextool (Aust.) Pty. Ltd.  
191 Wellington Street, Collingwood  
Telephone (03) 41 5084  
N.S.W. Branch  
Telephone (02) 860 3411  
Old Brisbane  
Telephone (07) 52 2386  
W.A. Perth Telephone  
(09) 431 2077

## LIGHTBURN

The mixer from hire fleets.

Petrol, Electric or Diesel — a full range for the handyman  
and the tradesman.



Manufactured in Australia by

There will never be a better time to expand, update or replace your hire fleet.

Write to the office in your state for details and the address of your nearest stockist.

### LIGHTBURN & CO. LIMITED

I require details on LIGHTBURN CONCRETE MIXERS

MODEL No. ....

NAME .....

ADDRESS .....

POSTCODE .....

## LIGHTBURN & CO. LIMITED

### QUEENSLAND

Cnr. Grey and Peel Streets  
South Brisbane 4101  
Phone 44 1361

### NEW SOUTH WALES

132 Stanmore Road  
Stanmore, N.S.W. 2046  
Phone 560 2000

### VICTORIA

59 Smith Street  
Kensington, Victoria 3031  
Phone 376 0791

### SOUTH AUSTRALIA

Morphett Road  
Novar Gardens, S.A. 5040  
Phone 295 4193  
Telex AA82781

### WESTERN AUSTRALIA

30 King Edward Road  
Osborne Park, W.A. 6017  
Phone 446 5879

# ROUND AND ABOUT

## SPEED LIMIT SAVES BILLIONS OF GALLONS

The U.S. driver who exceeds the 55-mph speed limit burns 6 percent more gasoline for every five miles driven, or 1.2 percent for every mile, asserts Jean G. Barrier, president of Ajax Rent A Car. Barrier claims every five miles an hour over the speed limit adds 10 percent to the risk of accident and injury. The Federal Highway Administration estimates that the 55-mph limit results in a saving of 3.6 billion gallons of gas each year, and the same thing could happen here in Australia.

★ ★ ★

## SWISS ARE WORLD'S RICHEST PEOPLE

Switzerland is the world's richest nation, based on gross national product per inhabitant, the Union Bank of Switzerland reported recently. The United States ranked eighth. In 1978, the Union Bank said, national income in Switzerland amounted to \$13,853 per inhabitant, a 39 percent increase over 1977. Rounding out the top 10 included: Kuwait — \$13,000 per person; Denmark — \$10,948; Sweden — \$10,440; West Germany — \$10,415; Belgium — \$9,939; Norway — \$9,849; United States — \$9,646; Netherlands — \$9,367; and Saudi Arabia — \$9,330. And where did Australia come?

## S. H. LOCK (Australia) Limited

INTERNATIONAL FINANCE  
AND CONFIRMING HOUSE

- Finance for Local & Overseas Purchases.
- Insurance Broking
- Leasing
- Property Development

### SYDNEY:

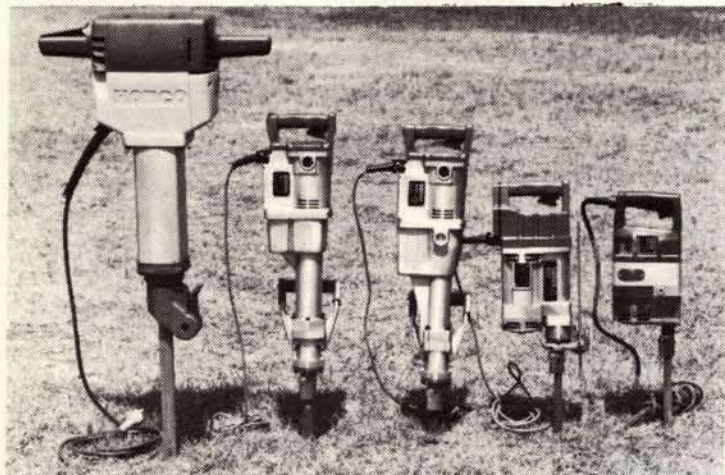
Anchor House, Cnr. George &  
Bridge Streets  
Tel: 241-1781

### MELBOURNE:

44 Market Street  
Tel: 62-1874

# scan-hi

AUTHORIZED  
SALES & SERVICE AGENT.



## KANGO

ELECTRIC HAMMER

## Powerlite

GENERATING SETS

AUSTRALIAN NATIONAL DISTRIBUTOR.

61 GORDON ROAD, CHIPPING NORTON NSW 2170 TEL: (02) 727-0077 TELEX: AA24893

SCAN-HI — MELBOURNE

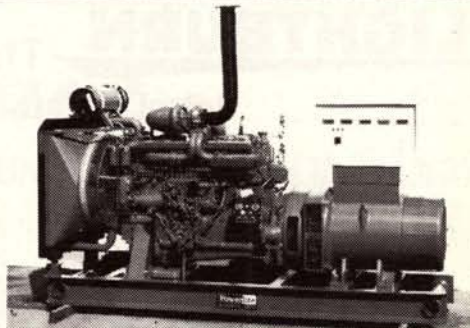
(03) 42-1429

L.P. JENSON — BRISBANE

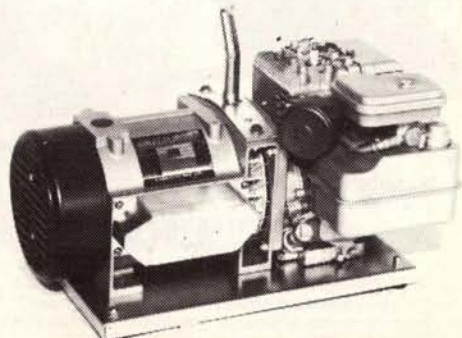
(07) 44-4511

KENNEDY & MIDDLETON —

BRISBANE (07) 52-8994



Diesel Generators from 4 to 1000 kva with engine of your choice.



Petrol Generator from 1.5 kva to 7.5 kva using Briggs — Honda — Kawasaki — Robin.

# NEW INSURANCE SCHEME AVAILABLE FOR THE HIRE INDUSTRY

## PART THREE

In this issue of 'Hire & Rental Australasia' we present the last in our series covering the new Insurance Scheme.

Following are the complete details concerning the insurance of 'Public Liability' and 'Workers Compensation'.

We strongly recommend to all members that they pursue and investigate the scheme; it has been specifically prepared to give members the best possible cover regardless of size, location or style of business.

And again we would emphasise that the strength of the policy lies with as many members as possible become involved.

Points of contact are:-

Your State Secretaries or:-

Mr. Michael Brown,  
Managing Director,  
S.L. Lock Insurance Ltd.  
Tel. (02) 241-1781.

Mr. Neil Cobley, QBE Insurance Ltd.  
Tel. (02) 233-0411.

### PUBLIC LIABILITY

#### INTEREST

Liability to the public for personal injury and/or damage to property arising as the result of an accident and happening in connection with the insured's occupation.

#### LIMIT OF LIABILITY

- A. \$ 500,000
- B. \$1,000,000

#### GEOGRAPHICAL LIMITS

Commonwealth of Australia

#### EXTENSIONS

Goods Sold (which incorporates

goods supplied and/or hired out) Hoists, Cranes and Unregistered vehicles.

#### MAJOR EXCLUSIONS

Explosion of boilers or pressure vessels in respect of which a certificate is required by any Statute or Regulation.

Statutory Employees Indemnity cover Defective Workmanship, earthquake, subterranean fire, licensed automobiles, war and nuclear perils, ownership or use of aircraft and/or waterborn craft.

#### DEDUCTIBLE

Nil

#### UNDERWRITER

QBE Insurance Limited

#### EXPIRY

March 31st

#### PREMIUM

A. Indemnity \$500,000

Wage roll not exceeding \$100,000  
Premium \$100 plus Government Stamp Duty.

Wage roll not exceeding \$250,000  
Premium \$200 plus Government Stamp Duty.

Wage roll not exceeding \$500,000  
Premium \$300 plus Government Stamp Duty.

Wage roll not exceeding \$750,000  
Premium \$400 plus Government Stamp Duty.

Wage roll not exceeding \$1,000,000  
Premium \$500 plus Government Stamp Duty.

B. Indemnity \$1,000,000

Wage roll not exceeding \$100,000  
Premium \$200 plus Government Stamp Duty.

Wage roll not exceeding \$250,000  
Premium \$400 plus Government Stamp Duty.

Wage roll not exceeding \$500,000  
Premium \$600 plus Government Stamp Duty.

Wage roll not exceeding \$750,000  
Premium \$800 plus Government Stamp Duty.

Wage roll not exceeding \$1,000,000  
Premium \$1,000 plus Government Stamp Duty.

### WORKERS COMPENSATION

(not applicable to Companies in Queensland)

#### INTEREST

Liability to employees under the various States Workers Compensation Acts.

#### LIMIT OF LIABILITY

Unlimited

#### GEOGRAPHICAL LIMITS

As per States Acts.

#### UNDERWRITER

QBE Insurance Limited

#### EXPIRY

Various

#### COMMENTS

Premium rates for this class of insurance are fixed by Government Authority in each State. However, a claims history discount will apply as follows:

If during the past twelve (12) months claims did not exceed:

60% of premium a	5% discount applies
50% of premium a	10% discount applies
40% of premium a	15% discount applies
30% of premium a	20% discount applies
20% of premium a	25% discount applies
10% of premium a	30% discount applies

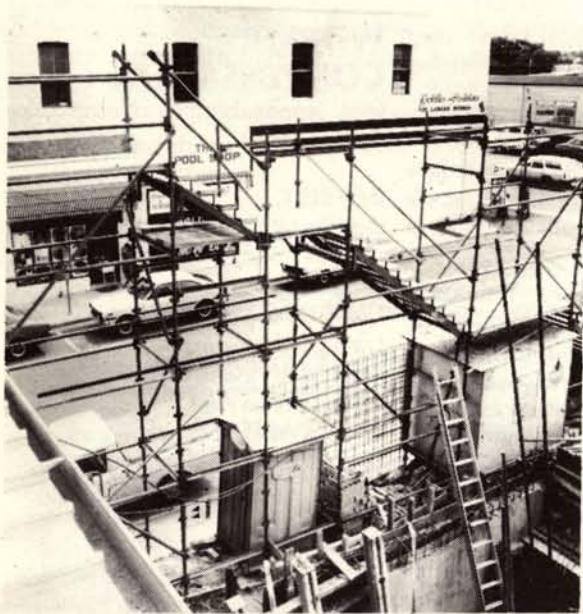


# KWIKSTAGE HELPS SOLVE SITE SQUEEZE

Dura Constructions Pty. Ltd., came up with an ingenious solution to a problem posed by the smallness of the site for the new State Savings Bank of Frankston.

The location, on the corner of Young and Station Street, is being developed as a multi-storey banking complex, to include retail and office accommodation facilities.

Construction will cover most of the site, and the problem faced by Dura was, where to fit the site offices?



Temporary bank premises adjoining the site are to be incorporated into the development. And the temporary bank building has a flat roof.

After some careful load and stress calculations had been verified, Dura hoisted its site offices to the roof of the bank.

A Kwikstage scaffold incorporating three Kwikstage stairtread units was erected along one edge of the site.

An easily-negotiable staircase thus gave ready access to the site offices, without obstructing in any way the construction work taking place on site.

And the space beneath the staircase structure also accommodated other temporary site facilities – a most efficient arrangement.

For further information: Rex Booker, Tel. (03) 329-6200.

## ROVER AUSTRALIAN MADE Fairway Flail



Australian designed for the world market. The Flail's flexible design and 755mm (29 3/4") cutting width perform remarkably well on either the Golf Course fairway or the tall grass of a freeway embankment.



Available from.

### ROVER MOWERS (AUST.) PTY. LTD.

Head Office and Factory: (07) 268 2571

Queensland Branch: (07) 268 2571

Townsville: (077) 71 6131

N.S.W. Branch: (02) 645 3555

Victorian Branch: (03) 543 3377

South Australian Branch: (08) 45 9011

Tasmanian Branch: (003) 31 2282

Western Australian Branch: (09) 445 1277



## **MAJOR BREAKTHROUGH FOR INGERSOLL-RAND**

"1980 is the showcase introduction of our new SP56 self-propelled vibratory compactor", said Brian Thomas, Manager of I.R.s compaction division.

The development of this particular model has been under wraps for two years now and the release coincides with a world-wide fanfare by I.R.s compaction division in U.S.A.

For compaction pundits it will offer the highest production in its class, greatest centrifugal force in its class and be the most fuel efficient machine in its class.

A dozer blade is offered on the sheeps-foot and drum-drive versions to provide additional production capability. It's not designed to replace a dozer but to be used as a levelling blade ensuring even spread of each lift during compaction.

Since 1972 Ingersoll-Rand have been deeply involved in the manufacture of self-propelled, vibratory compaction machines at their Dandenong plant. Machines included at that time were the 42 inch drum and the 54 inch drum soil and asphalt compaction machines.

Today the plant has expanded to manufacture the DA30 double-drum

soil and asphalt machine together with the new SP56 compaction series. This follows a policy of continually upgrading and offering a world-class proven machine to meet Australia's needs.

Ingersoll-Rand compactors can be seen at work throughout Australia today. Some of the recent projects they have worked on include major harbour reclamation projects such as South Australia's Outer Harbour Container facilities, Sydney's Botany Bay container port, haulage roads for Bougainville Copper PNG, Mt Newman and Hammersley Iron,

highways for all states, railway line construction and many new suburban residential building projects.

I.R. can claim to have the most professionally equipped operation in this field throughout Australia with branches in all states, 24 hour duty spare parts and service capability, Australia-wide, fully equipped service teams in each state, exchange unit programs on hydraulics, axles etc., regular trouble shooting and overhaul procedure training programs. This all adds up to a field product support role unequalled by any other manufacturer in Australia.

Additionally Ingersoll-Rands Financial Corporation Pty. Ltd., provides funds to keep many contractors abreast with the latest equipment to get new projects underway in the best possible time.

### **COMING EVENTS**

#### **Conventions**

New Zealand

Rotorua June 16-19, 1980

Australia

Canberra September 2-5, 1980

Hirex

London January 26-29 1981.

American Rental Assoc.

Las Vegas February 15-19, 1981

**winstone**  
water  
**blasters**



Manufactured by

**Frank M. Winstone (Merchants) Ltd**

TELEPHONE 33-409 AUCKLAND, NEW ZEALAND

**THE  
NEW**

# *Gerni*

Model G-mini

**HIGH PRESSURE CLEANER 240V  
AN ECONOMICAL SOLUTION FOR  
SMALLER AND MEDIUM CLEANING JOBS**



**SPECIFICATIONS:**

Weight, kg	24
Width, mm	440
Length, mm	660
Height, mm	285
Electric Supply	240V
Electric Motor	2 H.P.
Electric Cable, m	10

**SIMPLICITY! LIGHTWEIGHT! GOOD RETURNS!**

For demonstration phone —  
**HIRE KINGDOM**

351 Newbridge Road, Moorebank, N.S.W. 2170  
601-1766