

# HIRE & RENTAL

## AUSTRALASIA

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



**MAN**  
OF THE  
**MONTH**



## MAN OF THE MONTH

# Ron Williams

## AA Arc Welder Hire Co., Melbourne

**The world record for the largest rental market coverage by an independent dealer would have to be held by Melbourne rental man Ron Williams. His delivery area covers an incredible seven million square miles!**

Ron operates two companies, A.A.A.R.C. Welder Hire Pty. Ltd. and Carnegie Rental Centre Pty. Ltd. These companies transport by road, welding and other equipment to mineral and oil exploration sites throughout Australia.

He ships to such diverse places as New Guinea, the Christmas Islands, Fiji, the Central Pacific and Antarctica in the frozen South. In fact the only area Ron hasn't shipped to, south of the equator, is Africa and South America.

Some idea of the distances this unique hiring service covers can be gauged from the following locations and their distance from Melbourne:

Gove, Northern Territory, 3500 km; Exmouth Gulf, 4500 km; Yubulu and Mary Kathleen Uranium Mines Queensland, 5600 km; New Guinea, 5600 km; Fiji, 6000 km and Antarctica bases 5800 km.

Ron's main forte is the supply of welding equipment, both diesel and electric, and a wide range of allied equipment including portable generating sets for the mining and exploration sites in the various states of Australia. These he promotes through AA Arc Welder Hire Pty. Ltd.

Carnegie Rental Centre Pty. Ltd. carries an extensive range of general equipment including air compressors, material handling equipment and portable power tools.



*Ron Williams (Right) and visiting Brisbane hiremen Adrian Verney and John Mason, discuss equipment maintenance with Tom McKneil, Trevor Williams and Robert Youens during an inspection of facilities in the workshop area.*

Resulting from reduced activity in the local building industry, Ron has shifted the emphasis of this hiring business from the building trade to the home handyman. Consequently, he is now providing a great deal of equipment to supply a fast growing home renovation market.

A welder by trade, Ron was manager of Murex Australasia Pty. Ltd. and a technical college instructor in the welding trade.

It was in 1950 that Ron first saw the opportunity to supply equipment on hire to the welding industry and decided to provide it.

He had many family commitments, and almost no capital, but decided to take the gamble, commencing his hire business with five welding machines.

With his wife and a mechanic, they operated from his own back yard, working night and day to hire, deliver and service the machines.

It was by sheer hard work and determination that this small business began to prosper. Since 1962 Ron has been operating the business full time and it was in that year that the business moved into new premises in St. Kilda.

By 1974 the business had outgrown the St. Kilda premises also and it was transferred to its present location in the Melbourne suburb of Carnegie. A property of 35,000 square feet, with a frontage onto the busy Princes Highway.

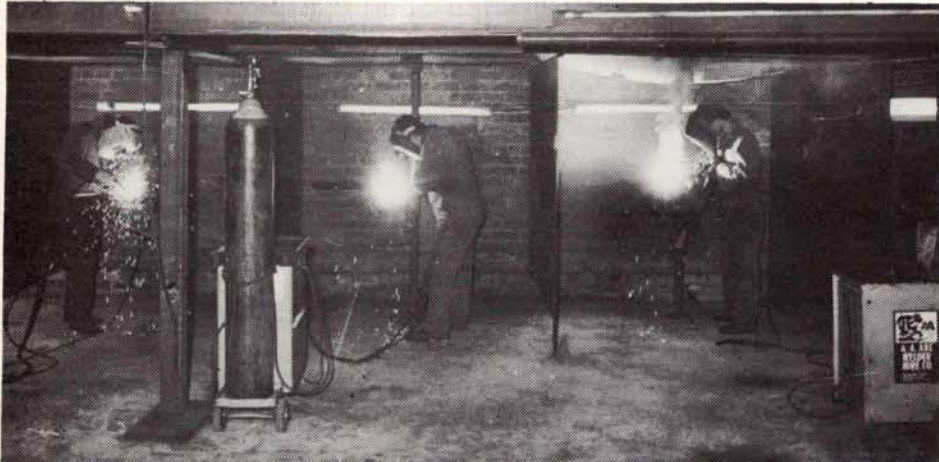
Ron estimates that he now has about 500 welding machines of various types, which range up to 800 amps in capacity, plus a wide range of welding consumables.

Also available are booth facilities for inspection and testing of tradesmen welders, wishing to enter specialised fields of industrial welding.





**Ron Williams** photographed in front of his truck which was being loaded with 26-400 amp Welders for delivery to Kwinana in Western Australia. In the Background is driver **Ron McNeil** who, along with Ron, drove the 10,000 Km round strip to service two rental customers.



Testing days in which all types of welding equipment is available for inspection and testing of welders.



The Company's Carnegie showroom.

"It has been a pretty tough battle over the years, I have been hiring, delivering and servicing units, travelling up to 3500 kilometres in pretty rugged country to train staff in the use of equipment and servicing our machines in isolated areas," Ron said.

Because of his specialised knowledge of sophisticated welding techniques and the diverse range of equipment hired, he can both supply and service the equipment for almost any specialised job.

Despite the size of the operation, Ron runs a tight ship with a staff of three office personnel, two representatives on the road, and two truck drivers. In his extensive repair and maintenance shop, where all equipment is serviced, he employs 12 fitters, mechanics and electricians.

Son Trevor, his right hand man, does much of his trouble shooting and out-back work these days.

Despite the heavy demands the business makes on his time, Ron can still find time for extra activities. He is heavily involved with St. Kilda Football Club and is a life member and Past Commodore of the Blairgowrie Yacht Squadron.

Ron is vice-president of the Hire and Rental Association of Victoria, and chairman of the Construction Plant Hirers Division of the Hire and Rental Association of Victoria.



# NEW ZEALAND CONVENTION

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Whether it is scenery, activities, or meeting with friendly people, your attendance at the 4th H.S.A.N.Z. Convention in Hamilton, New Zealand, will be an event to remember.

The trade display and seminars will be held in the Te Rapa Racecourse Complex on the northern end of the city, with social activities and main accommodation at the adjacent Waikato Motor Hotel.

The seminars will vary from formal to light-hearted informal with time for friendly discussion and debate between delegates when views and experiences can be exchanged for the benefit of all.

A comprehensive range of trade exhibits will be on display and will cover all facets of the Hire Industry. Suppliers are being encouraged to display their equipment under working conditions

and considerable interest has been shown in this area.

Social functions include a visit to the spectacular Waitomo Limestone Caves, scenic tours, yard tours, a Medieval Feast, golf tournament and a Convention Ball, with other activities available to suit the individual taste.

To obtain further information, including a full programme of events, registration and housing forms, write (Airmail) to:

Convention Secretary,  
Hire Services Association of N.Z.  
(Inc)  
P.O. Box 4020,  
Hamilton East,  
Hamilton.  
NEW ZEALAND

Neil Callaghan

Convenor H.S.A.N.Z. Convention  
Committee, Hire Services Assoc. of  
N.Z. (Inc).

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Hire & Rental Australasia

# Till when it registers

Have you noticed when you visit supermarkets these days the variety of electronic wizardry that beeps at you in the shape of cash registers? These winking robots seem to be able to control everything including their operators, for they protest very loudly if the wrong button is pushed.

This brings to thinking of the types of cash receptacles I have seen around. Various hire centres which are regularly in use and are the epitome of simplicity in their shape.

They range from tin cans, old plates, pots and wooden drawers with no locks or bells. The mind could boggle with thoughts as to where some yard operators hide their cash, but as far as control is concerned they are a law unto themselves, and if any of the staff in the establishment are named Peter they would die laughing.

What brings this laxadaisical attitude about no doubt stems from the early days when the boss had no one to trust except himself and the tin hidden in the corner was as good as anything as far as he was concerned and very cheap. But a good hire business has a habit of growing up, and with an increase in equipment and staff, the receptacle for holding the wherewithal starts to overflow. In many cases this is exchanged for a larger receptacle as a cash register is considered an unnecessary overhead, and a new piece of equipment of far more importance.

I suppose the old tin or drawer does not matter, so long as the boss or his wife only operate them. But what happens if the boss does eventually take on the extra help or is suddenly laid low with a heart attack?

A system of cash registration must be set up in any business and although many of them are not 100 per cent perfect, when one gets used to them they give a fairly accurate description of what is going on in the business. Most hire businesses do not require an expensive cash register, as not many departments are required, the main departments being hire, sales and repairs. The only complex one of these three could be the hire department as in many cases deposits are made on

equipment that could be out for several days.

A register with a printout tape is necessary and an operating code number can be given to the members of the staff who use it. After the cash float is put in at the start of the **operating day**. If things don't tally at the end of that operating day, you will have to investigate why.

**Operating days** can start at any time and not necessarily in the morning when you open. There is nothing to stop you starting your day at 1 p.m. in the afternoon. All you need is a spare drawer for your register complete with your standard float and your tape totals and you have the rest of the afternoon to check any problems should they arise. This can be a good time for banking that surplus cash and also for checking any problems that may be manifest in the tape, as many of the previous days' deposits are cleared by this time. Anyway, who wants to worry about some missing cash when it's time to go home?

These new registers also allow you to make snap checks during the day should you be suspicious of some malfunction in your operations. If you use a time block on your hire agreements, use a department on your register to put the time on the tape when you do your checks. Any agreements that are not accounts should link up with the period shown on the time checks on your register tape.

Keeping a daily record in a small notebook is also very useful, and as time goes by you become accustomed to figures and the climate they exist in, as a pattern emerges with the growing records of the register's use. In fact, as the days go by you read the tape like a book.

Short of buying an inhouse computer, depending of course on what amount of money you are prepared to spend on a cash register, can do nothing but good for your operation. So throw away those old cans and use that drawer for something else. You can have a beeper on your counter and it will be cheaper in the long run.

Peter Lawrence



## New president for H.A.A.



Newly elected H.A.A. President Ron Williams (Right) A.A. Arc Welder Hire Pty. Ltd. of Melbourne is congratulated on his appointment by retiring President John Mason of Betta Hire Pty. Ltd., Brisbane.

**We congratulate Ron Williams, A.A. Arc Welder Hire Pty. Ltd. on his election as president of the Hire Association of Australia for 1981.**

## H.A.A Presidents Report 1980

### 1980 Convention

The highlight of my second term as President was the very successful Canberra Convention last September.

As you all know, Canberra was adopted as a venue after we abandoned our original choice, Manila, because of uncertainties. There were some who predicted failure for all kinds of reasons. The main ones were that the committee lacked expertise and that a Convention could not be organised long range.

Fortunately, the prophets of doom were wrong and what a great Convention it was.

As is always the case, success was the result of good planning. In particular, I must thank the Canberra people and their staff for doing such a splendid job of attending to all the local details. It cost them a lot of money, time and physical effort. For this we are all very grateful.

Also, it pays to select a hotel that has experience in handling Conventions. We made a wise choice in this respect as Noahs Lakeside is a first class hotel and they know what they are doing.

I thank the individual States for organising their portions of the programme and also the New South Wales committee for their successful equipment exhibit.

We were very fortunate in having an efficient team in Rolf Schufft and his secretary to handle the processing of reservations, registrations, etc. Their

work was first class. I thank our Councillors for their effort and also Brian Elms for the publicity afforded by the hire magazine.

Everyone did their job and success was ours. As far as future Conventions are concerned, I am confident that we now have enough experience to maintain a good track record.

### 1981 Convention

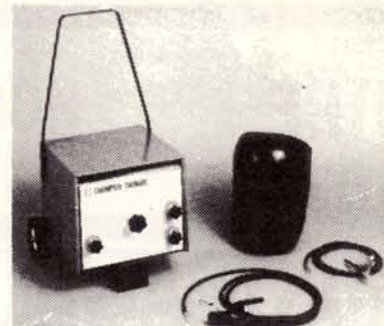
Melbourne is to be the venue for this years Convention and I am sure it will be successful.

### International activities

When I was first elected President I decided that one of my prime objectives would be to form a close liaison with overseas Hire Associations and their personalities. The reason for this was that I wanted to open doors so that our association members could visit these places, be welcome and thereby gain a broader understanding of our industry.

With this as my objective I have attended two New Zealand Conventions, four in the United States and have visited England. I now know most of the leading industry personalities on a personal basis and can help our members with introductions or advice if and when it is needed.

A spin-off from this is that I have been able to persuade many overseas visitors to attend our last two Conventions which has made my overseas excursions worthwhile.



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### Council meetings

The National Council met three times this year as follows:

26th March 1980 at Canberra,

21st May 1980 at Canberra.

2nd September 1980 at Canberra.

In addition to the above three meetings there was the "open forum" meeting in Melbourne on 20th November 1980.

My regret is that apart from organising the Convention practically nothing of any consequence was achieved. Too much time and effort was wasted on the New South Wales issue.

### Hire Association of New South Wales

The defection of the Hire Association of New South Wales will always be my most dismal recollection of this past year. However, now that it has happened I am confident that good will result.

### The future

The way is now clear for us to make some constitutional changes with the objective of making the H.A.A. a more united voice for the industry. I think that now is the time for us to establish clearly defined objectives and to set about achieving them.

### The magazine

Brian Elms has done a splendid job by taking over the onerous responsibility of publisher. We need to keep this project alive as a membership benefit so I appeal to all for advertising and editorial material.

My thanks to Rolf Schufft for his efficient secretarial work and to my fellow Councillors for their support.

I wish the Association continued progress. Thank you gentlemen.

JOHN W. MASON  
President, 1980



# Association Office Bearers for 1981

## HIRE ASSOCIATION OF QUEENSLAND

**President:** Adrian Verney.  
**Vice President:** John Mason.  
**Secretary:** Dorothy Verney.  
**Treasurer:** Malcolm Cramb.  
**Management Committee:** John Jonkers, John Perham, Ron Wyatt, Owen Staines.  
**National Councillors:** Arthur Staines, John Mason.



H.A.Q. President  
Adrian Verney

## VICTORIAN HIRE AND RENTAL ASSOCIATION

**President:** Brian Elms.  
**Senior Vice President:** Ron Williams.  
**Vice President & Treasurer:** Bob Langham.  
**Executive Committee:** Greg Hall, Joe Woods, Des Whelan, Jack Parker, Stan Jessup, Lionel Friezer, Frank Fewster, Michael Conroy, Barry Cerda, Rex Monahan, Roger Haebisch, Brian Hankin.  
**Secretary:** Syd Moody.



V.H&R.A. President  
Brian Elms



H.A.S.A. President  
Neil Hallett

## HIRE ASSOCIATION OF SOUTH AUSTRALIA

**President:** Neil Hallett.  
**Vice President:** John Stevens.  
**Executive Committee:** Mark Cambridge, Bert May, Pat Pearce, Gordon Tschirpig.  
**Auditor:** Mick Young.  
**Public Officer:** Brian Ewings.  
**Secretary/Treasurer:** N. M. Hudson (Mrs).  
**National Councillors:** Neil Hallett, John Stevens.



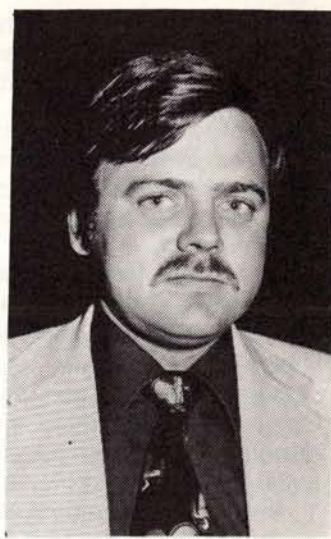
H.A.W.A. President  
Ken Sims

## HIRE ASSOCIATION OF WESTERN AUSTRALIA

**President:** Ken Sims.  
**Secretary/Treasurer:** Des Brealey.

## HIRE ASSOCIATION OF NEW SOUTH WALES

**President:** Garry Butler  
**Vice President:** Gordon Esden  
**Treasurer:** Mary Marsh (Mrs)  
**Executive Committee:** Tony Donnelley, Rob Wallis, Greg Page, Stan Macey, John Brookfield, Trevor Wallis, Gordon Johnstone, Andrew Kennard, Ken Paran, Barry McDonald, Jim Brown, Neville Kennard, Laurence Lockart, Drew Stein, Eri Vortuni, Garry Silburn, Mike Flynn.  
**Ex Officio:** John Clark, Allan Rutherford.  
**Executive Director:** Denise Layton (Mrs).



H.A.N.S.W. President  
Garry Butler

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# LETTERS TO THE EDITOR

**We publish a letter from Tony Donnelly to the members of the H.A.N.S.W. together with H.A.A. President John Mason's Letter in reply. — Ed.**

Dear Member,

As you know, the Hire Association of New South Wales resigned from the Hire Association of Australia on 31st December, 1980.

since your vote of confidence in your Committee at the extraordinary general meeting, we have tried (to no avail) to have the problems solved by:

1. Inviting the President of the H.A.A. and Editor of the Hire Magazine to our Committee Meeting on 23rd July, 1980.
2. By trying to organise an open forum at the National Convention.
3. Spending many hours with the National Councillors trying to explain our stand.
4. Unsuccessfully trying to get a letter published in the Hire Magazine.
5. Sending several H.A.N.S.W. Committee Members (at their own expense) to the Open Forum in Melbourne in November.

## THE REAL ISSUE

There seems to be some confusion as to what the real issue is; and this was not helped by incorrect statements in letters from other States printed in the Hire Magazine.

The real issue is **NOT** an issue of the distribution of the Convention funds, this year or in future years. N.S.W. had already agreed that funds from the last Convention should be handled and divided up by the National Body.

## THE REAL ISSUE IS THE ROLE OF THE NATIONAL ASSOCIATION

In August 1980, an article appeared "endeavouring to provide some insight into the operation of Association". Several aims of the HAA were listed two of which were:

- (a) "Liaise between States to see they are running to common ground on both hire methods and administration.
- (b) Liaise between States and assist."

We believe it has failed in its ideal to liaise between States. There is no doubt that the National Committee is acting within its **constitutional** rights in everything it has done. However, we are **questioning** the Constitution. Here is how we think the Association should function:

1. We believe that the function of the National body should be to:
  - (a) elect a National President
  - (b) act as a forum for interchange of State ideas and activities
  - (c) see that a National Convention is organised by a State
  - (d) be available to act on national issues if they arise.
2. We do **NOT** believe that the National committee should take on a more active role than this because of:
  - (a) the distance and population densities of the States, they can better organise their own detailed affairs
  - (b) the inefficiency and waste, again because of distance, of having an administrative committee organising complex business
  - (c) the unrepresentative method of voting
  - (d) the fact that State delegates were never intended to have **absolute power** to make major decisions of a full State committee.
3. We see the National body in the same role as the Parliamentary Senate i.e. a house of review.
4. If the National wants strong legislative power, if it wants to act as a house of representatives, then there must be proportional representation by the States on the Committee. There should also be much more prior notice and time of debate at State level on any important issues.
5. In summary, we believe that what is required is that the goals and power of the National body should be **CLEARLY SPELLED OUT** to prevent any future problems. This would probably involve a **change in the Constitution**:

- (a) so that the power of the National body is reduced and clearly defined, or
- (b) in the event of a decision for a more active National body than at present, then the method of representation be changed to a proportional one.

Until the National committee does look at its role, constitution and voting methods, we feel that we will save time and money by just carrying on as a State Association. However, there will be lobbying from the H.A.A. asking H.A.N.S.W. Members to join the H.A.A. direct. At this point of time, it appears that the only advantage of joining the H.A.A. is that you will get a discount on Convention registrations and the Hire Magazine. But, under the current H.A.A. Constitution, an individual member has no voting rights.

Whatever you decide to do, we hope you will remain an active member of the H.A.N.S.W., as that is where you will gain most. Remember, it is the people, prices and problems within N.S.W. which will affect your business, and not that which happens in other States.

## THE OPEN FORUM

The H.A.N.S.W. sent a list of suggested topics for discussion at the Open Forum. Unfortunately, this was used as an Agenda and personalities came into it, preventing proper discussion.

However, as a result of the Forum, N.S.W. did put a motion to the H.A.A. which will be discussed at their March 1981 meeting, but at which we will have no representation. We will consider our situation after that Meeting.

In the meantime, it is important to note that our decision to resign was not taken lightly, and it should be remembered that the originators of the H.A.A. are at present on the H.A.N.S.W. Committee. If they can see that the H.A.A. is going in the wrong direction, then surely it is worth looking into.

We hope you will take part in the activities we have planned for 1981.

Wishing you a successful year.

Yours sincerely,  
HIRE ASSOCIATION OF N.S.W.  
T. DONNELLEY President



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# LETTERS TO THE EDITOR

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Mr T. Donnelley, President H.A.N.S.W.

Dear Sir,  
I am in receipt of your circular to H.A.N.S.W. members dated the 23rd January 1981 and I am obliged to point out that it contains a number of inaccuracies:

In the second paragraph you say that you "tried to no avail to have the problems solved." As I see the situation your committee decided to withdraw in July 1980 and from that time there has been no chance that you would change your attitude. In fact, I think it would be more accurate to say that you were unwavering in your intention to withdraw from the Hire Association of Australia because you were not prepared to accept majority decisions.

You say you "tried to organise an open forum". You had two opportunities for an open forum in Canberra. The first was to have been held on the Wednesday evening but was cancelled by **mutual consent**.

The second opportunity was during the breakfast forum on the last day. The opportunity was there and you failed to take it.

You say you "unsuccessfully tried to have a letter published in the hire magazine". The plain truth is that you procrastinated for too long and missed the boat. I understand that several requests were made by Brian Elms for you to publish your views and your eventual response was very late. It can not be said that you were denied space. The hire magazine depends on material from association members. How much have you contributed?

The "open forum" meeting in Melbourne in November was held in response to the H.A.N.S.W. request.

You refer to "incorrect statements" in the hire magazine. I challenge you to be specific on any matter of importance. You should be offering encouragement, not petty criticism, because the Association needs to keep this publication afloat in order to help inform members and create interest.

You say "the real issue is not the distribution of convention funds". I refer you to your letter to me dated the 10th June 1980 in which you asked that I have a resolution on the distribution of convention funds overturned and in which you declared that the H.A.N.S.W. would not be bound by this resolution and would strongly consider withdrawing from the National Association. **This is exactly where the rift first appeared.** You issued an ultimatum and your ultimatum has culminated in the H.A.N.S.W. withdrawing from the H.A.A. This fact is now irrevocably documented. The Hire Association of Australia is governed by a set of rules known as the constitution and I have always advocated that associations must operate within the rules. These rules can be altered by a vote at any time, providing it is desired by a majority of members. However, this has not been the case in this incident. The rules were disregarded and now we have an absurd situation. Like a spoiled child some of the players can't stand the humiliation of not getting all their own way so they have cried "foul", picked up their marbles and they are on the run.

You say that the H.A.N.S.W. believes that the H.A.A. should limit its activities to the four items you list (A to D). I cannot agree to this restriction of activities on constitutional, logical or moral grounds as I feel that the H.A.A. has a clear cut duty to polish the image of the industry. It is only by making ourselves visible as an industry that we will gain the recognition by the public that we need.

You say that "voting is unrepresentative". Maybe this is so, but at the Melbourne meeting in November a proposal was tabled based on membership. The proposed state representation was as follows:

up to and including 100 members – 2 delegates; 101 to 150 members – 3 delegates; exceeding 150 members – 4 delegates. However, for some illogical reason your delegates ignored this proposal and it was passed over.

Apart from minor everyday matters anything of importance must be included in an agenda in order to give delegates time to confer with their respective committees before the meeting and voting on any issue of importance must be at a subsequent meeting.

I certainly agree that we need to clearly spell out the function of the H.A.A. and I also agree that constitutional changes are needed. As I see it the National Association is of paramount importance for the very reasons you have outlined (A through D) and for the extra obligations I feel it has if it is to give its members maximum benefits. Therefore, I feel that the H.A.A. should steer a course towards playing a truly national role with direct membership so that it can manage its own affairs.

I feel that State Associations are equally desirable and I think that there should be close liaison between both levels without States exercising control over the National Association or vice versa. They should each perform their own function.

Now that the humbug of this incident is behind us I look forward to the job of helping to restore the Hire Association of Australia to its proper place. It is a very necessary body and too badly needed by everyone within the industry to be permanently harmed by this unfortunate episode.

I wish the Hire Association of New South Wales all the best in looking after the interests of its members at State level and at the same time I hope the H.A.N.S.W. will not deny the H.A.A. the right to represent the hire industry at national level.

And last but not least, I sincerely hope that we can regain the spirit of co-operation and goodwill that is necessary if both parties are to function properly and in harmony.

Let us work together.

Yours sincerely,

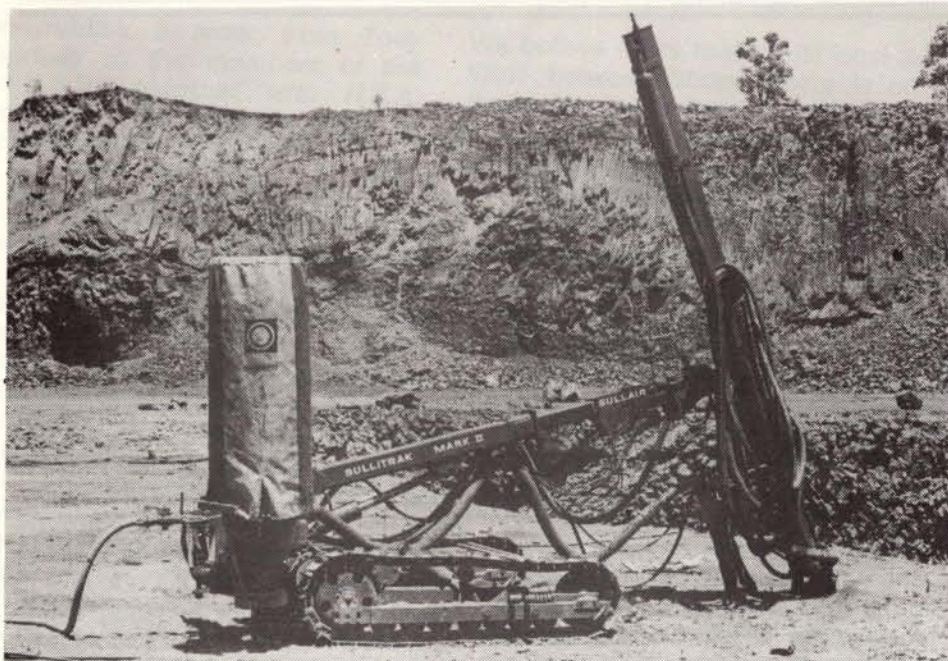
JOHN W. MASON

President,

The Hire Association of Australia



## MANUFACTURERS NEWS ...



### New trackdrill from Sullair

Designed for service in open cut mines and quarries, Sullair's new Mark 2 Sullitrak trackdrill is claimed to be a more efficient machine with improved traction in severe service applications. Features include a low profile frame, simplified track tension adjustment, automatic braking and option dust suppression equipment.

For further information contact  
Sullair Australia Ltd.,  
Lot 1 Windsor Road, Vineyard 2756  
Telephone: (045) 77 4666

# 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.

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# Q.

## Which witch is best for your Rental Customers?



**DITCH WITCH IS THE ANSWER.**

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MOLE ENGINEERING PTY. LTD

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# A

There are different Ditch Witch models available for all kinds of rental

requirements .. which one is best for you, depends

on **your** needs. If you rent mostly to homeowners, one of our handlebar models will be just right. They carry a relatively low price tag, and operational procedures are easy for your customers to understand. If you're into contractor rentals, consider our new 18-HP class Model 2200 trencher, or one of our larger Modularmatics that can trench and do other underground jobs, too. The point is, Ditch Witch has the equipment to fit varying rental needs and backs up every Ditch Witch model with a professional parts and service organisation. Why not talk things over with your Ditch Witch dealer?



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N.QLD: 2/15 Mackley Street, Garbutt 4184	Phone (077) 79 8688
S.A.: 18 Arabrie Avenue, Edwardstown 5039	Phone (08) 276 8166
W.A.: 65 Dowd Street, Welshpool 6106	Phone (09) 458 1429
TAS.: 282A Argyle Street, Hobart 7000	Phone (002) 34 6258

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# MANUFACTURERS NEWS ...



## Versatile Gensets from Sullair

Designed for service with the hire and construction industries is a versatile range of mobile generator sets introduced by Sullair Australia.

The range comprises five machines from 15 kVA to 75 kVA, each equipped with generator, driver and controls. Each genset is powered by a Perkins diesel engine, characterised by good low RPM torque and trouble-free operation to 52°C ambient.

The sets meet NEMA, IEEE, and ASA standards and are engineered specifically for genset applications. A revolving field, 4-pole rotor uses heavy amortisseur windings which enable parallel use of similar generators. The windings are treated with high temperature epoxy, giving them an extended life in hostile environments. Vital controls are protected by a shock-mounted cabinet. Brushless excitation eliminates the maintenance associated with slip rings, commutators and brushes, while solid state regulation is matched for use with brushless excitation, maintaining voltage output to an accuracy of 2%. The machines can be operated in three or single phase mode, change-over being a simple operation.

Further information from:  
Sullair Australia Ltd.,  
Lot 1, Windsor Road,  
Vineyard, 2756.  
(045) 77 4666.



**NEW  
FROM  
TARGET**

## TILE TUB SAWS

- LIGHTWEIGHT ● SIMPLE TO OPERATE
- NO MAINTENANCE ● NO BURNT OUT MOTORS

**A PROVEN  
BIG MONEY SPINNER  
FOR HIRE COMPANIES**

Contact your **DEMBI-CON** representative on:  
New South Wales 450 1056. Victoria 288 1700  
South Australia 297 4022

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## NEW AUSTRALIAN DISTRIBUTORSHIP TO DYNAPAC

Dynapac has announced its Australian distributorship of DIAMOND Construction Equipment Electrical Tools. They will be marketing the following products:

- Rebar Cutters
- Rebar Bender
- Hoop/Stirrup Bender
- Rebar Straightener
- Ex Pander
- Sleeve Press
- Rock Splitter
- Post Driver
- Sheet Pile Driver
- Hand Cutter
- Channel Cutter
- Concrete Cutter
- Core Drill
- Earth Auger
- Flood Light
- Flange Puncher
- Cable/Wire Cutters

Interested parties are invited to contact  
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P.O. Box 250,  
RYDALMERE. 2116.  
Telephone: 647 1822

**MVC - 300**

**Mikasa**

**REVERSIBLE  
PLATE  
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- Perth 277 4888

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Keep your customers satisfied! specify

# Briggs & Stratton

sleeve bore or  
cast iron cylinder  
engines



Right through the range there's a sleeve Bore or Cast Iron cylinder model available featuring:

- Dual element Air Cleaner. Gives double protection.
- Long life Stellite Exhaust Valve seats.
- Ball or Roller Bearings on Horizontal Shaft Engines.

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ANI 299

## Briefly . . .

**Mr Bengt Gibson**, Chairman and Managing Director of Dynapac Pty. Ltd., will retire within the next few months as Managing Director, but will remain Chairman of the Company.

Mr Gibson's successor as Managing Director will be **Mr Klas Gunnarsson**, for the last three years Managing Director of Dynapac's Swedish Sales Company.

Since its establishment in 1973, Dynapac Pty. Ltd. is now a leading supplier in Australia and South Pacific Islands of Compaction and Vibratory Equipment for roads, dams, airfields, buildings, materials handling and many other applications.

**Repco Executives** join **Wreckair** board. **Mr. Reginald N. Walford** and **Mr. Ian Cameron** have been appointed directors of Wreckair Holdings. **Mr. Walford** is Repco's Chairman and **Mr. Cameron**, its Managing Director.

**Honda Australia** is to expand its Melbourne home. The company is to build a new distribution complex at Tullamarine. The proposed buildings, which will include a two-hectare warehouse and administration block of about 9000 square metres, is expected to cost about \$7.5 million.

## FUJI CARRY

### Dumper

- Easy operation
- Loads & unloads in seconds - Sand - Rocks Ready Mixed concrete etc.



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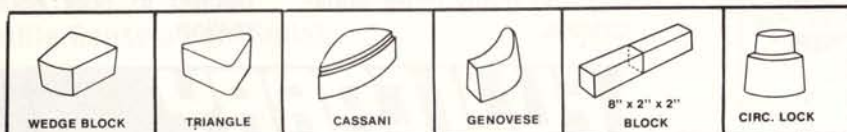


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## ATTENTION!

### Hire Industry Insurance Scheme

S. H. Loch Insurance Ltd advise that QBE Insurance Ltd have declined to offer renewal of the various master policies.

**Carpenter Locke Insurance Pool** will take over the scheme from expiry on 31 March 1981 on the same terms and conditions.

For information relating to the insurance scheme, or for variation to your existing cover, please contact:

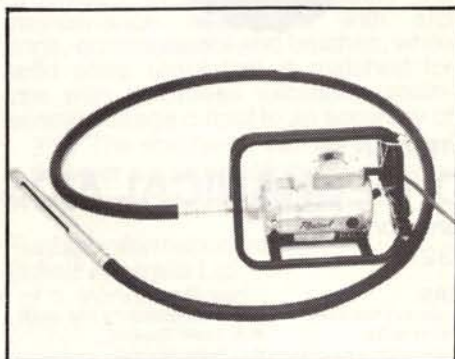
#### Melbourne:

Mr Jack Richardson,  
Carpenter Locke  
Insurances Ltd.  
422 Collins Street,  
Melbourne  
Telephone (03) 67 6601

#### Sydney:

Mr Frank Somerset,  
S. H. Loch Insurances Ltd  
Anchor House,  
Cnr. George & Bridge Sts,  
Sydney  
Telephone (02) 241 1781

### INTRODUCING A NEW VIBRATOR FROM FLEXTOOL THE UV4



It is almost certain that you are familiar with the UV model range of portable flexshaft vibrators marketed by Flex-tool.

Following a lengthy design and development programme they have just released their latest models incorporating the new UV4 portable electric motor.

The design and production of electric motors is yet another milestone in Flex-tool's thirty year history.

The UV4 motor design gives the utmost in versatility. The nylon coated frame allows the .93 kW (1.25 HP) motor to be used off the hip - with the detachable shoulder harness or on the floor.

The optimum blend of frequency and amplitude generated by the oil lubricated vibrator gives excellent performance in terms of compaction and reliability.

This compact lightweight vibrator is fitted with a 28 mm head and 3 metre flexshaft making it ideal for limited access pours, tank walls, stumps, etc., in fact, any small concreting job where internal vibration combined with lightweight portability is required.

Further details are available from: Flex-tool (Aust.) Pty. Ltd., P.O. Box 102, Collingwood, Vic., 3066 or Cory Wright & Salmon Ltd., G.P.O. Box 1230, Wellington, N.Z.



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## CHAIN BLOCKS



**NOW**  
AVAILABLE FROM

AUSTRALIA'S MAJOR STOCKIST  
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If you have a need for non DLI approved  
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## THE S. H. LOCH GROUP - Est. 1889

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Hire & Rental Australasia

## MASTER HEAT GUN.

- Strips Paint Fast!  
without flames  
or caustic
- Plus 100's of Other  
Uses in the Home  
or Shop



In addition to stripping  
paint and varnish fast, the  
Master Heat Gun has 100's  
of uses around the home  
and shop. Here are just a  
few:

ACTIVATES adhesives.  
BENDS formica, tile,  
coverings, plastic rod and  
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frozen pipes. DRIES films,  
paint, decoupage, labora-  
tory equipment, electrical  
circuits, ignition systems.  
HEATS shrink tubing.  
LOOSENS nuts and bolts.  
REMOVES floor tile,  
bumper decals, wrinkles in  
vinyl upholstery. SOFTENS  
caulking, putty, plastics.

### Check These Industrial Quality Features:

- Sturdy die-cast  
aluminum housing
- Powerful high-  
speed universal  
motor
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turbo-fan
- Adjustable air  
intake
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heater housing
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switch
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cord
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rotating base

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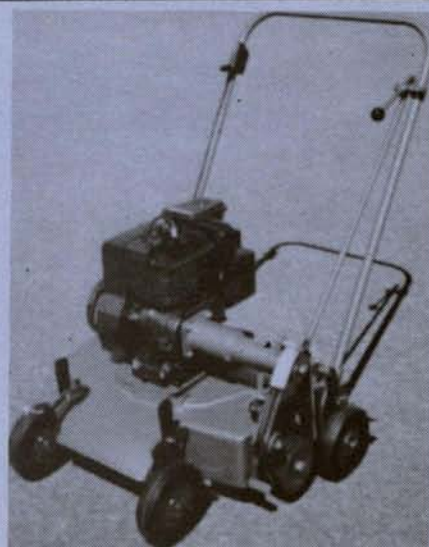
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The Scott Bonnar scarifier groover was  
developed to promote healthy turf by  
preventing thatch build up. Its efficient  
slicing and thinning action permits  
deep unhindered penetration of water,  
air and fertilizer to the all important root  
system.

If allowed to remain, thatch builds up  
into an impenetrable barrier resulting in  
spongy, disease prone turf.

The blades rotate in a clockwise direc-  
tion, causing a self-propelling action,  
thus eliminating the need for a power  
driven system. The depth of cut is con-  
trolled by independent wheel adjust-  
ment which can be set to give a  
maximum depth of 32 mm (1 1/4").

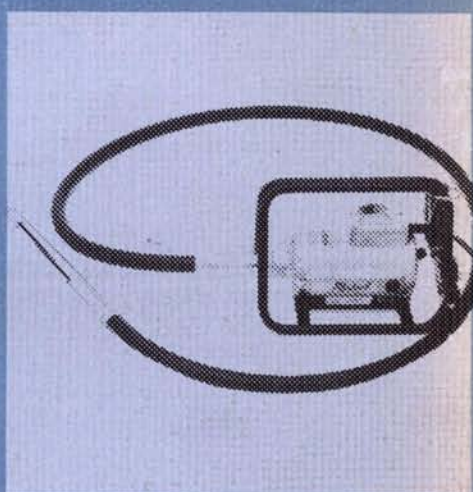
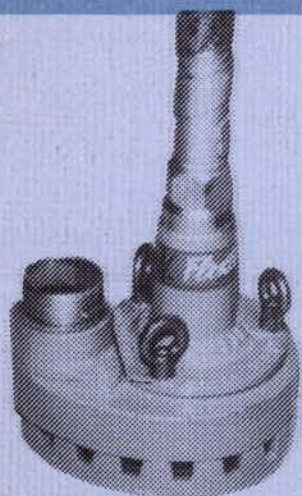
Further information  
Rover Mowers (Aust.) Pty. Ltd.



**Scott Bonnar Scarifier**

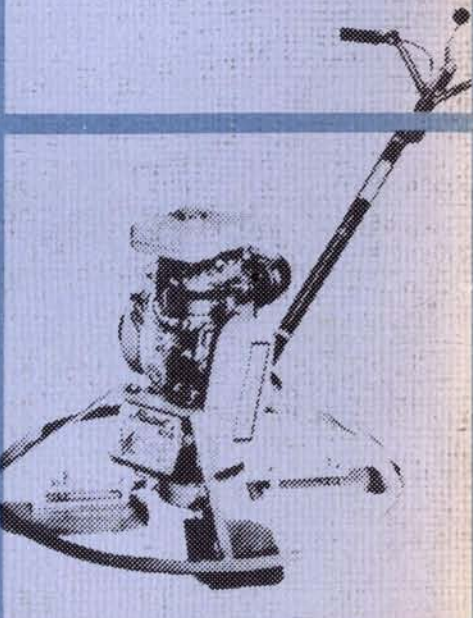
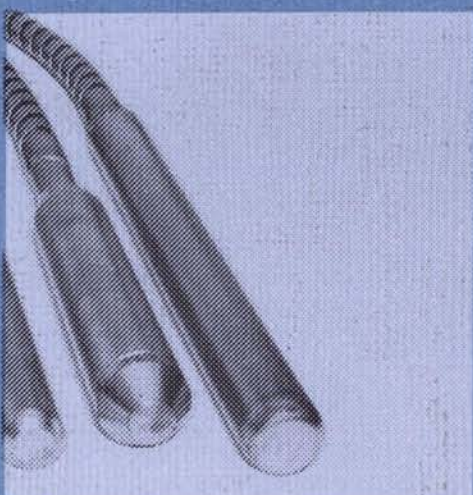
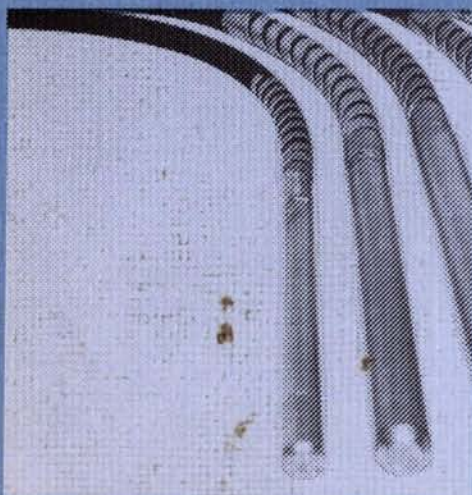


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Flextool design, manufacture and distribute a comprehensive range of building and contracting equipment including — Flexible shaft driven submersible pumps, Petrol, Diesel, Electric or Pneumatic power units, Vibrating screed kits, Immersion concrete vibrators and trowelling machines, just to mention part of the range available from Flextool.

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