

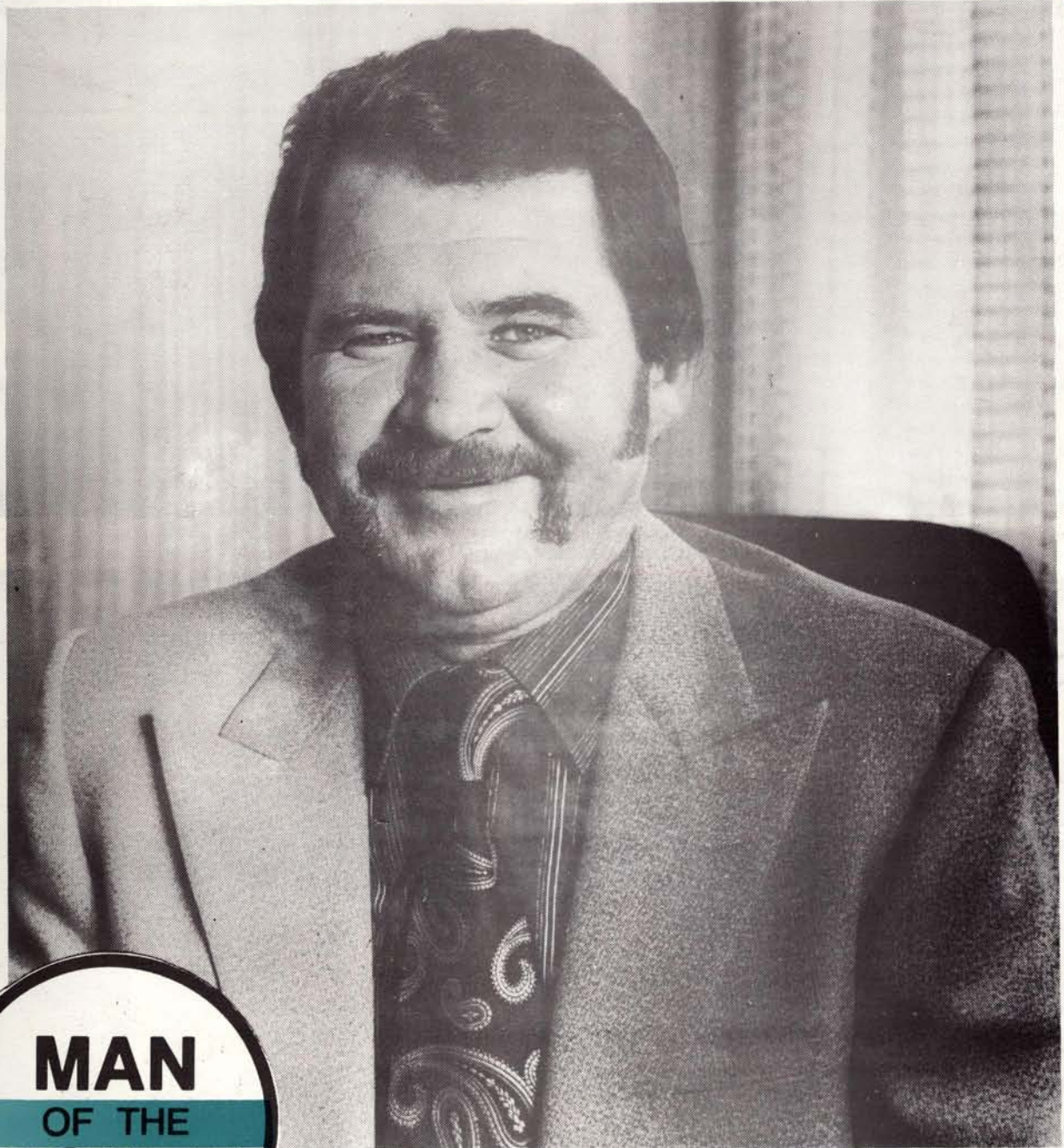
HIRE & RENTAL

AUSTRALASIA

Volume 2 Number 4 1981

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



MAN
OF THE
MONTH

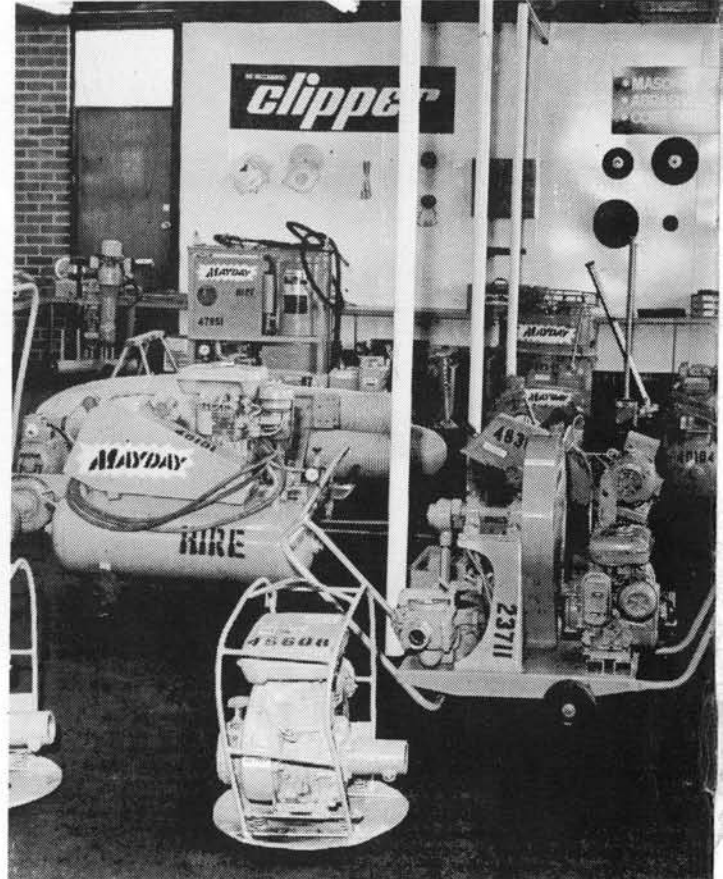
Des Brealey - Mayday Hire Perth



Mayday's new Customer Advice Centre, Leach Highway, Melville, W.A. is reported to be the largest of its kind in Western Australia, with a display area which totals 1½ acres.



Equipment for sale is given prominence in the Melville showroom display.



Hire equipment is also attractively displayed in the new show room.

MAN OF THE MONTH

DES LEADS THE TEAM OF 60 EXPERTS

Des is the Hire Manager for Mayday Hire in Perth, Western Australia. The name "MAY-DAY" suggests that there exists a problem requiring prompt attention.

Mayday Hire have been supplying hire equipment from the smallest item through to large air compressors and compaction rollers to the building and construction industry, the mining industry and even householders.

Des, who has been in the hire business for more than 12 years started out as a service mechanic and has worked his way through every facet of the hire industry, and this experience helps him in the day to day running of nine Mayday Hire Customer Advice Centres scattered throughout the vast state of Western Australia and Des controls a staff of sixty which includes specialised hire men who have been trained in the industry to give instantaneous services that is demanded by the building and construction contractors.

Mayday Hire is a division of Skipper Mayday Machinery Ltd which in turn is a subsidiary of the Bond Corporation. Over the past three years Mayday Hire has relocated and expanded its outlets and moved into more sophisticated machinery to service the major projects throughout Western Australia. One of Mayday's projects was the establishment of complete workshop facilities, providing the building, construction and mining industries. With major repair facilities in Perth, Kalgoorlie and Karratha.



*Left to Right
Des Brealey with Hire Controller Brian Paton, Mechanics Terry Mason and Charlie Vanderborg and Service Manager Nick Carter.*

Mayday is now in a position to offer service, from preventative maintenance servicing on site, through to major overhauls of compressors, welding machines, diesel engines, air tools etc. An instant communications link with Perth Head Office, ensures a same day supply of essential component not already in the regional stores. Factory trained technicians are on call 24 hours per day, 7 days per week to meet emergency requirements and our field service vehicles are capable of going anywhere in Western Australia, carrying comprehensive spare parts, lubricants etc.

Sales franchise held by Skipper Mayday include Ingersoll-Rand compressors, Lansing Bagnall Fork Lift Trucks, Massey Ferguson Earth moving equipment, Lincoln Electric Welders, McCulloch Chainsaws, Proto Tools, Swinger articulated 4-wheel drive loaders and Losenhausen compaction equipment. A new customer advice centre recently opened in Melville is the biggest in W.A. with a total display area of one and a half acres.

The centre carries handyman gear, specialized equipment for the building, construction and mining industries with full workshop and service facilities. It has a fully air conditioned showroom displaying the latest equipment available to the hire industry. The home handyman will be well catered to with a full range of gear available for every conceivable job around the home. A new innovation for the hire industry will be the establishing of a landscape section, this section will carry landscaping material such as pine bark chips, gravel, limestone, sand, railway sleepers etc.

A question most asked of hire people is "What was the hardest job and what was the most humorous?" Des replied: "the hardest was to couple up three generators of 250,193 and 188 KVA capacity, synchronise the three together to produce 631 KVA to move a stacker reclaimer 3 miles for a major contractor." "The most humorous was a phone call at 2 am in the morning from a hotel, they wanted to hire a spray gun and compressor to spray chocolate icing on a cake, they had entered in a competition. Des is heavily involved with the South Fremantle Football club and is the Secretary/Treasurer of the Hire Association in Western Australia.

Advertising Guidelines under the Trade Practices Act.

The following sections in the act are relevant:—

Trade Practices Act — Part V

- (i) Section 52 which prohibits any conduct that is misleading or deceptive or is likely to mislead or deceive.
- (ii) Section 53 which specifically prohibits a false representation that:—
 - goods are of a particular standard, quality, grade, composition, style or model
 - services are of a particular standard, quality, grade
 - goods are new
 - goods or services have sponsorship, approval, performance, characteristics, accessories, uses or benefits they do not have
 - a corporation has a sponsorship, approval or affiliation it does not have
 - concerns the price of goods or services
 - concerns the need for any goods or services
 - concerns the existence, exclusion or effect of any condition, warranty, guarantee right or remedy.
- (iii) Section 53A prohibits false representations and other misleading or offensive conduct in relation to land.
- (iv) Section 53B prohibits false representations in relation to employment.
- (v) Section 54 prohibits the offering of gifts and prizes if the intention is not to provide such gifts or prizes following the supply of goods or services.
- (vi) Section 55 prohibits misleading conduct to which the Industrial Property Convention applies.
- (vii) Section 55A prohibits certain misleading conduct in relation to services.
- (viii) Section 56 prohibits the practice known as bait advertising.
- (ix) Section 57 prohibits certain practices relating to referral selling.
- (x) Section 58 prohibits accepting payment without intending to supply as ordered.
- (xi) Section 59 prohibits misleading statements about home operated businesses.
- (xii) Section 60 prohibits coercion at a consumer's place of residence.

The provisions relating to advertising are contained in Part V of the Act. In general terms, the provisions prohibit, among other things, "misleading or deceptive" conduct and certain other specified conduct in advertising. Basically advertisers should make their advertisements informative and ensure that claims made are capable of substantiation in order to avoid contraventions of the prohibitions. Since it is not possible to submit specified advertisements to the Trade Practices Commission for approval, it is only possible to determine the acceptability of an advertisement based on general principles.

Contraventions of the above prohibitions other than Section 52 give rise to liability for:

- (a) Penalties of up to \$50,000 for corporations and up to \$10,000 or 6 months imprisonment for individuals.
- (b) Injunctions restraining the conduct constituting the contravention.
- (c) Damages.

A breach of Section 52 gives rise to liability for injunctions and damages but not penalties.

In considering whether an advertisement contravenes the prohibitions of misleading or deceptive conduct, the Trade Practices Commission will have regard to the ordinary meaning of those words and examine the advertisement as a whole to determine whether it is likely to lead persons to whom it is directed into error or has the tendency to deceive such persons. The Courts of course have the ultimate determination of the Section. Devices can be used to attract attention to advertising provided they are not misleading or deceptive. Thus, when an advertisement is communicated as a whole and appears clearly on the surface to be exaggerated or merely an expression of opinion by the person appearing in the advertisement, no breach will have arisen. Accordingly, an expression that some product is the tastiest, for instance, may not be in breach. However, an expression of opinion that a particular product is the most economical will be in breach unless it is capable of substantiation. An advertisement may also be misleading where relevant information is omitted although the actual disclosed information is not misleading in itself.

Particular care should also be taken where advertisements make claim as to statistical surveys, possible savings to be achieved, broad claims as to offers of credit or finance, claims as to price which fail to disclose additional charges for service which a purchaser might reasonably expect to be included in the stated price and claims that an offer is only available for a limited period when in fact the offer is continued after the expiration of the specified period. Numerous other examples could be quoted, but it is not possible to examine the specific prohibitions of Section 53 of the Act within the confines of this article.

Compair buys into New Zealand

CompAir (Australasia) Limited's confidence in New Zealand's future growth is reflected in the recent purchase of its N.Z. agent, Niven Compressed Air Limited.

The company is now called CompAir (N.Z.) Ltd., a wholly owned subsidiary of CompAir (Australasia) Ltd.

Managing Director is Mr. Peter Lewis, the former National Sales Manager of Niven Compressed Air.

Three directors of CompAir (Australasia) Ltd. — Mr. F. J. Kevin, Mr. A. B. Lyons and Mr. R. LeGear — are also on the Board, Mr. Kevin being the Chairman.

CompAir (N.Z.) Ltd., employs more than 40 people, with head office in Auckland and branches in Wellington and Christchurch.

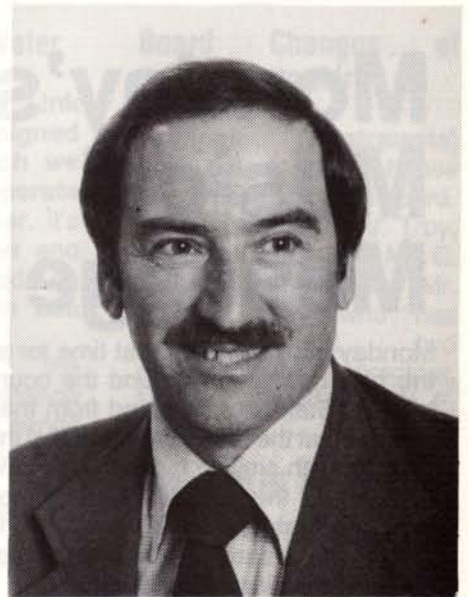
Senior personnel include Company Secretary, Mr. Rod Christison, and Sales Manager, Mr. Mike Earp (both in

Auckland); Wellington Sales Manager, Mr. Dick Shenton, and Christchurch Sales Manager, Mr. Dave Watson.

Under the close trade relations which exist between Australia and New Zealand, some of the Australian-made CompAir products — notably portable air compressors, vibrators and associated equipment — are exported to New Zealand. The remainder of the CompAir range is imported direct from the U.K.

Mr. F. J. Kevin, Managing Director of CompAir (Australasia) Ltd., said CompAir would maintain the same close relations with the hire industry in New Zealand that it enjoyed in Australia.

"As in Australia, the company's policy will be that of supplying equipment and not entering into hire operations in competition with the Members of the Hire Association", Mr. Kevin said.



Mr. Peter Lewis
Managing Director
CompAir (NZ) Ltd.

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®

Circle 83 Reader Service Card

Viewpoint . . .

Monday's Musical Message

Monday morning is a great time for all the hire operations around the countryside. Staff are all rested from their weekend at the beach, and stand at the counter with smiling faces to greet the clientele of the outside world as they enter the portals of the hire premises to return the beautiful equipment they have been using all the weekend.

What a nice paragraph to start with and what beautiful happenings do arrive through those portals?

The first gentleman enters with a box of mangled material which was a brand new \$300 chainsaw when you saw it last Saturday morning. A deathly hush pervades the area and the smiles vanish from the now pale faces. One for the boss is the familiar cry.

You look in the box very quickly and without batting an eyelid you wish your customer a hearty "good morning sir, have you had a spot of bad luck?"

Your customer seeing that you are not such an ogre after all, launches into his prepared preamble. "I was 20 metres up this tree and I pulled the cord and it jumped out of my hands and landed on the concrete path.

"I am very sorry.

"Is it insured?

"I have brought your can and spare chain back."

Has this story a familiar ring?

If you run your own damage waiver scheme you swallow very hard indeed, if you don't, put on your turban and best bargaining voice to see what you can get out of it. You must ascertain with your client the replacement value, and hope he will come to the party with the figure you conjure up, or suggest that he replace the saw with a new one of the same kind. And he can do what he likes with the bits and pieces.

Looking at this in a cold hard light the facts are: If it was a new chain saw, tough luck. If you have had it for a couple of seasons perhaps a figure of 50 per cent of the current retail value will satisfy you. If you have had the saw for twenty years, I don't believe you but write it off just the same.

The next gentleman in drops a Kango hammer on the counter area initially taking it out on Saturday morning for just one day. You know it's Monday all right, and your client is firmly told, "It is a two day hire." "But I did not use it on Sunday, I never work on Sundays," was the courteous reply.

Your quick eye also notices that your client is wearing a turban so you take yours off. With a quiet voice you tell him you live in a rented house owned by one of his brothers and you have just spent a weekend away, but you did not get a reduction in the rent. Perhaps he can put in a good word for you.

Well, things always come in threes so they say, so you are quite resigned to your fate when the next client comes in complaining about his firewood saw.

"These blades are useless. They wouldn't even cut a piece of cake. I only cut two pieces of wood with each blade." "What were you cutting sir?" – "Railway sleepers, I picked up a truck-load cheap." – "Would they be jarra?" "Yes, they were jarra all right, plus a few stones in them for good measure,"

Well, he is wasting his time and yours. Perhaps a chainsaw from that nice man down the road would be better. No, we don't hire chainsaws. You quickly get rid of him thanking your lucky stars you have a reset button on your motor switch and making a point to remember to castigate later the counterhand who put the equipment out, without making the essential enquiries first.

Well, we all hope our Monday mornings are not like this, but we can all learn from the bad moments such as these. Remember, "he who pays the piper calls the tune."

Peter Lawrence

Classified Advertisements

RATES PER ISSUE: 30c per word, per insertion. Minimum ten words. Specify number of issues you wish classified ad to run. Your cheque must accompany order. Ad copy and payment must be received by the 15th of the month preceding publication – for example: June 15 for the July issue. Send copy to: Rental Industry Publications, P.O. Box 136, Bulleen, 3105, Australia. Telephone: (03) 850 5878.

EQUIPMENT FOR SALE

ELECTRIC MOTORS —

New, 3 month warranty. European style, cap start, fan cooled, foot mounted, T.E. 220/240 V 50 Hz, 2 pole.

2 HP 2800 RPM 9.6 amp \$110 FOB.

3 HP 2800 RPM 13.5 amp \$170 FOB.

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109 St. George's Terrace
Tel.: 321 6266

BRISBANE

99 Creek Street
Tel.: 221 9727

Circle 88 on Reader Service Card

Make it to the top... quickly, safely.

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.



SPACE MASTER

the Australian made ELEVATING PLATFORM

Choose from petrol, diesel or electric drives and, of course, Space Master meets every states requirements.

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PERKINS

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16 Parramatta Road, Lidcombe, NSW 2141. 648-4088
241 Browns Road, Noble Park, VIC 3174. 795-5111
34 Dunorlan Road, Edwardstown, SA 5039. 277-2322
161-163 Great Eastern Highway, Belmont, WA 6104. 277-4888

A DIVISION OF THE ANI CORPORATION LIMITED

Circle 70 on Reader Service Card

Briefly . . .

Blasting under water

JOHN LINK of Link Industries has designed a sandblaster which we are told can operate under 160m of water. It's called the Linkblaster and is now being used on Australian and North Sea oil rigs.

Designed for the cleaning and maintenance of steel structures, it sends wet sand at a pressure of 10,000 psi to a gun, eliminating the need for hose couplings. By removing the sand nozzle, the system becomes a concrete cutter.

Link Industries patented the system which Hughes Pump Co. of the UK bought for use in India and the North Sea, to become the UK agents. Link Industries is now looking towards S.E. Asia.

Kwikform buys N.S.W. hirer

Kwikform Industries has acquired Sydney-based equipment-hire company O'Connell's Hire for an undisclosed sum.

This follows a similar acquisition by Kwikform earlier this month of Melbourne-based construction hire group KS Hire.

Both acquisitions will be merged into the Kwik Access Hire division, but will continue to trade under their own names.

Inflation has not made money entirely useless . . . you can still use a five-cent piece as a screwdriver!

Board Changes at Compair

Compair (Australasia) has opted for in-house appointees to join its board.

They are Mr. C. V. Troy, Mr. D. McCurdy and Mr. C. McKay. They replace Mr. E. N. Avery who has retired, and two non-executive directors, Mr. G. L. Allard and Mr. F. Anderson.

How dull is the boss?

You don't have to be smart to be a boss — in fact it's probably better if you aren't.

That's what a conference of the British Psychological Society was told.

A high level of intelligence and managerial ability did not necessarily go together, Dr Roger Gill, of New York State University, said.

Employers might be putting too much reliance on intelligence when selecting management trainees. They denied less bright people the chance of a job they might do better than clever people, he said.

Research on management students showed the most intelligent did not benefit most from training in such management skills as decision making.

"The skills important in decision-making effectiveness may be less related to intellectual ability than to other human characteristics, given a minimum required level, Dr Gill said.

There seemed to be an optimum level of intelligence above which a manager would benefit less from training.

Notes from the States . . .

A MOVE FOR ROCKEND

Rockend Pty. Ltd. advise they have a new address and phone number.

Tony Maple-Brown may now be contacted at 1 Ball's Head Road, Waverton 2060 or telephone (02) 436 1877.

Unions push for on-site safety.

Victorian building unions have given employers three months to install earth leakage detectors on building Site Switchboards. Earth leakage detectors are designed to prevent electrocutions by switching off the power if equipment being used is faulty.

Earth leakage units are mandatory on building sites in Western Australia, Queensland and the Northern Territory and will soon be compulsory in Tasmania.

New publications by D.L.I., Victoria.

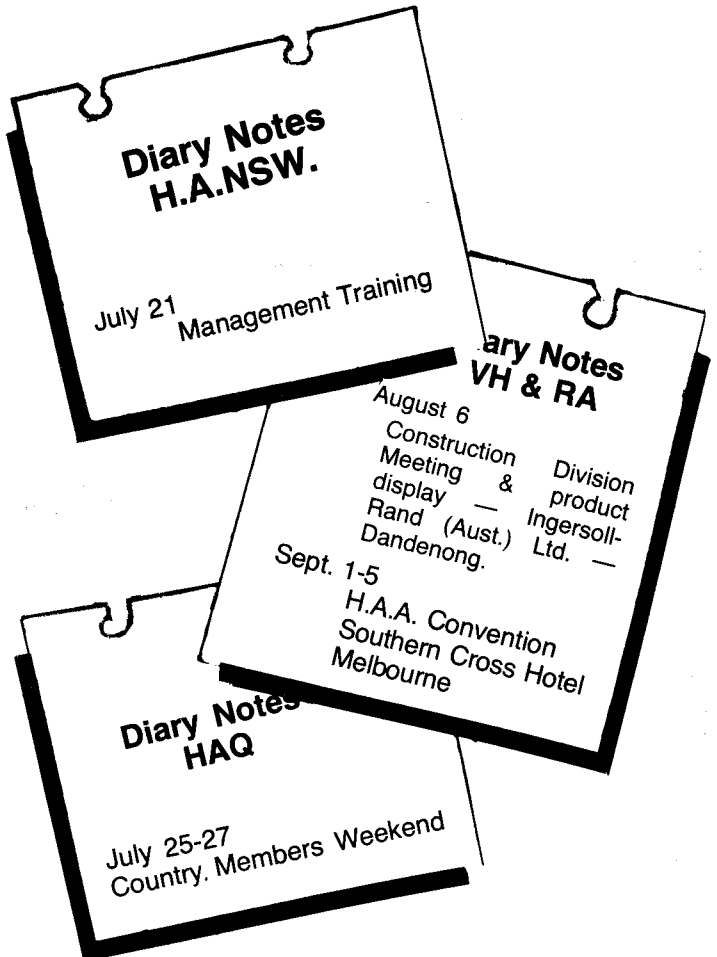
Department of Labour and Industry, Victoria, Division of Technical Services, has published minimum requirements to ensure the safe operation of Barrow Hoists and Favco or similar type cranes.

These publications:

T.S.L. 68 Cantilever Platform Hoists (single or double barrow hoists)

T.S.L. 63 Favco and similar type Cranes

are available upon request from D.L.I. 500 Bourke Street, Melbourne or from the V.H. & R. A. Secretary.



Generating Sets for Hire and Sale.

**SERVICE AND INSTALLATION
1 KVA to 700 KVA**

Compact and highly portable

M. A. Macfarlane and Co.

109 Carinish Road, Clayton. Vic. 3168
telephone (03) 544 1031, (03) 543 4060

WELCOME NINA VICTORIA

We congratulate Genoveva and John Mason, Betta Hire, Queensland on the birth of their new daughter Nina Victoria, born 25th May 1981.

New Office Bearers appointed by HAQ

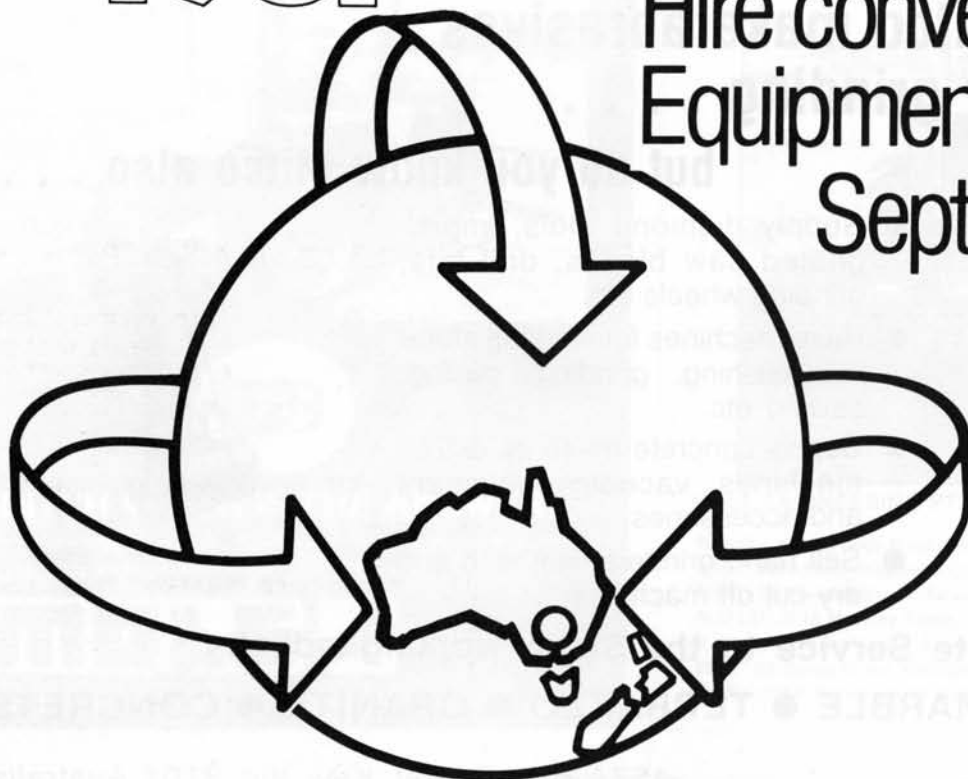
New office bearers have been appointed by the Hire association of Queensland to fill vacancies created when president Adrian Verney and Secretary Dorothy Verney resigned following the sale of their business — Sandgate Hire Service.

The new office bearers are:—

President: Robert (Bob) Lawler
Vice President: John Mason
Secretary: John Jonkers
Treasurer: Malcolm Cramb

HIRE ACTION MELBOURNE AUSTRALIA 1981

10th International
Hire convention &
Equipment exhibition.
Sept 1 - 5 1981



Circle 65 on Reader Service Card

Australia's economic pace quickens

Preliminary estimates compiled within the National Bank indicate that during 1981/82 Australia will experience a rate of increase in non-farm output which will, for the second year in succession, place it to the fore of the Organization for Economic Co-operation and Development (OECD) nations. Given a return to more normal seasonal conditions in rural areas, Australia's real gross domestic product is estimated to rise by 4.8 per cent in the year ahead.

Economic events over the past year reveal several important changes. In the first instance, expansion is now taking place across a broader activity spectrum which includes the major areas of national expenditure, namely personal consumption outlays and business investment. Secondly, there

has been a dramatic change in the economic growth base from a heavy reliance on net exports to a situation where domestic demand is generating the bulk of the increased output.

The improvement in domestic demand reflects a number of developments. Of particular importance has been the acceleration in private fixed capital expenditures. For example, in the period July to December 1980, the Australian Bureau of Statistics (ABS) survey of new capital expenditure shows that private investment outlays rose in seasonally adjusted terms by 24.1 per cent or more than double the rate recorded in the previous half year. Should expectations concerning capital expenditure in the first half of 1981 be realized, then total outlays on new non-residential buildings,

structures and capital equipment will rise in money terms by 41 per cent this year (6 per cent in 1979/80). The upsurge in business investment is evident across a wide range of industries but is strongest in the mining and manufacturing areas, reflecting the commencement of resource related projects.

Accompanying the rapid rise in private capital expenditure has been a heartening and steady pickup in consumer spending. Currently rising at an annual rate of about 3.5 per cent, the highest for seven years, consumer outlays are providing a solid adjunct to burgeoning private investment outlays. The higher level of personal consumption is occurring against a background of faster growth in after tax household disposable incomes, a pleasing lift in employment opportunities and an essential ingredient, growing consumer confidence. An additional factor which has favourably impacted on consumer spending, especially in the consumer durable area, has been the continuation of real growth in private dwelling construction, albeit at a more modest pace.

You know Mitco make abrasives for floor grinding



With built-in overload release for reliable overload protection

Grinding, sanding polishing and cutting tools.



High performance masonry bits. Fast cutting and long lasting.

but do you know Mitco also . . .

- Supply diamond tools, impregnated saw blades, drill bits, grinding wheels etc.
- Have machines for working stone — polishing, grinding, cutting, sawing etc.
- Supply concrete masonry drilling machines, vacuum equipment and accessories.
- Sell hand grinders, wethead and dry cut off machines.



Portable concrete drilling rig, with vacuum base.

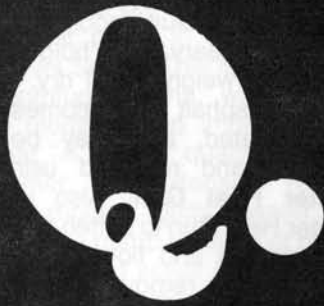
A Complete Service to the Stone working industry

ABRASIVES FOR MARBLE ● TERRAZZO ● GRANITE ● CONCRETE



AUSTRALIA

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Telephone: 861 7139, 861 6437
Postal Address: P.O. Box 82, Kew
Cables: MITCOAUST (Melb.)



Which witch is best for your Rental Customers?



DITCH WITCH IS THE ANSWER.

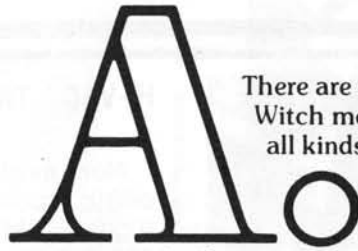
Ditch Witch is a Division of Mole Engineering Pty. Ltd., a subsidiary of the Charles Machine Works, Inc.

Authorised Dealer



MOLE ENGINEERING PTY. LTD

ME OIO



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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QLD:	31 Flanders Street, Salisbury North 4107	Phone (07) 277 5744
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

Circle 78 Reader Service Card

MANUFACTURERS NEWS ...



HI-VAC TIGER TAIL SUCTION HOSE

Now available in Australia an all plastic suction hose that is tough, rugged, light weight, non-kinking and collapse proof. If crushed it will spring back to normal shape.

Smooth interior upgrades flow efficiency, and black ribs protect against abrasion. Extremely flexible, and it has a fatigue resistant web section. HI-VAC TIGER TAIL recommended for construction use, but primarily for liquid transfer by suction such as truck to depot Liquid transfer and sanitary and cess pool to truck transfer.

Standard lengths of 20, 25, 30, 50 and 60 feet are available or it may be cut to length. Approximate weight 0.85 lbs per foot. Further information B.A. HANKIN PTY. LTD., 33 Greenaway Street, Bulleen (03) 850 2211.

Repairing Floor Tile

Most ordinary adhesives return to their original soft "lacky" consistency when heated. If floor tile or coving has pulled away from its base, simply heat the tile and its adhesive with your **Master Heat Gun**, adding adhesive where necessary. Then hold it firmly in place with weights until dry.

Brittle asphalt tile becomes pliable when heated, and may be easily removed and replaced using your **Master Heat Gun**. Also use your Master Heat Gun to soften many types of laminates and floor coverings for installation or removal.



For further information on Master Heat Guns contact:

Builders Aids Pty. Ltd.,
P.O. Box 136 Bulleen 3105
Telephone (03) 850 2316

EXPAND AND COMPACT

The new Dynapac LF30 gives you the opportunity to expand your product range with more flexibility. When the job calls for compaction, Dynapac are specialists.

For around fifty years Dynapac have led the field in vibratory technology, with their own research and development laboratories which together, have culminated in products with a proven record of reliability and world wide acceptance.

When it comes to service, Dynapac provide comprehensive technical support and spares back-up, which mean less down-time.

↓ DYNAPAC.

The Dynapac LF30 is what the market needs.

Lightweight with better compaction, easy to operate, easy to load and unload, extremely mobile around the site.

The LF30 also features an extra large water tank.

Above all, the LF30 is proven, with approximately 18 months service in Europe before its release in Australia.

For more information, contact:

↓ DYNAPAC. PTY. LTD.

HEAD OFFICE:	49 DERBY ST., SILVERWATER, P.O. BOX 250, RYDALMERE, 2115	PHONE: (02) 647 1822 TELEX: 24173 DYNYS
MELBOURNE OFFICE:	18 CENTURY DRIVE, BRAESIDE, 3195	PHONE: (03) 90 8688 TELEX: 30819
BRISBANE OFFICE:	79 BELLWOOD ST., DARRA, 4076	PHONE: (07) 376 2644 TELEX: 42634
PERTH OFFICE:	53 CATHERINE STREET, MORLEY, 6062	PHONE: (09) 275 4522 TELEX: 94548



New Self Priming. High Volume Pump.

Specialising in Liquid and Slurry pumps as our company does; we of A Grade Machinery and Johnson Pumps, would like to introduce to you our largest pump in the JOHNSON RENOWN Series. This is our Johnson 4" Centrifugal pump; which is now newly modified and improved, so it has that "A Grade" quality of speedy self-priming, but extensive research into pumping gritty water has developed a pump capable of passing gravel, grit, and solids in suspension.

This pump can stand 2 hour periods of running with a dry source, without detrimental effects. It can pass up to 180,000 lt/hr. and can snore on seepage. It will Self-prime to 8m. suction lift and still pump economically with a 25m total head.

The 4" Johnson Renown will appeal to Government, Semi-Government, and Local Government Bodies, who will appreciate this hard working, reliable, heavy duty pump, that is made of best quality Australian materials and workmanship.

Private Contractors, Hire Plants, Drainage, Roadworks companies, Mining people, Agricultural bodies, Building and Construction people will all appreciate this simple and efficient design of pump, which allows for easy maintenance, and will give years of trouble free service with a minimum of attention.

Basically, nothing can go wrong with these pumps; but if after much use, a part becomes worn, it can be quickly and easily replaced with spare parts readily available at economical prices.

Wheel or skid mounted, this Heavy duty pump, requires little or no attention; and with features like:— fast self-priming, high volume 180,000 lt/hr., simple efficient design, guaranteed workmanship, the 4" Johnson Renown speaks for itself.

If the percentage of solids in suspension becomes too great to be handled economically by a centrifugal pump; we manufacture a diaphragm pump which doesn't have the high volume, but can handle the slurry with greater ease.

We are proud of our pumps' achievements, and that they are totally Australian made.

Further information available from:—

A Grade Machinery
6 Kylta Rd
West Heidelberg
Phone (03) 458 3030



Johnson 4" Pump-trailer mounted.

FUEL TANKS ARE DYNAMITE

Almost every day someone, somewhere, is injured or killed when a fuel tank explodes during repairs by welding or brazing.

It is not generally realised that emptying the fuel tank does not eliminate the explosion hazard. The only way to do this is to have the tank metal degassed — an expensive, impractical procedure.

However, Belzona® 'Molecular Metal' has been used for many years to eliminate the need for any heat or flame to be used. Molecular Metal enables leaks in seams, necks, or general ruptures in fuel tanks and lines to be cold welded — often without any disassembly or removal.

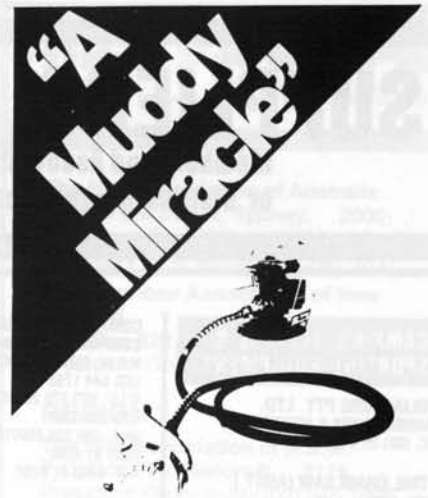
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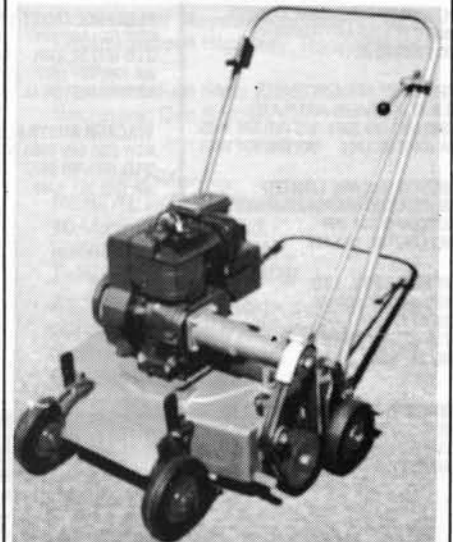
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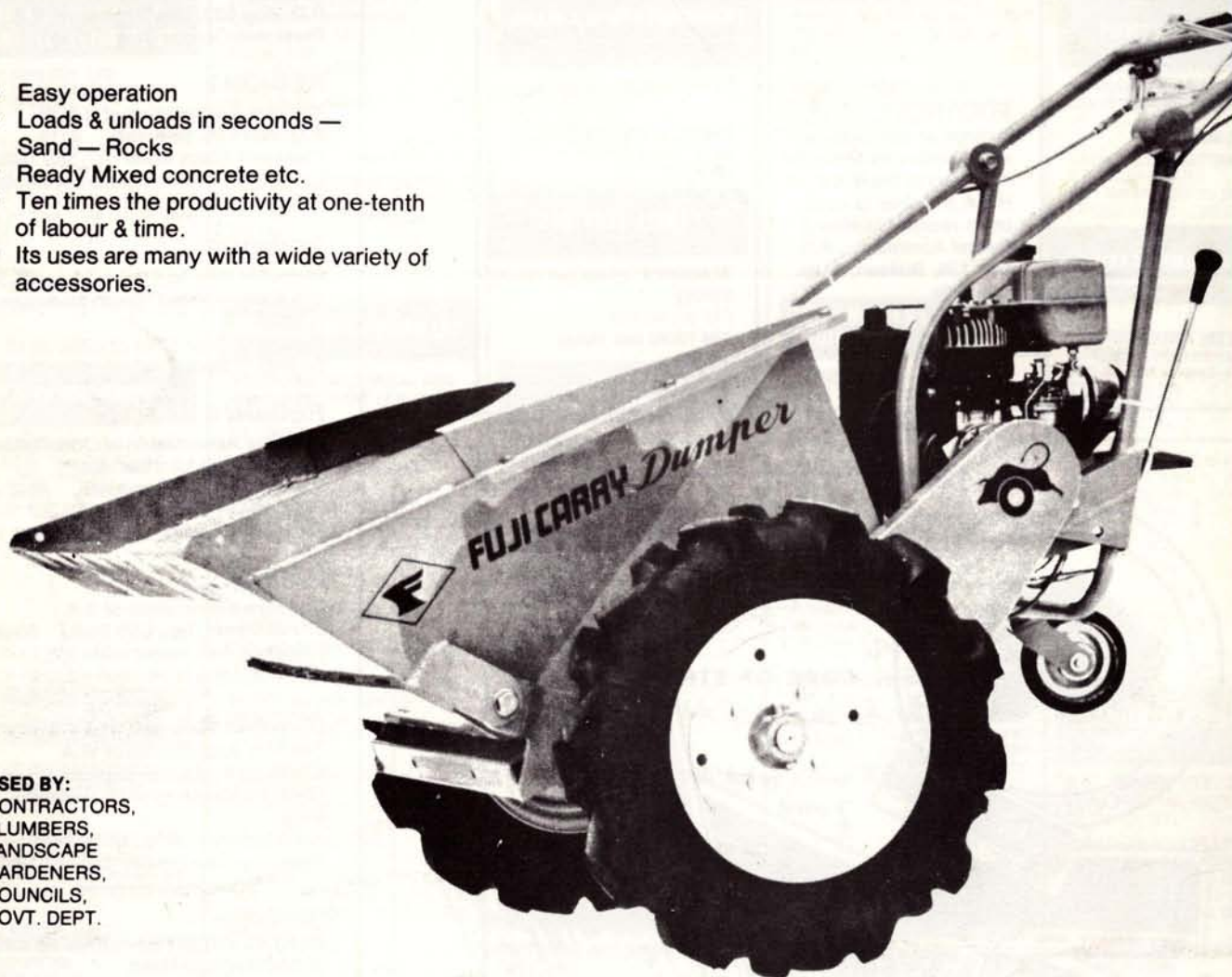
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