

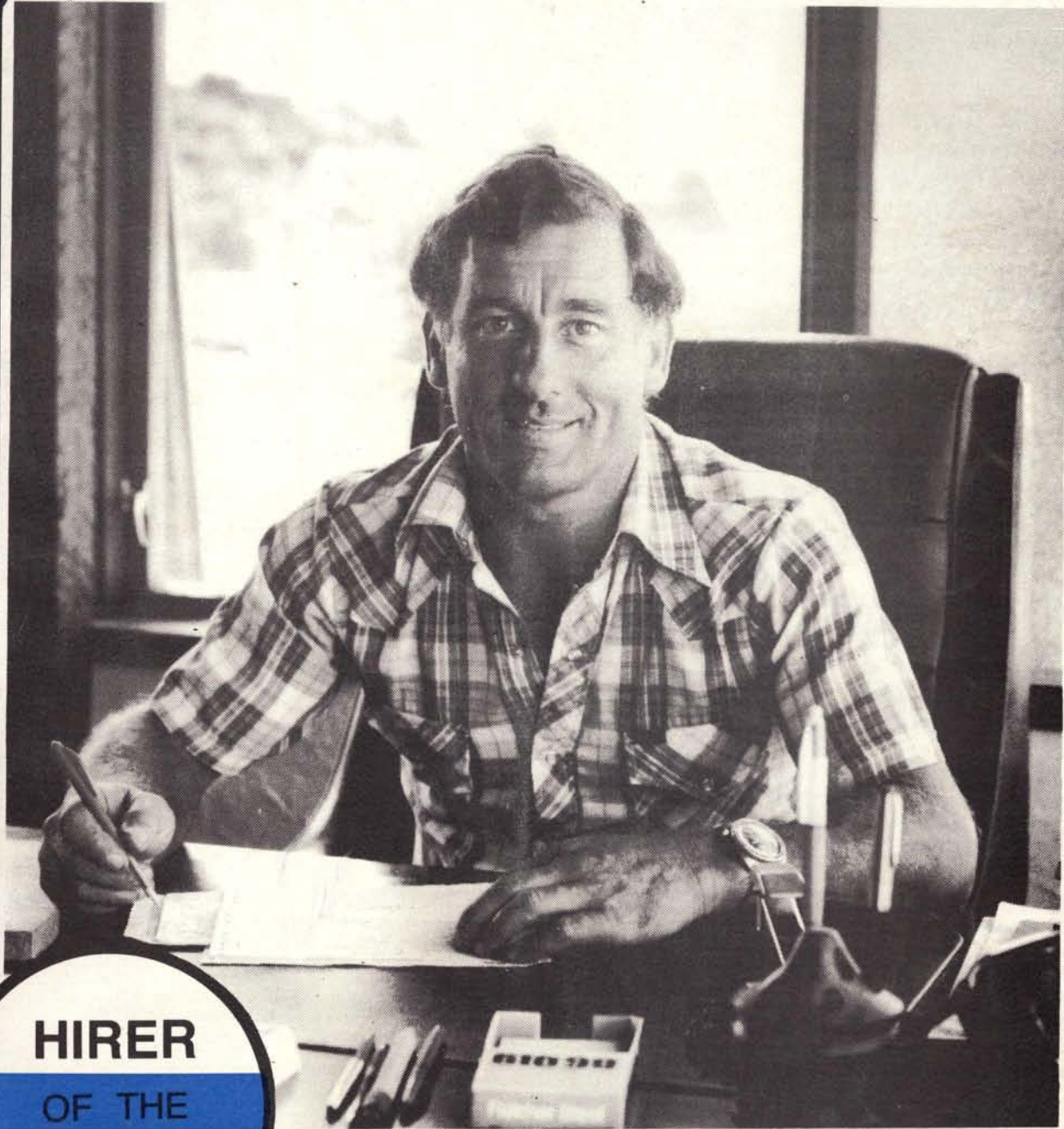
# HIRE & RENTAL

## AUSTRALASIA

Volume 2 Number 7 1981

Registered for Posting as a Periodical - Category (B)

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



**HIRER  
OF THE  
MONTH**

**Harvey Bryant - Tauranga Hire**

## Hirer of the month

# Three Fold Growth For Tauranga Hire Service

Since the Tauranga Hire Service Ltd. moved onto its Birch Avenue site in the Judea industrial area of Tauranga 10 years ago, it has been necessary for managing director Mr. Harvey Bryant to expand the premises, both land and buildings, three-fold: "As we grew I had to buy the two adjoining sections to provide more building and yard space, and the workshop-store has been tripled in size," he said.

"We are just reaching a level of plant quantity and variety that we have been working toward since the company began 12 years ago, and from now on we will be consolidating, and placing the concentration on up-dating plant with new and better equipment."

farmer or orchardist to hire our specialist equipment from time to time, than to become involved in owning and maintaining gear which is not often used," said Mr. Bryant.

The most expensive unit hired by the Tauranga Hire Service is a 700 c.f.m. air compressor powered by a six cylinder Cummins diesel engine. The unit cost Mr. Bryant \$28,000 when he bought it new two years ago — yet the hire rate, in comparison with the purchase price, seems reasonable at \$156 per day.

There is too much idle plant around New Zealand, "If you look around there is a lot of machinery that does



Harvey Bryant.  
Prior to starting Tauranga Hire Service, Harvey farmed a 3000 acre sheep station on the west coast of the north island for 7 years, as well as completing a year at Massey University Studying farm management.

not have the utilisation it should have, in relation to the overseas funds spent on it. Ninety per cent of our high-price quality machinery is imported. Far better to have fewer machines in regular use — and this can best be done by the hire industry." Mr. Bryant said the NZ Hire Service Association had taken this issue up with the Government and local authorities, and to some effect.

## Making Machinery Better

Preventative maintenance and proper servicing of all equipment, including the regular running-up of internal combustion engines when they have not been on hire for sometime, ensures that all hire items leave the Tauranga Hire Service in good working order.

The process begins when the company buys in new equipment, "all new plant requires some form of strengthening or modification for the hire industry. We've been getting pretty good at that over the years. We can look at new equipment and see straight away how it can be improved to reduce maintenance and make it a better machine for the client to handle".

If some items of equipment available for hire seem disproportionately expensive, it is inevitably because they are high-maintenance plant which tends to self-destruct after a relatively short life.

"Anything used in the ground is very expensive to maintain," says Mr. Bryant. "Ditch-diggers and rotary hoes do not last long because of the tremendous strains put on them, and chainsaws and motor mowers are in the same category. On the other hand, there is comparatively little maintenance on plant like trailers, and sledgehammers."

The staff of the Tauranga Hire Service undertakes all repairing and reconditioning of the hire equipment, and also builds all the trailers and covered trailers hired by the company.

## Fast and Dry

Service is fast at the Tauranga Hire Service and even when it's raining, the client stays dry! A two-lane canopy, equipped with a one-tonne travelling gantry crane ensures that machinery transfers are always handled with ease.



Top — Tauranga Hire Manager Dennis Bullot confirms a client's machinery booking.

Centre — Workshop Foreman Campbell Durrant finds preventative maintenance pays.

Left — Tauranga Hire Service Ltd, Birch Avenue, Tauranga, base for the progressive hire operation which services Tauranga and the surrounding district on the north coast of New Zealand's North Island.

Cover photo: Tauranga Hire Managing Director Harvey Bryant.



# Tauranga Hire Service

Customer service is tops at the Tauranga Hire Service and there are two reasons for it: The staff, from managing director **Mr. Harvey Bryant** down, puts priority on customer service. The other reason, most of the staff have been there for some years, and from experience, they know just what the customer wants, where to lay hands on it, and how to advise the customer in its operation.

Mr. Bryant easily wins the long service stakes. He's been there for 12 years, ever since he started the business.

Manager **Mr. Dennis Bullock**, has nine years service, as has part-time clerical assistant **Shirley Bonthron**. **Mr. Campbell Durrant**, the workshop foreman, has eight years experience with the company, and **John Cronin** has been on the staff for three years.

Long-service staff says a lot for both staff relations, and customer relations. Many organisations speak glibly of their "teams" — but at Tauranga Hire Service Ltd., the staff is a team in every sense of the word.



Three-point linkage post hole borers cut work on orchard and farm.



The hirer of the company's cherry picker can work up to 30ft above the ground.



# HITACHI

355mm (14")

## HU-14

# CUT-OFF MACHINES

an ideal rental tool.

specifications

Capacity:

Bar Dia. 65 mm (2-9/16")  
 Pipe Dia. 114.3 mm (4-1/2")  
 Shape Steel: 130 x 130 mm  
 (5-1/8" x 5-1/8")

Power Input: 2,000 W  
 Power Output: 820 W  
 No-Load Speed: 4,200/min.  
 Full-Load Speed: 2,900/min.

Dimensions (W x L x H):  
 315 x 540 x 615 mm  
 (12-3/8 x 21-3/8 x 24-3/16")  
 Weight: 17.5 kg (38.5 lbs.)

Standard Accessories  
 1 Cut-off Wheel, 1 Hexagon Bar Wrench,  
 1 Bar Wrench (6 mm).

Available from:

## Builders Aids Pty Ltd.

10 Manningham Road  
 P. O. Box 136 Bulleen 3105  
 Telephone (03) 850 2316



HITACHI.PRECISION POWER.

# N.S.W. Motor Vehicle Repairers Act 1980

**Applicable from March 1981 all persons working on motor vehicle repairs in N.S.W. must be licenced, and all tradesmen must hold a certificates of Competency.**

The act applies to all persons working on Motor Vehicles which require registration and includes trailers, ride-on diesel dumpers and ride-on rollers and would, for example, include ride-on trench diggers etc., but does not include pedestrian motorised items i.e. lawn mowers, turf cutters, and pedestrian trench diggers.

**A REPAIRER'S LICENCE IS NEEDED BY ANY PERSON WHO CARRIES ON THE BUSINESS OF REPAIRING MOTOR VEHICLES.**

Exclusions from this are commercial vehicle owners i.e., a commercial fleet owner may repair his own vehicles without heeding the repairers licence. A private individual, also may repair his own vehicle. But if a fleet owner employs someone to repair vehicles, then that person must be a certificated tradesman. Penalty for non-conforming is \$2,000. The fee is \$100 p.a.

**TRADESMAN'S CERTIFICATE:** From 31st March 1981, all tradesmen employed on trade work, must be holders of a Tradesman's Certificate. The classes of repair work covered are:

- (a) an automotive electrician
- (b) a brake mechanic
- (c) a motor cycle mechanic
- (d) a painter tradesman
- (e) a transmission specialist
- (f) a bodymaker
- (g) a front end specialist
- (h) a motor mechanic
- (i) a panel beater

These classifications are self-evident. However, motor mechanic includes a person who repairs the engines or transmission or fuel induction, exhaust, electrical, steering, suspension or braking of motor vehicles. It is possible to get dual certification on one or more than one class of repair.

It is also possible to get a Provisional Tradesman's Certificate, which is applicable to any person who does not have the necessary qualifications, but who has (or is able to acquire) the skills required for the class of work.

These provisional tradesman's certificates are granted on an individual basis depending on each individual's application and experience. All copies of any references or certificates of courses,

no matter how short, should be sent with the application for the P.T.C. The cost is \$25 for life, and this covers as many certificates as are granted.

Apprentices are exempt from the need to be a holder of a certificate, but are required to work under the supervision of a certificate holder.

It is much easier to get a Tradesman's Certificate and Repairer's Licence NOW — it is virtually a rubber stamp. We recommend that you put through as many employees (including yourself) who will be applicable. If you want to find out more, full explanatory notes and application forms are available from the Motor Vehicle Repair Industry Council,  
P.O. Box C366,  
Clarence Street,  
SYDNEY 2000  
or phone (02) 29 3537.



## MANG JR2000 ROTARY HOE

Every hire yard should have one!

**Mang is designed to provide high profit, because Mang requires low maintenance.**

Built for professional use, Mang will withstand amateur abuse.

ORDER NOW TO AVOID DISAPPOINTMENT.

**MANG JR2000 WILL BE ON DISPLAY AT THE HIRE CONVENTION — SEE IT THERE.**

**A & N EQUIPMENT PTY. LTD.**

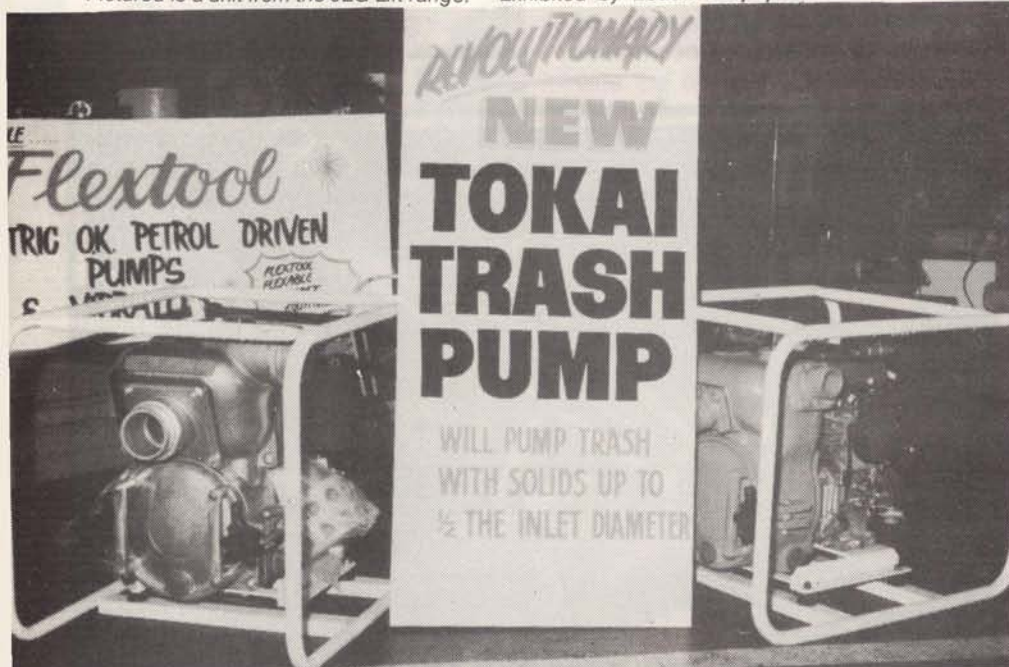


19 Manton Road, South Oakleigh 3167  
Telephone (03) 544 4066

# HSANZ Fourth Annual Hire Convention and Equipment Display



Access equipment was a major attraction at the convention, with many models and sizes on display. Pictured is a unit from the JLG Lift range. Exhibited by Loadlift Equipment Ltd.



Cory-Wright & Salmon Ltd manufacturers in N.Z. of Tokai-Trash Pumps and agents for a vast range of equipment which is ideally suited to the hire industry had a prominently situated display and were well supported by convention delegates.

D.I.S. Industries Ltd. are N.Z. distributors for Kawasaki and displayed a range of generators and engines at the convention. Also their range of Wisconsin engines and Poulin Chain Saws were ably promoted by Hamish Thomson N.Z. Sales Manager (Right) and Dave Matthewman from Auckland



This years convention at Hamilton was a great success. It was well attended by Hiremen from across New Zealand and also by a large contingent from Australia.

The very productive Seminar sessions, which we hope to precis in later editions of Hire and Rental, were climaxed by the positive decision by the membership to develop a collective national advertising program for the Hire Industry.

Suppliers to the industry were well represented in the Equipment Display at the Convention. Displayed equipment ranged from Large access equipment to fragile glassware for the party table. Their were exhibits to appeal to all who attended.

Congratulations to Neil Callaghan from Eastside Hire Ltd. for Co-ordinating such a wonderful convention.

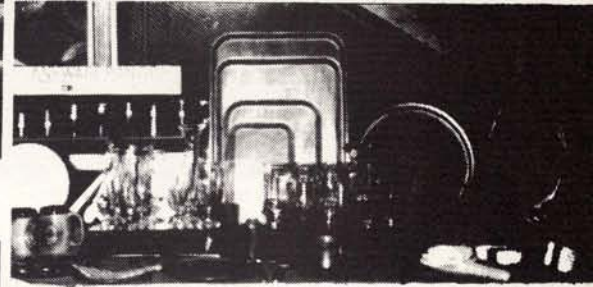


Loadlift Equipment Ltd. Suppliers of Genie access equipment displayed their product at the convention.



Youngman Richardson & Co. Ltd. Master distributors for Robin Engines displayed the extensive engine range now available to the hire industry.

# J. STAPLES & Co.



Delegates who hire Catering and Party equipment found a comprehensive range of items on the display provided by Suppliers to the Hospitality Industry J. Staples & Co.



K.C.C. Grossman Ltd. are N.Z. Bosch distributors as well as Ingersoll Rand, Briggs & Stratton agents with outlets across New Zealand. In attendance on the Grossman stand were (Left) Athol Wynd and Tony Maplay.



Kerrick Distributors Limited displayed an extensive range of cleaning equipment suitable for hire and service bay use in your hire yard.



Clyde Industries (N.Z.) Ltd. recently appointed sole N.Z. distributors for Wacker Australia Pty. Ltd. displayed a comprehensive range of Wacker Vibrators, Rammers, Plates, Pumps, Drills and Breakers.

Compair (N.Z.) Ltd. sales Engineer Brian Willis (Right) greets Harvey Bryant, Managing Director of Tauranga Hire Services Ltd. when he visited the Compair stand.



## FUJI CARRY Dumper

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



**USED BY:**  
 CONTRACTORS,  
 PLUMBERS,  
 LANDSCAPE  
 GARDENERS,  
 COUNCILS,  
 GOVT. DEPT.

**AUSTRALIAN DISTRIBUTOR:**  
**POWERED MECHANICAL AIDS**

P.O. Box 524, Frankston 3199  
 Phone: (059) 78-3211

**INTERSTATE DEALERS:**

NSW: METROTRACTOR SALES (02) 726-4396  
 S.A.: KEITH PATTERSON (08) 44-8355  
 TAS.: OUTDOOR POWER EQUIP (002) 28-5245

QLD.: BILL HERAGHTY 208-4669  
 W.A.: Dealer Required  
 N.T.: Dealer Required

Circle 72 on Reader Service Card

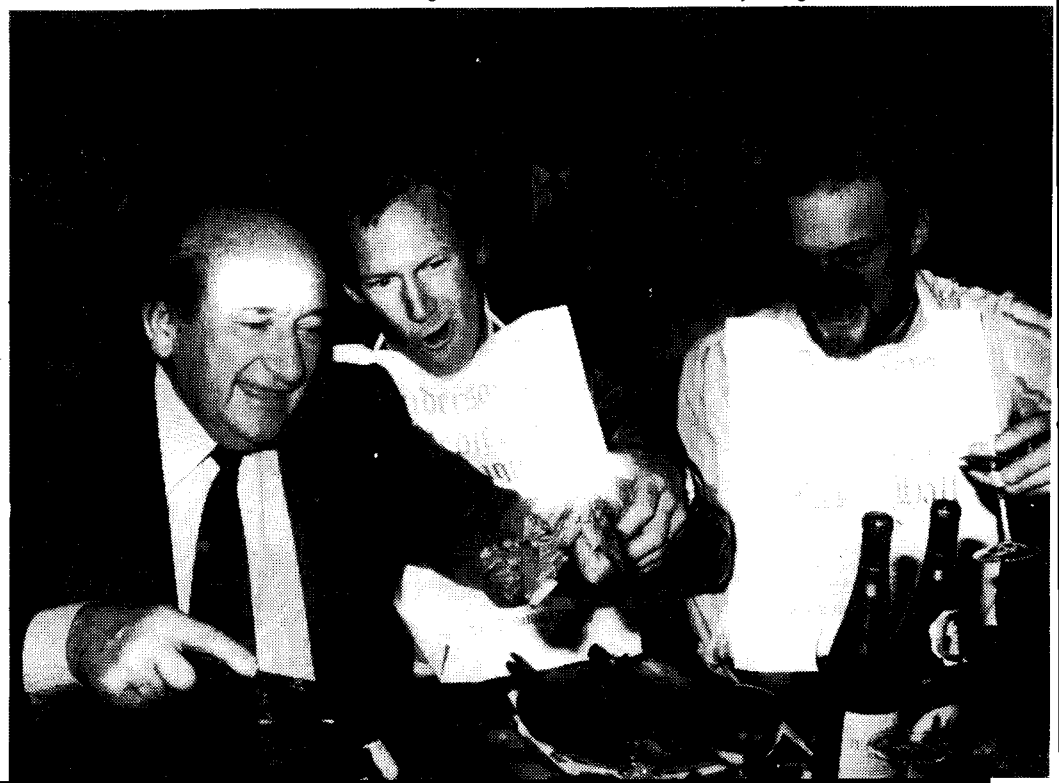


*Upper left Ian Gilliland from Hire Centre Wairarapa samples one of the delightful wenches found in abundance at Andersons Medieval Banquet Hall.*

*Upper Right Stripper Jacki Parker flew from Australia to perform at the Convention Banquet.*

*Lower left Queen for a night Louise Williams, dressed in full ceremonial robes, makes some final adjustments before greeting her loyal subjects.*

*Lower Ron Williams carves a portion of beef for famished dinner guests Alan Rutherford and Roy Norgrove.*





Above-Left to Right John & Gail Martin, Gordon Dale, Shirley Gilliland, Brenda Keir, Ian Gilliland, Peter Keir, Ann Harrison, John Mikkelson, Bruce Harrison.

Lower-Left to Right Helen Elms, Barbara & Colin Taylor.



Above-Right to Left Front: Nick Tracey, Elaine & Ron Berry, Marylyn & Stuart McKinlay, Rear: Vern Charlesworth, Peter Lawrence, Tony Cooper, Jim Roberts.

Lower-Right to Left Brian Tinney, Frank Tickner, Jack Tinney, Diana Tinney, Shirley Tinney, Lil Tickner.

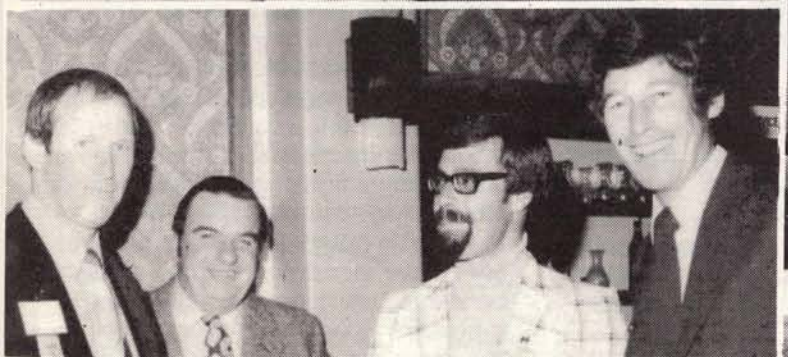


Above-Right to Left Steve Robinson, Ron Berry, Bill McEntee, Ian Morrow, Graham Dilner.

Left- Harvey Bryant & Lyndie Hay.

Lower-Right to Left Graeme Dillner, Grant Brookfield, Cliff Macken, Alan Rutherford.

Left to Right Bev & David Collier with a very vocal Shirley Gilliland.



**They enjoyed themselves at the . . .  
Fourth Hire Convention, Hamilton N.Z.**



**Part 3  
Continued**

**Mr Jeffrey J Lucy**

# Your Capital at work

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

This brings in the second major consideration of leasing: The conversion of future cash flows (advantages and disadvantages) into a present value.

The present value of the cumulative after-tax cash flows shown in Table 5 earlier (assuming a discount factor for uncertainty and inflation of 15 percent per annum) is shown in Table 8.

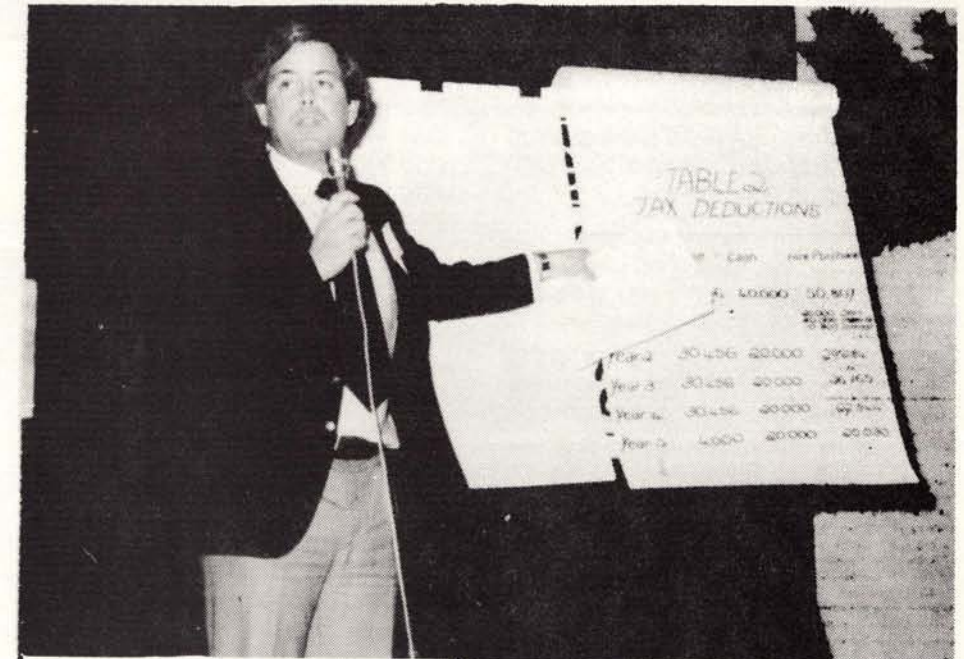
**Table 8**  
Present value\* of cumulative after tax cash flow

	Lease	Cash	Hire Purchase
Year 1	28,471	100,000	43,160
Year 2	34,538	85,365	46,477
Year 3	46,069	79,061	56,128
Year 4	56,004	73,630	65,282
Year 5	59,896	68,951	61,256

\* The present value of the \$16,446 lease rentals less tax paid in Year 4, for example, has a present value of only \$9,935.

Thus the balance in the financing decision applying at the end of year 5 (previous decision before cash conservation taken into account) based on cumulative net cash outflows of \$76,585 lease, \$54,000 cash and \$69,566 hire purchase, is significantly altered when the present value of the flows is considered (\$59,896 lease, \$68,951 cash and \$61,256 hire purchase — from Table 8).

Putting this into the earlier cash advantage/disadvantage format, Table 9 is derived:



Mr Jeff Lucy, chartered accountant of Adelaide, addressing the convention.

**Table 9**  
Present value of cash flow advantage\* (Disadvantage)

Leasing com- pared Hire with:	pared	
	Cash	Purchase
Year 1	71,529	14,690
Year 2	50,827	11,939
Year 3	32,992	10,059
Year 4	17,627	9,278
Year 5	9,055	1,360

\* It will be noted that the earlier year 4, 5, 6 cash disadvantage with cash or hire purchase have now disappeared. (table 5)

It is not only the conservation of cash and the additional earnings yielded that are highlighted by the consideration of the timing of the respective cash flows. The cash conserved by leasing has been earning all through those earlier years.

Not only that, but the value of the cash disadvantage some three, four or more years hence, to the firm today is much less because of the uncertainty surrounding flows in the future and especially because of inflation.

A similar exercise that considers the alternative investment yields for cash conserved and then discounts these to a present value, could be conducted. However, the main point (i.e. to take into account the timing of the alternative outflows) of this part of the exercise has been made.

These are:

1. Consider the effect of the timing of the various alternative cash flows on other investment and earning opportunities.
2. Consider the effect of inflation and uncertainty as to the future effect on those cash flows and alternative earnings.
3. Consider whether it is necessary/desirable to own the equipment as well as use it.

The third major consideration in the investment decision is whether the firm either needs to, wishes to or can afford to use and own the equipment from the beginning. Does it pursue ownership as well as use, or only use?

This part of the analysis will depend on the circumstances of the business and, mainly, on the type of plant.

The previous example, table 9 assumed that the equipment was worth negotiating to purchase from the lessor at the end of the period. However, especially as it was sought to depreciate it at 20 percent per annum prime rather than the normal 15 percent per annum, this may not be a realistic market description.

If the firm had pursued use only, and not subsequent acquisition, the Year 5 comparisons would be more favourable to lease to the extent of the \$20,000 residue not then outlaid. Alternatively, the cash and hire purchasers could sell the equipment at the end of Year 4, thereby making their comparisons more favorable.

They would, however, need to be sure that there was in fact, a market for their used and almost fully depreciated plant.

This factor would be of prime concern where it was not just "wear and tear" which diminished the resale value of the equipment, but also obsolescence, e.g. computers.

The Australian Finance Conference the source of these extracts, states that the examples are not intended to be a definitive judgement on which financing technique an individual organisation should use. Each of the assumptions, the alternative earnings rate, the present value factor, etc, can be varied to give a different result. It is necessary for precise calculations to be undertaken given each different set of circumstances.

**What the example does aim to do is draw out the factors to consider when deciding to replace or expand plant and equipment.**

I would now like to briefly discuss the taxation consequences on the disposal of depreciated plant. Firstly section 26AAA of the Income Tax assessment Act. This section makes assessable the profit of an item that is bought and sold at a profit within 13 months. The principal exception to this is depreciated plant. Plant that is depreciated is basically not assessable because of section 26AAA.

Assuming that plant is not acquired as a part of a profit making undertaking, and therefore assessed under Section 26(a), a liability to taxation only arises, where an item of plant is sold for a consideration, less than original cost, but greater than the depreciated value. If an item of plant is sold for greater than the original cost then that amount which exceeds the cost is a capital profit, and taxation is payable only on the difference between the cost and the depreciated figure. As mentioned earlier in my paper the acquisition of plant and equipment that was previously leased, enables the lessee to regard the residual amount paid, as the purchase price. Generally this figure is a small percentage of the original cost. Accordingly, when that item of plant is subsequently sold, any resultant profit is largely tax free. This ability to achieve tax free profits after the deduction of the lease payments, did not go unnoticed by those who were leasing expensive cars etc. These people simply leased an expensive car that was likely to retain its value, acquired the vehicle at an extremely low residual figure, depreciated the vehicle for say 24 hours and subsequently disposed of the vehicle achieving a significant tax free profit. Understandably the Treasurer has legislated against the practice of achieving these tax free profits on disposal of vehicles and has now brought in legislation that largely taxes the resultant profit. This new legislation only applies to vehicles, stationwagons etc. and accordingly does not apply to items of plant and equipment.

End

## THE S. H. LOCK GROUP - Est. 1889

### TRADE FINANCIERS

- LEASING FINANCE
- INSURANCE BROKING

#### SYDNEY

Anchor House,  
Cnr. George & Bridge Sts.  
Tel.: 241 1781

#### MELBOURNE

44 Market Street,  
Tel.: 62 1874

#### PERTH

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

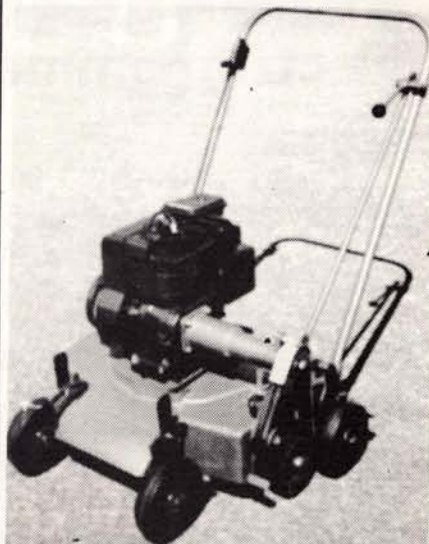
#### BRISBANE

99 Creek Street  
Tel.: 221 9727

Circle 88 on Reader Service Card

# ROVER

AUSTRALIAN MADE



### Scott Bonnar Scarifier

# ROVER

AUSTRALIAN MADE

Please phone, call or write to:  
Rover Mowers (Aust.) Pty. Ltd.

VIC. (03)	543 3377
NSW (02)	642 0568
TAS (003)	31 2282
Q'LD (07)	268 2571
SA (08)	45 9011
WA (09)	361 6333

Circle 73 on Reader Service Card

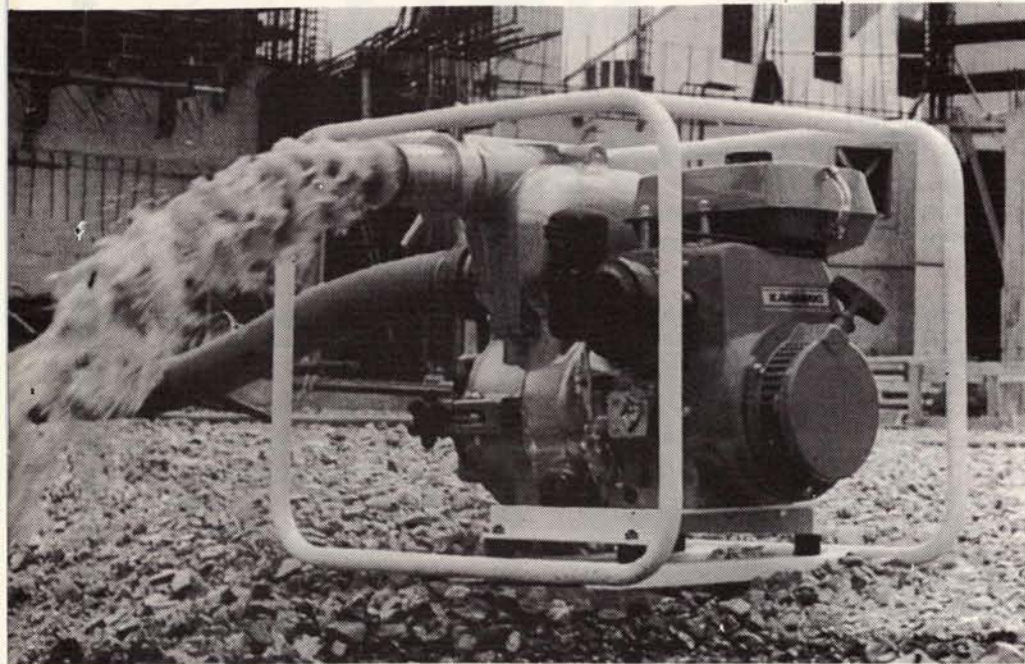
# MANUFACTURERS NEWS ...

## TOKAI — TRASH PUMPS

Manufactured in New Zealand under licence by Cory-Wright & Salmon Ltd. Tokai-Trash Pumps are bringing revolution to contracting pumps. Together with the revolutionary double casing Tokai Pumps offer.

- Hi-Chrome impellers and volute casings allow solids up to 50% of the pump diameter to pass.
- Ceramic-carbon mechanical seals for reliability between the direct coupled motor and pump.
- Lightweight alloy construction used for the pump casing. Stainless steel on request.
- Thumb wheels give clean out access. An 8" adjustable spanner and Phillips screwdriver are all that's needed to strip the pump.
- The impeller and volute casing are cast iron for durability.
- Pump body and volute casing set bolts are all stainless steel. Self priming.

for further information:  
**CORY-WRIGHT & SALMON LTD**  
 Hope Gibbons Building 7-11 Dixon  
 St Wellington New Zealand  
 GPO Box 1230 Telephone 72 2324  
 Telegrams and Cables 'Corysal'  
 Telex NZ 3311



## KANGO electric hammers

THE PROVEN  
COMBINATION

**Powerlite**  
GENERATING SETS



### KANGO 900

The most powerful demolition hammer in its class.

#### Specifications:

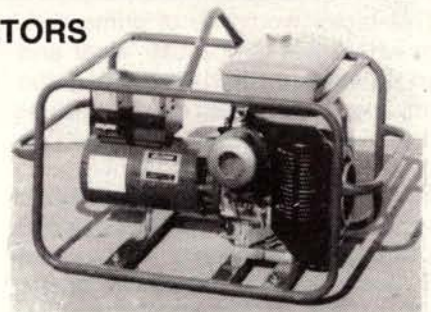
Watts input: 900  
 Blows per minute: 200  
 Length: 600 mm  
 Weight: 9.5 kg

**Please check your distributor for our special trade in offer.**

### PORTABLE GENERATORS

with the engine of your choice

**From 1 KVA to 7.5 KVA**



#### Available with

- Roll over frame
- Weatherproof outlets
- Circuit breaker
- Lifting bar

**\* Special prices for hire Companies.**

**Powerlite (Pty.) Limited**  
 61-63 Gordon Road, Chipping Norton, N.S.W. 2170  
 Telephone: (02) 727 007 Telex: AA24893



### OHTA BRITE-HEATER

World's First Infrared Oil Heater of Variable Combustion Rate (HIGH & LOW) Heating Capacity.

HIGH 126,000 BTU/h LOW 96,000 BTU/h

### OHTA BRITE-HEATER

The most efficient space heater and dryer for use anywhere, anytime at low energy consumption levels. The idea of maximum energy conservation was the engineering goal in our development of the Ohta Brite-Heater. This unit is the world's first infrared oil heater capable of two levels of fuel consumption control-HIGH and LOW. Ohta's unique double screen system, combined with a wide radiation surface, heats an ample area most efficiently with strong infrared rays. Featuring low maintenance, high heating capacity and easy use. The Brite-Heater is the leader in this energy conscious age.

### Safety Design, Powerful!!

Three Major Features:

1. LOW-HIGH Combustion Rate Switch  
LOW operation suffices for most ordinary heating requirements. HIGH operation, on the other

hand, proves effective in quick drying or in heating for outdoor work in intense cold. The two-level switch therefore all but eliminates the wasteful consumption of energy, saving the user considerable fuel costs.

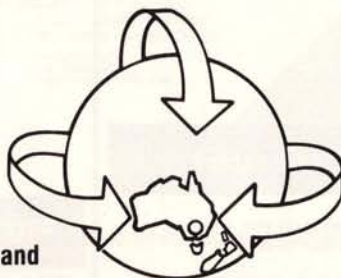
2. Compact Design, Simple Maintenance  
The burner unit is designed very compact, thanks to the use of the printed circuit. Maintenance and inspection can be made simply by removing the burner box cover.
3. Adjustable Heat Flow Direction  
Directional adjustment of heat flow can be made with a lever within an elevation angle range of 30 degrees to help aim the radiation at the object to be heated or dried.

For further information contact  
**H. M. FOGARTY LIMITED**  
P.O. Box 37-160  
Parnell, Auckland 1

**Have you registered yet? — Do it now!**

**HIRE  
ACTION  
MELBOURNE  
AUSTRALIA  
1981**

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

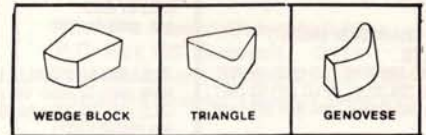


# Mitco

- MANUFACTURERS
- DISTRIBUTORS
- CONSULTANTS

SPECIALISING IN ABRASIVES  
FOR THE STONE TRADE.

## FLOOR GRINDING BLOCKS



ABRASIVES FOR

- GRANITE ● CONCRETE
- MARBLE ● TERRAZZO

# Mitco

AUSTRALIA

457A High Street, Kew, Vic. 3101 Australia  
Telephone: 861 7139, 861 6437  
Postal Address: P.O. Box 82, Kew  
Cables: MITCOAUST (Melb.)

Circle 79 Reader Service Card



### Fun-Time Hawaiian Flares

Manufactured in South Australia  
to withstand the rigours of the  
hire industry.

**ADELAIDE PARTY & CAMPING HIRE**  
46 Glynburn Road  
Hectorville 5073  
Telephone: (08) 336 2466

Circle 104 on Reader Service Card.

# SUPPLIERS TO THE RENTAL INDUSTRY

Members and Associate Members of the H.A.A. and H.S.A.N.Z. Inc. who manufacture, import or distribute equipment for use in, or supply a specific service to, the rental industry.

## CAMPING, LEISURE & SPORTING EQUIPMENT

**HOLIAK HIRE PTY. LTD.**  
CANOES, KYAKS & ACCESSORIES  
VIC. (03) 25 5159

**STIHL CHAIN SAW (AUST.) PTY. LTD.**

NSW (02) 759 8099 TAS (002) 34 4221  
VIC (03) 729 3522 Q'LD (07) 52 2021  
SA (08) 260 3766 WA (09) 361 5444

## CATERING EQUIPMENT

**ABBEY RENTS PTY. LTD.**  
ABBEY, ELLIS, TUBE-FAB FOLDING  
TABLES, LEGS, TROLLEYS  
VIC (03) 376 2311

## COMPACTION EQUIPMENT

**POWERED MECHANICAL AIDS**  
SANTO PLATES AND RAMMERS  
VIC (059) 78 3211

**CROMMELINS AUSTRALIA**  
M.B.W. RAMMERS AND PLATES  
NSW (02) 649 5951 VIC (03) 876 3925  
SA (085) 56 1201 WA (09) 451 6644

**MESCO McCABE LIMITED**  
VIBROLL AND MIKASA EQUIPMENT  
AUCKLAND 661 209  
WELLINGTON 683 139

**DYNAPAC PTY. LTD.**  
NSW (02) 647 1844VIC  
(03) 90 8850  
Q'LD (07) 376 2644WA  
(09) 275 4522

**WACKER AUSTRALIA PTY. LTD.**  
NSW (02) 648 0366 VIC (03) 547 4033  
Q'LD (07) 208 9577 SA (08) 42 2331  
WA (09) 361 8988

## COMPRESSORS & AIR TOOLS

**ATLAS COPCO AUSTRALIA PTY. LTD.**  
ATLAS COPCO AND AUTOMAN  
N.S.W. (02) 822 444VIC.  
(03) 221 2466  
Q'LD. (07) 375 5511S.A.  
(08) 47 2911  
W.A. (09) 458 3331TAS.  
(002) 34 6058  
N.T. (089) 84 3455

**COMPAIR (AUSTRALIA LTD.)**  
COMPAIR AND BROOMWADE  
N.S.W. (02) 637 8200VIC.  
(02) 544 1755  
Q'LD. (07) 275 2022S.A.  
(08) 268 3166  
W.A. (09) 325 2099TAS.  
(022) 81 6280  
N.T. (089) 81 6280

**SULLAIR AUSTRALIA LIMITED**  
NSW (045) 77 4666 VIC (03) 560 7222  
Q'LD (07) 376 2433 SA (08) 352 68111  
WA (09) 451 3011

## CONTRACTORS EQUIPMENT

**POWERED MECHANICAL AIDS**  
DIAMOND MOTORISED JACK  
HAMMERS  
VIC (059) 78 3211

**ATLAS COPCO AUSTRALIA PTY. LTD.**  
ATLAS COPCO AND PIONJAR  
NSW (02) 622 444 VIC (03) 221 2466  
Q'LD (07) 375 5511 SA (08) 47 2911  
WA (09) 458 3331 TAS (002) 34 6058  
NT (089) 84 3455

**CROMMELINS AUSTRALIA**  
BENFORD MIXERS  
NSW (02) 645 5951 VIC (03) 876 3925  
SA (085) 56 1201 WA (09) 451 6644

**MESCO McCABE LIMITED**  
AUCKLAND 661 209  
WELLINGTON 683 139

**FLEXTOOL (AUST.) PTY. LTD.**  
NSW (02) 660 3411 VIC (03) 6300  
Q'LD (07) 52 2306 SA (08) 298 7788  
WA (09) 451 2077 TAS (002) 43 7474  
NZ WELLINGTON 43 170

**WACKER AUSTRALIA PTY. LTD.**  
NSW (02) 648 0366 VIC (03) 547 4033  
Q'LD (07) 208 9577 SA (08) 42 2331  
WA (09) 361 8988

## DISTRIBUTORS (CONSUMABLES & ACCESSORIES)

**DEMBI-CON AUSTRALIA**  
JADEM & TARGET DIAMOND BLADES  
NSW (02) 450 1056 VIC (03) 288 1700  
Q'LD (07) 208 4240 SA (08) 297 4022  
WA (09) 325 2364

**BULLEEN HYGIENE SUPPLIES**  
TOILET TISSUES, SOAPS, ETC.  
VIC (03) 850 2211

**ATLAS COPCO AUSTRALIA PTY. LTD.**  
ATLAS COPCO, COROMANT STEELS & ACCESSORIES  
NSW (02) 622 4444 VIC (03) 221 2466  
Q'LD (07) 375 5511 SA (08) 47 2911  
WA (09) 458 3331 TAS (002) 34 6058  
NT (089) 84 3455

## DRAIN & SEWER EQUIPMENT

**ELECTRIC EEL (AUST)**  
NSW (02) 559 5622  
VIC (03) 560 2843  
Q'LD (07) 371 3644

**POWERED MECHANICAL AIDS**  
SPAD DRAIN CLEANERS  
VIC (059) 78 3211

## ENGINES

**MESCO McCABE LIMITED**  
ROBIN ENGINES & SPARES  
AUCKLAND 661 209  
WELLINGTON 683 139

**CROMMELINS AUSTRALIA**  
ROBIN ENGINES & SPARES  
NSW (02) 649 5951 VIC (03) 876 3925  
Q'LD (07) 221 4011 SA (085) 56 1201  
WA (09) 451 6644

**DIS INDUSTRIES LIMITED.**  
KAWASAKI & WISCONSIN  
ENGINES & SPARES  
AUCKLAND 592 109  
CHRISTCHURCH 41 485  
WELLINGTON 847 957

## FLOOR & WALL CARE

**BRISBANE HIRE SERVICES PTY. LTD.**  
HOT SPOT WALLPAPER STRIPPERS  
Q'LD (07) 356 9011

**TOONGABBIE HIRE SERVICES PTY. LTD.**  
NU-FLOOR FLOOR SANDERS  
N.S.W. (02) 636 4444

**POWERED MECHANICAL AIDS**  
SWEEPRIE INDUSTRIAL SWEEPERS  
VIC (059) 78 3211

## GENERATORS

**POWERLITE PTY. LTD.**  
NSW (02) 727 0077

**MESCO McCABE LIMITED**  
ROBIN — PORTABLE  
AUCKLAND 661 209  
WELLINGTON 683 139

## CROMMELINS AUSTRALIA

NSW (02) 649 5957 VIC (03) 876 3925  
Q'LD (07) 277 8611 SA (085) 56 1201  
WA (09) 451 6644

**DIS INDUSTRIES LIMITED**  
KAWASAKI GENERATORS & SPARES  
AUCKLAND 592 109  
CHRISTCHURCH 41 485  
WELLINGTON 847 957

## LAWN MOWERS & GARDEN EQUIPMENT

**POWERED MECHANICAL AIDS**  
LOBLO THE AIR BROOM LEAF  
HANDLING EQUIPMENT  
OLATHE STUMP CHIPPERS  
VIC (059) 78 3211

**STIHL CHAIN SAW (AUST.) PTY. LTD.**

NSW (02) 759 8099 TAS (002) 34 4221  
VIC (03) 729 3522 Q'LD (07) 52 2021  
SA (08) 260 3766 WA (09) 361 5444

**H.S.L. SALES**  
BLUEBIRD LAWN COMBERS AND  
THATCHERS  
VIC (03) 419 1911

**ROVER MOWERS (AUST.) PTY. LTD.**

GILSON TILLERS ROVER MOWERS  
NSW (02) 642 0568 VIC (03) 543 3377  
TAS (002) 31 2282 Q'LD (07) 268 2571  
SA (08) 45 9011 WA (09) 361 6333

## MATERIALS HANDLING, TRUCKS & TRAILERS

**POWERED MECHANICAL AIDS**  
FUJI CARRY DUMPERS  
VIC (059) 78 3211

**SPEAR & JACKSON AUSTRALIA PTY. LTD.**  
WIRE ROBE & FITTINGS  
NSW (02) 648 0573  
Q'LD (07) 277 2466  
VIC (03) 544 8666

**H.S.L. SALES**  
BLUEBIRD ENGINE CRANES AND  
STANDS  
VIC (03) 419 1911

## PRESSURE WASHERS

**H.S.L. SALES**  
KEW WATER WASHER, INCL SET SAND  
BLASTING  
VIC (03) 419 1911

## PUMPS & HOSES

**POWERED MECHANICAL AIDS**  
KOSHIN PUMPS  
VIC. (059) 783211

**CROMMELINS AUSTRALIA**  
Q.P. TRASH & WATER  
NSW (02) 649 5951 Vic (03) 876 3925  
SA (085) 56 1201 WA (09) 451 6644

**MESCO McCABE LIMITED**  
ROBIN, WATER  
AUCKLAND 661 209  
WELLINGTON 683 139

**FLEXTOOL (AUST.) PTY. LTD.**  
FLEXTOOL PUMPS

NSW (02) 660 3411 VIC (03) 419 6300  
Q'LD (07) 522 306 SA (08) 298 7788  
WA (09) 451 2077 TAS (002) 43 7474  
NZ WELLINGTON 43 170

**WACKER AUSTRALIA PTY. LTD.**  
NSW (02) 648 0366 VIC (03) 547 4033  
Q'LD (07) 208 9577 SA (08) 42 2331  
WA (09) 361 8988

## SANITATION (PORTABLE, CHEMICAL)

**B.A. HANKIN PTY. LTD.**  
HI-VAC TIGER TAIL SUCTION HOSE  
VIC (03) 850 2211

**MERLIN FIBREGLASS PTY. LTD.**  
MF TOILETS AND SHOWERS  
NSW (02) 605 5537 VIC (03) 568 1026  
TAS (002) 43 7474 Q'LD (07) 48 0055  
SA (08) 276 9333 WA (09) 458 1779

**SUPERLOO SANITATION SERVICES**  
VIC (03) 791 2683

**MERLIN SYSTEMS**  
Q'LD (07) 209 3700 SA (08) 42 5194  
VIC (03) 877 4433 NSW (02) 680 2541

**S.O.S. RENTALS**  
SUPER LOO TOILETS  
Q'LD (07) 48 2193

**ABC HIRE CO. PTY. LTD.**  
SUPERCOM PORTABLE BUILDINGS  
VIC (03) 791 2683

## SAWS (CONCRETE MASONRY, CHAIN, TILE, METAL, TREE CUT-OFF, etc.)

**STIHL CHAIN SAW (AUST.) PTY. LTD.**  
NSW (02) 759 8099 TAS (002) 34 4221  
VIC (03) 729 3522 Q'LD (07) 52 2021  
SA (08) 260 3766 WA (09) 361 5444

**DEMBI-CON AUSTRALIA**  
TARGET SAWS & MACHINERY  
NSW (02) 450 1056 VIC (03) 288 1700  
Q'LD (07) 208 4249 SA (08) 297 4022  
WA (09) 325 2364

**WACKER AUSTRALIA PTY. LTD.**  
NSW (02) 648 0366 VIC (03) 547 4033  
Q'LD (07) 208 9577 SA (08) 42 2331  
WA (09) 361 8988

**DIS INDUSTRIES LIMITED**  
**POULAN** CHAINSAWS, CONCRETE  
SAWS, ETC.  
AUCKLAND 592 109  
CHRISTCHURCH 41 485  
WELLINGTON 847 957

**SPEAR & JACKSON**  
**AUSTRALIA PTY. LTD.**  
**JONSEREDS** CHAIN SAWS  
NSW (02) 648 0573  
Q'LD (07) 277 2466  
VIC (03) 544 8666

**DIAMOND CUTTING SERVICES**  
**PTY. LTD.**  
**DIAMOND SAWS, BITS &**  
**MACHINES**  
N.S.W. (02) 982 9263

**SITE ACCOMMODATION**

**ABC HIRE CO. PTY. LTD.**  
**SUPERCOM** PORTABLE BUILDINGS  
VIC. (03) 791 2683

**SPRAY PAINTING  
EQUIPMENT**

**CARNEGIE RENTAL CENTRE**  
**HERO AIRLESS PAINT PUMPS**  
VIC (03) 211 9488

**ATLAS COPCO AUSTRALIA**  
**PTY. LTD.**  
**ECCO AND ATLAS COPCO SPRAY GUNS**  
**& FITTINGS**  
NSW (02) 622 4444 VIC (03) 221 2466  
Q'LD (07) 375 5511 SA (08) 47 2911  
WA (09) 458 3331 TAS (002) 34 6058  
NT (089) 84 3455

**FOOTNOTE:**  
*Listings in this feature  
are available to financial  
members of the H.A.A. or  
H.S.A.N.Z. free of cost  
upon request to Hire &  
Rental Australasia, P.O.  
Box 136, Bulleen, 3105,  
Australia.*

**TOOLS & EQUIPMENT  
(PORTABLE, POWER, etc.)**

**WINNICK MACHINES**  
**(RUPES AUST.) PTY. LTD.**  
**RUPES OF MILAN**  
NSW (02) 699 7427

**STIHL CHAIN SAW (AUST.)**  
**PTY. LTD.**  
NSW (02) 759 8099 TAS (002) 34 4221  
VIC (03) 729 3522 Q'LD (07) 52 2021  
SA (08) 260 3766 WA (09) 361 5444

**CROMMELINS AUSTRALIA**  
**MAKITA AND KANGO TOOLS & SPARES**  
WA (09) 451 6644

**WACKER AUSTRALIA PTY. LTD.**  
NSW (02) 648 0366 VIC (03) 547 4033  
Q'LD (07) 208 9577 SA (08) 42 2331  
WA (09) 361 8988

**POWERLITE PTY. LTD**  
**KANGO TOOLS & SPARES**  
N.S.W. (02) 727 007

**TRAVEL SERVICES**

**GEM TOURS AND TRAVEL**  
**SERVICE**  
VIC. (03) 726 0444

**HIRE & RENTAL  
AUSTRALASIA**

**The Hire Association of Australia**  
**60-62 York Street, Sydney, 2000**  
President: Ron Williams (03) 211 9488  
Secretary: Rolf Schufft (02) 290 0700

**Hire Services Association of New Zealand**  
**P.O. Box 822, New Plymouth, N.Z.**  
President: Gordon Dale (67) 79134

**REGION 2**

**The Hire Association of N.S.W.**  
**P.O. Box 129, Beecroft, 2119**  
President: Garry Butler (02) 546 1696  
Executive Director: Denise Layton (02)  
848 9817

**REGION 3**

**Victorian Hire and Rental Association**  
**185 Eastern Road, South Melbourne,**  
**3205**  
President: Brian Elms (03) 850 2316  
Secretary: Sydney Moody (03) 699 1022

**REGION 4**

**The Hire Association of Queensland**  
**C/- Jonker's Hire Service,**  
**110 Brisbane Road, Booval 4304**  
President: Bob Lawler (07) 356 9011  
Secretary: John Jonker (07) 202 1277

**REGION 5**

**The Hire Association of S.A.**  
**27 Hill Street, Sea Cliff Park, 5049**  
President: Neil Hallett (085) 255 2741  
Secretary: Mrs N. Hudson (08) 296 1001

**REGION 6**

**The Hire Association of W.A.**  
**C/- Skipper Mayday Machinery Ltd.,**  
**Great Eastern Highway, Redcliffe,**  
**6104**  
President: Ken Sims (09) 277 4144  
Secretary: Des Brealey (09) 277 1944

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

All advertising bookings and corres-  
pondence should be directed to:  
Brian Elms, C/- Box 136,  
Bulleen, 3105, Australia.

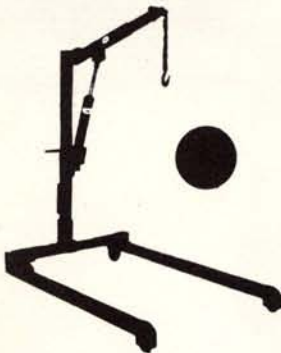
**EDITORIAL:**  
Editorial information is welcome and  
should reach us by the 15th of the month  
preceding the month of publication.

**ADVERTISING:**  
Advertising copy, bromides, trans-  
parencies or color separation should  
reach us no later than the 10th of the  
month preceding the month of publi-  
cation.

**SUBSCRIPTION RATES:**  
Australia: \$15.00 for 11 issues  
Overseas:  
Seamail: \$A15.00 for 11 issues  
Airmail: \$A30.00 for 11 issues

**For A Better Tomorrow  
Support HAA Today**

**Samson**  
**ENGINE CRANE**  
**KD35H**



The rugged construction and versatile features  
of the Samson knock-down crane make it a  
valuable piece of equipment in any workshop.

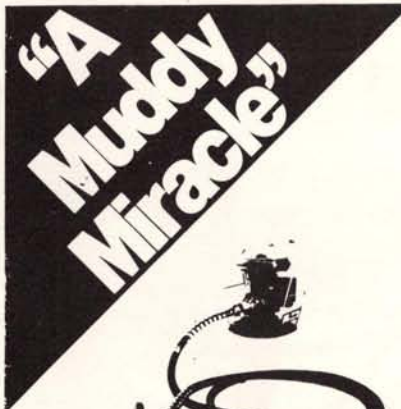
Over 500 now sold in Australia.

A truck mounted crane is also available.

Manufactured by:

**FORMULA ENGINEERING PTY. LTD.**  
**12 SEDOON STREET, BANKSTOWN.**  
**PHONE: (02) 707 2133**

Circle 98 Reader Service Card



**Flextool**  
50 mm 212 Submersible Pump  
Flexible shaft drive  
Pumps mud, sludge, oil  
Totally self-priming  
Highly choke resistant  
No costly suction hose

Designed and  
manufactured by  
Flextool (Aust.) Pty. Ltd.

Head Office  
Flextool (Aust.) Pty. Ltd.  
191 Wellington Street, Coleraine, Victoria  
Telephone (03) 93 3584  
N.S. Branches  
Telephone (02) 886 1344  
Telephone (07) 55 2336  
W.A. Branch Telephone  
(08) 45 2031

Circle 87 on Reader Service Card

# R-85

## A GREAT NEW TANDEM VIBRATING ROLLER WITH GREAT NEW FEATURES:

Features that ensure general all round compaction.

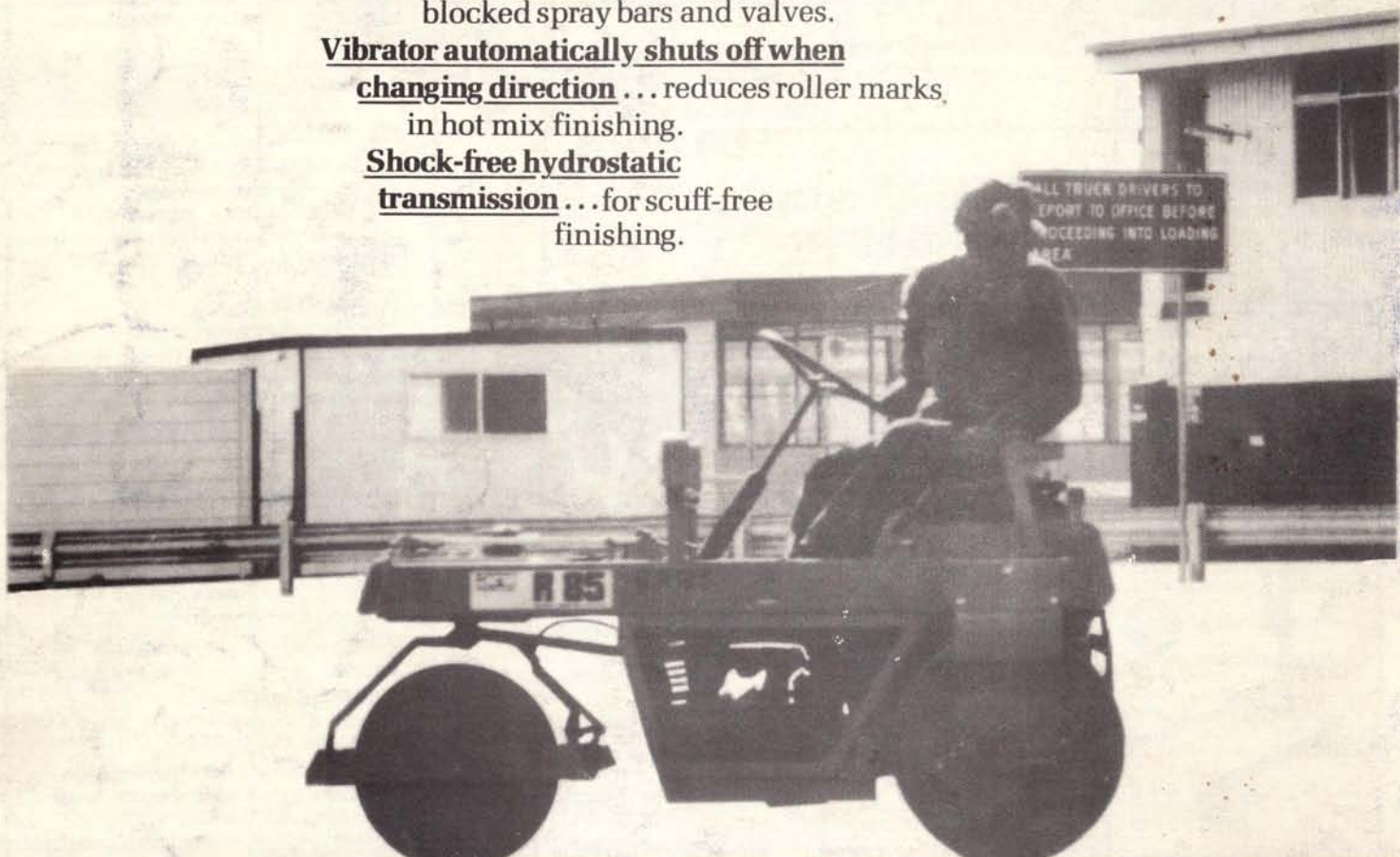
**Built in safety and comfort** ... for improved productivity.

**Sealed bearings throughout** ... cuts maintenance time.

**Rust-free water sprinkler system** ... eliminates blocked spray bars and valves.

**Vibrator automatically shuts off when changing direction** ... reduces roller marks in hot mix finishing.

**Shock-free hydrostatic transmission** ... for scuff-free finishing.



Designed and made in Australia by

**ani**  
**PERKINS**

A division of The ANI Corporation Limited  
(Incorporated in NSW)

N.S.W.: 16 Parramatta Rd., Lidcombe 2141. Phone (02) 648 4088.  
VIC.: 241-255 Browns Rd., Noble Park 3174. Phone (03) 795 5111.  
QLD.: Cnr. Ipswich and Grindle Rds., Rocklea 4106. Phone (07) 275 1766.  
S.A.: 34 Dunorlan Rd., Edwardstown 5039. Phone (08) 277 2322.  
W.A.: 161-163 Great Eastern Hwy., Belmont 6104. Phone (09) 277 4888.





