

HIRE & RENTAL AUSTRALASIA

VOLUME 2 NUMBER 1 1981

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



WRECKAIR LEND'S A HAND

Wreckair Hire give ATV10 (Melbourne) a helping hand by providing free of cost portable equipment and Scaffolding for TEN's NERVE DEAFNESS APPEAL.

Pictured are Phil Gibbs (Ten Director, Sporting) and Peter Murphy (Wreckair Hire, Sales Manager, Vic.)

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

REGION 2

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

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

REGION 3

Victorian Hire and Rental Association
165 Eastern Road, South Melbourne, 3205

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

REGION 4

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

REGION 5

The Hire Association of S.A.
27 Hill Street, Sea Cliff Park, 5049

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

REGION 5

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

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

Published by:

RENTAL INDUSTRY PUBLICATIONS
10 Manningham Road,
Bulleen, 3105, Australia.
Telephone: (03) 850 5878

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Brian Elms, C/- Box 136,
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Overseas:
Seamail: \$A15.00 for 11 Issues
Airmail: \$A30.00 for 11 Issues

OUR INDUSTRY INSURANCE IS WORTH WHILE CON

Are you about to renew your insurance cover? May we suggest you check your existing insurances and your renewal premiums against the Hire Industry Insurance Scheme. You may be surprised?

Have you considered joining the Hire Association Insurance Scheme? This scheme is fully comprehensive for all "Hire Activities".

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

Outlined details are listed below:

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

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

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

CONTACT: State Secretaries, or: Mr. Neville Cartwright, S.L. Lock Insurance Ltd., Anchor House, Cnr. George & Bridge Streets, Sydney, NSW. Tel: (02) 241 1781 or Mr. Neil Cobley, QBE Insurance Ltd., (Tel: (02) 233 0411 Sydney, Mr Warren Foss QBE Insurance Ltd, Melbourne. (03) 602 2588.

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

POLICY COVER:

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

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

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.

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.

CE SCHEME SIDERING

FIRE

INTEREST

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

PERILS INSURED

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

BASIS OF COVER

Replacement and Reinstatement.

MAJOR EXCLUSIONS

Nuclear and Associated Perils
War and Associated Perils
Subsidence and Erosion

DEDUCTIBLE

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

UNDERWATER

QBE Insurance Limited

EXPIRY

March 31st

RATE

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

EXAMPLE

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

COMMENTS

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

Value of property at time of a loss	\$200,000
Sum Insured under the policy	\$150,000
Loss	\$100,000
Formula for settlement	
Sum Insured x Loss being	$\frac{\$150,000}{\$200,000} \times \$100,000$
90% of Value	\$135,000

SETTLEMENT

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

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

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.

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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Tel.: 321 6266

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Tel.: 221 9727

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**HIRE INDUSTRY
INSURANCE SCHEME**

**INDUSTRIAL
SPECIAL RISKS**

INTEREST

On all plant and equipment hired out.

PERILS INSURED

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

Transit risks

Accidental damage

BASIS OF COVER

Replacement

MAJOR EXCLUSIONS

This policy does not cover:

(a) Any aircraft or aerial device in the physical control of the insured or used in work undertaken by or on behalf of the insured.

(b) Any watercraft owned by the insured.

(c) Any mechanically propelled vehicles designed primarily for use on public roads.

(d) Any wear, tear, gradual deterioration, contamination, rust, corrosion or breakdown of any plant and equipment.

(e) Claims arising from faulty design.

(f) Mysterious disappearance or shortage.

(g) Claims arising through infidelity of employees.

(h) Delay, loss of use, or Consequential Loss or loss of market:

(i) Loss or damage arising from use in violation of any Statutory laws and regulations.

(j) Loss or damage due to war, invasion, act of foreign enemy, hostilities (whether war be declared or not) Civil War, Rebellion, Revolution, Insurrection or Military or Usurped Power.

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

DEDUCTIBLES

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

OTHER INTERESTS

Lessors and/or Finance Companies

UNDERWRITER

QBE Insurance Limited

EXPIRY

March 31st

RATE

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

EXAMPLE

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

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

**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

COMMENTS

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

With regard to recent articles in this Magazine, the Hire Association of New South Wales feels, that, unless corrected, it may be interpreted that we agree with what was said.

However, it must be pointed out, that we do not agree that this kind of correspondence belongs in a journal. Especially when articles are written by persons not in possession of the full facts.

The N.S.W. Committee, as a whole, has been concerned for some years with the direction in which the National Association has been veering, and our main worry has been that our concern was neither effective nor taken seriously.

The issue recently brought to a head, is just one of many and the H.A.N.S.W. expressed their concern in the strongest possible way. We were not attempting to usurp the role of dictators. The matter was treated very seriously and put before all N.S.W. Members who unanimously decided to take the action of withdrawing from the National Association and concentrating on our State issues.

This was not intended as a destructive step, as we have demonstrated by completing our 1980 Convention obligations and by assisting in any way when asked at the Convention.

If other States can't align with our thinking with regard to the way the National Association is going, then we concede their rights to have different opinions. It is just that we feel we cannot be part of it.

It would appear from discussions with members of the Industry, throughout, that there are many individuals who share N.S.W.'s sentiments. Without suggesting that these people form a majority of membership, we still believe that there is a need for self-appraisal by the National Association.

Since the August issue of the magazine, there have been discussions with the H.A.A. President, and he did indicate that there would be discussions on the direction the H.A.A. should take in the next decade.

This is not the place to elaborate any further, as we would not like to preempt any moves the President or the National Committee may wish to take, following further discussion. It should be noted, however, that the N.A.N.S.W. is trying to be objective, and not destructive and does not wish to see any bitterness between States and delegates.

Amplification of details, at this stage, would only hinder the President and we don't wish to tie him, or any of the Directors, to our opinion by discussion in the magazine.

Tony Donnelley
PRESIDENT, H.A.N.S.W.

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Full-Load Impact Rate:

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Overall Length: 642 mm (25")

Weight: 15.0 kg (33.0 lbs.)

Standard Accessories:

1 Oil Feeder, 1 Bull Point (410 mm),

2 Hexagon Bar Wrench (6,8 mm),

1 Single-Ended Wrench (23 mm),

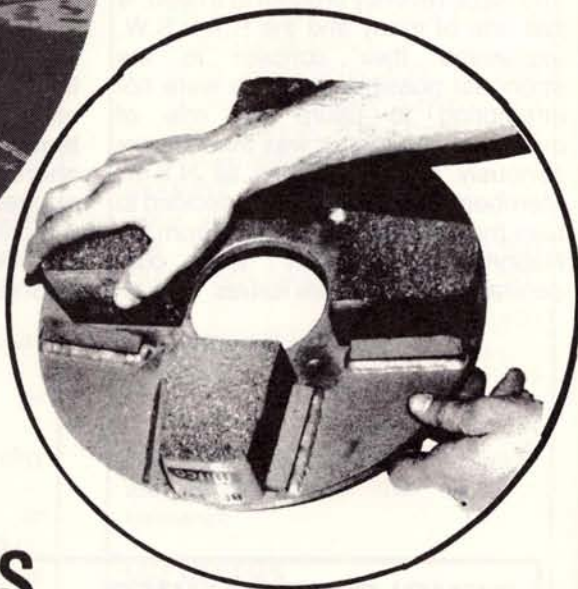
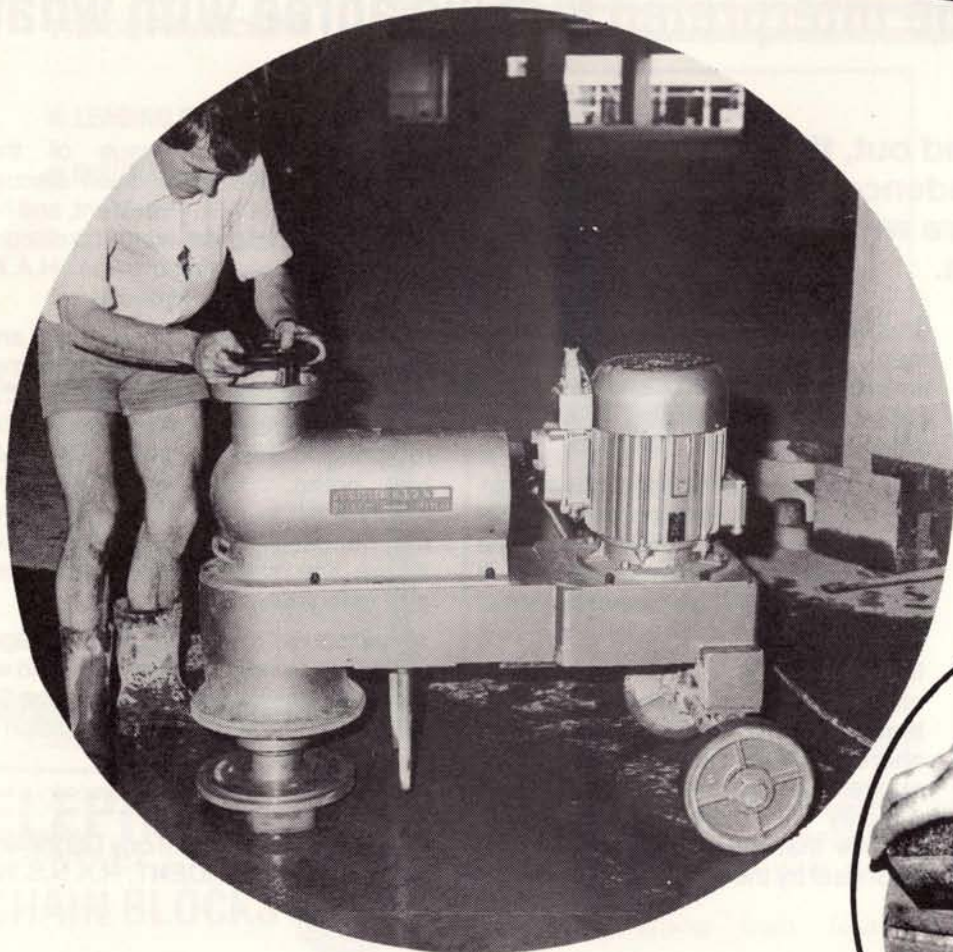
1 Steel Case.

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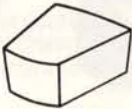



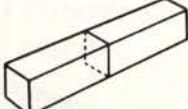



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CHEQUE POINTS

At first glance at the heading of this article it would appear that a car rally was in progress. You are not far wrong. The main event however is over and the last race on is the paper chase.

Yes we are talking about those oblong bits of paper called "Cheques" that are left in good faith at our yards and depots. These in turn are banked and returned to you, and you have unwittingly drawn a place in the race.

You get yourself warmed up and the race is on. If the stakes are high you hope to get a first, but in many cases all you get is a good run for your money.

What are your reactions to this? Do you overheat and all but bust your radiator? Or do you quietly tick over and think out your plan of attack to get that win or a place.

Lets stop at some of the cheque points along the way.

Banks Version

Present again
Refer to Drawer
Payment stopped
Amounts differ
Postdated
Another signature required
Company in liquidation

My Version

Getting the same gift twice
Hide in a piece of furniture
Not having it when you've got it
Bi-sexual cheque
A timeless ticket
Pen pals
Wet check

Well the cheque points put out by the banks are quite clear and to most do not need explaining. But there is a check point that is of great importance.

First stop your shop counter
Look and listen carefully
Study the paper work presented to you
Ask questions
Get all the information you can
Get an extra signature on the back of cheque
Reject anything in doubt.

You won't win all those races but you will have fewer pit stops. Turn that cheque point into a check mate!

Peter Lawrence

Back of cheque stamp

ADDRESS Somewhere in the sticks.....
PHONE No. As above.....
VEHICLE REG. RAT 1.....
BANK CARD Down by the River.....
ACCEPTED BY The unwary.....

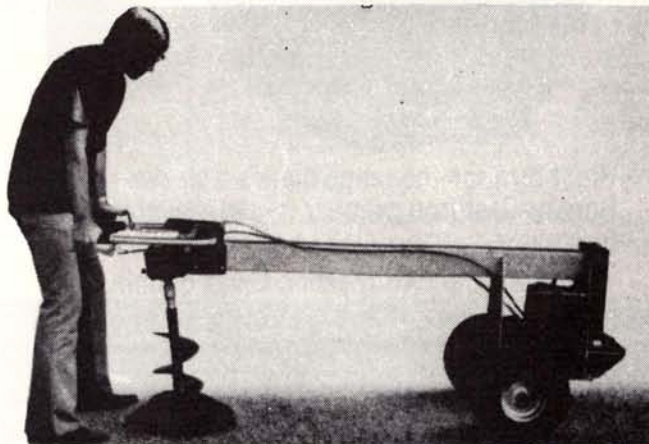


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It tills to 53 cm (21") and is powered by Robin 5.22 Kw (7 h.p.) engine.



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ANI299



HAA president John Mason addressing the Combined Divisional meeting at St. Kilda. Construction Division Chairman Ron Williams and guest speaker Alan Killagrew are also pictured.



After dinner smiles from A.N.I. Perkins Personalities L to R Peter and Tops Smith and Richard Allen together with Ann and Don McCurdy of Compar.



Together at the annual dinner were L to R Morrie McQuade Loretta Kroeger, Ida McQuade and John Kroeger.

VICTORIAN STATE NEWS

**Special
This Month**

HIRE MEN AT PLAY!

Hire meetings need not be all work and no play. This we witnessed when we attended the **Annual Dinner** at The Cultural Centre, the **Combined Divisional Meeting** in the Social Club Rooms, St. Kilda Football Club and the **Temporary Site Service Division Meeting** at the offices of Epsom Hire Service.



Attending the end of year barbeque for temporary Site Service Division members L to R Reg Denny, Syd Moody, Brian Daly, mine host Robert Goode and Division Chairman Brian Hankin.



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Jim Nilsson with Sydney Guest Andrew Kennard.



Reg Moody pours drinks for Kevin Leonard and Adelaide guest Mick Young.



Guests at the Combined Divisional dinner were L to R Gordon Esden, Sydney, Arthur Staines, Brisbane and Tony Donnelley Woolongong.



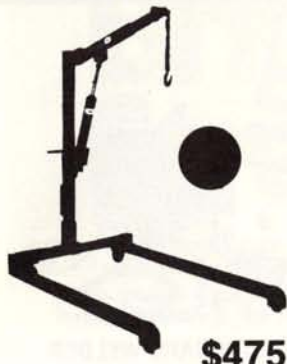
For the folk from Lilydale Hiring and Handyman tools the Annual Dinner at The Cultural Centre was a lot of fun. Pictured from L to R Reg Moody, Dianne McMennemin, Anne Marree and Robert Moody, David and Jan Moody, Frank McMennemin, Kath Moody.

Samson

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FORMULA

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LOOK FOR IT!

HIRE ACTION AUSTRALIA! MELBOURNE 81

10th INTERNATIONAL HIRE CONVENTION & EQUIPMENT EXHIBITION

SOUTHERN CROSS HOTEL MELBOURNE

SEPT 2-5 1981

BE THERE!

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REPCO BUYS WRECKAIR

RepcO Ltd., a leading Automotive parts and engineering group has made a \$23 million bid for Wreckair Holdings, one of Australias largest equipment hire groups.

Major shareholder, the U.S. group Consolidated Pneumatic Holdings Ltd., received \$7.19 per share or approx. \$15 million for its 65 percent shareholding in Wreckair which it acquired for \$3.60 per share in 1972.

Mr. Neil Walford, Repco Chairman said Wreckair had an impressive growth record and had very good future growth prospects. Repco would be able to provide the financial support to ensure Wreckair a high rate of growth.

Wreckairs 1980 profit, just released, indicated a strong second half recovery for the group after the financial strain of opening five new depots, which forced first half profits down 32 percent despite a 21 percent rise in revenue.

Profit for the full year was down only 3 percent from \$1.82 million to \$1.7 million. Revenue for the 12 months was up 25 percent to \$25 million. Wreckairs profit in the December half was up 22 percent from \$983,000 to \$1.2 million, Reflecting some improvement in the building and construction market late in the year.

LETTERS TO THE EDITOR

Congratulations to Brian Elms for a vastly improved hire magazine.

Since picking up the remnants of a failed journal one year ago Brian has done a splendid job as publisher editor photographer and jack of all trades.

We need this magazine as one of the benefits of association membership. How nice it is to look at a fine publication such as this has become and read about events and personalities that are of interest to people within our industry. A magazine assists everyone to assimilate knowledge and does a lot towards helping people to get to know each other.

Until Brian took it over, the magazine has been a problem for the association as it continually ran at a loss with the result that publishers lost interest and for a period it had to be subsidised by the association to keep it afloat.

Brian has invested a lot of time and money in the magazine including the purchase of an expensive black and white camera and I am given to understand that it will be some time before the exercise will be out of the red.

As I see it this project is a shining example of association loyalty and dedication on the part of one person and I very sincerely ask that members appreciate Brians magnificent work and that industry suppliers support him with advertising.

The revenue is needed to keep it going.

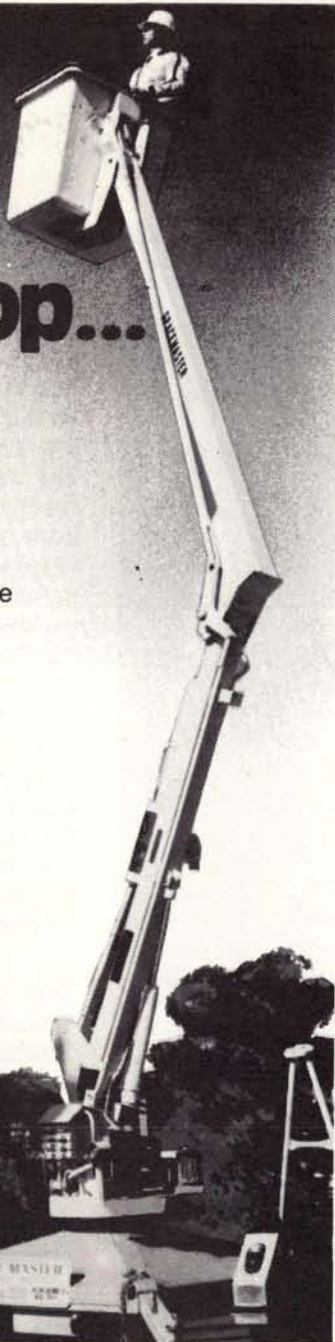
Another point to keep in mind is that a constant flow of material is required to make the content of the magazine interesting. Brian is always looking for news and will gladly publish anything that is newsworthy or controversial. So if you have something to report or wish to make a statement — speak up.

Please don't take the magazine for granted. It owes its existence to Brian Elms, so let us do all we can to help him keep it going so that we may all benefit in the long term.

John W. Mason
Betta Hire, Cleveland

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Forget scaffolding and dangerous ladders, the Space Master gets you and your equipment up there quickly and safely. Trailer mounted and approved for towing by medium sized cars, the Space Master really is mobile and versatile. Operate it either from the bucket or the ground. Space Master has a working height of 9 m (30'), a horizontal reach of 5 m (15') from the centre, continuous rotation in both directions and a 200 kg capacity.



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MANUFACTURERS NEWS ...



SPACE MASTER ELEVATING PLATFORM

Newly released by A.N.I. Perkins throughout Australia is the Space Master Elevating Platform. Built in South Australia by Static General Engineering who have been manufacturing a range of truck mounted elevating work platforms for many years, the Space Master was designed to meet Australian requirements and conditions for trailer mounted machines.

Capable of being towed by a medium sized car or utility, weighing only 1400 KG and with an approved capacity of 200 KG, the Space Master can safely lift two men and their tools to 9 metres operating height and a five metre maximum reach from the centre line.

With an almost 100% local content and a wide choice of options, the Space Master is well placed to capture a large share of the trailer mounted work platform market previously dominated by imported machines.

The number of unique safety features on the Space Master make it amongst the safest of this class of machine. The self compensating boom system mechanically prevents the operator from placing the basket in an unsafe working position and entirely eliminates the use of electrical or hydraulic interlocks and limit switches which are subject to continuous inspection and maintenance.

The Space Master also has mechanically operated pilot valves that in the event of an engine failure allow both the top and bottom jibs to be lowered and then slewed to the transport position so that the machine can be moved if necessary.

Due to the inbuilt battery charging system fitted to both the Briggs and Stratton and Robin 5 HP petrol engines, no belt drive generator is required and the engine is fitted with a recoil starter for use in the event of a battery failure. All pivot pins are fitted with replaceable bushes and are of clevis construction giving maximum strength and safety.

The heavy duty fibreglass basket has a front opening for ease of entry and egress and the ergonomic deadman-type control switches both in the basket and on the ground can be overridden by the emergency kill button in the basket to provide maximum security for the operator.

The Space Master trailer has independent suspension, hydraulic override brakes, adjustable front jockey wheel and comes complete with lighting meeting all state registration requirements. Tests have shown that the unit can be safely towed at speeds up to the legal limit under normal conditions.

For further information or to arrange a demonstration, contact A.N.I. Perkins in any capital city.

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THE REGAL

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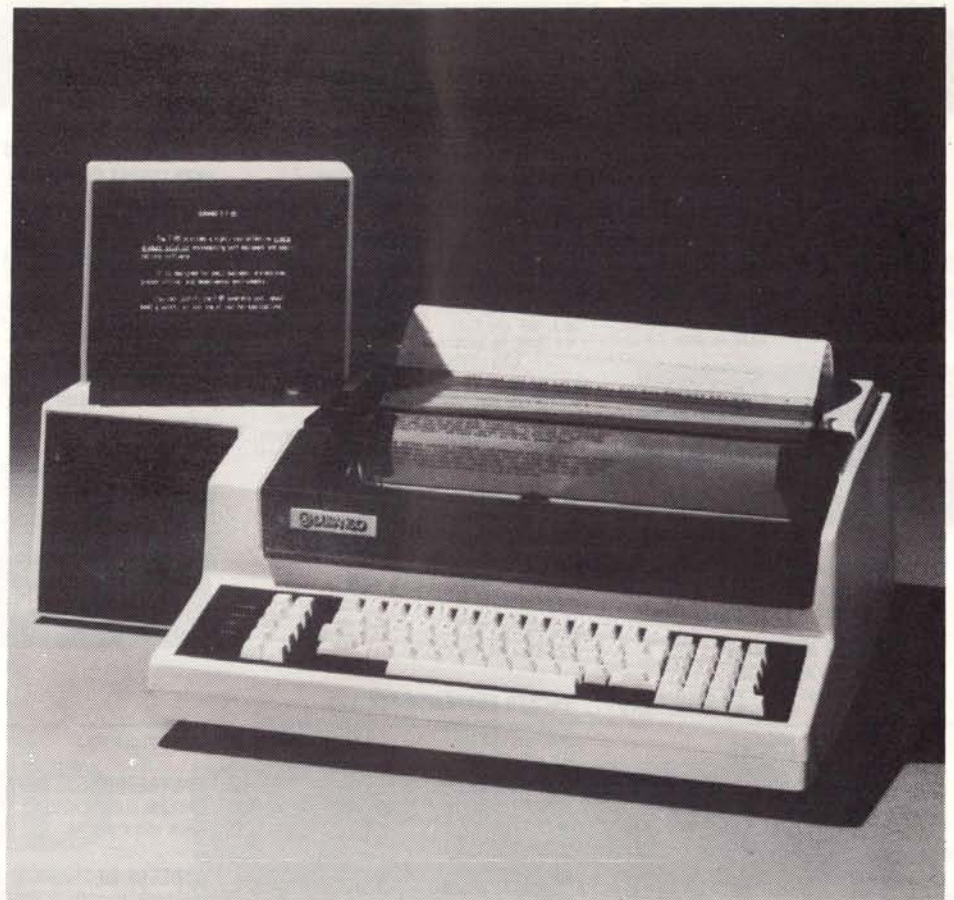
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MANUFACTURERS NEWS ...



NEW BUSINESS SYSTEM FOR HIRE COMPANIES

A unique business system, which has proven most successful among equipment hiring organisations in the United States, is now available in Australia.

The system developed by Durango, an American computer corporation, is being marketed locally by an Australian company, Rockend Pty. Limited.

The System comprises a lightweight desktop computer unit which can be plugged into a power point and operated by one of your own staff after a brief training period.

Rockend obtained the U.S. programmes (which were specifically developed for hire organisations) over 12 months ago and they have now been modified for use in Australia.

The Durango F-85 is very reliable and flexible so that it can grow with your business.

The current programmes provide:

- Automatic contract and invoice generation.
- Automatic statement printing at a rate of around 400 per hour.
- Debtor aging into current, 31-60, 61-90 and over 90 day categories.
- Customer credit and account status as well as equipment usage, automatically calculated depreciation and location information.
- Sales analysis by Customer Number, Customer Type, Equipment Number or Equipment Type.
- Monthly Summary of Hire Charges, Sales, Stamp Duty and Insurance as well as other separately charged items like delivery, etc.
- Other programmes for Creditors and General Ledger and Stock Control are also available.

For further information please contact Tony Maple-Brown on 438 1418 during office hours, (or 43 5208 after hours).



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For more information, contact:

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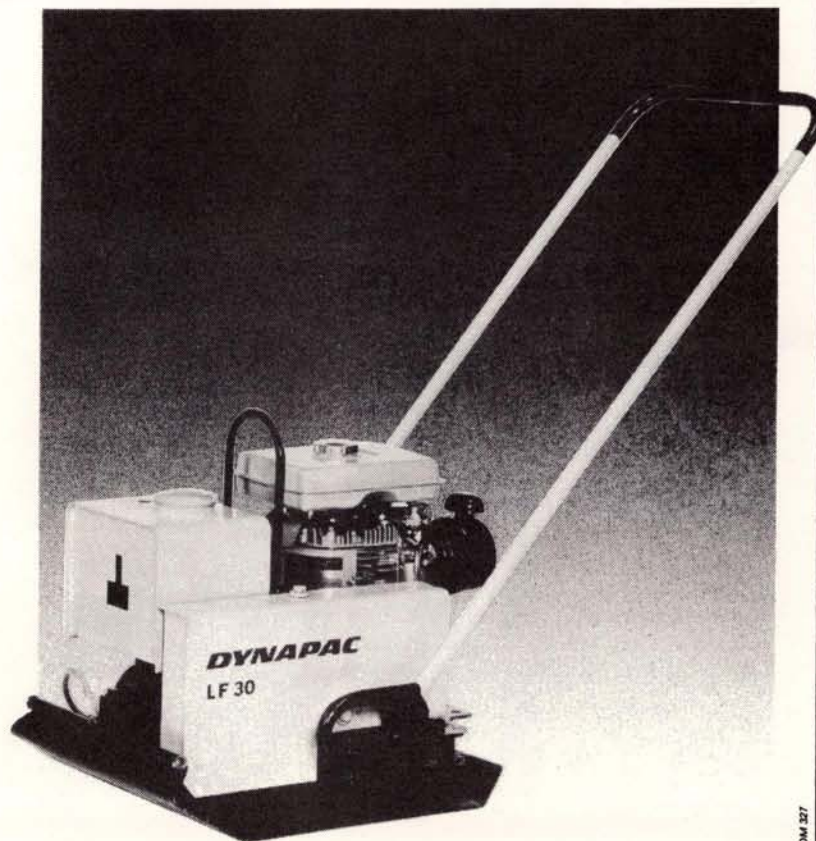
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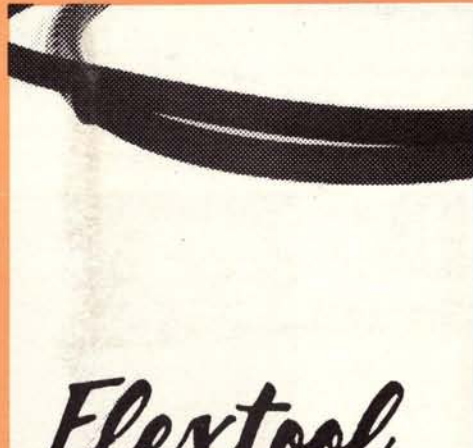
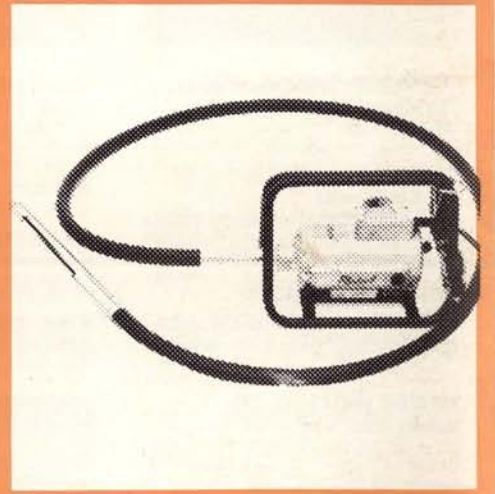
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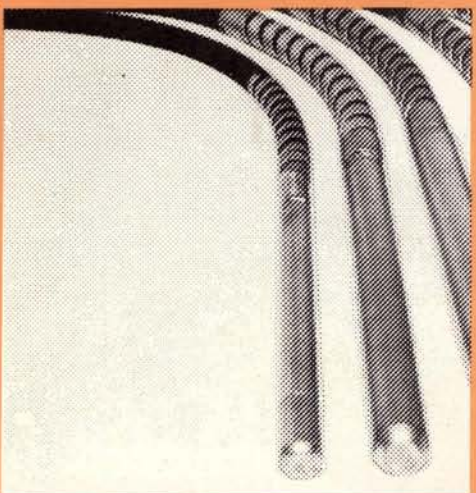
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