

HIRE & RENTAL AUSTRALASIA

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

Volume 1 Number 4 May 1980

Registered for Posting as a Periodical — Category (B)



COATES MOVE TO SYDNEY

NATIONAL HEAD OFFICE TO PARRAMATTA ROAD

95 years ago "Coates" established in Victoria with the Head Office located in Melbourne. Progressively over the years Interstate Branches have been opened and in 1950 the company became actively involved in hiring out equipment.

In 1972 Coates & Company Limited were taken over by the ANI Group and the administrative Head Office of "Coates" continued in Melbourne.

In order to co-ordinate management with the Central Administration Division of the ANI Corporation located in Sydney, a

decision was taken early this year to transfer the National Head Office of "Coates" to Sydney.

There will be no change in the State Management and operational procedures — therefore from all outward appearances the "show goes on" as usual conducted through the five State Management Centres.

As from the 21st of April 1980 Coates Hire Service Head Office will be located within The ANI Corporation Limited complex in Sydney and the new address will be—

COATES HIRE SERVICE
16 Parramatta Road,
(corner Bachell Avenue)
LIDCOMBE. 2141 N.S.W.

Postal Address:

COATES HIRE SERVICE
P.O. Box 117,
LIDCOMBE. 2141 N.S.W.

Telephone No: (02) 648.5022

George Tanton, General Manager and Tony Edwards, Financial Controller, will be transferring to Sydney to continue the administration of the Coates activities.

"Coates" have taken an active part in Hire Association activities throughout Australia and will continue to give support to the promotion of sound business principles within the Hire Industry.

Just minutes, from chainsaw to slicing steel.



Hire it out either way, as a Chainsaw or a CutQuik. With the Stihl 08S powerhead you can rent out either, and change one for the other in minutes.

With power to slice through steel, concrete and asphalt as easily as hardwood. Plus you



get all the West-German engineering and reliability that makes Stihl such a great, low-maintenance hire tool.

Stihl. The best selling chainsaws in the world.

STIHL CHAIN SAW (AUST.) PTY. LTD.
 N.S.W. 99 Yerrick Road, LAKEMBA. 2195. Tel: (02)759 8099
 VIC. 41 Barry Street, BAYSWATER. 3153. Tel: 729 3522
 S.A. 15 Farrants Street, MT. GAMBIER. 5290. Tel: (087)25 5042
 QLD. 35 Allison St., MAYNE. 4006. Tel: (07)52 4617
 S.A. 394 Main North Road, BLAIR ATHOL. 5084. Tel: (08)260 2766 & 260 3232
 W.A. CHAIN SAW SALES PTY. LTD. 108 Burswood Road, VICTORIA PARK. 6100. Tel: (09)361 5444
 TAS. 38 Brisbane Street, HOBART. 7000. Tel: (002)34 4221
 TAS. 210 Wellington Street, LAUNCESTON. 7250. Tel: (003)44 3141

Please send me by return your full-colour brochure on the CutQuik and the name of my nearest Stihl dealer.

ADDRESS

NAME

CODE

STIHL®

Crisis talks today on shorter hours

Government, employer and union officials will begin top-level talks today in a bid to avert industrial action in the campaign for a 35-hour week.

The three groups were ordered to confer by Arbitration Commission deputy president Mr John Williams.

Unions and MTIA meet on 35-hour week

By MIKE TAYLOR

MR Hayden's opposition to a 35-hour week is expected to be used by the Metal Trades Industry Association when it meets social unions in Sydney today to discuss reduced working hours.

By STUART MULLIAN

Federated Association

REDUCING INDUSTRY WORKING HOURS FOR

— SOME VITAL ASPECTS IN TODAY'S ENVIRONMENT

On the surface, the idea of a shorter working week, with the prospect of more leisure, has wide appeal. It is only on closer examination that we become aware of the costs involved and see that in reality the price to be paid for the privilege of working shorter hours is a reduced standard of living, with worsening job prospects for those who are looking for work.

One of the most common, and misleading, claims made by those supporting a 35 hour week is that its introduction would help reduce unemployment because it would allow more people to share the work already available. But as we shall see from the following, all the facts point the other way: if hours are reduced, the result would be more people unemployed, not fewer.

In order to appreciate the fallacy of the "shorter work week — more jobs" argument it is necessary to look closely at the economic factors which govern the availability of jobs.

Nothing is free — a 35 hour week carries a high price tag.

Forgetting for a moment who would have to foot the bill for a 35-hour week, let's look at how the hourly price of labour would be affected. Assuming that the weekly wage remained as it is for the 40 hour week (for the unions have made it clear they are not seeking a corresponding reduction in weekly wages), we find:

● At present an employee on \$180 per week basically costs \$4.50 per hour in wages.

● The same person working a 35 hour week would cost \$5.14 per hour.

● On 35 hours a week the cost of employing this person would therefore go up by 14.29%.

● If standard hours were reduced to 35 but production still took 40 hours, the weekly cost of this employee's labour, including 5 hours at overtime rates (time and a half), would rise from \$180 to \$218.52, an increase of 21.4%. On any realistic view, this 21.4% increase in wages would apply to the great bulk of employees.

These calculations are direct costs only. They do not take into account the additional indirect costs of 30 to 40 cents in the dollar incurred by employers to cover payroll tax, workers' compensation, paid leave, annual leave loading and other obligations. In other words, the difference between \$180 and \$218.52, namely \$38.52, would be increased in labour costs to \$50.07.

If we mark up the price of Australian goods to pay for a 35-hour week, what happens?

Increases of this magnitude would mean that products made in Australia would be more expensive by comparison with those made overseas, seriously eroding the competitive position of Australian manufacturers.

People are not going to buy Australian-made products if similar products made overseas are available at a cheaper price.

We saw this in 1973 when the 25% cut in customs tariffs made imports

cheaper than Australian-made goods. Thousands of workers subsequently lost their jobs as cheaper foreign goods flooded the Australian market, forcing manufacturers to go out of business or to drastically restructure their operations.

Can the cost of a 35-hour week come out of profits?

When profits fall off, so does investment. How many people would be prepared to put their money into a bank or building society that paid no interest? People who invest their money in companies are no different from other people who invest savings — no adequate return, no investment.

Investment and adequate profit levels are the life blood of any industrial nation. Modern technology is expensive, and skill and hard work are simply not enough without adequate plant, tooling, equipment, and other facilities.

Unwillingness or inability to find sufficient funds for expansion means that less business is generated and that fewer people are employed. It is a significant pointer to what happens when company profits are squeezed.

Clearly, to expect companies to finance a 35 hour week for their employees out of profits would be self defeating as far as the long term future of industry is concerned.

Higher productivity holds the key to higher living standards

Increases in labour costs can only be absorbed without harming our competitive position if they are matched by corresponding increases

in productivity.

We have already seen that wage costs would increase by around 21% if a 35 hour week were introduced. It has been rare in Australia for national productivity to increase by more than 2-3% per annum in the past, so it can be seen that an upsurge of costs of this magnitude would be very damaging indeed.

Past productivity increases have in fact already been more than eaten up by increases in labour costs as a result of wage indexation decisions, work value cases and increases in overaward payments. Indeed, Australia's productivity account is "in the red" when it comes to counting productivity gains against wage concessions.

To pin our hopes on higher productivity, hitherto running at about 2% per annum, to pay for a 35 hour week involving wage costs of around 21% is unrealistic and indeed cannot be considered as a serious proposition.

The 40-hour week worked O.K. — Why not a 35-hour week?

There is a vast difference between now and the situation in 1947 when standard hours of work were reduced from 44 to 40 hours a week.

After conducting a two year inquiry the Full Court of the Commonwealth Court of Conciliation and Arbitration, having weighed the evidence before it, said:

"All criteria of an active virile progressive economy are present today ... It seems to us as it seemed to this Court when it dealt with this problem in 1926 so clear as to be beyond any cavil that the appropriate time to add burdens to industry, or from another angle, to give ourselves added benefits, is when industry is booming and when nature is bountiful. All the economists of both sides agree that never in our history have all the factors been so favourable, nor is it easy to conceive their ever being more favourable."

(Standard Hours Inquiry, 1947, 59 Part 1 C.A.R.P. 599)

It is significant that not one Government, Federal or State, opposed the

claim for a 40 hour week.

This contrasts with the situation today, when there is widespread opposition to the idea of a 35 hour week, and the reasons for this opposition are quite clear and backed by very convincing economic arguments.

Unlike the situation in 1947, today inflation and unemployment are at high levels, we operate in an environment of intense international competition such as we have never before experienced, and there is no justification on economic or other grounds for us to consider a reduction of hours.

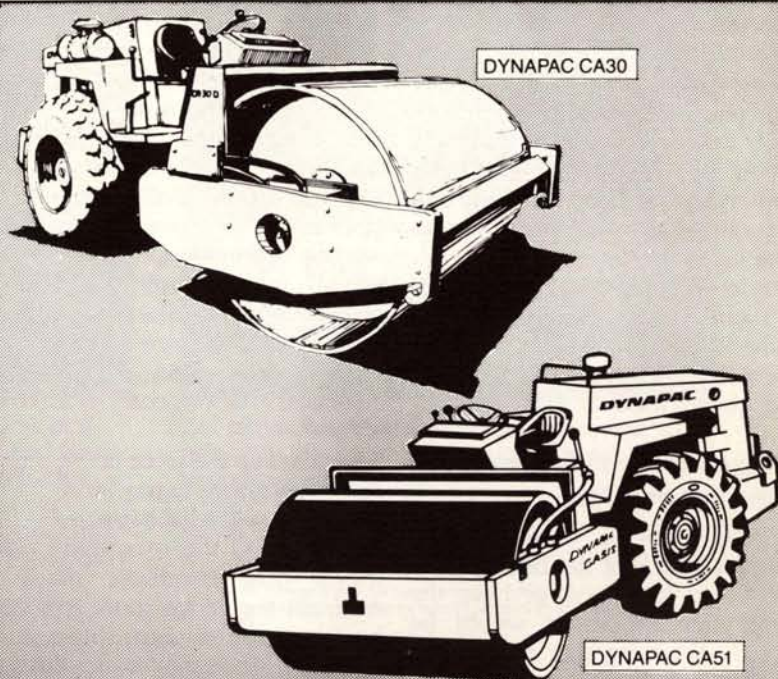
Wouldn't a 35 hour week allow more people to share the work already available?

Well-meaning people have supported this statement, because at first glance it seems logical. What is overlooked, however, are the economic and practical constraints which apply in industry.

In essence what the unions are saying is this: "If a factory is able to provide employment for 200 people each week, all you have to do is to reduce everybody's weekly hours from 40 to 35, a reduction of 12½% in hours worked, and the workforce

Cont. Page 14

MEET THE BIG FELLAS



Need extra requirement from your compactors? Tight compaction specifications ... coarse rockfill, or high lift thickness? Take a look at the only rollers in Australia that can handle these conditions:-

- Heavy drums with thick drum shells and a large diameter to give you weight.
- High amplitude to give you dynamic force.
- World proven design to give you reliability.
- Service back-up to ensure minimum downtime.

DYNAPAC

Head Office: 49 Derby Street, Silverwater, Sydney, N.S.W. 2141. Tel: (02) 647-1822

Victoria: 18 Century Drive, Braeside, Melbourne 3195. Tel: (03) 90-8850

Queensland: 79 Bellwood Street, Darra, Brisbane 4076. Tel: (07) 376-2644

DKDY110

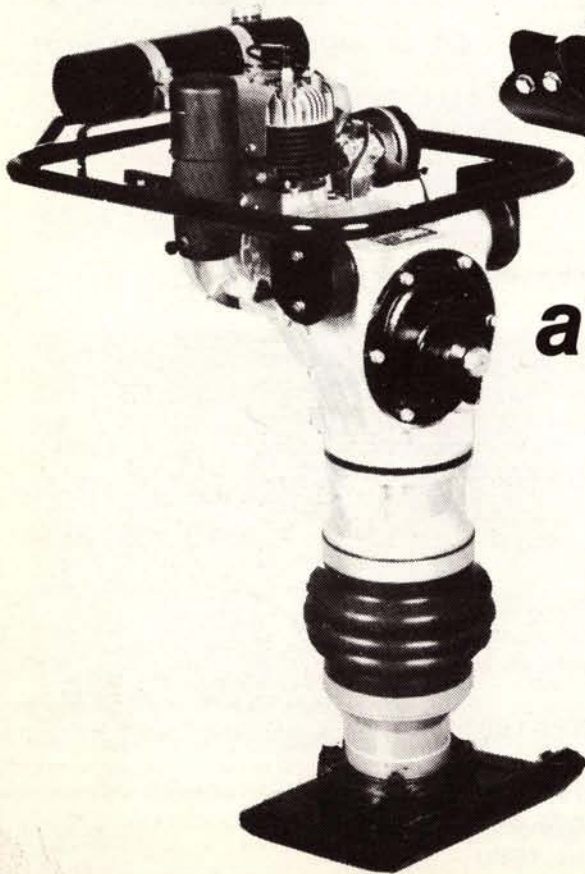
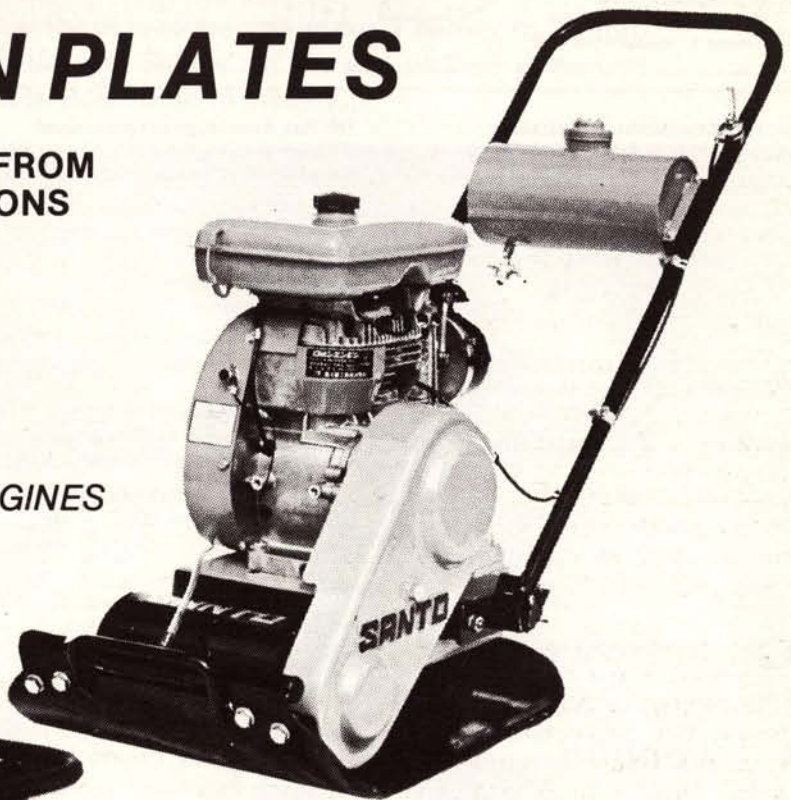
SANTO

VIBRATION PLATES

4 MODELS TO CHOOSE FROM
TO SUIT ALL APPLICATIONS

- ★ SV-201 60kg
- ★ SV-103 80kg
- ★ SV-104 90kg
- ★ SR-70 70kg

ALL MODELS ARE
POWERED BY ROBIN ENGINES



and RAMMERS

For further information please
contact the Sole Australian
Distributor:

POWERED MECHANICAL AIDS

Phone (059) 783211

P.O. Box 524, Frankston, Vic. 3199
or your nearest dealer.

NSW: Metro Tractor Sales (02) 726-4396

SA: Keith Patterson (08) 44-8355

TAS: Outdoor Power Equipment (002) 28-5245

QLD: Bill Hegaghty (07) 208-4686

HIRE & RENTAL AUSTRALASIA

OFFICIAL JOURNAL OF THE
HIRE ASSOCIATION OF AUSTRALIA.

Volume 1 Number 4 May 1980

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

President: John Mason (07) 286-1420
Secretary: Rolf Schufft (02) 290-0700

Hire Services Association of New Zealand Inc., P.O. Box 822, New Plymouth, N.Z.

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

The Hire Association of N.S.W. P.O. Box 73, Pennant Hills, NSW 2120

President: Tony Donnelley (042) 286-266
Executive Director: Denise Layton (02) 848-9817

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

President: Adrian Verney (07) 269-1673
Secretary: Dorothy Verney (07) 269-1673

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

President: John Stevens (08) 296-1001
Secretary: Mrs. N. Hudson (08) 296-1001

The Hire Association of W.A. C/- Skipper Mayday Machinery Ltd., Great Eastern Highway, Redcliffe, W.A. 6104

President: Gary Bettridge (09) 349-9455
Secretary: Bill Downs (09) 277-1944

EDITOR:

Martyn Frost
81 Alexander Street, Crows Nest,
Sydney, NSW 2065. Tel: (02) 439-6759

All editorial correspondence to be
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.

Count Down Time for New Zealand Convention

Have you registered yet?

JUNE 16th to 19th 1980
ROTORUA — NEW ZEALAND

A Great Program Awaits You

Australians planning to cross the
Tasman are advised:

Morrie McQuade, Gemtours & Travel
Service (03) 726-0444 still has
reserved seats available at Advance
Purchase Excursion Fares, but
members wishing to attend

Please act — NOW

★ ★ ★

Caution on CREDIT CHECKS

Victorian hire businesses ought to
keep an eye on their credit checking
procedures as a result of recent
changes in legislation.

Cont. next column

The Magistrates' Court (Civil
Jurisdiction) Act 1979, recently
passed by parliament and soon to be
proclaimed, extends the jurisdiction
of Magistrates' Courts to \$3000 for
debts or liquidated demands and for
unliquidated damages.

This extension will benefit business,
but it will call for caution in credit
checking.

This is because at present
mercantile agents do not report
summonses issued in Magistrates'
Cont. next column

Courts.

As a result, considerable sums
involving one enterprise could go
unreported with a multiplicity of
claims, each under \$3000.

Letters ...

The Editor,
Hire & Rental Australasia,
81 Alexander Street,
CROWS NEST. 2065

Dear Martyn,

WHO'S WHO IN RENTAL

Hire & Rental Australasia is
compiling a membership register.

In order to update our records, we
wrote to all readers last month,
requesting further details.

Could you please remind those
readers who have not yet replied to
our letter, that the information
requested is NOW required urgently
to allow us to complete the register.

Yours faithfully,

Brian Elms.

COMING EVENTS

Conventions

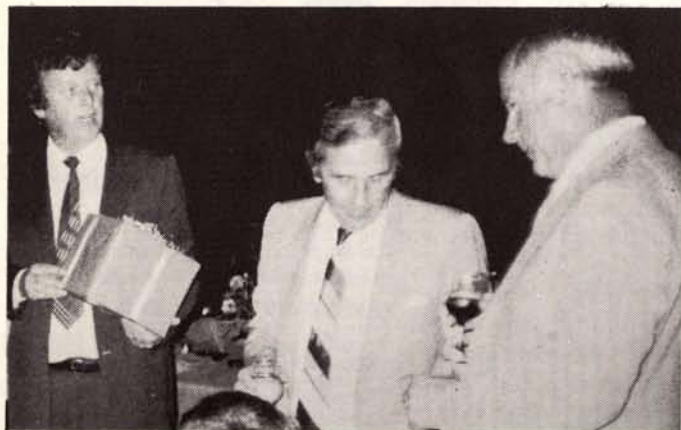
- New Zealand
Rotorua June 16-19, 1980
- Australia
Canberra September 2-5, 1980
- Hirex
London January 26-29 1981.
- American Rental Assoc.
Las Vegas February 15-19, 1981
- CRA Convention, Anaheim,
California - Oct 5-10, 1980

Victoria Farewells Prominent Hire Personality

Leonda Restaurant – Hawthorn was the venue for a dinner to honour Mr. George Tanton and his wife Shirley on the eve of their departure from Melbourne to Sydney.



Au Revoir – George and Shirley Tanton receive a presentation from Des Whelan.



Des Whelan recounts the years the Tantons have spent in Victoria, and the service George has given to the industry.
(Also pictured Len Booth and Jack Gray.)



George and Shirley Tanton at the Farewell Dinner



Good Luck – Stan Jessup and Marea Bryce toast the guests of honour.

Member predicts the demand for skilled tradesmen to skyrocket in '80s

The contract labour industry in Australia recorded its best year ever in 1979, and prospects are good that the demand for skilled tradesmen will "skyrocket" during the 1980s, due to an upsurge in major manufacturing and construction projects.



Frank Hargrave

Frank Hargrave, Managing Director of Skilled Engineering, made these statements in a far-ranging review of the industry released recently.

The company, which has enjoyed spectacular growth during the past decade, now accounts for close to 70 per cent of all contract labour hiring throughout the country.

"Actual industry figures are not available", he said, "but Skilled Engineering's growth was well in excess of 1978's achievement. The current workforce employed exceeded 900 throughout Australia and South East Asia."

Within the past two years, Skilled Engineering has opened offices in Western Australia, South Australia

and Queensland. The firm already operates in Victoria, New South Wales and Tasmania.

"I believe in Australia and in its ability to create a continuing prosperous economy", said Mr. Hargrave. "I'm also convinced that the contract labour industry will play an increasingly important role in our economy.

"In addition, Skilled Engineering is active in contract labour overseas, with contracts now being fulfilled in Indonesia and Singapore for engineers.

"I think this type of contract will become much more common," said Mr. Hargrave. "Australia has a nucleus of skilled craftsmen, supervisors and engineers, and overseas countries are anxious to employ them to help their industrialisation plans."

"Skilled Engineering provides specialist tradesmen as well as supervisory personnel, engineers and draftsmen, for project management and design.

"Companies may hire these workers on an hourly, daily, weekly or monthly rate, depending upon the project," Mr. Hargrave noted.

"It is becoming much more practical and economical for a company to hire people this way, on an as-needed basis only."

MVC 130-V
Mikasa
 ADJUSTABLE
 AMPLITUDE PLATE
 COMPACTORS

ani
PERKINS
 A Division of The ANI Corporation Limited
 (Inc. in NSW)

- Brisbane 275 1766
- Sydney 648 4088
- Melbourne 795 5111
- Adelaide 277 2322
- Perth 277 4888

"A Muddy Miracle"

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.
 Telephone (03) 41 5044
 Branches
 N.S.W. Sydney (02) 44 8888
 Telephone (02) 44 8888
 Old Bridge Road
 Telephone (01) 32 2306
 V.A. Perth Telephone
 (08) 65 9373

191 Wellington Street, Colingwood, 3086 Victoria

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.**

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

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)

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.

INSTRUCTION SHEETS FOR HIRE INDUSTRY

From Gordon Dale



The Hire Services Association of New Zealand will in June be distributing to all members a folder containing a selection of safety and instruction sheets common to equipment hired out by the average hire establishment. The initial folder will be free to members and extra copies of individual sheets for handing to clients will be available at cost price on application to the Association.

Sheets on a widening range of machines and tools will be correlated, printed and distributed later in the year for members to place in their folders for reference.

The Accident Compensation Commission has shown interest in

our efforts to produce these sheets and we are hopeful of some of the costs being subsidised by their department.

Handing a copy of one of these safety and instruction sheets to your customer may save serious injury or at least cut down on the misuse of the equipment and the resulting damage which can occur.

Many people take grinders for granted and fail to appreciate the hazards if the wrong type of wheel is used, if the wheel is not mounted correctly, or if it runs at too high a speed and without proper guards. Serious or fatal accidents can and do occur.

Knowledge of the machines, and the special characteristics of the abrasive wheels being used, is vital if an accident is to be avoided. Machines do not make allowances for inexperience.

Recently a farm hand died when a grinding wheel he had set up disintegrated immediately it was run and a large fragment struck his forehead.

The New Zealand Labour & Employment Gazette is currently preparing regulations to prescribe safeguards and safe work methods for abrasive grinding machines and wheels. The aim is to prevent serious and fatal accidents such as this one. In the meantime, a pamphlet setting out recommended safeguards and work methods for abrasive grinders, is available free of charge from the Department.

Mesco McCabe have got it all together

- ★ Industrial Supplies ★ Process Controls
- ★ Materials Handling ★ Construction ★ Welding
- ★ Engines ★ Machine Tools

Mesco McCabe have got it all together to provide the knowhow and service that the Hire people want.

Call us today.

Head Office:
17-19 Maurice Rd.,
Penrose,
AUCKLAND 6.
Ph: 661-209

Branch Offices:
WHANGAREI
15 Clyde St.
Ph: 81-579

HAMILTON
700 Te Rapa Rd.
Ph: 492-969

ROTORUA
Cnr. Old Taupo
& Lake Roads
Ph: 87-149

NEW PLYMOUTH
154 Devon St.
Ph: 80-864

WELLINGTON
22 Waione St.
Petone
Ph: 683-139

PALMERSTON NTH
19 Taonui St.
Ph: 80-039

CHRISTCHURCH
R4 Moorhouse Ave.
Ph: 66329,
792-735, 792-758

HASTINGS
1022 Omaha Rd.
Ph: 797-024

A SUCCESSFUL QUEENSLAND PROMOTION

TELEGRAPH "HOME SHOW" 1980

Queensland has had another successful display at the Telegraph "Home Show". This year's exhibition was most successful, as it was run by the Telegraph in conjunction with a Furniture Show, and spread over 9 days, gave us maximum exposure to the "home owner". 11,000 booklets were handed out, together with 10,000 "Need It? Hire It!" stickers. It was surprising what a large percentage of the public has never hired *anything*, and exhibitions of this type are an excellent vehicle for getting the concept of HIRE across to the general public. Numerous \$2 Gift Vouchers have been received

through Hire Centres as a result of this promotion, so members are receiving tangible benefits from the promotion.

Many of the enquiries received at our stand at the Home Show were in relation to garden equipment, and as a result of this, Queensland members

have been invited to a Product Knowledge Workshop at Rover Mowers, in May. This may result in members expanding their fleet to open up a new market area, with Compost Shredders, Soil Aerators, etc. The main hurdle to be overcome is the Australian way of "owning it"!



ANSETT
AIRLINES OF AUSTRALIA

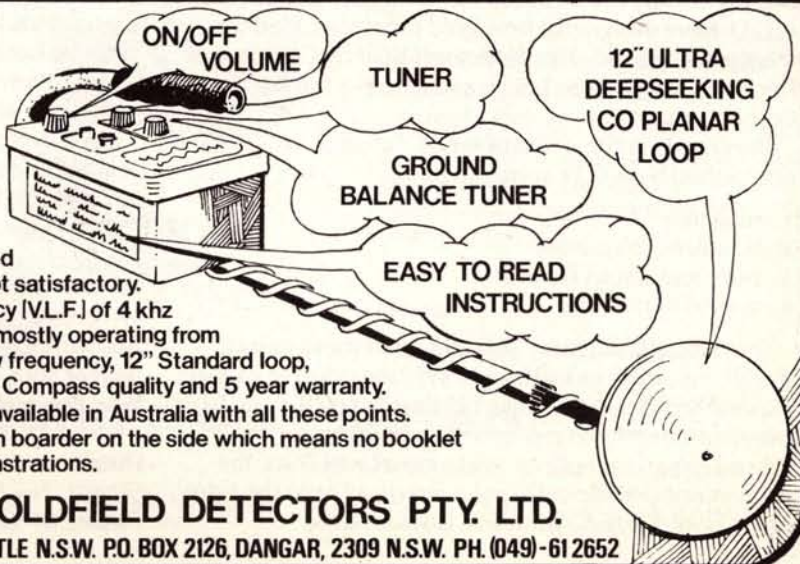
OFFICIAL CARRIERS TO THE HAA
1980 CANBERRA CONVENTION

THE ALL NEW AUSTRALIAN ... NUGGET MAGNUM DETECTOR FOR THE RENTAL MARKET

THE "NUGGET MAGNUM"

has been produced in response to enquiries from gold seekers all over Australia, for an extremely powerful, sensitive, ground cancel detector suitable for the rental market. This detector is actually being made exclusively for Australian prospectors to work the heavily mineralised gold country where other detectors are not satisfactory.

The unit operates at the very low frequency [V.L.F.] of 4 khz thus making it unique amongst all brands mostly operating from 6 khz to 15 khz or higher. With the very low frequency, 12" Standard loop, ground cancelling control, and the famous Compass quality and 5 year warranty. The Nugget Magnum is the only detector available in Australia with all these points. It also includes the all important instruction boarder on the side which means no booklet to loose and no time wasted during demonstrations.



AUSTRALIAN GOLDFIELD DETECTORS PTY. LTD.

SHOP 1, 767 HUNTER ST, NEWCASTLE N.S.W. P.O. BOX 2126, DANGAR, 2309 N.S.W. PH. (049)-61 2652

THE GILSON TILLERS



MODEL 51116

Versatile chain drive tiller cultivates, ploughs, mulches. Speedily converts to a walking tractor. Powered by a hefty 3.7kW (5h.p.) Briggs & Stratton engine. Features adjustable tilling widths - up to 66cm (26"), adjustable 20cm (8") tilling depth. Rugged 36cm (14") slasher tines, and a range of functional accessories.

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

1980 CONVENTION FOR CANBERRA

SEPTEMBER 2ND-- 5TH

This year's venue will be Noahs Lakeside International Hotel, situated on the London Circuit, with commanding views over Canberra and surrounding areas.

The hotel is truly one of international standard. 215 fully appointed rooms are available plus the most modern convention facilities. A range of bars and restaurants provides for your every need whether attending the busy

business section or relaxing before joining the social programme.

The convention has been planned for early September (Tuesday 2nd to Friday 5th) and this is particularly convenient for members who wish to bring families of school going age.

In fact some families may consider spending a few extra days in Canberra for a complete family holiday.

The weather in Canberra at this

TUESDAY 2nd

A.M. Registrations

P.M. City Sights Tour

Free Night

WEDNESDAY 3rd

A.M. Seminar Sessions

P.M. Equipment Exhibition

Free Night

INDUSTRY NEWS

New Gold Detector for Hire Industry

To cater for the demand of both the hirer and what was needed by the businessman hiring the goods. A.G.D. have designed a new gold detector called the "Nugget Magnum". The detector is built by Compass Electronics of Oregon U.S.A. and carries a full five year Compass warranty.

The criteria in the ultimate rental detector established by A.G.D. were:

1. reliability
2. simplicity to operate
3. potential results for user
4. appeal to the hirer.

The "Nugget Magnum" features all of these points, the all important ground tuner VLF operation to cancel mineralised ground, a large 12" search coil for maximum depth, no meter or discriminator for robustness and simplicity, and a novel new idea, the instructions permanently polyurethened onto the side of the detector (no instruction book to lose).

Results Prove Positive!

Results by the hirers to date, 5 significant gold nugget finds in Central Victoria from one outlet only!

For the businessman the purchase price at trade will show a return quickly at less than twenty one day hires at the normal \$15.00 per day.

Some hire outlets have become successful retail dealers by discounting the rental price on return, on a new unit. Still other outlets have up to forty units with 75% average utilisation and booked out for holidays weeks ahead. The gold price shows every indication of remaining high and going higher, and metal detecting for fun and profit has become readily accepted by Australians from coast to coast. Media reports of large nugget finds all over Australia with detectors have fired the imagination of city people to get involved.

For more information contact the sole Australian Distributor:- Australian Goldfield Detectors Pty. Ltd., Shop 1, 767 Hunter Street, Newcastle, N.S.W. 2302. Phone: 61-2652.

time of the year is usually excellent. Mornings and evenings are generally crisp and cool whilst often an early spring can make daytime pleasant and sunny.

Points of interest in Canberra are many and varied. Being the nation's capital there is naturally much to see on the political front ... Government House, Parliament House, Prime Minister's lodge and various National Embassies are examples.

In addition are other famous and interesting venues including the War Museum, the Mint (where our money is made) and the National Library.

A complete programme is being prepared to insure that visitors to the convention will have the opportunity

to take in these points of interest.

In addition a comprehensive display is being organised by manufacturers and suppliers to the industry. All the major companies will be included who will be displaying the latest in their product lines.

Members looking for a bargain should remember to bring their order books – special discounts are always available to convention attendees.

Registration forms are available now from your State Secretary.

So its all on again. Canberra in September at the Hire Association Convention.

See you there.

THURSDAY 4th

A.M. Seminar Sessions
P.M. Equipment Exhibition
Barbecue at
Historic Homestead

FRIDAY 5th

A.M. Seminar Sessions
P.M. Yard Tours
Sight Seeing
Formal Convention
Dinner

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

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

REDUCING WORKING HOURS FOR INDUSTRY

continued from page 4

can be increased by 12½%. So management should be able to put on 25 more people, enabling 225 people to share the work previously done by 200."

This is not a practical or an economic proposition when applied to industry. Investment in additional plant and equipment, most of which requires big capital outlays, solely to offset 5 hours loss of production per employee would be an uneconomic proposition for most employers.

The impracticability of increasing the company workforce becomes even more apparent when industry's shortage of skill is taken into consideration. Skilled tradesmen are not available in sufficient numbers to sustain industry on a 40 hour week basis, let alone a 35 hour week.

There has been a shortage of skilled tradesmen throughout the

postwar period, and recent industry surveys show that this shortage still exists and is likely to increase as a result of national development projects currently being planned.

Those with managerial experience in industry know that the only real option for most employers faced with a 35 hour week would be to work their employees the same number of hours as before and to pay them overtime. Therefore, the additional labour cost figure of around 21% is important to bear in mind, because it would be a straight out wage increase, and one of such dimensions that it would very seriously undermine our international competitive position in relation to the Australian domestic market and the export market.

If our international competitive position were adversely affected,

demand for our products, and hence our volume of production, would fall. This would certainly lead to retrenchments, the opposite effect to that intended by those who advocate the 35 hour week.

The inflationary consequences must also be obvious wherever the cost of a 35 hour week is passed on by way of higher prices. The higher prices are reflected in the Consumer Prices Index and become the trigger for a further round of wage increases, so that the adverse cost factors of a 35 hour week are compounded.

Australia's best interests and those of the workforce would not be served by a reduction of hours, as it is clearly beyond the capacity of the economy to sustain such an additional cost burden. Everybody would like more leisure, but surely not at the cost of someone else's job.

scan-hi

**AUTHORIZED
SALES & SERVICE AGENT.**

SCAN-HI — MELBOURNE

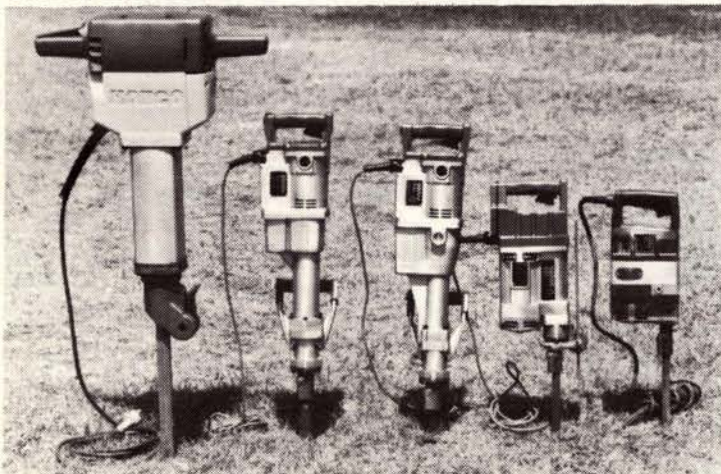
(03) 42-1429

L.P. JENSON — BRISBANE

(07) 44-4511

KENNEDY & MIDDLETON —

BRISBANE (07) 52-8994



KANGO

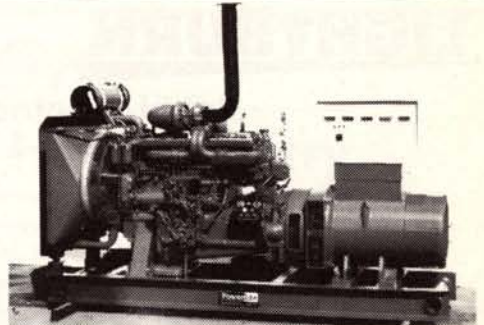
ELECTRIC HAMMER

Powerlite

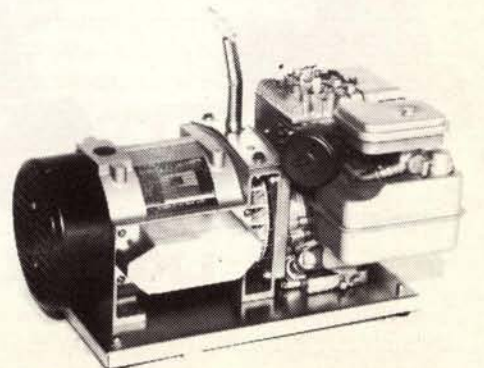
GENERATING SETS

AUSTRALIAN NATIONAL DISTRIBUTOR.

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



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.

MESCO McCABE get it all together

In recent months there have been extensive changes within the New Zealand company Mesco McCabe.

The first stage was when the original company, Mason Mesco Limited, decided on a reconstruction by splitting the company's products into four separate groups, each headed by a product manager, as follows:-

- (1) Industrial gases
- (2) Machine Tools
- (3) Power Tools and Abrasives
- (4) Welding equipment supplies

A subsequent development was the formation of Mesco Gas Limited, a separate specialist Company concentrating on the Maui gas field development and the compressed industrial gas market. This Company remains part of the Mesco Division and is headed by Mr Mark Sainsbury who transferred from Ceramco where he was Export Manager.

In May of 1979 Ceramco acquired the engineering companies of the Tappenden Industries Group - one of these companies, Richardson McCabe and Company Limited, joined the Mesco Division of Ceramco but retained its company name and trading identity. Richardson McCabe is a well established engineering company specialising in construction equipment, construction tools, conveyor systems and mechanical handling equipment, stationary engines, hydraulic controls and process instrumentation.

Running Mason Mesco and Richardson McCabe as two separate entities resulted in Richardson McCabe products not taking full benefit of the Mason Mesco Branch network and a duplication of costs in some areas. Accordingly it was decided to completely integrate both companies' operations and form a new Company Mesco

McCabe Limited. This decision resulted in further restructuring; with General Manager Mr L.H. Hill retaining his existing responsibilities as General Manager of the Mesco Division of the Ceramco Group.

Mr Bob Youngman, formerly Marketing Director Richardson McCabe, was appointed Marketing Manager, Mesco McCabe Limited. Mr Youngman is responsible for all marketing considerations including agency agreements, and terms of payments. He has reporting to him:

- (1) Mr Rex McCarthy, Manager, Machine Tools
- (2) Mr Darrell Merrie, Manager, Engines
- (3) Manager, to be appointed, Welding Equipment and Supplies
- (4) Mr Colin Lewis, Manager, Hydraulic Controls and Instrumentation
- (5) Mr Keith Morris, Manager, Materials Handling
- (6) Mr Brian Forder, Manager, Power Tools and Engineers Supplies
- (7) Mr Tim Richardson, Manager, Construction Equipment and Construction Tools
- (8) Mr John Malcolm, Manager

Auckland manufacturing unit, manufacturers of kit set conveyors, troughing rollers and gravity rollers

The responsibility of achieving sales forecasts, i.e. the selling role as opposed to the marketing function will be the responsibility of Branch Managers who will report to three Area Managers:

- (1) Mr Les Clayton, Northern Area Manager, responsible for Whangarei, Auckland, Rotorua and Hamilton Branches
- (2) Mr Rowan Vernall, Central Area Manager, responsible for New Plymouth, Palmerston North, Hastings and Wellington Branches
- (3) Mr Tom Kelly, South Island Manager, responsible for Christchurch and Dunedin Branches and South Island distributors.

Each of the Area Managers will report to the General Manager.

Following on the decision to merge Mason Mesco and Richardson McCabe the latter's Auckland, Wellington and Christchurch Branches have been combined with existing Mason Mesco Branches in these main centres. In Auckland and Wellington we have carried out major building alterations and renovations which have given us two of the best open plan industrial supermarkets in New Zealand, allowing the highest possible standard of product presentation.



The New Logo for Mesco McCabe

**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