

HIRE & RENTAL

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



SUPPLIER

OF THE

MONTH

Ditch Witch trenching machines



40 H.P. Class model 4010 Modularmatic which uses interchangeable modules



18 H.P. Class model 2200 trencher



18 H.P. Class model 1810 trencher

Supplier of the Month

DITCH WITCH

Particularly suited to the Hire Market.

Trenching machines can be popular and profitable items for the hire industry.

Compact handlebar machines can be rented by homeowners who have a backyard project to do on the weekend such as laying water lines or clipping a footing for flower-bed kerbing.

Larger machines can be rented by contractors for electrical or plumbing work and for a variety of other uses.

Over the years, the most popular hire/rental trencher has carried the name Ditch Witch.

Ditch Witch equipment is particularly suited to the hire market. Small Ditch Witch handlebar machines have been basic to the inventory of new rental stores. The Model 1810 is a relatively small riding trencher which has features found on larger equipment like four wheel drive and power steering. An optional backfill blade lets the 1810 fill up the trench, too. Larger trenches in the 18-HP-class to 30-HP-class are suited for contractor work.

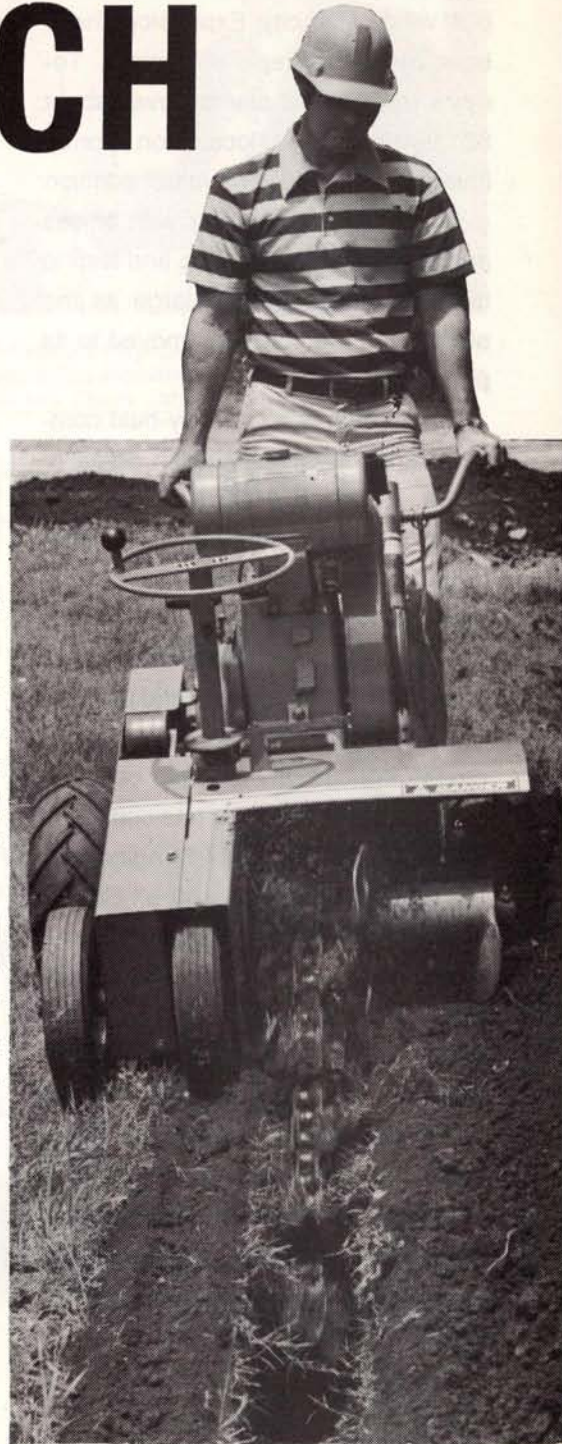
Larger 30-HP-class to 65-HP-class equipment can do multiple underground jobs by using interchangeable work modules, including front-mounted backhoes.

The full Ditch Witch line ranges from 7-HP-class to 100-HP-class.

Ditch Witch equipment is manufactured by The Charles Machine Works, Inc., Perry, Oklahoma. Ditch Witch's president, Edwin Malzahn, designed and built the world's first small trencher more than 30 years ago.

Malzahn was a recent engineering graduate working in the family's machine shop in Perry shortly after World War II. He was on a city street one day when he saw a large trencher being used to install a water main. It was sitting idle as a crew hand-dug service lines to houses. Curious why a machine wasn't being used, Malzahn discovered there was no compact trencher available for such work. He and his father decided to build one.

"I saw that first trencher," says Malzahn, "as being a tool for plumbers. I was thinking about the Perry plumber when we started to work." By 1948, they had a product they believed was ready to market. They displayed the machine at a "Made in Oklahoma" show held at the state fairgrounds. They began selling trenchers.



The 7 H.P. Class C trencher is a compact handlebar machine, ideally suited for rental to the home owner or the contractor.

Cover photo: 30 H.P. Class model 2300

"I never did sell one to the Perry plumber, though," remembers Malzahn. "But he did borrow it a lot."

As business grew, manufacturing space of the machine shop was doubled from one metal building to two. A small brick office was added to the front. The company outgrew its quarters and a new plant and office were built west of the city. Expansions have been many and rapid ever since. Today's offices and plants cover about 821,000 square feet located on approximately 200 acres. The latest addition — an engineering center with offices and its own manufacturing and testing facilities — is about as large as the plant when the company moved to its present location.

Ditch Witch is a privately-held company and does not publish sales figures. However, 1980 United States Department of Commerce figures (fourth quarter estimated) show that in 1980 56 per cent of the total trenchers built in its size class were Ditch Witch units. The percentage of total units for 1979 was the same — 56 — an increase from 1978's 51.4 per cent.

The overseas market has continued to grow each year. Mole Engineering Pty. Ltd., with branches in all States, has been the Australian top dealer for over twenty-five years. In 1980, in fact, Mole Engineering was the top Ditch Witch dealer worldwide both in numbers of machines sold, and in dollar volume of sales. In Australia, Ditch Witch trenchers have long been a favourite machine with rental yards, as well as with plumbers, contractors and government departments throughout the land.

Plumbers . . . whom Ed Malzahn originally saw as his first customers . . . continue to remain an important segment of the Ditch Witch trencher market. But with the availability of equipment to make the installations, and improvement in materials, the trend in the past 20 years has been to put all utility lines underground. So the telephone and electric utilities . . . and the contrac-

tors that serve them . . . have become significant markets, along with electrical contractors, trenching contractors, rental business, cable television, water well drilling contractors . . . and the hire industry.

Ditch Witch was a pioneer in the development of the vibratory plow which is used to install material underground without trenching. Vibratory plow equipment is widely used in telephone and electrical installations and even for installing plastic pipe for underground sprinkler systems. Plowing — trenching without a trench — will become as popular in Australia as it is in the United States.

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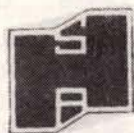
Peter B. Lawrence

HSANZ PRESIDENT 1981- 82

We congratulate Peter Lawrence, Art Davies Ltd, Auckland upon his election as president.



Newly elected HSANZ President Peter Lawrence, (right) Art Davies Ltd. of Auckland is congratulated on his appointment by retiring president Gordon Dale of New Plymouth Hire Centre Ltd, New Plymouth.



HSANZ Directors 1981



Stuart McKinlay

REGION 1

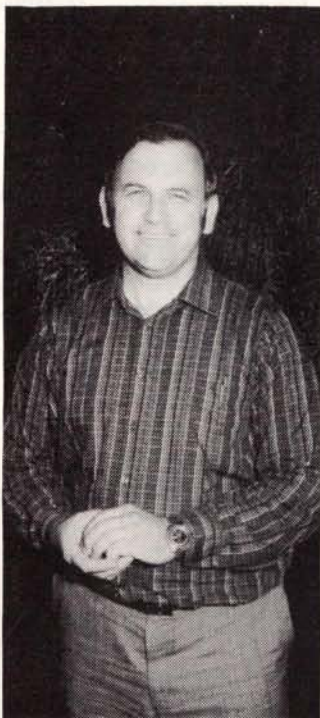
Director
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Telephone: 77 492

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Director & Secretary
Jim Roberts

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Jim Roberts
Secretary

REGION 3

Director & Treasurer
Gordon Dale

New Plymouth Hire Centre
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New Plymouth
Telephone: 79 134



Gordon Dale
Treasurer



Peter Lawrence
HSANZ President

REGION 4

Director & President
Peter Lawrence

Art Davies Ltd.
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Mount Roskill
Telephone: (09) 699 740

REGION 4

Director
Neil Callaghan

Eastside Hire Ltd.
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P.O. Box 4020
Hamilton East
Telephone: 69 108



Neil Callaghan

Mr Jeffrey J Lucy

Your Capital at work

A precis of a convention paper presented by Mr Jeffrey J Lucy, chartered accountant of Adelaide.

The decision whether to pay cash, borrow or lease not only varies between organisations but also within an individual organisation. The following matters must be considered; operators equity, the earning capacity of the item to be acquired, desirability of ownership taxation treatment, the effective interest rates, seasonal cash flow and the rate of obsolescence. To illustrate the alternative methods of finance and the effect of each on a particular transaction the Australian Finance Conference has supplied an example to the three ways of finance of a \$100,000 item, namely by lease, cash purchase of hire purchases. I have made extracts from this for consideration.

Schedule 1

Plant Cost: \$100,000

Depreciation: 20 percent pa prime cost

Taxation Rate: 46 percent pa paid quarterly

Investment Allowance: 20 percent (\$20,000 in first year).

The alternatives

Cash Purchase: \$100,000 paid at the beginning.

Lease: Term - 48 months. Monthly rentals - \$2538.

Residual value \$20,000 and acquired for this figure at the conclusion of the lease.

Hire Purchase: Deposit - 20 percent (\$20,000) Interest rate - 9 percent flat. Term - 48 months. Monthly payments - \$2,266.67.

Timing of payments - 11 in year 1, 12 each in years 2, 3 and 4; one payment in year 5.

These examples are quite realistic regarding current interest charges.

**Table 1
Cash flow before tax**

	Lease	Cash	Hire Purchase
Year 1	30,456	100,000	44,933*
Year 2	30,456	-	27,200
Year 3	30,456	-	27,200
Year 4	30,456	-	27,200
Year 5	20,000	-	2,267

* Deposit paid, plus 11 monthly payments

Cash Flow Before Tax

Applying these conditions, the pre-tax cash flow of the three alternatives are shown in Table 1.

Each alternative means different treatment as far as taxation is concerned.

The amount of deduction for the Investment Allowance - \$20,000 - is common to all. Should the allowance not be available, it would not unduly affect the comparisons.

Depreciation applies to the cash and hire purchase alternatives in the first four years: \$20,000 per annum; and to the lease alternative on the purchase (20 percent on \$20,000 i.e. \$4000) from the fifth year.

Interest paid is a deduction in the hire purchase alternative (\$10,807, \$9,254, \$6,165, \$2,544 and \$30 in years 1 to 5 respectively).

Lease gives the tax deduction pattern shown in Table 2 i.e. amounts deductible in the comparisons accounts in arriving at assessable income.

**Table 2
Tax deductions**

	Lease	Cash	Hire Purchase
Year 1	50,456	40,000	50,807*
Year 2	30,456	20,000	29,254
Year 3	30,456	20,000	26,165
Year 4	30,456	20,000	22,544
Year 5	4,000	20,000	20,030

* This figure comprises \$20,000 Depreciation, \$20,000 Investment allowance and \$10,807 interest.

**Table 3
Tax Saving Benefit**

	Lease	Cash	Hire Purchase
Year 1	-	-	-
Year 2	23,210	18,400	23,371
Year 3	14,010	9,200	13,457
Year 4	14,010	9,200	12,036
Year 5	14,010	9,200	10,370
Year 6	1,840	9,200	9,214

At the 46 percent per annum tax rate these deductions represent reductions in the actual tax payable. Because tax is payable in the year after payment the cash benefit is shown in the year following deduction, as shown in Table 3.

**Table 4
After tax Cash Flow**

	Lease	Cash	Hire Purchase
Year 1	100,000	44,933	
Year 2	7,246	(18,400)	3,829
Year 3	16,446	(9,200)	13,743
Year 4	16,446	(9,200)	15,164
Year 5	5,990	(9,200)	(9,103)
Year 6	(1,840)	(9,200)	(9,214)

Applying this benefit to the outgoings shown in Table 1 an "after tax cash flow" is derived as shown in Table 4.

Table 5
Cumulative after Tax Cash Flow

	Lease	Cash	Hire Purchase
Year 1	30,456	100,000	44,933
Year 2	37,702	81,600	48,762
Year 3	54,148	72,400	62,505
Year 4	70,594	63,200	77,669
Year 5	76,584	54,000	69,566
Year 6	74,744	44,800	60,352

The "cumulative after tax cash flow" can then be calculated as shown in Table 5.

Thus after six years, if the firm has leased and then later purchased the \$100,000 item, its net cash outflow has been \$74,744; with hire purchase it has paid out \$60,352; and with cash purchase, it has paid out \$44,800.

This conclusion however is not necessarily correct and a decision based on these bald totals can be misleading.

What is required is a year-by-year (or month-by-month, for that matter) consideration of the alternative cash flows.

In the first year, according to Table 5 the net outflows are \$100,000 (cash purchase), \$44,933 (hire purchase) and \$30,456 (lease). Thus, leasing has cash flow advantages in that year of \$69,544 and \$14,477 over cash purchase and hire purchase respectively.

Table 6
Cash Flow Advantage* (Disadvantage)

Leasing com- pared Hire with:	Cash	Purchase
Year 1	- 69,544	- 14,477
Year 2	- 43,898	- 11,060
Year 3	- 18,252	- 8,357
Year 4	+ (7,394)	- 7,075
Year 5	+(22,584)	+(7,018)
Year 6	+(29,944)	+(14,392)

* Cash Con- served

Leasing figures are the base at zero and the variances from that favourable and unfavourable are shown above.

Table 6 disclosed the cash flow advantage (cash conserved) or disadvantage of leasing compared with the other alternatives over the six years.

By leasing therefore, the firm has been able to conserve its cash, especially in the earlier years and compared with cash purchase, the company which leases has an advantage for three years.

This introduces the first major point to be made in the investment decision — that the cash conserved by leasing (assuming that the financing decision does in fact involve a choice, i.e. the firm can budget to pay cash, hire purchase or lease) is available to be invested and earn income elsewhere, internally or externally.

If, for example, the cash conserved is invested to return a cumulating 2.3 percent per month before tax (to give an overall 15 percent per annum after-tax return on investment) Table 7 shows the cumulated earnings after tax.

Table 7
After Tax Accumulated earnings of Cash Conserved by Leasing

Compared with:	Cash	Hire Purchase
Year 1	24,454	4,632
Year 2	38,020	7,841
Year 3	47,581	10,701
Year 4	54,018	13,783
Year 5	55,346	12,880

Consider month 1: Cash purchaser pays out \$100,000 while lessee pays out only \$2538. Cash conserved of \$97,462 is available to be invested to earn \$2258 (i.e. at 2.3 percent per month so as to yield 15 percent per annum after tax — not an unreasonable after-tax and before-inflation return for a business to aim for);

after month 2: Cash purchaser has still paid out \$100,000 while the lessee has now paid out a net \$2818 (rentals of \$5076 less \$2258 earnings) leaving cash conserved plus earnings of \$97,182 available to be invested to yield another \$2252 — and so on.

THUS, AT THE END OF FIVE YEARS, IF THE EQUIPMENT HAD BEEN LEASED RATHER THAN CASH PURCHASED, THE FIRM COULD HAVE EARNED \$55,346 AFTER TAX BY INVESTING THE CASH CONSERVED THROUGH LEASING.

While it is not quite true to say that leasing has paid for itself, the \$55,346 return does compare favourably with the \$22,584 Year 5 cumulative cash disadvantage of leasing shown earlier.

In the example given, leasing has the advantage over both cash and hire purchase because it requires no initial cash outlay neither the full amount paid nor a deposit paid — and the cash difference can be invested elsewhere.

End part 2 — to be continued next month.

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10th INTERNATIONAL HIRE CONVENTION

SEPT. 1 — 5 1981.

Your hour-by-hour schedule

TUE. 1ST SEPT.

Wed. 2nd Sept.

WELCOME TO MELBOURNE!

9.00 am to 6.00 pm

Tuesday is registration day

Upon your arrival, call to our Reception Desk situated on the first floor. Register and pick up your Registration Folder which will contain your name badge, convention programme and all relevant information pertaining to the convention.

12.00 noon to 5.00 pm

Tour our city & environs

or

Visit our hire yards.

the choice is yours — you may wish to take a bus tour of our beautiful Dandenong Ranges or perhaps you may care to select one of the following rental yard tours.

- i Party & Catering Equipment
- ii Heavy Construction Equipment
- iii Home & Handyman Equipment.

6.30 pm to 7.30 pm

Cocktail Hour

Relax and meet old friends!

TUESDAY EVENING IS A FREE EVENING. ENJOY IT WITH YOUR FRIENDS!

9.00 am to 11.00 am

OFFICIAL OPENING

Seminar Session 1.

11.00 am to 11.30 am

Recess

coffee available in the foyer.

11.30 am to 1.00 pm

Seminar Session 2

1.00 pm to 5.00 pm

Equipment Exhibition

Meet the Suppliers to the Rental Industry. Examine the extensive range of product displayed.

1.30 pm to 3.00 pm

Luncheon

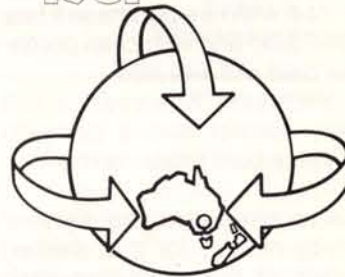
Luncheon, included in your registration, will be served in the Equipment Exhibition area. A cash bar will also be available between the hours 1.00 pm to 5.00 pm.

2.30 pm to 4.30 pm

Ladies Tour

Enjoy a Bay Cruise. See Melbourne from the water as we cruise around Melbourne's bay-side suburbs.

HIRE ACTION MELBOURNE AUSTRALIA 1981



7.00 pm to 11.30 pm.

The Swagman Restaurant

Buses leave the hotel at 7.00 pm for the spectacular Swagman Restaurant. Dinner, Dance and Show. Relax and enjoy this evening.

Thur. 3rd Sept.

8.30 am to 9.45 am

Open Forum — HAA meeting

A panel comprising the state councillors to the HAA will discuss general items of interest relating to the Hire Association of Australia and its activities.

10.00 am to 11.00 am.

Parallel Program.

Seminar Sessions with particular emphasis to Hire operators in Party and Catering equipment and the tool and equipment Rental fields will be held this morning — select the session which interests you.

**Seminar Session 3
Seminar Session 4**

11.00 am to 11.30 am

Recess

coffee available in the foyer.

11.30 am to 1.00 pm.

**Seminar Session 5
Seminar Session 6**

1.00 pm to 5.00 pm.

Equipment Exhibition

1.30 pm to 3.00 pm.

Luncheon

Served in the Equipment Exhibition area

2.30 pm to 4.30 pm.

Ladies Tour

See Melbourne Zoological Gardens and our National Gallery.

Free Night

or

7.00 pm to 8.30 pm.

Round Table Seminars

A nuts and bolts type seminar session. Small groups will learn by discussing rental problems with an experienced chairman from within the rental industry.

7.00 pm to 8.30 pm.

Barbeque Meal.

7.00 pm to 11.00 pm.

Equipment Exhibition

This is an opportunity for Victorian Hiremen unable to attend the full convention, to meet the industry suppliers and meet visiting delegates.

Fri. 4th Sept.

9.00 am to 11.00 am.

Seminar Session 7

11.00 am to 11.30 am.

Recess

Coffee available in the Foyer

11.30 am to 1.00 pm

Seminar Session 8

1.00 pm to 5.00 pm.

Equipment Exhibition

1.30 pm to 3.00 pm.

Luncheon

served in Equipment Exhibition area.

7.00 pm to 8.00 pm.

Cocktail Hour

8.00 pm to 11.30 pm.

Convention Banquet

Enjoy our closing function, to be held this year in the Ballroom of the spectacular new Wentworth Hotel.

Sat. 5th Sept.

A day at Wrest Point Casino

This is an optional extra to the convention program and is highly recommended.

We depart 9.00 am for the flight to Hobart arriving approx 11.30 am. Tour the city of Hobart and its environs for 2 hours before lunching at the Casino Restaurant. The afternoon is yours to try your luck or do a little more sightseeing. 7.30 to 11.30 is dinner and showtime after which we fly back to Melbourne and your Hotel by approx 2.00 am Sunday morning.

REGISTRATION FORM

PLEASE COMPLETE REGISTRATION FORMS AND RETURN TO:

Mr. Rolf Schufft
Convention Secretary,
Hire Association of Australia
P.O. Box 3968, G.P.O.
Sydney 2001

REGISTRATION

FULL REGISTRATION

Delegate registration \$190 Ladies registration \$100

Includes registration to all programmed events from Tuesday 1st to Friday 4th Sept. inclusive.

Delegate's Surname
Preferred First Name.....
Lady's Surname.....
Preferred First Name.....

Please register the following delegates to the 10th International Hire Convention and Equipment Exhibition. Southern Cross Hotel, Melbourne, Sept. 1-5, 1981.

Delegate's Surname
Preferred First Name.....
Lady's Surname.....
Preferred First Name.....

.....only Delegates @ \$190 each \$
.....only Ladies @ \$100 each \$

PARTIAL REGISTRATION

Tuesday 1st Sept. 1981

Daily registration — all events \$20 ea.

Wednesday 2nd Sept. 1981

Daily registration — all events \$65 ea.

Evening programme only \$35

Thursday 3rd Sept. 1981

Daily registrations — all events \$40 ea.

Evening programme only \$20 ea.

Friday 4th Sept. 1981

Daily registrations — all events \$75 ea.

Evening programme only \$55 ea.

.....only Delegates @ \$20 each \$
.....only Delegates @ \$65 each \$
.....only Delegates @ \$35 each \$
.....only Delegates @ \$40 each \$
.....only Delegates @ \$20 each \$
.....only Delegates @ \$75 each \$
.....only Delegates @ \$55 each \$

Delegate's Surname
Preferred First Name.....
Lady's Surname.....
Preferred First Name.....

WREST POINT SPECIAL

Saturday 5th Sept. 1981

This is an optional extra trip to Hobart and the Wrest Point Casino Per person \$180 eachonly person @ \$180 each \$

Herewith my Registration Cheque \$

TRAVEL ARRANGEMENTS

To assist with Convention travel arrangements, please indicate the number of people attending functions on the afternoon of Tuesday 1st Sept.

Scenic tour of Dandenong Ranges
OR
Visit Rental Centres specialising in one of the following:

Party and Catering Equipment
OR
 Heavy Construction Equipment
OR
 Home and Handyman Equipment

ACCOMMODATION

Please reserve our accommodation at the **SPECIAL CONVENTION TARIFF**

Double/Twin Room \$66 night
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.....only @ \$66.....only @ \$60

Please list all room occupants
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Arrival date:.....Departure date:.....

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Arrival date:.....Departure date:.....

ALL ACCOMMODATION RESERVATIONS WILL BE CONFIRMED

Please forward confirmation of accommodation and delegate registration to:
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Address:.....
.....Phone:.....

REGISTRATIONS CLOSE JULY 31st 1981.

RENTAL INDUSTRY SUPPLIERS

As a Supplier to the Rental Industry, we believe it may be to your advantage to exhibit your product at the

10th International Hire Convention and Equipment Exhibition
Southern Cross Hotel — Melbourne, Sept. 2-4 1981.

Display times are Wednesday afternoon, Thursday afternoon and evening, and Friday afternoon.
Space is still available at a cost of \$40 per square metre.

A special issue of Hire & Rental Australasia will be published for the Convention. Advertising will be available to exhibitors at a special rate of \$50 per 1/6 page.

For further information ring Stan Jessup (03) 544 8744 or Des Whelan (03) 543 2455 or mail this coupon now.

Convention Exhibition Chairman
C/- 1347 North Road
Huntingdale 3166

Please send exhibition details:

Name.....

Company.....

Address.....

.....

Phone (.....).....

Product for display.....

Viewpoint . . .

by
PETER LAWRENCE

30 DAYS HATH SEPTEMBER

April, June and November.

3 months have passed and are you still waiting for that bill to be settled!

Debts are with every business in the country, town or city and nobody can avoid them. In the world of hire they can appear swiftly and also on a scale which can be greatly out of proportion with the object hired.

Some of these debts are actually started by the operations themselves through negligence or greed. Their system of checking the equipment they have out on hire is too lengthy and in some cases dollar signs are flashing in front of their eyes as they allow certain hire dockets to remain in the files to fester.

"Yes he has hired before, he's OK." Overconfidence perhaps??

In the end the debt grows to a size where the hirer cannot pay it and the months roll by.

Policy on amounts or accounts can vary in their implementation by the different types of hire businesses but control must be kept if a lot of these debts are to be avoided.

The salient points on this one are at the start of the hire, and communication with your customer during the hire, once again it all starts at the **counter**.

Firstly you must get a **phone number**. Home, business or definite contact point. Preferably all of them. Secondly, the time out is required and the question must be asked. This too is noted on the hire docket.

Thirdly, the appropriate deposit is taken to cover that period (plus that contingency).

Now the control must start. A good man on the counter will check that hire dockets that are in operation **every morning** you are open for business. And if any are overdue they should be removed for checking.

Now comes the communication. Early morning is a good time to ring up one of those phone numbers you have on your hire docket and give your customer a friendly good morning.

Tell him who you are and ask the questions. Has he rung and extended his hire? There is no confirmation on his agreement. Perhaps it is running around the boot of his car from the weekend and he has inadvertently forgotten it. Does he realise it is costing him X No. of dollars per day all the time he has the goods out?

Through this type of communication a lot of hires will be terminated and the customers will be very happy especially if they have really forgotten to return those goods and you have saved them money. They call that service and they will return to you and your yard.

The hire operation may get an extra day's rental out of deal, at least it is paid and the goods back in the yard. For further hire, this is better for all and leads to a healthier climate in the business.

We all find at times there are not enough hours in the day, but time must be set aside for this aspect of hire to keep the number of debts at a minimum, otherwise:

All the rest have thirty one excepting....

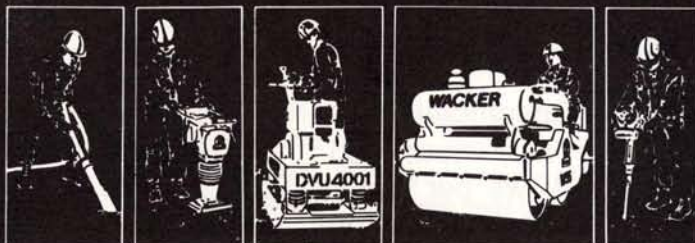
Just minutes, from chainsaw to slicing steel.



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®

All job site supervisors appreciate WACKER's versatility.*



*e.g. WACKER Electric Hammer EHUB 10Y/220

WACKER Hammers

For many years WACKER has been producing Drilling and Breaking Hammers of different power ranges and drives. The independent, petrol driven BHF 30 S is part of WACKER's Hammer programme and is suited for breaking and demolition jobs, but also to drive in form-work nail, rods for earth penetration testing work and tent pegs. The petrol driven Tie Tamper BHL 24 and its electric version EHL 24/220 also number among the machines of this production range. Many national and private railway companies — the German national railway company as well — use the BHL 24 and the EHL 24/380 for maintenance work on their railroad networks. Many years of experience is included in each of these machines, also in the EHUB 10Y/220 which is a reliable help on many sites, its weight: approx. 10 kg.

6.1. e

Drive

Both, petrol engines and electric motors installed in WACKER construction machinery are produced by WACKER. The EHUB 10Y/220 is equipped with a powerful 1.1 kW universal motor with heat-resistant armature winding and vibration-resistant collector connections. Automatic switch-off carbon brushes indicate their wear and when they need to be replaced, thus the motor is protected from damage. The double-supported crankshaft withstands even extremely high load.

System

Rotating parts are subjects to special wear and consume power needlessly. For this reason the EHUB 10Y/220 is designed in a way that the entire drilling drive is disengaged when the hammer is set to breaking. A ground steel piston guarantees vibration-free operation and first-class drilling and breaking.

Operation

The optimum centre of gravity is of essential importance to guarantee easy handling of hand-guided machines. The obliquely positioned motor situated near the handle of the EHUB 10Y/220 make it possible. The advantages offered by the compact design of this machine are increased by its size and easy control. Operational safety is ensured by the steel-claw overload clutch. The hammer can be switched from breaking to drilling and vice versa by simply turning a knob.

Range of tools

Approx. 50 different tools make the EHUB 10Y/220 fit for universal applications, e.g. helical drills up to 65 mm and crown drills up to 125 mm diameter are available. Also included in the tool range: various kinds of chisels and spades as well as special tools for bush hammering and ramming.

Service

Nobody knows a machine better than the manufacturer. Therefore, the service offered by the manufacturer is the best. WACKER service includes: free-of-charge inspection and diagnosis; maintenance, repairs, exchange of parts due to standardization and original spare parts, rental fleet and staff training.

Ask for more detailed information.

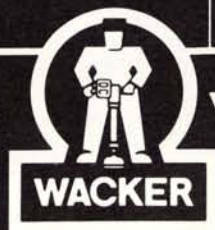


W 8082

Ask for information on the different groups of products and their application.

WACKER AUSTRALIA PTY. LTD., 913 Princes Highway
Springvale, Vic. 3171, phone: 547 4033, telex: 31 159

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GENERATING SETS



KANGO 900

The most powerful demolition hammer in its class.

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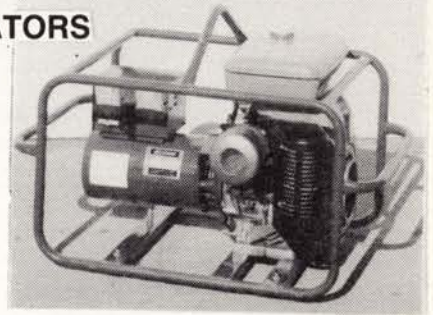
Watts input: 900
Blows per minute: 200
Length: 600 mm
Weight: 9.5 kg

Please check your distributor for our special trade in offer.

PORTABLE GENERATORS

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From 1 KVA to 7.5 KVA



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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.

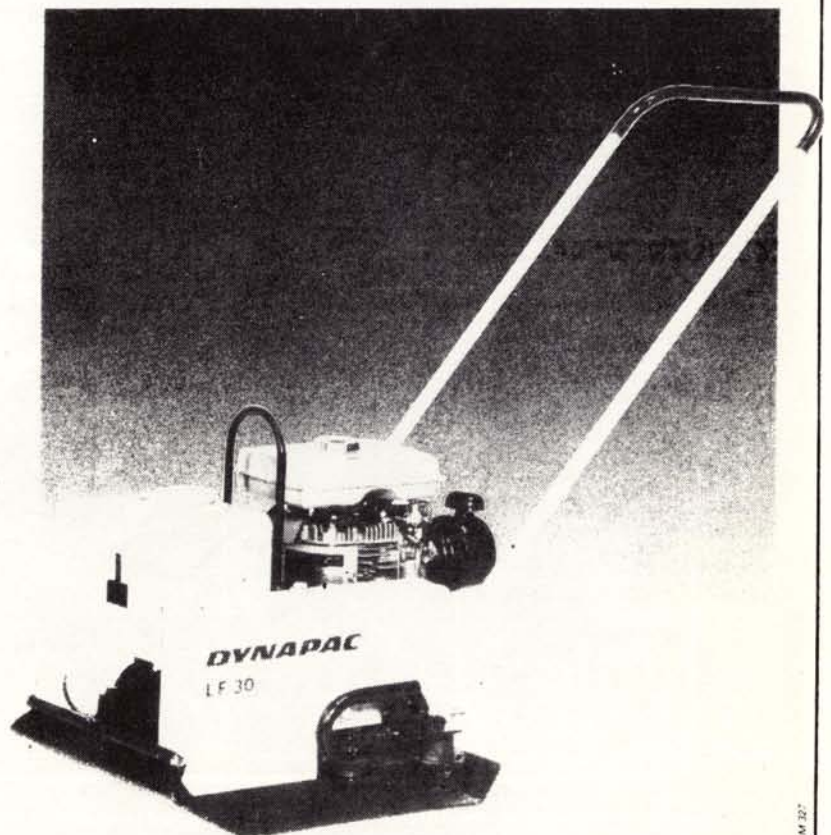
The Dynapac LF30 is what the market needs.

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:

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ART 980M 32

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MANUFACTURERS NEWS ...



FUN-TIME HAWAIIAN FLARES

Designed to stand the rigours of the hire industry, Fun-Time Hawaiian Flares are produced in a heavier metal gauge than similar imported units.

The design allows for their use as free standing units, or they may be mounted on a broom handle or similar support.

Manufactured in South Australia for Adelaide Party & Camping Hire, Fun-Time Hawaiian Flares are realistically priced either for hire use or for retail sales.

Replacement wicks and printed plastic bags are also available.

Further details from:

Neil Hallett

Adelaide Party & Camping Hire
46 Glynburn Road, Hectorville
5073

Telephone: (08) 336 2466

NEW TANDDEM VIBRATING ROLLER

A.N.I. Perkins have now commenced production of their R85 1.25 tonne tandem vibrating roller.

Designed very much with hire companies in mind, the R85 has the following features that lend itself to profitable hire fleet operation.

1. Maximum Operator Safety and Comfort.
2. Minimum Servicing Requirements.
3. Choice of Petrol or Diesel Engines.
4. Vandal Proofing as Standard.
5. Built In Lifting Attachments.

The roller also embodies the following features which make it suitable for all classes of work —

Hydrostatic Shock Free Transmission
Automatic Vibrator Control
Maximum Operator Vision and Control
Rustproof Water Spray System with Large Tank Capacity.

For further particulars, contact A.N.I. Perkins all mainland capital cities.

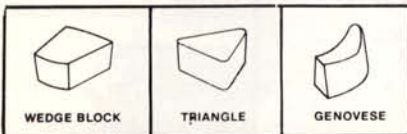
The new
R85, 1-25 tonne tandem
Vibrating Roller



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Q.

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MOLE 

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ME 010

A

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all kinds of rental

requirements ..
which one is best
for you, depends

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