

HIRE & RENTAL AUSTRALASIA

Volume 2 Number 8 1981.

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

HIRE ACTION MELBOURNE AUSTRALIA 1981

Special
Convention Issue
Look who's here.



Specially equipped for
Australian conditions:

The new range of Briggs & Stratton sleeve bore engines



in 3 hp, 5 hp and 8 hp horizontal shaft
and 5 hp vertical, to complement
the 9 hp, 10 hp and 16 hp
horizontal cast iron range

This new engine series
combines the proven
reliability of Briggs &
Stratton with added
features for demanding
applications. Upkeep is
minimal.



Double protection against dirt

A dual element industrial-
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paper cartridge provides twice
the protection of standard cleaners.
The paper cartridge needs cleaning only
after 100 hours in normal use. The dual
element air cleaner gives maximum
protection with minimal servicing.

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cast iron sleeve with
the lightness and rapid
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aluminium alloy
cylinder and crank
case.

Stellite exhaust valve seats

Stellite is an exceptionally hard
material which gives extended
life to valve seats.

Ball Bearings

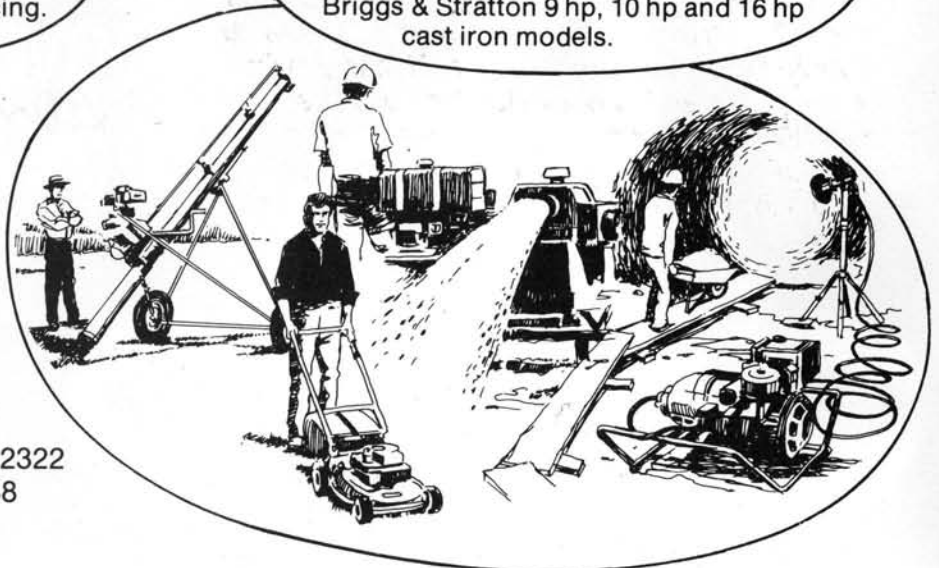
Higher thrust load capacity and easier
replacement through ball bearings where
they're needed. The 5 hp and 8 hp horizontal
shaft models have dual ball bearings, as do
Briggs & Stratton 9 hp, 10 hp and 16 hp
cast iron models.

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Pages 3 & 4 are missing

"Employee motivation, Image and Employee relations". Take care of your staff and they will take care of your business.

American Rental personality **Linda Bradley** has been actively involved in the rental industry for many years. Sixteen years ago the Bradley's purchased a rental store and it had one employee, namely, Charles (Chuck) Bradley, Linda's husband, and today they operate 5 stores and have a total of 93 employees. Equipment available from **BIG 4 RENTS INC.** Corte Madera, California, ranges from party goods to contractors equipment. From semi-trailers to high lift access equipment. Linda claims the distinction of being the only lady to serve on the Board of Directors of the C.R.A. and she has also served on the Educational and Fellowship Committees of the A.R.A.

"Tendering for profit"

An insight on how associations are able to increase market share by purchasing by tender and co-ordinated, negotiated purchasing power, with the benefits that flow onto manufacturers.

Chris Drysdale, Manager Southern Region, Rover Scott Bonnar Division, UPL Group, together with Selected guest speakers will present the options and benefits available to the Association and its members.



Chris Drysdale

The American Rental Scene Comment on the American Rental Industry

by Arne Munsterman, President ARA and C.A. Siegfried, Jr., CAE, Executive Director ARA



C.A. Siegfried, Jr.



Arne Munsterman

"New Horizons in party hire"

To readers of Rental Equipment Register the name Patti Combs immediately brings to mind her excellent column **Patti's Palaver**.

For 6 years Patti, through her column has been expounding the benefits of hiring equipment for home, party and wedding markets. Patti's business, Party Packaging & Products, a one stop supplier of party needs for the rental industry now operates in the American states of Florida, Indiana and California.



Patti Combs

"Booze, and how to handle it"

Sir Charles Lovegrog ex—Hilton Hotel headwaiter (alias John Kroeger) intends to tell all hirers how to get a smashing income from liquor equipment, without getting smashed themselves. Sir Charles will demonstrate the latest in overseas punch fountains, show how to mix the various liquors. Free samples at the end of the session to those who are prepared to risk it.

JOHN KROEGER, founder and Managing Director of Abbey Rents Pty., which he runs in partnership with Bob Langham, started in the hire business eight years ago. Abbey Rents, with six warehouses, including four branches, in Victoria, is today Australia's largest party and medical hire business. Married to Loretta, he has the ambition to "escape from the hire business and watch the grass grow" on their farm. John ran newspapers, an airline and a travel company for Rupert Murdoch before starting his own business. A Fellow of Queen Elizabeth House, Oxford University, where he received a Commonwealth Relations Scholarship to study trade and commerce, he claims the title of British Commonwealth Scrumpi Drinking champion (earned by downing eight pints of raw cider against other Fellows).



John Kroeger

Making money by properly financing your business.

Ian Sinclair is Chairman of Directors of and a major shareholder in Builders Equipment Hire Pty. Ltd. is Managing Partner of the Melbourne office of the chartered accountancy firm of Duesburys, until recently Duesbury Johnston & Marks. He is also Chairman of Directors of Transpec Holdings Ltd., a listed company specialising in road transport equipment distribution throughout Australia, is a Victorian State Councillor of The Institute of Chartered Accountants in Australia

He commenced practice as a partner in 1957 in a small Melbourne accountancy firm specialising in small business advice and which subsequently merged with Duesburys in 1966. At that time he became a Duesburys insolvency partner. For a number of years he was closely involved in that specialist area and in business advice to clients. More recently he has concentrated on business advice, directorships and on his private business interests.

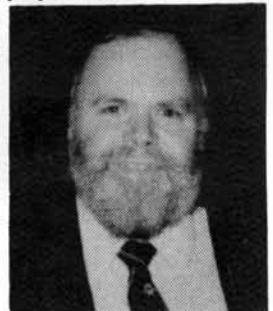


Ian Sinclair

Sales and Hire Can Mix

A specialist hire man relates his experiences in the Rental and Sales of Pumping equipment.

John Link started his business in 1959 at the age of 23, and ran a successful Crop Spraying outfit for 7 years, with three branches.



John Link

Seasonality & distance problems encourages its sale in 1967.

Pump hire started in 1969 and has built from a one pump start to the third largest exclusive pump hire business in South East Asia.

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ST 73

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Thousands of Dollars in prizes will be won at **HIRE ACTION MELBOURNE 1981**

To encourage people to visit the Equipment Exhibition and also purchase equipment at the Convention, prizes will be awarded to holders of tickets issued on all purchases at the Exhibition.

These prizes will be in the form of equipment generally used in the industry.

When equipment is purchased, a receipt will be issued confirming the value of the sale.

Upon presentation of the receipt at the Convention office, one numbered ticket will be issued for each \$100.00 value of the sale.

There will be a drawing of winners at the Banquet on Friday 4th September 1981, and as the winners will only be identified by a number, they will have to be present that evening.

Exhibitors have also been encouraged to give special discounts on equipment purchased during the Convention. The discounts may apply for a certain time in any one day, or be applicable for the whole period.

Due to the enthusiastic demand for space at the Convention, it has been necessary for the organizers to enlarge the area originally set aside for the purpose.

Exhibitors — International, Interstate and local — have all responded to the opportunity to demonstrate their products and equipment to the members of the Hire Industry and interested members of the general public.

A lot of effort has been given both by the organizers and the exhibitors to make Hire Action Melbourne 1981 the best yet, and we urge all attending the Convention to bring their order books in their pockets and take advantage of the offers available.

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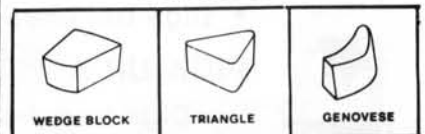
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You are invited . . .

The management and staff of the Hire Centres listed, extend to all delegates an open invitation to visit their premises during the convention.

Delegates are asked to select the yard(s) they wish to visit and register that choice at the Reception Desk with their Convention Registration.

Specialist Hire Centres

Welding Equipment

AA Arc Welder Hire Co. Pty. Ltd.

Pumping Equipment

Link Industries

Power Generation Equipment

M. A. MacFarlane & Co.

Party and Catering Equipment

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Miller Bros. Hirings Pty. Ltd.,

Turner's Hiring Service

Contractors Equipment — Heavy

Coates Hire Services

Wreckair Pty. Ltd.,

Contractors Equipment — Light

Builders Equipment Pty. Ltd.

Hire Service and Leasing Pty. Ltd.

D G Whelan Rentals Pty. Ltd.



Hire Service & Leasing Pty. Ltd.,

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Coates was founded in Australia in 1886 as an Engineering Company and started in the hire equipment business in 1962 hiring out small vibrating rollers, expanding into a 50 branch national operation with an inventory of general contracting and industrial equipment from the smallest hand tools to large heavy equipment.

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Builders Equipment Pty. Ltd. — Richmond
AA Arc Welder Hire Co. Pty. Ltd.



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- Portable mini-trencher — fits in back of station wagon
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Digs trenches for:—

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- burying fences
- transplanting shrubs

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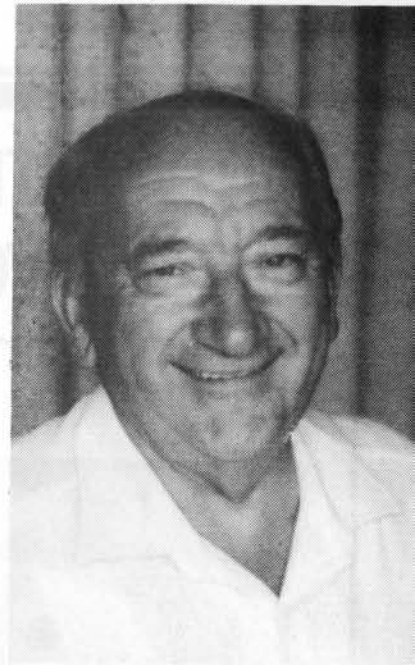
(03) 793 1892

4/112 Hammond Road, Dandenong, 3175.

We're at Your Service . . .

To assist communication at the convention, we introduce Key Personnel and note their particular area of responsibility.

Please feel free to seek information and assistance from these people at any time.



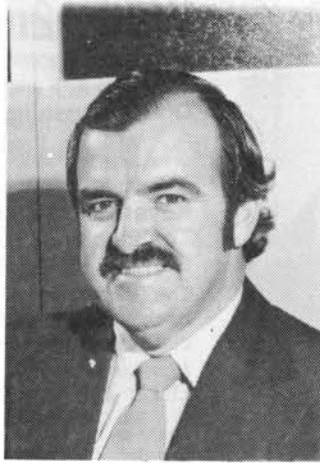
Ron Williams
HAA President
CONVENTION
CO—ORDINATOR



Morrie McQuade
REGISTRATION DESK
TRAVEL CONSULTANT



Stan Jessup
EQUIPMENT EXHIBITION



Bob Langham
SEMINAR CHAIRMAN



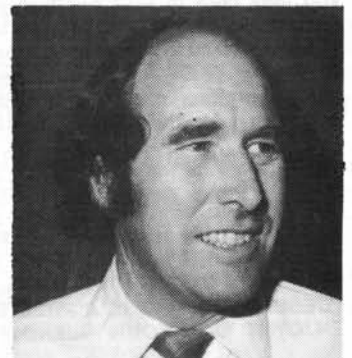
Frank Fewster
HIRE YARD TOURS



Des Whelan
EQUIPMENT EXHIBITION



Jack Parker
LADIES TOURS
SOCIAL PROGRAMMES



Brian Elms
VH&RA President
HOTEL MANAGEMENT
LIAISON

Thur. 3rd Sept.

10th International Hire convention & Equipment exhibition.



Wednesday's Keynote Speaker
Phil Ruthvern
I.B.I.S. Corporate Services Pty. Ltd.

Sept 1 - 5 1981

Wed. 2nd Sept.

9.00 am to 9.15 am
Official Opening
Ron Williams, President HAA

9.15 am to 11.00 am
Keynote Address:
The exciting outlook for Hiring and Renting in the 80's
The Industries coming of age against a background of economic, business and social transformation
Phil Ruthvern
I.B.I.S. Corporate Services Pty. Ltd.

11.00 am to 11.30 am
Recess
coffee available in the foyer.

11.30 am to 1.00 pm
Staff Motivation, image and employee relations.
"Look after your staff and they will look after your business!"
Linda Bradley
Big 4 Rents — California U.S.A.

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 bayside suburbs.

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.

8.30 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.

New Horizons in Party Hire
Patti Combs
Party Packaging & Products, Florida U.S.A.

Tendering for Profit
An insight on how Associations are able to increase market share by purchasing by Tender and Co-ordinated negotiated purchasing power, with the benefits that flow on to manufacturers.
Chris Drysdale
Rover Scott Bonnar
and selected guests

11.00 am to 11.30 am
Recess
coffee available in the foyer.

11.30 am to 1.00 pm
Making Money by properly financing your business
Ian Sinclair
Duesburys — Chartered Accountants

Booze and how to handle it!
Ideas that generate income from liquor equipment and drink fountains
John Kroeger
Abbey Rents Pty. Ltd.

1.00 pm to 5.00 pm
Equipment Exhibition

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
See Melbourne Zoological Gardens and our National Gallery.

Free Night or

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.

7.00 pm to 8.30 pm
Barbeque Meal.

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.

TUE. 1ST SEPT.

WELCOME TO MELBOURNE!

Tuesday is registration day
9.00 am to 6.00 pm

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 visit our hire yards. A board in the Hotel foyer will list all hire yards available in our yard tour programme. Delegates MUST select and register the yard(s) of their choice at the desk when registering for the convention.

6.30 pm to 7.30 pm
Cocktail Hour
Southern Cross Hotel foyer — 1st floor

Relax and meet old friends!
TUESDAY EVENING IS A FREE EVENING.
ENJOY IT WITH YOUR FRIENDS!

Fri. 4th Sept.

9.00 am to 10.00 am

Sales and Hire Can Mix

A specialist hireman comments on his experiences in the Sales and Hire of Pumps.

John Link Link Industries

10.00 am to 11.00 am

The American Rental Scene

A summation of the American Rental Industry by

Arne Munsterman — President ARA

C.A. Siegfried Jr CAE — Executive Director ARA

11.00 am to 11.30 am.

Recess

Coffee available in the Foyer

11.30 am to 1.00 pm

Keynote Address:

Strategic issues facing the industry over the next five years.

Alan M. Carroll

Business International Corporation of New York

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

Wentworth Hotel Ballroom

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.

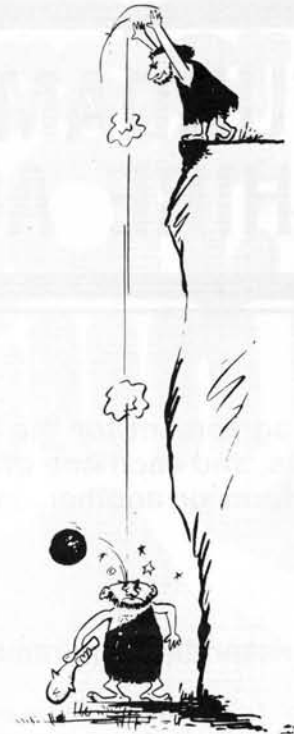
Sat. 5th Sept.

A day at Wrest Point Casino

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

EXHIBITORS

- * AA Arc Welder Hire Co Pty Ltd
- * A & N Equipment Pty Ltd
- * ANI Perkins
- * Boart Australia Pty Ltd
- * Builders Aids Pty Ltd
- * Compair (Australasia) Ltd
- * Dembi-Con Australia
- * Dynapac Pty Ltd
- * Electric Eel Australia
- * Flextool (Aust) Pty Ltd
- * Flex-o-vit Abrasives Australia Pty Ltd
- * Gerni Equipment Pty Ltd
- * Hire Service and Leasing Pty Ltd
- * I.O. Peripheries Pty Ltd
- * Ingersoll-Rand (Aust) Ltd
- * Instant Scaffolds
- * Kelso-Ogden Industries Pty Ltd
- * Kerrick Distributors Ltd
- * MacFarlane Generators
- * Martin & Co (Vic) Pty Ltd
- * Mole Engineering (Vic) Pty Ltd
- * Multi Clean (Products) Pty Ltd
- * Neville Crocker Australia Pty Ltd
- * New Zealand Manufacturers:-
Cory-Wright & Salmon Ltd.
Bay Textiles Ltd.
- * Pannell Plant (Sales) Pty Ltd
- * Powered Mechanical Aids
- * Powerlight Pty Ltd
- * Rockend Pty Ltd
- * Rover Scott Bonnar
- * Stihl Chain Saw (Aust) Pty Ltd
- * Sullair Australia Pty Ltd
- * United States of America Manufacturer:
Portable Power & Light Co Inc
- * Wacker Australia Pty Ltd
- * Witch Engineering Co



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FUNDAMENTALS FOR HIRE AGREEMENTS

Any agreement for the hire of goods must contain essential points, and each one of these points must be incorporated, in one form or another, in the hiring agreement used by every firm.

The essential requirements are as follows:—

The full name, address and (ideally) the occupation of the person hiring. One of the reasons for using a detailed written form of hiring agreement at all is to ensure that if the hirer defaults on the arrangement, then the goods can be repossessed, and/or the outstanding hire charges, value of goods, and recompense for damage can be recovered with the least possible delay and inconvenience. Admittedly only a very small proportion of hiring agreements end up in the hands of solicitors or collecting agencies, but if the collecting agent is to have any hope of extracting the money or the goods from a defaulting hirer, it is essential that full and (hopefully) accurate details of the hirer's name and address are on the face of the agreement. It is appreciated that too detailed an enquiry concerning the hirer may be detrimental to goodwill, but the hiring firm must accept that if it takes the risk of accepting a vague and inadequate name and address, then the difficulty of recovering from a defaulting hirer will be considerably increased.

Accurate description of the goods hired. This is a question of detail, and there are infinite variations depending on the type of article with which the firm deals. However, the principle still applies that any hiring agreement should contain provisions for a detailed description of the articles, and obviously the more detailed the printed form can be, so that the employee organizing the hiring merely has to write in the minimum particulars such as numbers, make, size, colour, etc., the better.

Time of Hire. Date of commencement and date of determination of the hire should be clearly shown in two separate entries. The hire charges are from the date of commencement, and the hirer is in default on the expiry of the time for return, in the absence of other arrangements. It is preferable to have a precise date for return of goods, merely than a number of days or weeks for the time of the hire.

IDEALLY charges should be calculated on a daily or weekly basis. Even if the firm provides for a total hire charge, this should still be qualified by the provision of a rate per day or per week as the case may be.

The points raised in the paragraphs above are the essential details of the hire contract, which must be present on every agreement. We now come to the actual conditions of hire, which are matters of much greater variation. There is a continuing battle between the solicitor acting for hire companies and the hire companies themselves, to fabricate a contract which is legally binding, and sufficiently detailed to stand up in Court on the one hand, and sufficiently simple and straightforward to be acceptable to the public, and easily filled in by an employee of the hire company working under pressure on the other hand. This is really an insoluble conflict, and whatever perfect form of hire agreement is worked out, it will still only be a compromise.

Keeping these facts in mind, I will endeavour to summarise the conditions of hire which must apply to all agreements:—

Condition of Goods

The agreement must involve two complimentary provisions. On the one hand the hiring company must warrant that the articles are in good order and condition and suitable for the purpose for which they are hired at the commencement of the hire. Having said this, the agreement should also provide that it is the hirer's obligation to inspect the goods and satisfy himself that they are in good order at the commencement of the hire. The problem is, however, that the insertion of this additional provision will not necessarily relieve the hiring company from liability if the goods prove to be defective. On the other hand, the hirer must warrant to keep the articles in good order repair and condition and so return them. This leads on to

Insurance

It is self-evident that all goods which are let out on hire must be insured. The risk of loss is too high otherwise. It is futile to direct the hirer to insure, because if he does not do so, and moneys cannot be extracted from him afterwards, the provision for insurance is pointless. Therefore, the hiring company must take steps to have its goods insured at all times whether in store with the hiring company, out on hire, or in transit. Whether the insurance charged is passed on to the hirer as extra disbursement, or simply incorporated in the hire charges as part of the overhead is a matter to be decided by individual companies. Legally, it makes no difference. From a practical point of view it is probably preferable to include insurance in the general hire charge. An exception to this general rule is in the case of insurance of motor-vehicles, trailers, etc. which are single high value easily insurable articles, so that a hiring firm, which holds an agency from an insurance company can actually take out a policy in the name of the hirer in each particular case. However, the principle stands that all goods must be insured.

Obligation to Return

The agreement should contain specific provisions as to where the obligation lies for the return of articles, and a specific direction as to where the articles are to be returned. Vagueness in this area is a prime cause of dispute, and the general law of contract itself is very vague as to where the duty lies to return goods on bailment (the technical legal term) unless the relevant agreement spells out the obligations.

Right to Recover

The agreement must contain an express authority from the hirer to the hiring company authorising the hiring company, once the time of hire has expired, and no extension arranged, to seize and repossess the hired goods without notice of any kind. This authority must expressly include the right to enter on premises where the goods are, or where the hiring company has reasonable cause to believe them to be, including (if appropriate) private dwelling houses whether owned and/or occupied by the hirer or not. This is important because of the provisions of the law relating to trespass and breaking and entering. The purpose of the condition is to give the hiring company "colour of right" so that at the worst an over-enthusiastic recovery agent might face a claim for damages, but at least could not be prosecuted for criminal trespass or breaking and entering.

Third Party Liability and Non-Assignability

The contract should expressly prohibit the transfer of the hire or the passing of the hired goods on to any other party, and should state that a breach of this provision will result in the immediate determination of the hire. In addition, but on the same line of thought, the hirer should accept responsibility for any claims made by third parties in respect of failure by or malfunction of the hired goods. Ideally, the hiring companies overall insurance policy would protect it against any third-party claims, but the obligation should expressly be placed on the hirer.

I have had the opportunity of perusing the hire contracts used by many H.S.A.N.Z. members.

Almost all the forms submitted to me by the Association are acceptable for the purpose for which they are supposed to serve. Obviously, fault could be found with every one of them (including the ones which I drafted myself in the first place), but a hiring agreement which was a perfect document from a lawyer's point of view would be completely unacceptable to the trade, and as I advised earlier, a reasonable compromise is the best that can be hoped for.

Footnote:

Our article is a precis of a legal memorandum to the Hire Services Association of New Zealand Inc.



Master Heat GunTM

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"PREMIUM" Marketing Strategy brings great results.

The recent "Bonus Offer" promotion by Boart Australia to promote their Diamond Brick Saw Blades to the Hire Industry had been "highly successful" according to the company's Industrial Manager, Mr. Keith Smith.

This offer was introduced as a lift-out in the April issue of Hire and Rental Australasia.

Mr. Smith said that the promotion had been designed to gain a greater acceptance of quality Australian made Diamond Saws throughout the Australian Hire Industry.

"Our two for the price of one offer was greatly received and a large number of 'bonus blades' have been despatched to the market.

Mr. Smith stated that although the company knew that their product "more than matched the quality of imported brands and was competitively priced" it was necessary to get Boart Saws tried in the field. Mr. Smith said that the resulting feedback had been tremendous and he was now confident that a greater share of the Australian product will be used in the future as a direct result of the promotion in Hire and Rental Australasia.

Mr. Smith also felt that a lot of people had missed out because the offer had been "too good to be true" or at least not to have a catch. He said there was no hidden catch and that the promotion had been successful from "both sides of the fence".

Follow-up Stand at Hire Convention

Boart Australia is to provide an interesting stand at the Hire Convention which would offer some "unexpected" value to delegates. Though they won't disclose their full plans as to the display — Mr. Smith said the company expects a good reaction to a different style of promotion.



DIAMOND TOOLS

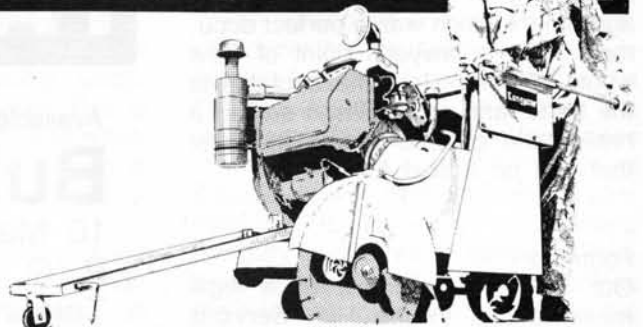
for an industry that demands maximum performance ...

THERE'S NONE BETTER THAN BOART!

Australia's Construction Industry relies on the performance of the tools and machines it uses to keep pace in a competitive world. Boart Australia supply a range of diamond saws and machines that can be relied on for peak performance in both cutting power and length of service. The distinctive Boart symbol is recognised worldwide for the highest quality in product and service.

DIAMOND SAWS
THINWALL BITS
GRINDING SEGMENTS
LONGYEAR SAWING
& DRILLING MACHINES

ABS81



BRANCHES AND AGENTS FOR ALL STATES

Circle 114 on Reader Service Card.

Hire & Rental Australasia

Viewpoint . . .

by
PETER LAWRENCE



Peter Lawrence

PHONSENSE

It was a grey winter's Sunday morning in Auckland, and the greatest show on that day was Telethon. Having not much to do on that particular day I took to watching parts of it. This set me thinking as to the system used to cajole the general public to open their hearts into giving their best to the cause of the year.

The number one priority of the telethon organization is to successfully push out the telephone numbers over the air, so the promised pledges can be listed for collection. They also tell you to keep those phones ringing, and repeat the numbers once again. This shows us how reliant the telethon organization is on the telephone, and how important it is to the end result of the day.

We are also aware of the importance of the telephone to our various operations, but how many of us neglect some of the functions concerning this useful instrument. The basics concerning the answering — politeness and helpfulness are well known, but there are other little things that are just as important.

Where do you **HIDE** your phone number on your price lists, advertisements, etc.? Are the numbers in bold print for all to see, or in tiny print that has to be searched for to be found? (Remember a lot of our customers also wear spectacles.)

Is the phone or its extensions situated in the right places around the building or yard so the call can be executed expeditiously if the counter is busy?

Does the counter telephone ever get dusted or cleaned? Some of our lady customers do request the use of it, and it is another part of your service.

Does your staff know that **EMERGENCY PHONE NUMBER** in case of **FIRE** etc.? (Ask them — you will be surprised at the result!) And speaking of emergencies, do you have a contact phone list of your staff's relatives should something happen to them?

A separate list of those important numbers most frequently used are best kept on a separate card for quick reference. A small magnetic board is ideal for this situation, especially if you get frequent number changes. And don't forget your friendly opposition down the road, he could supply something you have not got and this too is part of your service.

Those phone books lounging around the counter — they would be kept better in a pigeon-hole-type cupboard for tidiness and convenience, and they will stay together longer.

One takes the telephone for granted and until it breaks down it is accepted as the light-switch on the wall. We like the telethon are very reliant on our phones and we should not take them for granted.

We also like the telethon use the phone to coax the general public into doing business with us, and it is a vital contact. The business of appealing to the public for a worthy cause pays off as we all know well, and it is from the system used that we can learn. With good telephone management our phone's will ring too.

**ALSO INTRODUCING —
THE KNOCK DOWN PANEL LIFT**
For lifting, 4'0 x 16'0 wall and ceiling sheets to 11'0"



**BlueBird®
Kaydee 1500**

**OVER 350 BLUEBIRD KAYDEE 1500 ENGINE CRANES
IN SERVICE IN THE AUSTRALIAN RENTAL INDUSTRY
PROVE THE TRUTH OF THE OLD SAYING . . .
"QUALITY IS REMEMBERED LONG
AFTER PRICE IS FORGOTTEN"**

THE KAYDEE 1500 IS NOT THE CHEAPEST UNIT OF ITS TYPE ON THE MARKET TODAY. BUT ITS PROVEN RUGGED DURABILITY IN HIRE USE, NOT TO MENTION ITS SUPERB FINISH AND OUR GUARANTEED BACK-UP OF SERVICE AND SPARES MAKES IT BY FAR THE BEST VALUE AVAILABLE TODAY.

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AT OUR STAND AT THE HAA EXHIBITION
H.S.L. SALES
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ROVER

Australian Made

ROVER-SCOTT BONNAR LIMITED

Fairway Flail

Australian designed for the world market, the Fairway Flail is the latest development from the proven Rover range of grass cutting equipment. The Rover Fairway Flail is so flexible it performs remarkably well on either the Golf course fairway or the tall grass of a railway embankment.



Technical Specifications:

Model No.:	18070
Engine: Make, model	Tecumesh Model VH 100, cast iron, four stroke, single cylinder, vertical shaft.
Oil sump capacity	1.5 litres (2.6 pints)
Power	7.5kW (10h.p.) at 3600 r.p.m.
Displacement	388cc (23.7 cu.in.)
Ignition	Solid state
Fuel Tank Capacity:	5.7 litres (10 pints)
Maximum angle of operation:	30°
Transmission:	Peerless 5 speed gearbox with chain drive to Peerless differential.
Ground Speeds:	1st gear: 1.5 km/h (0.9mph) 2nd gear: 2.3 km/h (1.4mph) 3rd gear: 3.4 km/h (2.1mph) 4th gear: 4.3 km/h (2.7mph) 5th gear: 5.2 km/h (3.2mph) Reverse: 2.5 km/h (1.5mph)
Flails:	80 hardened and tempered steel flails sharpened on both edges.
Cut: Width Height	755mm (29½") 8 positions from 12 mm to 76 mm (½" to 3")
Brake:	Disc
Tyres: Front Rear	203mm x 67mm · 102mm (8" x 2.25 - 4) 406mm x 104mm 203mm (16" x 4.20 - 8)
Accessories:	Dual wheels, sulky, wide wheels
Approx. shipping weight:	180kg. (396 lb)

Please phone, call or write to:
Rover-Scott Bonnar Ltd.

QUEENSLAND

155 Fison Ave., Eagle Farm
Telephone: (07) 268 2571

NEW SOUTH WALES

6 Epic Place, Chester Hill
Telephone: (02) 645 3555

VICTORIA

28 Treforest Dve., Clayton
Telephone: (03) 543 3377

SOUTH AUSTRALIA

33 Holland Street, Thebarton
Telephone: (08) 43 9155

WESTERN AUSTRALIA

104 Belgrade St., Belmont
Telephone: (09) 277 1288

TASMANIA

43 Cypress St., Launceston
Telephone: (003) 31 2282

Circle 115 on Reader Service Card.

Computer Program At Big 4 Rents Featured In New Data Processing Textbook

It's what you might call a 'textbook example' of how to set-up a rental center computer system.

A chapter on uses of computers by retail businesses in a new college-level textbook on data processing features the computer at Big 4 Rents in Corte Madera, California.

The chapter details the development of computer usage at Big 4 from 1967, when owners Chuck and Linda Bradley began using an outside computer service; to the present in-house computer system the couple utilize in their rentals and sales business.

To date, there are 175,000 copies of the new text — "Principles of Business Data Processing with MIS . . . Including Basic . . ." — in print. It will be distributed for use in classes on both the junior college and college levels.

According to a review at the end of the chapter, Bradley "learned a great deal in the process of selecting, installing, and operating his own computer system," including:

"1. Computer consultants can be valuable to a small business. They should be selected carefully. An independent consultant who is familiar with computer manufacturers' hardware should be capable of: doing system analysis and design; writing bid specifications for computer hardware and application software; reviewing bids and assisting in the selection of both computer hardware and application software; and reviewing contracts for the computer system selected and any contract programming needed.

"2. Current users of systems similar to the systems under consideration should be visited. A prospective buyer should not rely only on demonstrations by computer manufacturers. Each user should be interviewed, and each system should be observed as it performs typical business data processing applications.

"3. Installing a computer system requires a great deal of staff time. Key staff personnel must be prepared to work long hours when bringing in a computer system and converting from existing systems for data processing.

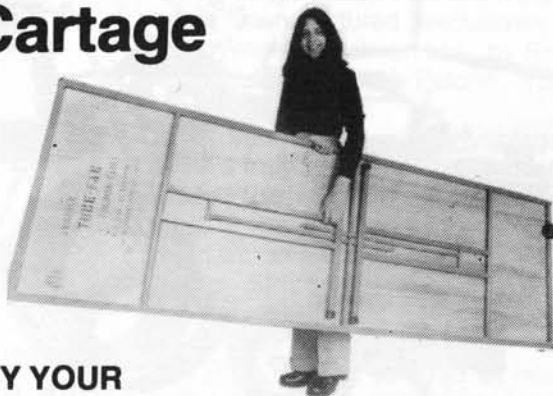
"4. The ability to maintain processing on the computer whenever it is needed is important. Therefore, file backup, computer availability, and staffing are important. Backup is vital for all computer files. The use of the grandfather-father-son method of file retention insures that a file can be re-created if it becomes damaged, lost, or destroyed.

"Computer system maintenance should be readily available and under contract to minimize system downtime if a system failure occurs. Several employees should be trained in the operation of the system and be familiar with the applications so that processing of the applications can be completed successfully, even if an employee becomes ill or leaves."

Linda and Chuck Bradley will both be in Melbourne for the convention and will participate in Thursday evening's **Round Table Seminar Session**. Look for them there — they have a lot to contribute.

Published by Courtesy Rental Equipment Register

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Organization.....
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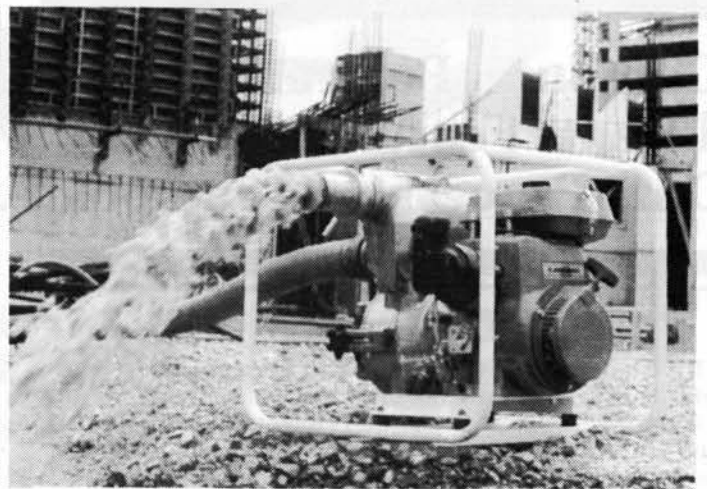
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Hose Reels & Fit-
tings for all high
pressure applica-
tions.



- Compressors
- Breakers
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& Accessories

Suppliers to:

Hire Services Association of N.Z.
Hire Association of Australia



Cory-Wright & Salmon Ltd.

P.O. Box 1230, Wellington.
Telephone: 85 6169
15 Branches throughout New Zealand

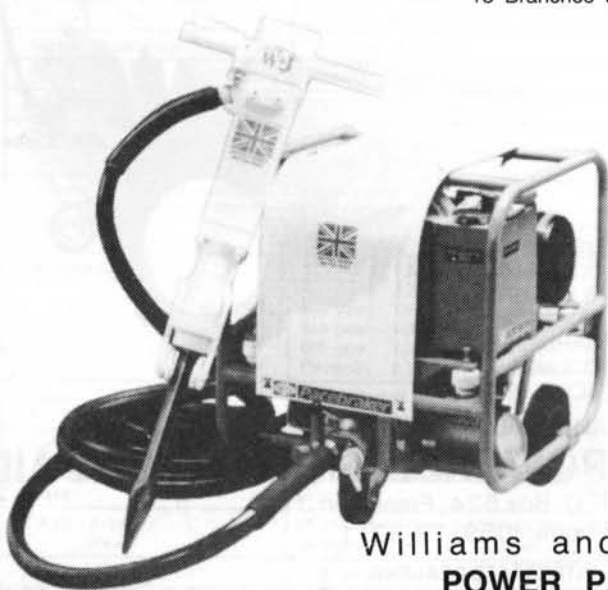
**RICHMOND
CONCRETE SAW**

with unique easy
drive mechanism

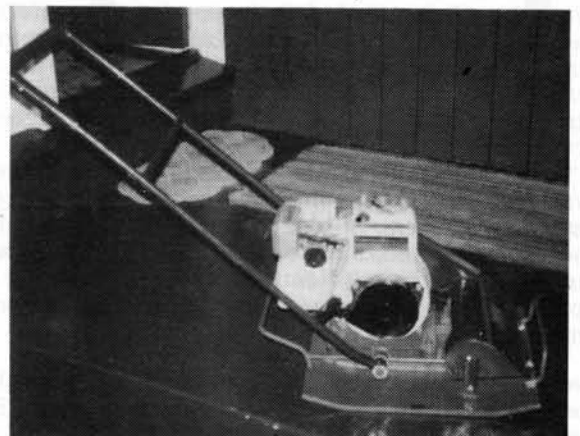


RICHMOND
Concrete Saws

TRADEPAC
Plate Compactors



Williams and James
**POWER PACKS
& BREAKERS**



New Zealand Equipment display at Melbourne Convention

Cory-Wright & Salmon Ltd and Bay Textiles Ltd., marketers of this equipment, both consider that a close relationship with the Hire Industry is essential to develop equipment suitable to the requirements of the industry.

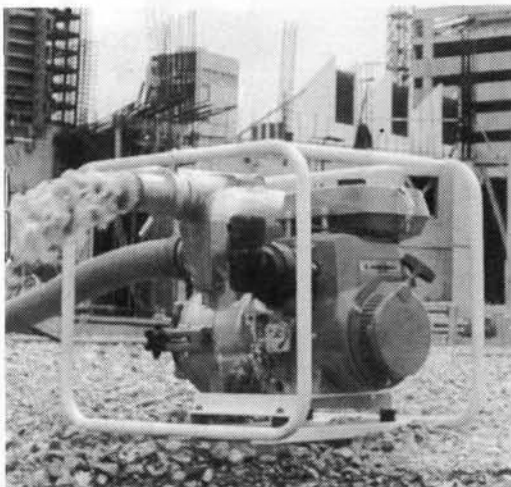
In particular areas such as Water Blasters, Trash Pumps, Marquees etc. this attitude has attributed to the design of the product on display.

Bay Textiles Ltd., Manufacturers of Marquees

Bay Textiles Ltd. design and manufacture Marquees for use by the Hire Industry. Standard Marquees are available from a very comprehensive range while custom designed units can be made to suit any special requirements. Baytex will supply the N.Z. stand display canopy and hopefully will have a marquee on display for the exhibition, erected in close proximity to the Convention Exhibition for delegates to view.

Tokai Trash Pumps

Used widely within the New Zealand Hire Industry, these 2 and 3 inch units with the improved features, carrying handles and metal strainers will be on display at "Hire Action".



Richmond Concrete Saw

A concrete saw with a unique, easy drive mechanism — will be displayed at "Hire Action". The Richmond Concrete Saw incorporates a unique patented mechanism for outstanding steady, precise forward movement of the machine. An effortless up and down motion of the handles, working on a chain and ratchet linkage, causes friction wheels to drive the rear ground wheels forward at a variety of speeds most suitable for the type of cutting being carried out. This unique feature and many others can be viewed at the display.

Tradepac Plate Compactor

A unit designed for the home handy man weekend hire and for the contractor; small unit with weights for paving work, also this unit will create interest in the market.

Sullivan Hire Pressure Hose Reels & Fittings

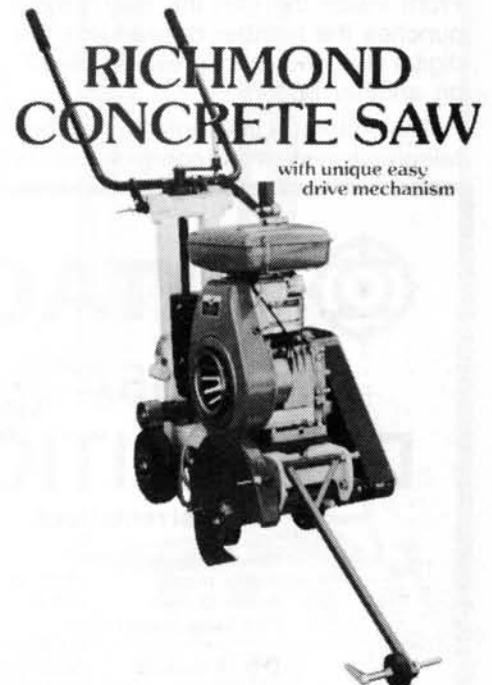
These units and fittings on display complement the fittings necessary for use with Hire Pressure Water Blasters and other types of equipment requiring hose reels and fittings to work at High Pressure.

INTRODUCING THE PANEL-ARC A.C. ARC WELDER

A new single phase A.C. arc welder is being manufactured exclusively for Cory-Wright & Salmon Ltd., by Resistor Winders Ltd. of Petone. To be labelled "Panelarc".

Apart from its obvious advantage of being a truly 100% duty cycle machine and single phase A.C. powered, it has the ability to maintain constant arc characteristics throughout its current range thus providing good penetration and speed with rods up to 4 mm (8 gauge).

The Panelarc can be used for normal stick electrode welding, gas type welding using the carbon arc torch without the need for gas, arc gouging and cutting, heating and shrinking of panel studs, brazing, soldering, welding aluminium, brass, copper and fusion welding of flange joints. A most versatile machine.



Hire Pressure Water Blasters — Portajet

The Portajet 350 (3500 psi) is available with 14 hp Kawasaki Petrol Motor or 14 hp Kabota Diesel Motor. These units and the larger models enjoy an extremely good reputation within the New Zealand Hire Association market, and interest at the recent NZ Hire Convention from Australian delegates has prompted the display of these units at "Hire Action — Melbourne 81".

Dial overseas as you drive along.

The ultimate in car gadgetry for the progressive hireman has arrived — a car telephone which can automatically dial internationally as you drive along.

Telecom plans to market the I.S.D. telephone called Autofone in August this year. The Autofone system will replace the present car phone system and uses no operator, simply dialling into the system. A sense of humor can be detected behind the 007 code required to dial the carphone from outside the car:

From inside the car, the user simply punches the number desired into the digital dial and then presses "Send" on another button.

The Autofone links into the normal telephone system and connects the car

phone to the number. If the number required is engaged, it waits and then dials again until there is a connection.

Until the number answers, the Autofone user can keep track of what is going on through a small loudspeaker. There is no need to hold the handset until the user wants to talk.

The digital system in the Autofone's dial also has a memory for 16 numbers and will dial these on demand by punching a single button.

Interstate or international dialling can be done as easily as from a non-mobile telephone.

It is all done with a microprocessor the size of a small briefcase which can be installed under the back seat or in the boot. The aerial is 0.76 to 1.01 metres long.

Demand has already been strong — only 1000 are available initially — but a Telecom spokesman said the cost had surprised when orders began to arrive.

The system costs \$800 a year, including maintenance, and the equipment to use the system costs either \$5300 to buy or \$1000 a year to rent.

Its current consumption is one to 1.5 amps and users must remember to turn it off and take the key or it can flatten a battery. Or someone passing the car could dial international numbers at the user's cost.

The Autofone equipment is made in Japan, where it has been operating successfully since 1973.

Telecom expects doctors and small businesses to be likely customers.



HITACHI

PH-65A

DEMOLITION HAMMERS

An ideal rental tool.

Specifications

Power Input: 1,240 W
Power Output: 650 W
Full-Load Impact Rate:
1,400/min.
Overall Length: 642 mm (25")
Weight: 15.0 kg (33.0 lbs.)

Standard Accessories:

1 Oil Feeder, 1 Bull Point (410 mm),
2 Hexagon Bar Wrench (6.8 mm),
1 Single-Ended Wrench (23 mm),
1 Steel Case.



Available from:

Builders Aids Pty Ltd.

10 Manningham Road Bulleen 3105

Telephone (03) 850 2316

HITACHI.PRECISION POWER.

Briefly . . .

COATES HIRE SERVICE MOVES INTO DARWIN

The rapidly expanding ANI Division, Coates Hire Service, has commenced activities in Darwin with the acquisition of the business previously carried on as Herbert Hire Service. The development of the Darwin business is another link in the Australia-wide chain of Coates Hire Service outlets which now number more than 50.

Although a number of ANI's Divisions have been conducting business in Darwin for many years, this latest move represents ANI's first direct investment in the Northern Territory.

The range and volume of equipment will be significantly increased to improve the services available to Darwin customers, and the operations of this new branch represent a further development in Coates nationwide capabilities.

The new Darwin operation of Coates will be under the management control of Coates, Queensland.

FOOD FOR THOUGHT

A food statistician reports that in his lifetime an average individual consumes

30,000 eggs,
6,000 loaves of bread,
5,000 kilos of potatoes,
4,500 kilos of beef,
12 sheep,
15 pigs,
5 calves, and,
4,000 kilos of fish . . .

so what earthly difference can a few pieces of cake make?

Everybody Brings Us HAPPINESS

*Some as they arrive.
Some as they leave.*

Car rental live—wire Bob Ansett, guest speaker at a recent meeting of trade unionists in Surfers' Paradise, was introduced as: "The epitome of capitalist bull."

Stan Morrison, of Essendon, reports the shop customer who asked: "Could you pierce my ears while I wait".

KWIKFORM MOVES INTO ACCESS EQUIPMENT

KWIKFORM INDUSTRIES LTD. equipment hire and marketing group invested almost \$4 million in new hire stock in the past year.

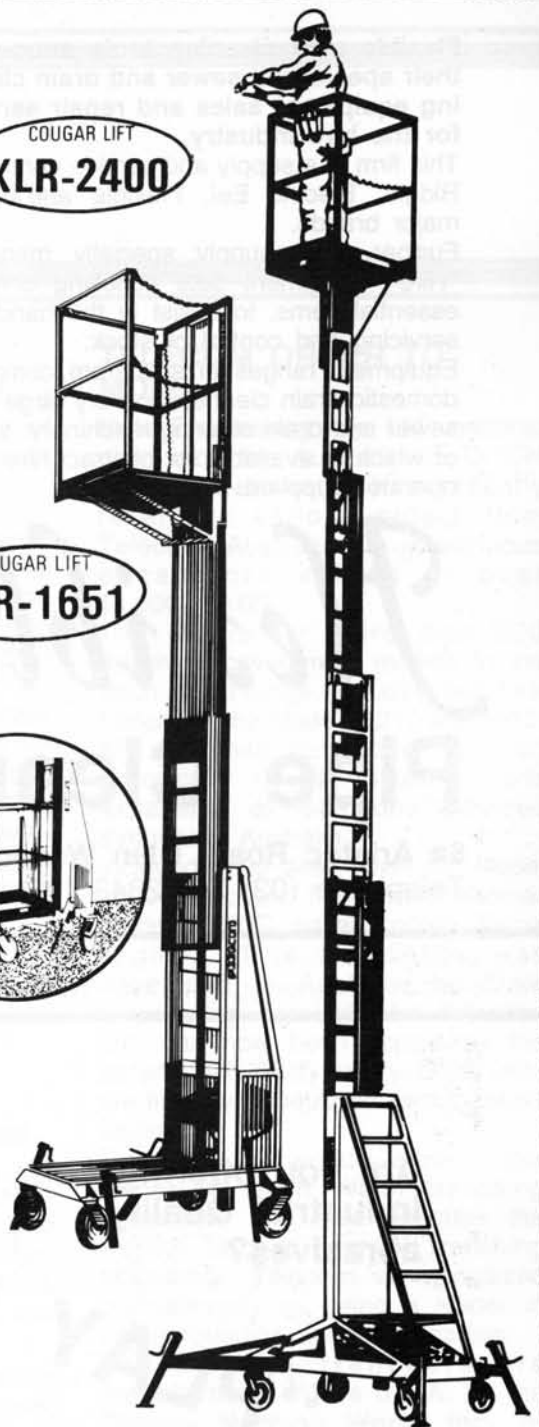
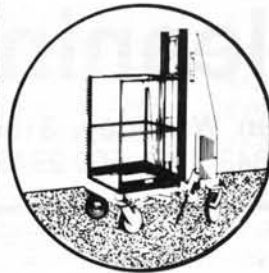
The group's expansion into mechanical access equipment has opened up a major field for growth in the future.

Got a problem?

The Mind Games shop in the Mid-City Arcade has a small desk-top gadget that will decide things for you. It is a swinging metal ball suspended on a short string. The ball is allowed to swing over a group of small magnets marked: Buy, sell, takeover. . . golf. When the swinging ball finally stops over the one magnet that's it.

COUGAR LIFT
XLR-2400

COUGAR LIFT
XLR-1651



SPECIFICATIONS

	XLR-1651	XLR-2400
Minimum and maximum platform height	1'3" - 15'	6'7" - 24'0"
Working Height	21'	30'
Platform Size	26" x 26"	26" x 26"
Base width and length	30" x 59"	30"W x 60"L
Capacity	400 Lbs.	400 Lbs.
Weight	640 Lbs.	825 Lbs.
Power Source (included)	One 12 Volt Battery w/charger	One 12 volt Battery w/charger

HYREACH WORK PLATFORMS

1076 Dandenong Road, Carnegie. 3163.
Telephone: (03) 211 6729 (03) 211 9488

Flexible pipe cleaning tools announce their specialized sewer and drain cleaning equipment sales and repair service for the hire industry.

This firm is a supply and service centre for Ridgid, Electric Eel, Flexible and other major brands.

Further, they supply specially made-up "Hire" equipment sets consisting only of essential items, to assist in the handling, servicing and control of stock.

Equipment ranges in size from compact, domestic drain cleaners to very large size sewer and drain clearing machinery, some of which is available for contract hire with operator supplied.



Twin Flex-Roder
for 1½" — 6" lines

Flexible Pipe Cleaning Tools

6a Aristoc Road, Glen Waverley, 3150
Telephone (03) 560 2843 (03) 560 2943

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TASMANIA
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MANUFACTURERS NEWS ...

Dynapac Launches New Compaction Technique

The Swedish International Company DYNAPAC introduces to Australia a new concept in compaction techniques. In keeping with its policy of research and development, DYNAPAC introduces a new range of plate compactors.

Two of the vibrating plates, the LG 40 and LG 60, use the company's newly-developed Dynaforce light compaction technique which combines infinitely variable compaction depth with variable forward and reverse speeds.

The significant advantages of this technique are greater manoeuvrability and flexibility which, combined, give more effective compaction at lower cost.

The Dynaforce Technique

The Dynaforce technique of infinitely adjustable dynamic force is based on two eccentric weights, one rotating clockwise and the other anti-clockwise, mounted on a common axle in a vibrating element.

Rotation of the weights generates a centrifugal force which is greatest when they meet. By changing the relative positions of the weights, the force is given direction.



DYNAPAC LG 40 vibrating plate is compacting a gravel base course. It weighs 380 Kg fitted with a Hatz diesel engine. Other engine options are available.

This innovatory design incorporating an eccentric element in which the relative positions of the weights can be infinitely varied allows the force to be directed forwards, in reverse, or in the intermediary positions.

The plate can be operated in either direction at normal speed while at the same time compacting to a specified depth. When the speed is reduced, more of the force is directed downwards to increase the compaction depth. This can be more than doubled when the plate is stationary.

For further information:

Dynapac Pty. Ltd., Silverwater, N.S.W.

Telephone: (02) 647 1822

The Tool With 100's of Uses

Once you begin using your Master Heat Gun you'll discover more and more jobs around your shop that can be done easier and faster with this remarkable industrial tool. Here are just a few ideas.

ACTIVATE (soften) adhesives to reset wood laminates, veneers, decals, plastic floor tile, etc.

APPLY and repair vinyl cartops, headliners, upholstery.

BEND formica, plastic floor tile and coving, plastic rod and sheet.

CURE epoxies, cultures.

DEFROST freezers, refrigerators, pipes.

DRY paint, decoupage laboratory equipment vacuum apparatus, electrical appliances, ignition systems, photo films.

HEAT shrink-tubing, shrink-wrap packaging, liquids etc.

LOOSEN nuts and bolts.

REMOVE paint decals, floor tile.

SOFTEN house and bathtub caulking, putty, plastics, ski boots.

TELECOM ORDER TO MOLE

Mole Engineering Pty. Ltd., national distributor for Australia of DITCH WITCH trenchers, has recently received various orders from Telecom Australia for continuous excavators valued at over \$4,000,000.00.

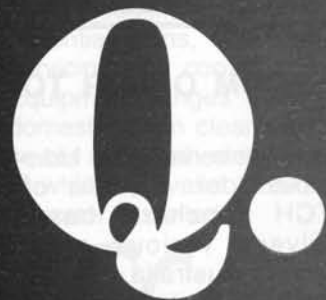
The orders for more than 500 trenchers cover most models in the Ditch Witch range, including two new trenchers, the Models 3210 and 6510. All machines have been ordered specifically for the extension and expansion of telephone services throughout Australia.

Included have been over 200 Model 1500 trenchers fitted with Yanmar Model TS80C water cooled diesel engines. This installation was developed in Australia by Mole Engineering especially for Telecom, and has now been copied by the parent Ditch Witch factory. Other units are fitted with Deutz air cooled diesel engines.

Telecom is the world's largest single owner of Ditch Witch trenching equipment, and also operates the world's largest fleet of trenching machinery. Telecom is recognized internationally as being a leader in undergrounding telephone cables.

Ditch Witch trenchers are manufactured in the U.S.A. by the Charles Machine Works Inc., of Perry, Oklahoma. They are used extensively around the free world and Mole Engineering, which has marketed these machines for 24 years, is currently rated top dealer worldwide.






Which witch is best for your Rental Customers?



DITCH WITCH IS THE ANSWER.

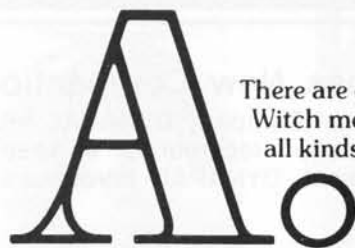
Ditch Witch and  are registered trademarks of the Charles Machine Works, Inc.

Authorised Dealer



MOLE ENGINEERING PTY. LTD

ME 010



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

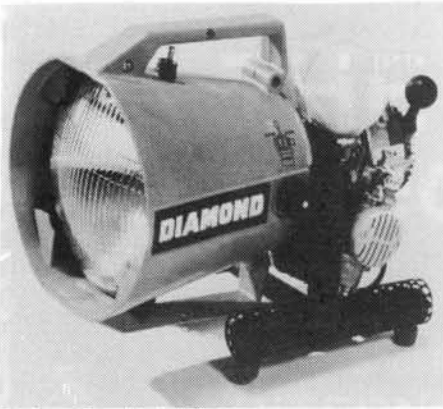
requirements ..
which one is best
for you, depends

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?



MOLE ENGINEERING PTY. LTD.

N.S.W.: Rodborough Road, Frenchs Forest 2086 Phone (02) 451 1222
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W.A.: 181 Welshpool Road, Welshpool 6106 Phone (09) 458 1429
TAS.: 282A Argyle Street, Hobart 7000 Phone (002) 34 6258



Engine Floodlight ED-07

THE PERFECT ENGINE FLOODLIGHT

Diamond ED-07 portable, self-generating floodlight is ideal for police work, construction and outdoor leisure activities. Powered by a 22 cc two stroke petrol engine and weighing only 7 Kgs, DE-07 lights approximately three times the area of a car headlights. Accessories include a tripod and 12-Volt battery charger. The floodlight also features a low engine noise and is extremely useful in emergency situations. **A comprehensive range of Diamond products are available through Dynapac Pty. Ltd., 49 Derby Street, Silverwater, or branch offices located at Melbourne, Brisbane and Perth.**

How To Strip Paint

One of the most popular uses of the **Master Heat Gun** is for stripping paint. It is especially useful indoors because it emits no poisonous explosive fumes like liquid or paste paint removers, and it does not scorch wood surfaces like a butane blow torch.

To remove paint and varnish, hold the Heat Gun in your left hand and a putty knife in your right. Direct nozzle onto the painted area to be removed. As the material begins to soften and blister, push the putty knife along the heated path, moving the Heat Gun slowly ahead of the putty knife. With experience you will be able to strip long runs of paint like wood shavings.

To remove material from fluted columns, scrollwork, etc., ordinary household tools simplify the job. A stainless steel spoon works well on fluting; a screwdriver or nut pick in small corners.

Removing paint from metal such as roof gutters and down-spouts may take somewhat longer than when working on wood. This is because the metal acts as a "heat sink", drawing some of the heat away from the area to be stripped.

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

THE S. H. LOCK GROUP - Est. 1889

TRADE FINANCIERS

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44 Market Street,
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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

Mikasa

CHOOSE THE **RELIABLE** RAMMERS AND PLATE COMPACTORS ...

Mikasa rammers offer a range for all applications. Choose from 3 models including the MTR-80 (illustrated), MTR-55 and MTR-120.

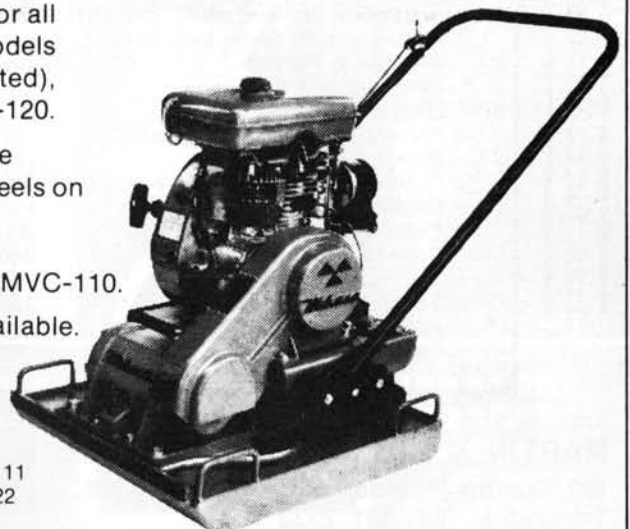
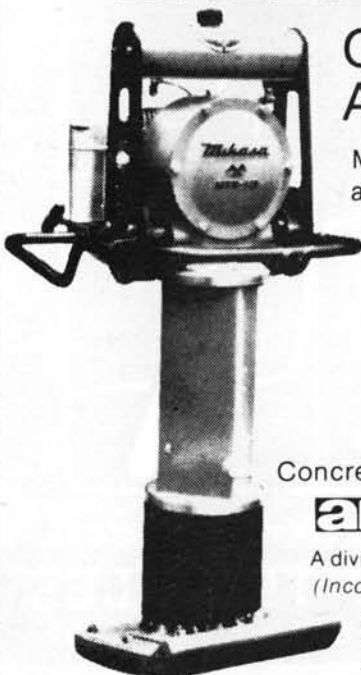
Mikasa offer the easy site mobility of transport wheels on their plate compactors. Specify model MVC90F (illustrated) or the larger MVC-110.

Concrete vibrators and pumps also available.

ANIPERKINS

A division of The ANI Corporation Limited
(Incorporated in N.S.W.)

- Sydney 648 4088 • Melbourne 795 5111
- Brisbane 275 1766 • Adelaide 277 2322
- Perth 277 4888.



Circle 93 on Reader Service Card

Manufacturers News

New Concepts in Business Computers

The benefits of computer systems to the hire industry have now been proven, first in the United States and now here.

Administration of both small and large companies can now be handled by only one person using a computer. John Mason of Betta Hire is a prime example. John, who operates his computer himself, says: "An hour or so each day and half a day at the end of the month runs the whole business. No administrative overheads or hassles, and I get instant response".

Computing is here to stay, and whilst micro computers have been around for some time, professional programs written in Australia for Australian business have only recently become available.

A new concept in business computing developed by R.P. Business Systems Pty. Ltd. in Brisbane enables the Intertec Superbrain and Compustar range of micro systems to outperform many much larger systems. **Called EXECUTIVE 5, it is available exclusively through I.O. Peripherals Pty. Ltd. in Sydney through the National Sales Manager, Mr. Bruce Taylor.** This now enables the hire industry to take full advantage of the technology and expertise of R.P. Business Systems and I.O. Peripherals.

MacFarlane Generators

A new name in generator Sales and Service is MacFarlane Generators. Perhaps the only generator specialist in Australia to offer such a large range of equipment.

They offer both large and small units from 1/2 kva portable units to fully equipped mobile soundproofed truck mounted units of 90 kva, and large stationary units to 1000 kva. Test facilities are available. Their showroom carries a large range of new and used machines for sale and hire.

MacFarlane Generators
109 Carnish Road, Clayton.
Telephone: (03) 544 1031

A NEW KANGO HAMMER DRILL

The result of applying Kango expertise to lightweight hammer drilling is the compact Kango 327.

The Kango 327 offers unprecedented adaptability through the integration of the Kango electro-pneumatic action; a built-in drill holder for quick drill changes; a drilling only mode at the flick of a switch; and finally by the capacity of being able to fit in an instant a 3-jaw chuck.

Thoughtfulness about the needs of the operator is reflected by the design which helps reduce operator fatigue by enabling him to maintain the ideal boxer posture.

Weighing only 3.1 kg, but powered by a 450 watt motor, its speed of 650 r.p.m. at 3270 hammer blows per minute produces the optimum rate for drilling with bits in the range 5 mm to 16 mm.

Should servicing be required the unique 3 unit modular design enables the 327 to be fitted with a new module within minutes.

See the Powerlite display at the convention or Contact Powerlite Pty. Ltd. 61-63 Gordon Road, Chipping Norton, N.S.W. 2170.

Telephone: 727 0077 for details

Tubular Steel Trestles

NEW RELEASE

Features:

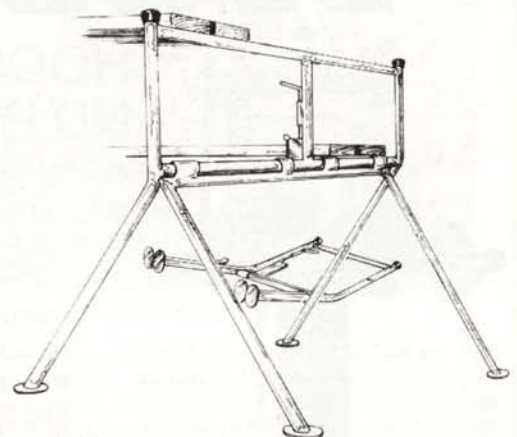
- * Fit 20 in the average car boot. All welded construction. Weather resistant finish.
- * All models have 3 cross bars which gives triple strength.
- * Unique positive locking pin on larger models.
- * Very light — Very strong

All trestles have 2 heights

D.L.I. Approved for heavy duty use.

Look for Convention Discounts

Eight Sizes	Height	Width
B1 Bricklayers, Builders and Plumbers (with centre lock pin)	914mm 36 ins	914mm 36 ins
B2 Bricklayers, Painters Plasterers and Builders	686mm 27 ins	787mm 31 ins
B3 Bricklayers, Builders and Plumbers (with centre lock pin)	914mm 36 ins	1045mm 41 ins
B4 Bricklayers, Builders and Plumbers (with centre lock pin)	1220mm 48 ins	1045mm 41 ins
B5 Bricklayers, Builders and Plumbers (with centre lock pin)	1525mm 600 ins	1045mm 41 ins
C25 Carpenters Saw-Stools	560mm 22 1/2 ins	635mm 25 ins
P20 Side pin for Painters, Plasterers and Builders	914 mm 36 ins	508 mm 20 ins
P22 Painters and Plasterers	686mm 27 ins	535mm 22 ins



For:
Bricklayers Hirsers
Builders Plasterers
Carpenters Plumbers

Available from Victorian Agents:
MARTIN & CO. (AUST.) PTY. LTD.,
102 Queens Parade, North Fitzroy, 3068.
Telephone: (03) 481 2333

FOLD-AWAY TRESTLES

caution 3 design app. no. 81191. no. 81656. no. 61769.

49 Johnston Street, Southport. Telephone: (075) 32 6050

THE HIRE INDUSTRY appreciates WACKER's Versatility

Come and see our comprehensive display at the
INTERNATIONAL HIRE CONVENTION

WACKER's versatility = 5 different groups of products, all particularly suited for job site work.

Vibrators

1. Pioneer in the field of Internal and External Vibrators of different designs and frequencies.
2. Optimum vibration results due to rolling eccentric weight free of bearing pressure according to patented oil mist lubrication.
3. Special built-in, constant-speed motors, of particularly small size and outstanding heat resistance.
4. Universal and quick exchange of vibrator heads according to consistency and reinforcement of concrete and operating conditions due to patented electric coupling.
5. Easy handling due to safety voltage operation with original systems of frequency and voltage converters.



Vibration Rammers

1. The world's most experienced manufacturer of Vibration Rammers of all sizes and drives.
2. Original rapid action Rammer with well proven double spring vibration system.
3. Patented oil mist lubrication protects wearing parts. Due to precise throttle control fuel driven Rammers can be adapted to operating conditions.
4. Favourable power to weight ratio guarantees optimum compaction results and easy handling.
5. Suitable for compaction of marginal strips and backfilling jobs, unequalled for use in narrow trenches, also available with electric drive.



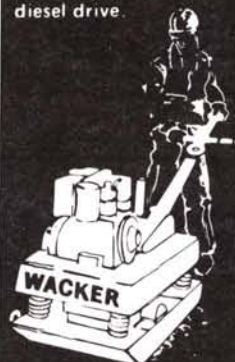
Vibration Rollers

1. Twelve step offer of Vibration Rollers.
2. Special gears and hydraulic system made by WACKER guarantee excellent compaction results and economical operation.
3. The know-how of the most experienced manufacturer of hand-guided compaction equipment has rounded off roller technology.
4. Various kinds of steering aids guarantee outstanding manoeuvrability and easy operation.
5. A suitable model for each compaction job and each operating condition meeting even the highest requirements.



Vibration Plates

1. A large production programme of Vibration Plates for soil, concrete and blacktop compaction.
2. Vibration Plates with exciter situated in the centre and with additional roller device for blacktop and soil compaction as well as for paving jobs.
3. Vibration Plates designed according to the float vibrating system with rapid advance and adjustable eccentric weights, base plate made of nodular cast iron.
4. Vibration Plates with directed vibrations and infinitely variable forward and reverse motion.
5. Approx. 20 different models equipped either with electric, petrol or diesel drive.



WACKER Breakers

1. The world's largest hammer programme for all kinds of jobs breaking, drilling and driving in posts.
2. Use of our own standard 2-stroke petrol engines or electric motors of sturdy design.
3. Concentration of power due to reperussion damping spring systems or air cushion percussion systems.
4. Special handles, safety tool holder and overload clutch guarantee easy operation suitable for job site work.
5. Particularly large assortment of tools for routine and special jobs.

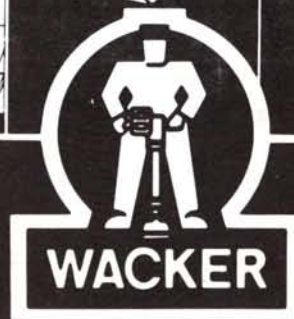


2e

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

SYDNEY, phone: 648 0366 - ADELAIDE, phone: 42 2331
BRISBANE, phone: 208 9577 - PERTH, phone: 361 8988



**VIBRATORS
BREAKERS
RAMMERS
PLATES
ROLLERS**

Kelso

**HIGH QUALITY
SAFETY
VALUE FOR MONEY**

Kelso

ALUMINIUM LADDERS

Manufactured from the highest quality materials and to the strictest safety standards, Kelso aluminium ladders conform to the test requirements set out in the Australian Standard for Portable Metal Ladders.



SAFETY FEATURES

1. Fail-safe gravity latch — positive catch that never fails
2. Elevator rope positioned clear of rungs for added safety
3. Rot-proof rope feeds through nylon grummett — no fraying
4. Anti-slip rung positively locked into the stile by a special method
5. Specially designed stile for easier, more comfortable handling
6. Protective caps
7. 8 mm bolt in foot assembly in accordance with regulations

Kelso

BARROWS

FEATURES:

- Heavy gauge, no-bolt tray
- Tubular legs and front tray supports — No nose sag
- Extra support undercarriage
- Pneumatic-tyred wheel

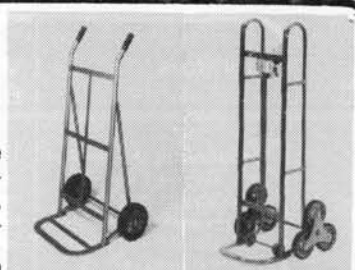


THE K 51 DELUXE

Kelso

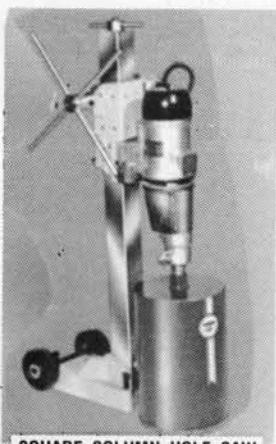
HAND TRUCKS

- Over 50 types available
- Move refrigerators, cartons, boxes, pianos, furniture, 44 gallon drums
- Heavy loads, awkward loads, upstairs, down stairs. **KELSO WILL CARRY IT**



A Division of OGDEN INDUSTRIES PTY. LTD., Edward Street, Huntingdale, Vic. Tel.: (03) 569 0611
SEE OUR DISPLAY AT 10th INTERNATIONAL HIRE CONVENTION.

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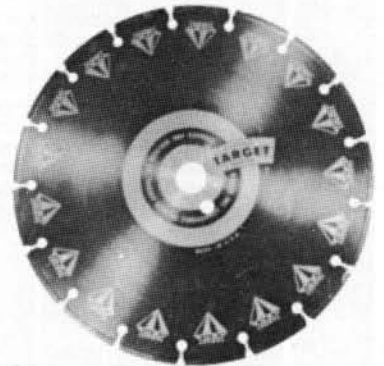
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TARGET DIAMOND BLADES



Introducing . . . 'SILENT' DIAMOND BLADES
for Masonry, Refractories, Brick and Stone Industry

TARGET

**THE WORLDS LARGEST RANGE
of concrete sawing and drilling machinery for all industries**

- ALL DIAMOND TOOLS • CONCRETE SAWS • BRICK SAWS
- WALL SAWS • DRILLING MACHINES

TARGET makes more saws for more purposes in construction and industry, THAN ANYBODY IN THE WORLD!

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QUICKIE SAWS



TILE SAWS



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NEW SOUTH WALES: 349 Lower Plateau Road,
Bilgola Plateau,
N.S.W. 2107
Telephone: (02) 918 3841

WESTERN AUSTRALIA: West Point Centre,
Unit 117/396 Scarb Beach Road,
Osborne Park, W.A. 6017
Telephone: (09) 443 1543

Circle 120 on Reader Service Card.

Manufacturers News

MANUAL DIAPHRAM PUMPS

A highly versatile range of manually operated diaphragm pumps are currently being introduced to the hire industry. These pumps are all made of stainless steel and use a diaphragm suitable to handle all but the most unusual fluids. Manufacturers advise that the entire range of pumps is virtually maintenance free and due to its simplicity, very easy to operate. Light weight, compact construction together with a high pumping rate should make these pumps ideal for application on chemicals, petroleum products, sludge waters, grease traps etc. Capacities range from 30 lit/min to 180 lit/min approx. and come with hose conn. from 20 mm to 50 mm.

Contact **FLUXINOS AUSTRALIA PTY. LTD.**
6a Aristoc Road, Glen Waverley, Vic. 3150
of Phone (03) 560 2843



KERRICK DISTRIBUTORS LIMITED

KERRICK DISTRIBUTORS has been associated with the steam and high pressure cleaning industry since 1945. Today the Company, which manufactures in New Zealand, has branches in Sydney (National Sales

Office), Melbourne and Brisbane. In addition to these sales offices it has some fifty sales and service agents across Australia.

The Company manufactures a range of cleaners, producing hot water, cold water or steam and with pressures of 400 to 13,800 Kpa (58 to 2000 psi). These cleaners have unlimited application possibilities in industries ranging from food preparation, manufacturing to mining and earth moving. In the early years the Company used to import units direct from the United States. Today, it manufactures its own units which it has developed especially to meet Australian conditions. These machines which have been available on the Australian market since 1972 have earned a reputation for reliability.

At its Auckland factory KERRICK DISTRIBUTORS not only manufactures but it is continually developing new machines to meet clients' needs. Recently it introduced the KERRICK HYQUA, a 13,800 Kpa (2000 psi) hot and cold water unit. The latest development from Kerrick is a cold water electric or petrol driven 2000 psi unit. This is an extremely rugged unit, easy to use and built to last. This unit is to be released on the market in May 1981.

On Site Sanitation Systems

Low Cost No Fuss

We offer:

- Improved impact resistance
- Unique methods of construction
- 81 staff years of industry experience
- Tailor made to your particular design

MERLIN FIBREGLASS PTY. LTD.

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NSW (02) 605 5537

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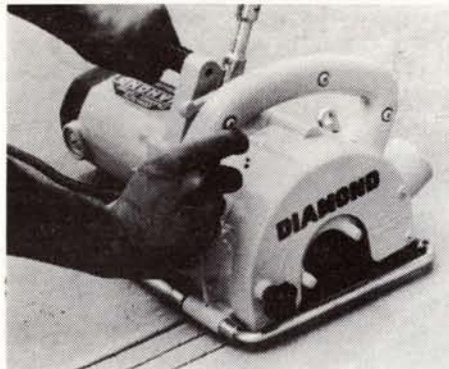
WA (09) 458 1779
TAS (002) 43 7474

Manufacturers News

SLECT-A-TORQ

The SLECT-A-TORQ super power systems can now provide controlled torque to any threaded fasteners

Sold and Serviced by:
Mole Engineering Pty. Ltd.
2066 Hume Highway
Campbellfield
Telephone: (03) 305 4191



VERSATILE CONCRETE CHANNEL CUTTERS

The Diamond Concrete Channel Cutter with variable width and depth cutting ability, is fast (1 metre in 5 minutes) and extremely smooth. Its compact design and light weight make it ideal for any flat surface and it is easily handled even on walls. It is a convenient clean-cutting machine which releases you from the heavy manual labour of hammer and chisel. The Diamond Channel Cutter DTC-50 has a cutting width and depth of up to 50 mm, and can be used for cutting cement, breeze block, and brick just as effectively as when used on concrete.

A comprehensive range of Diamond products are available through Dynapac Pty. Ltd., 49 Derby Street, Silverwater, or branch offices located in Melbourne, Brisbane and Perth.

KELSO — A division of Ogden Industries Pty. Ltd.

Everyone in the hire and rental industry knows the obvious benefits of purchasing better quality equipment to stand up to the high demands of wear and tear within the industry.

For many years an all-Australian company called Ogden Industries has been manufacturing a high quality range of wheelbarrows, hand trucks and ladders. A new development is a light-weight aluminium hand truck to complement their vast range to cater for almost any situation.

The Kelso name is probably most recognised for their fine range of builders' and domestic wheelbarrows, including the now famous "No-Bolt" tray design.

Kelso also manufacture a complete range of aluminium ladders, including heavy-duty industrial-quality extensions ranging from 13 to 43 feet. Kelso aluminium ladders fully conform to the Australian safety standards and incorporate many safety features not normally found on cheaper ladders.

Further Information available from:
Ogden Industries Pty. Ltd.
Edwards St., Huntingdale, Vic. 3166
Tel.: 561 0611 Branches in all States.

SIMPLE HIRE INDUSTRY TOTAL SOLUTIONS

**Are you running a hire
business or a paper war?**

Solve your labour-intensive
administration hassles.

**Starting at \$10 a day you can enter a competition
where there is only one winner — you!**

Call I.O. Peripherals for Total Solutions to the business of doing
business and let a computer do the worrying.

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See us on our Convention Stand

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Manufacturers News

New diesel powered plate from Wacker

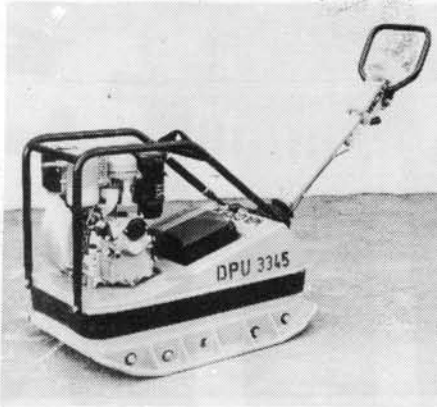
WACKER is proud to announce the release of their new diesel driven reversible vibrating plate Model DPU 3345. This plate is unique in its design and it is the only one of its type on the market. Powered by a 4-stroke FARY-MANN diesel engine which has an automatic de-compression mechanism and is easily started by a crank handle. The machine is capable of forward or reverse motion and this is simply achieved by the movement of the operating handle. The method of forward and reverse is fully hydraulic. The weight of the DPU 3345 is 278 kg and has a standard width of plate of 440 mm and can be extended to 750 mm wide by means of fitting side plates. The drive of the unit is fully enclosed thus eliminating any material

getting into the mechanism. Its high centrifugal force of 33.5 kN enables the machine to achieve top compaction in most applications. Its travel speed is 23 metres per minute and has a compaction rate of up to 610 m² per hour. Another particular advantage of this machine that it has a climbing ability of 40%.

The machine is now available for demonstration, please phone 547 4033

WACKER AUSTRALIA PTY. LTD.
913 Princes Highway,
Springvale, Vic., 3171.

*Diesel powered Vibrating Plate Model
DPU 3345*



FLOOD LIGHTING UNITS

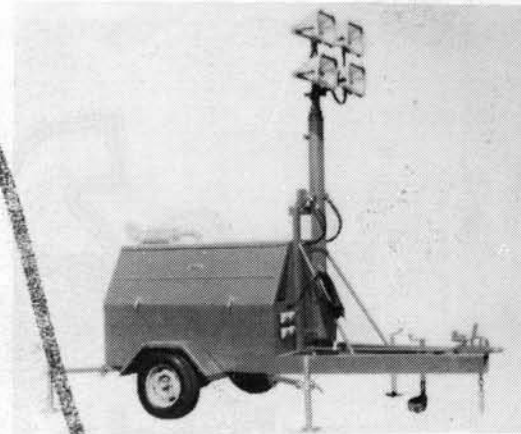
Designed and manufactured by Powerlite Pty. Ltd. the completely self-contained Transportable Floodlighting Units are available with either 8 or 12.5 KVA diesel powered generators.

The telescopic type mast extends to a height of either 8 or 11 metres and retracts to approximately one third of its height.

The unit is of robust construction and designed for the roughest of applications. It is also easily manoeuvred by one person.

Contact: Powerlite Pty. Ltd.
61-63 Gordon Road
Chipping Norton N.S.W.

Telephone: (02) 727 0077



W Witch trenchers are showing their teeth...

...at the 10th annual Hire Convention!

Featuring

← WENCO

→ PARSONS



Wenco...already
job-proven in the tough
hire and rental field



Parsons T8 Trencher
● machine width only 32"

WITCH ENGINEERING

A member of the H.C. Sleigh Group

N.S.W.: 82 Carlingford Street, Sefton, N.S.W. 2162
Phone: (02) 644 8000
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Phone: (03) 798 7977

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WITCH SUPPLY A COMPLETE RANGE
FROM 8 TO 53 HP CAPACITY!

- Hydrostatic drive, power steering.
- Pedestrian and ride-on models.
- Trench widths from 3" to 18".
- Digging depths to over 7 ft.
- Under-road boring attachments.

HOW100



Wacker's new ESS 400 submersible pump which can handle heads up to 11 m and flows up to 240 lit/min.

WACKER INTRODUCE NEW ELECTRIC SUBMERSIBLE

WACKER Australia have introduced a new lightweight submersible pump, the ESS 400, which can be used for many applications in the construction and mining industries.

The pump can be used for heads up to 11 metres, and flow of 240 to 100 lit/min.

The unit is simple to operate. It can be plugged into any normal household 240 V, 50 cycle, single-phase circuit or auxiliary generator.

The ESS 400 requires no priming and no suction line. A built-in starting capacitor eliminates the need for a starter box.

Weighing 21 kg, the pump is supplied with a handle for easy carrying and lowering/lifting.

An automatic thermal overload switch eliminates the danger of motor burn out. The pump can run dry without damage.

Rotor shaft and hardware are in stainless steel, and the impeller and volute are of cast iron.

Further information: Wacker Australia Pty Ltd, 913 Princes Highway, Springvale, Victoria 3171.

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

MELBOURNE OFFICE: 18 CENTURY DRIVE, BRAESIDE, 3195

BRISBANE OFFICE: 79 BELLWOOD ST., DARRA, 4076

PERTH OFFICE: 53 CATHERINE STREET, MORLEY, 6062

PHONE: (02) 647 1822
TELEX: 24173 DYNYS

PHONE: (03) 90 8688
TELEX: 36818

PHONE: (07) 376 2644
TELEX: 42634

PHONE: (09) 275 4522
TELEX: 94548



ART/PHOM 327

**LIGHTER
TOUGHER**

The **ZITECS**

They break roads, not backs



The ZITEC 20 and 27 are as easy on the operator as they're tough on roads.

The revolutionary design and construction of both roadbreakers is a direct result of CompAir's years of experience and research into what operators and owners want.

The ZITEC 20, at only 20kg (44lb) packs all the punch of heavier, more cumbersome rippers.

The ZITEC 27 is a medium weight 28kg (62lb) ideally suited to heavier work usually undertaken by mechanised equipment, but where access may be restricted... cutting foundations in rock, thick asphalt cutting, breaking dense concrete of 250mm (10") or more, heavy demolition work etc.

Check out the revolutionary ZITECS at CompAir now. You'll be amazed at the difference they make.



COMPAIR (AUSTRALASIA) LTD. HEAD OFFICE
34-40 Ricketts Rd. Mt. Waverley, 3149. Phone 544 1755. Telex AA31126
VICTORIA
49-55 Geddes Street, Mulgrave, 3170. Phone 561 1044
NEW SOUTH WALES
4 Harbord Street, Granville, 2142. Phone 637 8200
105 Argent Street, Broken Hill, 2880. Phone 2677
SOUTH AUSTRALIA
Diana Street, Woodville, 5011. Phone 268 3166
QUEENSLAND
32 Flanders Street, Salisbury, 4107. Phone 275 2022
9 Ryan Road, Mt. Isa, 4825. Phone 43 6649

WESTERNAUSTRALIA
221 Plain Street, East Perth, 6000. Phone 325 2099
184 Dugan Street, Kalgoorlie, 6430. Phone 21 1588
TASMANIA
19 Pearl Street, Moonah, Hobart, 7009. Phone 72 2100
Northern Territory Agent
Universal Diesel & Engine Pty Ltd, 16 McMinn Street, Darwin, N.T. 5790.
North Queensland Agents Combustion & Chemical Engineering Pty Ltd,
127 Bowen Road, Townsville, Queensland, 4810.
McGinns Engineering Supplies, 28 Wood Street, Mackay, Queensland, 4740.
Wollongong Agent
E.M.A. 76 Swan Street, Wollongong 2500.

7115A

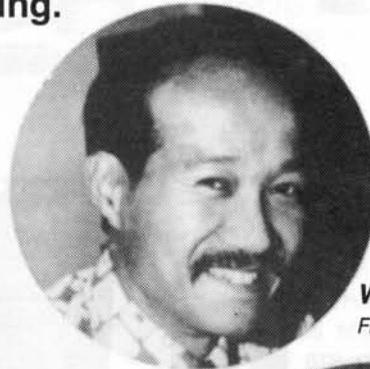
Circle 106 on Reader Service Card.

"SULLAIR GETS 50 OF THE BEST"

Of the 1,000 or so people working with air compressor companies around Australia, SULLAIR has 50 of the best, Whether it be sales, service, supply, manufacturing, parts provision, accounting or engineering.



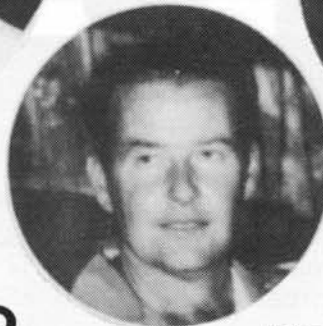
Graham L. Morrison
Managing Director



William W. Cheung
Financial Controller



Douglas F Hicks
National parts & Service Manager



John M. Farrell
Service Engineer



SULLAIR
the compressed air force

**SULLAIR people know the air business.
Our people are our most treasured resource.**

SULLAIR Australia Limited

Lot 1, Windsor Road, Vineyard, N.S.W. 2765.
PHONE: (054) 77 4666.

SULLAIR SOUTH

Fac. 13/24 Wellington Road, Mulgrave, Vic. 3170.
PHONE: (03) 560 7722, (03) 560 7222.

SULLAIR WEST

42 Banksia Road, Welshpool, W.A. 6106.
PHONE: (09) 451 3011.

SULLAIR QUEENSLAND

17 Jijaws Street, Sumner, QLD. 4074.
PHONE: (07) 376 2433.

COMING EVENTS

Conventions

Hire Association Australia
Melbourne — September 1-5 1981

California Rental Association
Sacramento — California — October 19-23 1981

Hire Association Europe Ltd
Hirex — London — January 26-28 1982

American Rental Association
Miami Beach — Florida — March 14-18 1982

Hire Services Association New Zealand
June 1982



HIRE & RENTAL AUSTRALASIA

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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 2126, Christchurch
President: Peter Lawrence (09) 69 9740
Secretary: Jim Roberts (03) 69 741

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

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The Hire Association of S.A.
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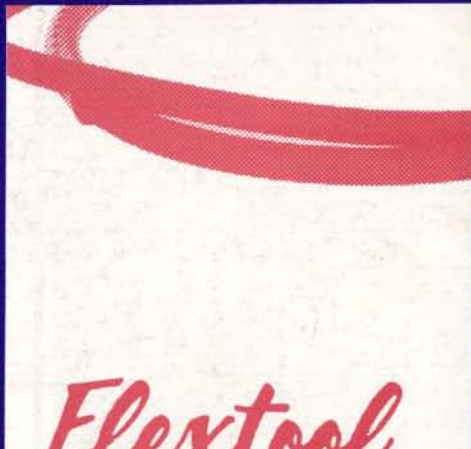
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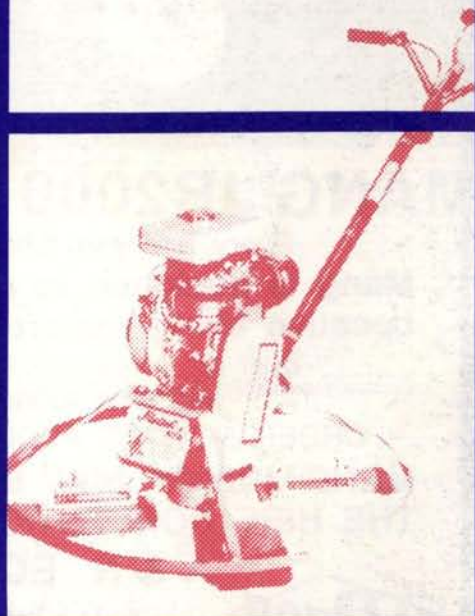
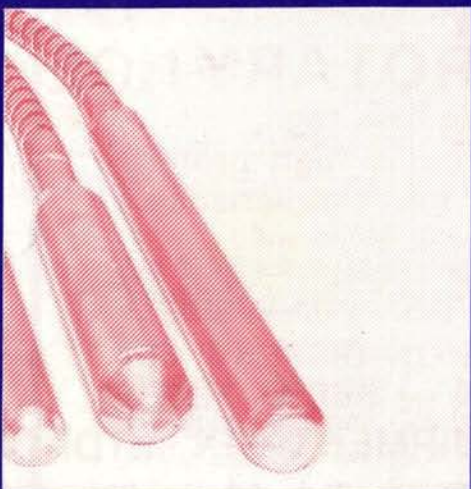
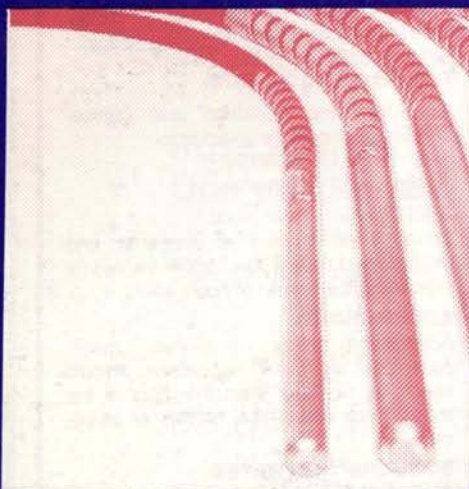
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