

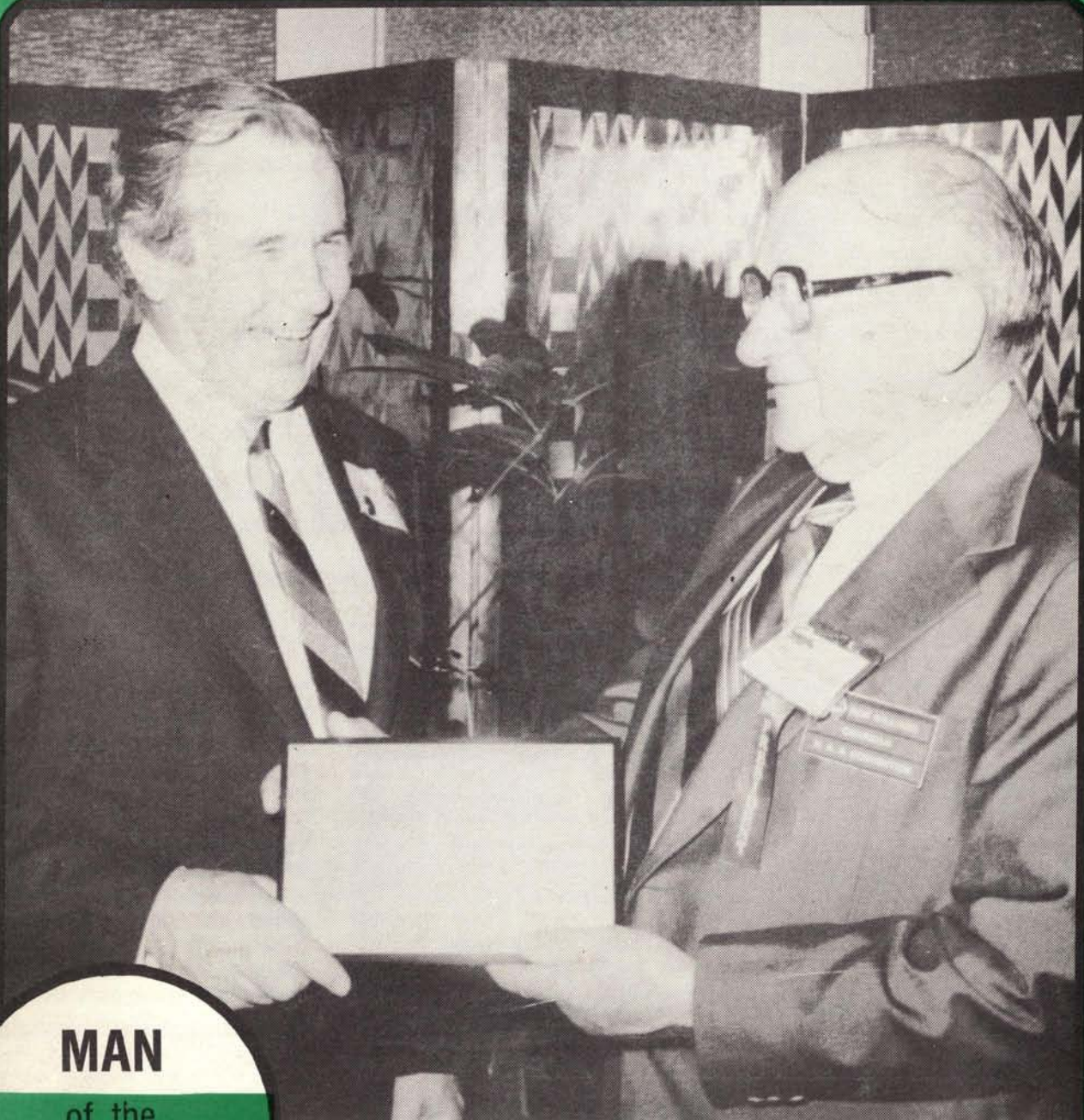
HIRE & RENTAL

AUSTRALASIA

Volume 2 Number 9 1981.

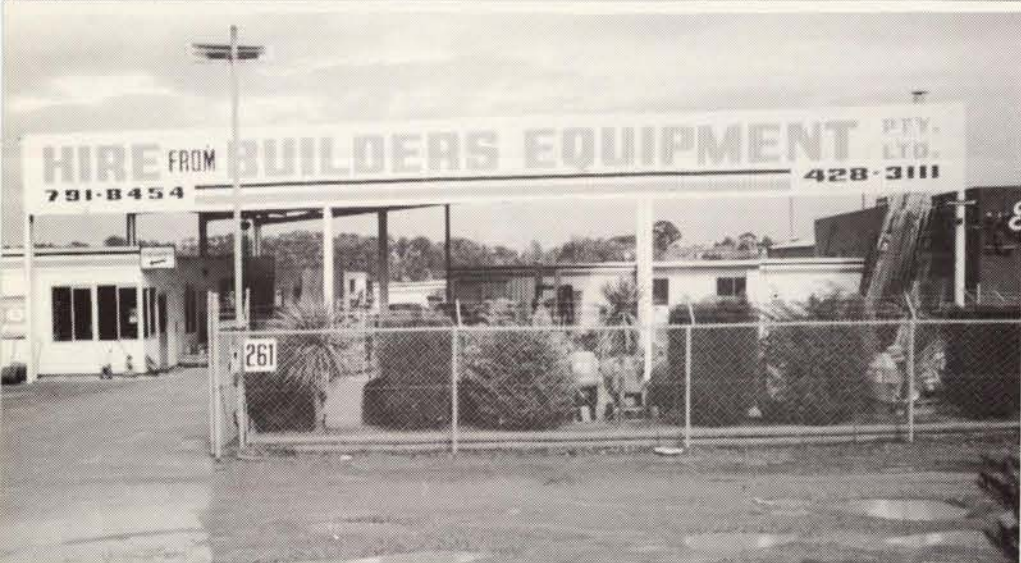
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OFFICIAL JOURNAL OF THE HIRE ASSOCIATION OF AUSTRALIA AND HIRE SERVICES ASSOCIATION OF NEW ZEALAND INC.



MAN
of the
MONTH

**H.A.A. PRESIDENT'S AWARD 1981
PRESENTED TO: LEN BOOTH**



Man of the Month

Len Booth

Builders Equipment Pty. Ltd.

H.A.A. President's Award 1981.

"The man to receive this award has been in the industry for over 20 years.

He is a man who built a loss company into a very successful business.

A foundation member, one of the original 5 or 6 companies who joined together to establish the Hire Association 20 years ago.

He is a great supporter of the

yellow and brown's — the Hawthorn Football Club.

Len Booth — Builders Equipment Pty. Ltd. A very active member of the Hire Association. A past councillor of the H.A.A.

Len and his staff are represented on the Victorian executive committee, the convention committee and help with association functions."

Ron Williams
— President H.A.A.



Len and Val Booth

Len Booth became Manager of Builders Equipment Hire Pty. Ltd. when it commenced trading in Melbourne 23 years ago.

B.E. HIRE — as it is now known — was totally biased in those earlier years towards equipment required by an associated construction Company and it was not until being restructured in the mid 70's that its own independent growth and total application to the hire needs of contractors, tradesmen and home improvers took place.

Cover Photo: Len Booth (left) receives his award from H.A.A. President Ron Williams.

Left: Top to bottom.
BE Hire — Thomastown
BE Hire — Dandenong
BE Hire — Footscray
BE Hire — Richmond

"I first of all acknowledge the giant step forward we took in management and financial control when the restructuring of the Company saw me as equal partners with Melbourne Sharebroker John Bailey and National Accountant Ian Sinclair — those who attended the Melbourne Convention and heard Ian's Seminar on financing a hire business would appreciate what I mean.

My own knowledge of the Hire Industry in earlier years had been acquired through the friendly exchange of knowledge among members of the fledgling Hire Association of Victoria — Stan Jessup, Ray Kelsy, Peter Burne, Des Whelan and the Martin Bros. — we were all rookies learning together.

Coates Hire and Wreckair had emerged as large Companies but it

was the New South Welshmen who really led the way in the presentation of the Industry to the home owner-handyman market. Fortunately they too were willing to freely pass on their knowledge at Interstate Conventions, etc. but I felt it was not until I attended the 1976 A.R.A. Convention in Houston Texas that I really got the true message about 'Image' — Come out from the back yard and show yourself — your building, your staff and of course, your equipment.

We have since spent a considerable amount of money remodelling our main Branch at Richmond, but coincidence or not, we have increased our new hires to at least 60 per day — with the new layout our staff are doing this easier than 40 hires in our old premises."

B.E. HIRE operate two other Branches:

At **THOMASTOWN**, in the industrial north of the city, a two acre centre handles the hire and maintenance of a large range of portable site offices and storage sheds as well as compaction equipment. This Branch has been operating for three years and its growth in the general range of contractor and home improver gear has been most satisfactory.

At **DANDENONG**, 35 kilometres to the south-east, a busy tradesman/handyman operation with a staff of two and a driver handle in excess of 150 hires weekly. A good range of garden-care equipment has been built up — its usage seems to have risen from a 3 month season to almost 9 months in this expanding residential district.

And at **FOOTSCRAY** they are currently constructing a twin drive-in under cover Centre due to open in November — "Twin" because this property has one frontage on Princes Highway and runs through to another very busy road — the approach and facilities from both entrances will be exactly the same.

The Company turnover is at present \$1.5 million.

The total staff of 27 includes two well known Hire Personalities:

Malcolm Sproat, who joined the Company ten years ago, is Manager and was recently appointed an Executive Director. He is only 32 years old, and according to Len, has all the qualifications to become a great "Hireman" with a sound knowledge of hire equipment, a good staff relationship and leadership and definitely not a 40 hour man.

Deputy Manager, Jack Parker was seen at his busy best during the Melbourne Convention — he handles all forms of Marketing for B.E.

Len and his wife Val, who rarely misses a Hire Industry Social function, have two daughters and a son and are proud grandparents.

His targets for the coming year:

- To have Footscray operating as the most efficient of its type in Victoria.
- To move deeper into Computerisation.

MAN OF THE MONTH

Len Booth

His requests to the Industry:

- HIRE or RENT — one or the other
We heard the independent views of a professional speaker at our Melbourne Convention. He was confused by our "bit each way". Let us make a decision to eliminate one of the words from our Industry nationally — it will be a cost and inconvenience for some, and the Association should be willing to assist in conversion problems.
- To N.S.W. Members — please rejoin the National Association — we acknowledge your strength — we value your friendship.



Pictured at the new Footscray Premises — from right to left — Len Booth and Malcolm Sproat, with Footscray manager Graham Davey.

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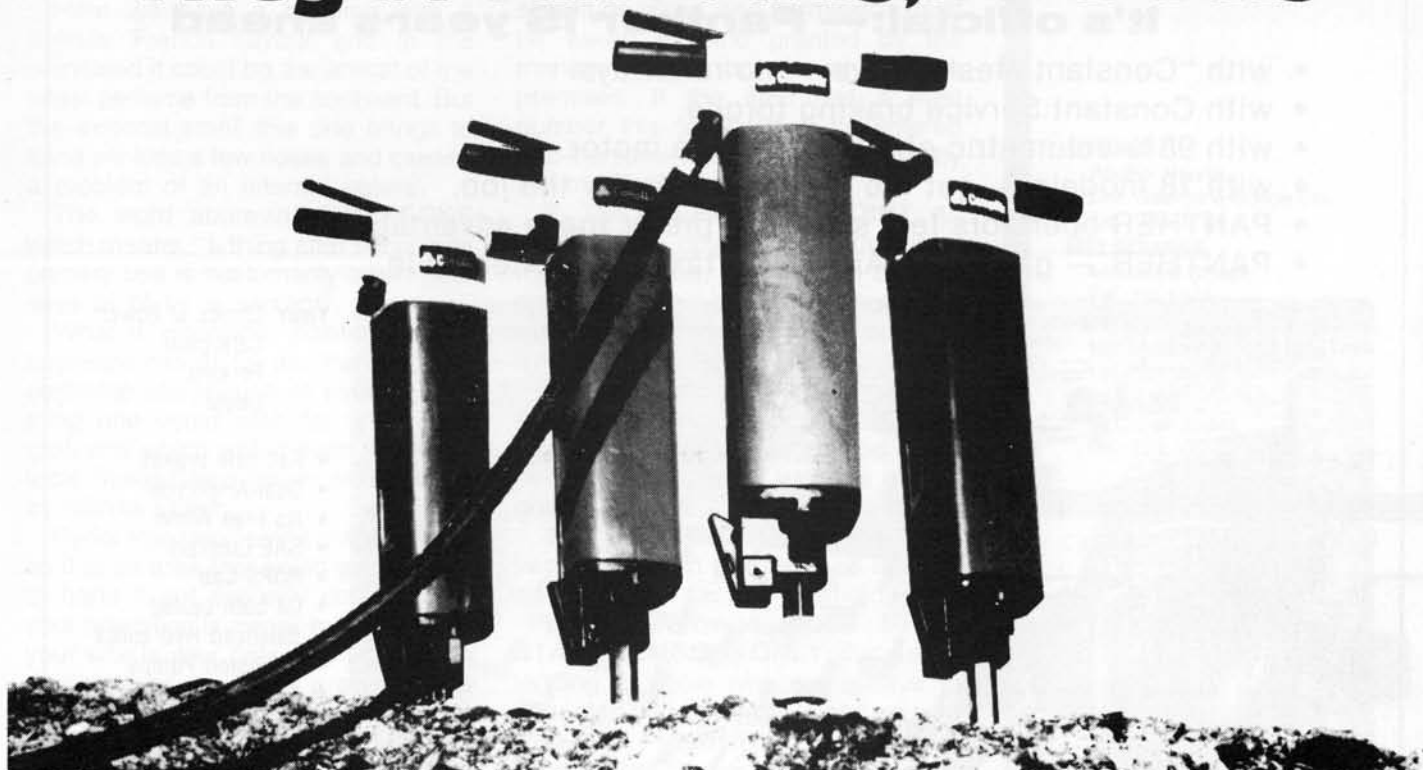
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The ZITEC 20 and 27 are as easy on the operator as they're tough on roads.

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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.

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QUEENSLAND
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9 Ryan Road, Mt. Isa, 4825. Phone 436 649
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“PANTHER SUPERCOMPACTORS”

When only the best will do

Viewpoint . . .

by
PETER LAWRENCE

PERQUISITES

Here we have a heading with a definite French flavour and to the uninitiated it could be the arrival of the latest perfume from the continent. But the external smell this one brings to mind crinkles a few noses and causes a problem of an internal nature.

The word abbreviated is **PERKS** which means, "a thing after serving its primary use is customarily taken possession of by a servant".

What a wonderful position a hire operation has as far as "Perks" go. A complete storehouse of every useful thing one could wish for under one roof, and which would even make the local Santa Claus green with envy in its infinite variety.

Perks also need some management as it is an area that could get well out of hand if not properly controlled. If your operation is owner-managed and your wife is your only staff there is no problem and the perks are your own anyway, but if you employ staff and they wish to use some of your equipment a problem could evolve which would set your grey cells working to control it.

There are five points which could control the "PERK" situation and they should be pointed out to a perspective employee at the commencement of his employment with your company. These points should also be listed out on the leading page of your staff equipment record book. This book is essential as one must not commit things that are lent to mind. If you forget, you've lost it, and you will never remember where it has gone because time would have gone too fast for you. Let us look at the five points concerning the control of the "PERKS".

1. The **STAFF EQUIPMENT RECORD BOOK** in which all items the members of the staff wish to borrow must be kept and filled in by a manager only. One cannot have the staff entering and checking the Ins and Outs of the equipment, as if an item of equipment goes missing there could be a red face somewhere. No item

should be taken, and permission must be asked for and granted by the manager before its removal from the premises. If the item has a fleet number this should also be entered and the same item must be sighted by the manager on return.

2. The **PREFERENCE POINT**. As we all know obviously the customer must come first, but this can depend on the quantity you have of that piece of equipment required and its popularity usage for the time of the year.

3. The **TIME OUT** as short as possible. Overnight or a Sunday if closed. Any longer a suggested rental of 50% of the rental value is a suggested charge.

4. The **PERKS AREA** can be a very toothy part to control as there is an honesty factor involved. The "PERK" if allowed should be for **STAFF MEMBERS ONLY**. If you start lending to people who are relative to your staff your gear could end up with the wife's cousin in Timbuktoo. Another grey area to keep an open eye on is the sudden appearance of "MATES". It is amazing how many friends appear when there is some nice useful gear to borrow, and your staff should be told you are aware of this and it is not on.

5. The **CONSUMABLES** that go with gear lent must be charged for of course and observation of the amount of consumables taken should be noted.

There is one **BONUS** and one **ONUS** in the points made that should be mentioned. The Bonus comes with the staff taking the gear home and becoming familiar with the use of it. His opinion of its workings is also worthy of note on its return. The Onus is on the manager himself also to put his name on the staff equipment book, because he too is human, and could also forget.

Perquisites like prostitution has been with civilisation for a very long time, and perfume of both can be lived with if handled correctly.

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Buy equipment from these men?
Convention goers do!

£1.3 million Equipment ordered at the Convention

*Top — Des Whelan (left) thanking the exhibitors for their participation in the Convention.
Bottom — New Zealand exhibitors Bay Textiles Ltd and Cory-Wright & Salmon Ltd exhibited their equipment under a colourful canopy, manufactured for the Convention display by Bay Textiles Ltd.*



Fantastic . . .

What other word could sum up the equipment display at the Convention!

Luncheon served, and bar facilities provided in the exhibit area each day, held the delegates and created a relaxed, informal atmosphere for the exhibitors to promote their products.

The new "open floor" format, free of partitions and high display boards created a total display which was colourful and alive all day. For hirers, unable to attend during the day, the Thursday night session proved very successful. A barbecue and a few drinks again provided the atmosphere for selling — and that's just what was done.

Record sales of \$1.3 million were recorded for the three days of the Convention . . . **Just Fantastic.**



Top left — Sign here — Bernie Wilson hold the book as Lionel Friezer confirms an order at the Wacker Australia Pty. Ltd. display.

Top right — Target saws were prominently displayed on the Demibicon stand. Lloyd Williams and his team were kept busy throughout the show.

Above — A.N.I. Perkins displayed a comprehensive range of their equipment at the show.

Right — Peter Robertson, Hire Service, New Zealand, one of the international delegates to order equipment from Rover Scott Bonnar. Chris Drysdale (right) Manager Southern Region and Max Cotton (centre) Victorian Sales were delighted with the interest shown by overseas delegates at the show.



Left — Stihl Chain Saw (Aust.) Pty. Ltd. displayed their product range.

Centre — Zitec Breakers featured prominently on the Compair (A'asia) Ltd. stand.

Right — Promotion of Master Heat Guns and Hitachi products created interest on the Builders Aides Pty. Ltd. stand.

Lucky Prize Winners at the convention



Lucky winner of the Fur Coat
Lyn Edwards — Coates Hire Service — N.S.W. receiving
her prize from H.A.A. president Ron Williams.

H.A.A.
Prize: Fur Coat
Won by: Lyn Edwards
Coates Hire (N.S.W.)

H.A.A.
Prize: Video Cassette
Won by: Tony Edwards
Coates Hire (N.S.W.)

H.A.A.
Prize: Trip to Fiji
Won by: Harry Stacpoule
Stacpoule Plant Hire

Mole Engineering Pty. Ltd.
Prize: Hand Scabbler
Won by: Ken Sims
Coates Hire Service

Cory Wright & Salmon Ltd.
Prize: Pneumatic Drill
Won by: Tom Atkinson
McEwens Hire Service Ltd. N.Z.

Flextool (Aust.) Pty. Ltd.
Prize: 1 x 212 Pump Shaft
Won by: Ken Nixon
F-K Plant Hire

Compair (A'Asia) Pty. Ltd.
Prize: 1 Zitec Breaker
Won by: Sheila Day
Te Kuiti Hire Centre N.Z.

A.A. Arc Welder Hire
Prize: Stow Sump Pump
Won by: Des Brearly
Mayday Hire

Dynapac Pty. Ltd.
Prize: Vibrator Shaft
Won by: James Stown

Stihl Chain Saw (Aust.) Ltd.
Prize: 010 Chain Saw
Won by: June Harris
Mayday Hire

Stihl Chain Saw (Aust.) Ltd.
Prize: 085 Chain Saw
Won by: Ken Sims
Coates Hire Service

Wacker Australia Pty. Ltd.
Prize: Stationary Engine
Won by: M. Sproat
B.E. Hire

Rover Scott Bonnar
Prize: Elec. Cultivator
Won by: M. Sproat
B.E. Hire

Rover Scott Bonnar
Prize: Elec. Trimmer
Won by: Stan Jessup
Monash Plant Hire

Electric Eel (Aust.)
Prize: Sewer Snake
Won by: Ray Durrant
Mayday Hire

Rover Scott Bonnar
Prize: Elec. Cultivator
Won by: Pat Perham
Coates Hire Service

Rover Scott Bonnar
Prize: Elec. Cultivator
Won by: Stan Jessup
Monash Plant Hire

Rover Scott Bonnar
Prize: Elec. Cultivator
Won by: E. Cerda
Coates Hire Service

Rover Scott Bonnar
Prize: Elec. Cultivator
Won by: Leo Roach

Dembi-Con (Aust.)
Prize: Diamond Blade
Won by: Bruce Thorsby
Always Hire Service

Dembi-Con (Aust.)
Prize: Diamond Blade
Won by: Ken Sims
Coates Hire Service

Inter. Furniture
Prize: Coffee Table
Won by: D. Cavanagh

Rover Scott Bonnar
Prize: Elec. Trimmer
Won by: M. Uren

Rover Scott Bonnar
Prize: Elec. Trimmer
Won by: Ken Nixon
F.K. Plant Hire

Rover Scott Bonnar
Prize: Elec. Trimmer
Won by: June Hocking
Hocking Hire Service

Rover Scott Bonnar
Prize: Elec. Trimmer
Won by: Shirley Moody
Lilydale Hire

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Top Condition

Has done small number of hours work. Magic bit of gear, but too many Mini Loaders in our area.

\$1500 o.n.o.

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There was plenty of colour in the floor show at the Swagman Restaurant.

FUJI CARRY Dumper

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

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Association presidents at the Convention
 R-L Ron Williams H.A.A., Arne and Ruth Munsterman A.R.A.,
 Louise Williams, Peter Lawrence H.S.A.N.Z.



They enjoyed the Convention —
 Hirers and Suppliers from all States of Australia, New Zealand and
 the U.S.A.

Convention Activities

The Melbourne Convention was truly "International" with almost a third of the registered delegates from overseas.

It was a fast moving Convention with educational seminar sessions, light-hearted social activities complemented by a colourful equipment exhibit.

Pictured below; John Kroeger presented a light-hearted oration on the Australian ocker rental man.



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.

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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.

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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")
17.5 kg (38.5 lbs.)

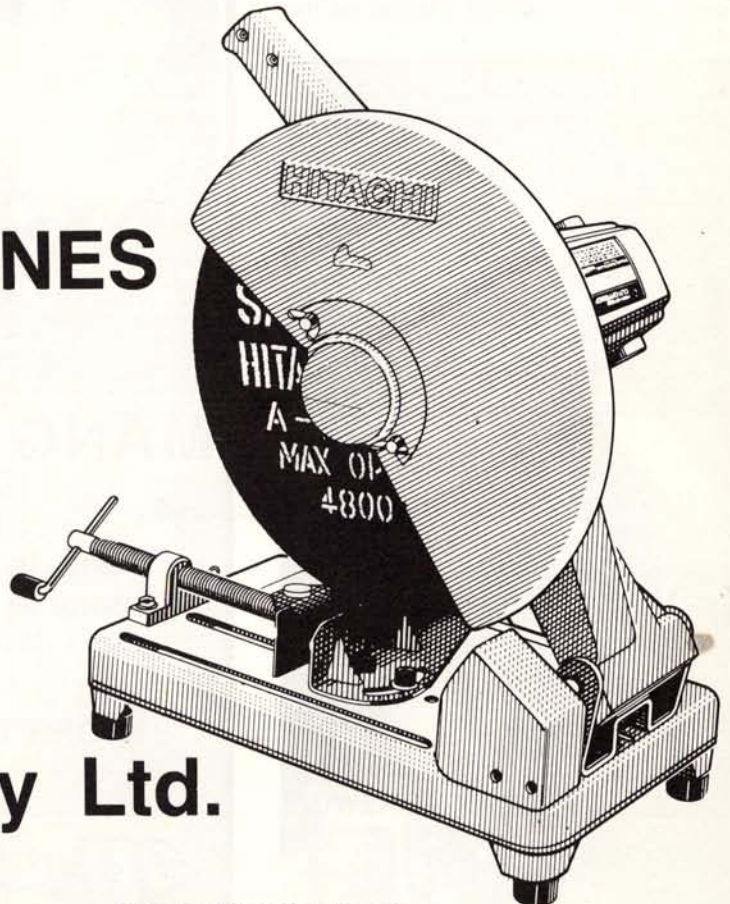
Weight:

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.

Circle 103 on Reader Service Card.

Briefly . . .

Victorian Rental Duty to be cut.

The present duty is 2.1%, and will be reduced to 1.5%, effective January 1982.



Mick Young

New Appointment

New Victorian manager for Instant Scaffolds Pty. Ltd. Mick Young has transferred from the South Australian office of the Company. Mick, an active member of the H.A.S.A., has held the position of Councillor to the H.A.A.

ERIC VORTUNI (Active Hire) is now National Branch-Operational Manager for Chep Equipment. ALLEN COLBURT has been appointed General Manager of Viking Equipment (Gerni).

Just a thought!

The world is full of willing people. Those that are willing to work, and those who are willing to let 'em.

New H.A.A. Councillor

Following the resignation of John Mason, Queensland has appointed Ron Wyatt, Flextool (Q'ld) Pty. Ltd. as a councillor to the H.A.A.

Ron Wyatt



N.S.W. Members on the Move

ILLAWARRA HIRE have moved into larger premises at 72 Princes Highway, UNANDERRA 2526. Their new telephone number is (042) 71 6200 or after hours (042) 71 3478.

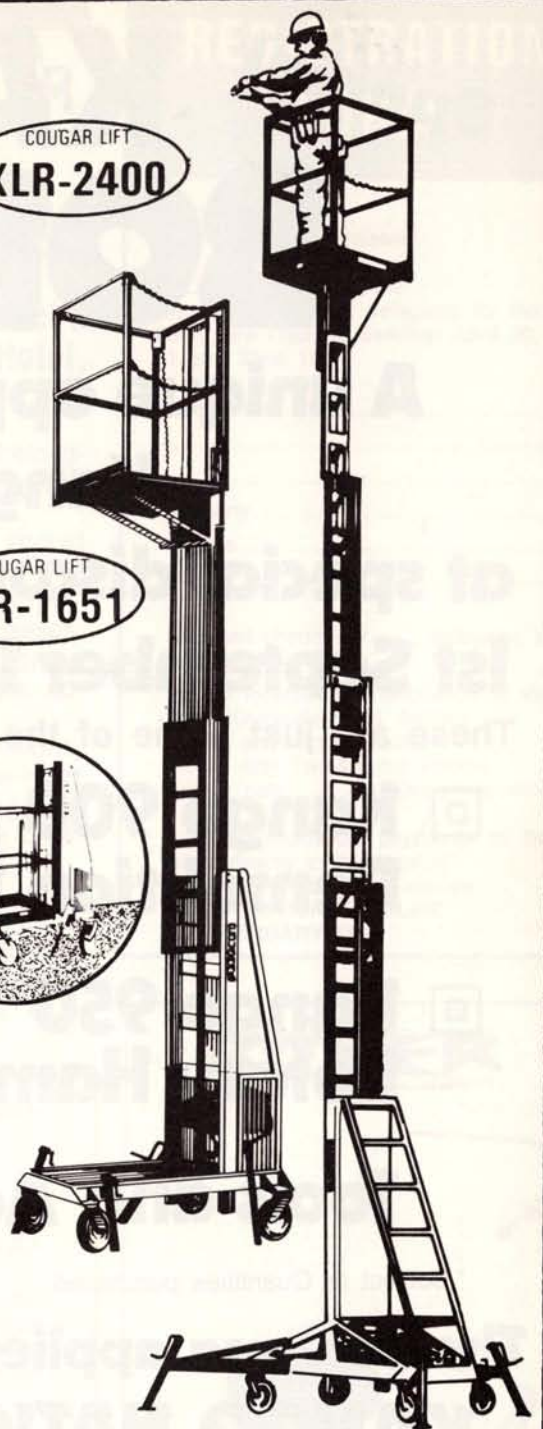
CONVEYOR & HOIST RENTALS have outgrown their original premises which they have occupied since their inception 4 years ago.

They hire hoists, winches, conveyors, brick elevators, winch railways, mini hoists and cranes, trough hoists and cranes, trough belt, flat belt and roller conveyors powered by 240 and 415 volt air & petrol.

Their new address, 576 Princes Highway, ST. PETERS, gives them a 15000 sq.ft. building and a 15000 sq.ft. yard.

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

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Kango Hammers**

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☐ **Kango 900
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Tools and Accessories up to 35%* off

* Subject to Quantities purchased.

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Phone: 31 4893

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Phone: 535 8791

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11 - 15 Gregory Street, Mackay
Phone: 57 6552

ROBCO EQUIPMENT
71 Ingham Road, Townsville
Phone: 72 2146

SOUTH AUSTRALIA

ELECTRIC POWER TOOL SERVICES
1 Whitmore Square, Adelaide
Phone: 51 2680, 51 2436

JOHN SILMAN POWER TOOLS
103 Main North Road, Nailsworth
Phone: 269 5488

WESTERN AUSTRALIA

CROMMELINS AUSTRALIA LTD.
P.O. Box 352, Bentley
Phone: 458 3811, 451 6644

NORTHERN TERRITORY

WINNELLIE POWER TOOLS
P.O. Box 39968, Winnellie
Phone: 984 3006

PARTY HIRE TRAINING SEMINAR

April 20-22nd 1982 Hyatt Kingsgate, Sydney.

American Party Rental personality Patti Combs will conduct a Party Hire Training Seminar at the Hyatt Kingsgate Hotel, Sydney — April 20, 21 and 22nd 1982.

According to Patti, who formerly owned a party hire business in Indiana, each seminar will cover "the full range of challenges and problems that party good specialists face in their business operations". Topics will include selling techniques, advertising, marketing new products and ideas, handling customer complaints, telephone manners, site selection and beginning inventory.

Each registrant will receive a study book containing idea pages, reprints and other useful material. They will also learn about developing the "one stop Party Shop" merchandise sales relating to party rentals, showroom and window decorating, consulting, price and rate setting, how to make reservations, ideas for efficient warehousing and delivery, tips on linen and

tent rentals, the importance of belonging to a trade association, "and many others".

Anyone wishing to attend should register as soon as possible. The registration fee is A\$500.00 per person for three full days of classes. Lunches will be included and served on the premises, plus a get acquainted cocktail party.

When making airline reservations, Patti recommends taking a late night flight on the last day or staying until the following day. The seminar often runs late on the last day.

P.S. For further information or to make a reservation please contact Brian Elms — C/- Box 136 — Bulleen 3105, Australia. Telephone (03) 850 2316.

PARTY HIRE TRAINING SEMINAR

- I. ATTITUDES/LATITUDES
- II. MARKETING NEW PRODUCTS AND IDEAS
- III. MAXIMIZING YOUR ADVERTISING PERFORMANCE
 - (a) Public Relations
- IV. SUCCESSFUL SELLING TECHNIQUES RELATING TO PARTY RENTALS
- V. TELEPHONE TECHNIQUES
- VI. HANDLING CUSTOMER COMPLAINTS
- VII. IMPORTANCE OF SPECIALIZATION, STORE NAME, & LOCATION
- VIII. PURCHASING
- IX. BEGINNING INVENTORY
- X. RATE & PRICE SETTING
 - (a) Contracts
 - (b) Damage Waiver
 - (c) Let's make a price list
- XI. HOW TO DEVELOP A "ONE STOP PARTY SHOP"
 - (a) Merchandise sales that tie in with party rentals
 - (b) Profits from imprinting . . . (demonstration)

- XII. DISPLAY YOUR BUSINESS
 - (a) Showrom decorating
 - (b) Window displays
 - (c) How to skirt a table
- XIII. HOW TO BE A CONSULTANT
 - (a) How to scale draw a party
 - (b) Importance of instruction sheets
 - (c) Bridal and entertainment library
- XIV. SHOWBUSINESS
 - (a) Capturing the wedding rental market
 - (b) Home shows
 - (c) Grand openings and promotions
- XV. LINEN RENTALS
 - (a) Laundry tips
 - (b) Stain removal
- XVI. TIPS ON TENT RENTALS
- XVII. HOW TO MAKE AND HONOR RESERVATIONS
- XVIII. IDEAS FOR EFFICIENT WAREHOUSING AND DELIVERY
 - (a) Importance of a packaging program . . . (demonstration)
 - (b) Care and maintenance of silver . . . (demonstration)
- XIX. IMPORTANCE OF BELONGING TO A TRADE ASSOCIATION
- XX. GENERAL RAP SESSION

REGISTRATION FORM

Brian Elms
Hire & Rental Australasia
P.O. Box 136
BULLEEN 3105 Australia.
Please book delegates for the
Party Hire Training Seminar April 20,
21 and 22nd 1982

Names

Company

Address

Enclosed cheque for delegates at
A\$500 each

Please reserve accommodation at the
Hyatt Kingsgate Hotel, Sydney

..... only Single Rooms

..... only Twin/Double Rooms

Arrival date Departure date

.....

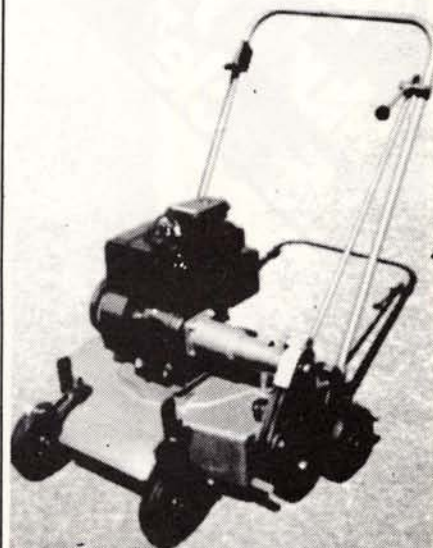
All accommodation payments to be
made directly to the hotel.

* Special seminar tariff applies.

REGISTRATION DEADLINE
1st FEBRUARY 1982

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

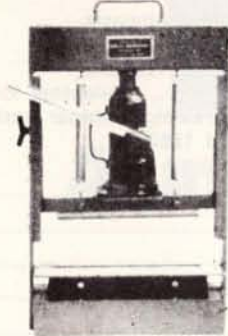
Circle 73 on Reader Service Card

BLOCKSPLITTER

An ideal Rental tool.

Cuts masonry blocks up to 100mm

- (4") thick, such as:
- Paving tiles
 - Cobblestones
 - Masonry bricks
 - Interlocking paving blocks



This block splitter is easy to handle, easy to adjust for different height blocks and easy to move around the job.

No Maintenance at all!

High quality hardened blades.
Height 650mm. Width 460mm. Weight 40kg.

Available from:

SUNBURY HIRE SERVICES
158 O'Shanassy Street, Sunbury
3429
Telephone (03) 744 1326

Circle 19 on Reader Service Card



"A Muddy Miracle"

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.

Circle 87 on Reader Service Card

MANUFACTURERS NEWS



NEW "FARMBOSS" IS LIGHTER, MORE POWERFUL

A new lighter, more powerful model of the popular Stihl 031 "FARMBOSS" chainsaw is now being marketed throughout Australia.

The new model, designated 032AVEQ, which is being assembled at the Bayswater (Vic) plant of Stihl Chain Saw Pty. Ltd., weighs half a kilogram less than the 031 but has an engine capacity of 52cc, compared with the 48cc of the previous model.

The 032AVEQ "FARMBOSS" has as standard the Quickstop brake which stops the chain in a fraction of a second in the event of a potential kickback.

Other standard features include:

- Electronic ignition.
- Large flock filter with high dust retention capacity for longer intervals between cleaning.
- Quieter, fire-safe muffler of the split type, which can be quickly dismantled, cleaned of carbon and reassembled.

- All controls either on or next to the rear handle, including a safety throttle lock which prevents accidental engine acceleration and chain rotation.

- Carburettor adjustment screws accessible from outside the saw — the air filter cover need not be removed.

The 032AVEQ "FARMBOSS" with its high power-weight ratio has a wide variety of farm, forestry and industrial applications.

For further information Circle 9 on Reader Service Card.

**See you
at Surfers!**



11th INTERNATIONAL HIRE CONVENTION AND EQUIPMENT EXHIBITION
CHEVRON PARADISE HOTEL — SURFERS PARADISE — AUSTRALIA

31st AUGUST TO 3rd SEPTEMBER, 1982.

GET THE EDGE WITH W71A

...the most advanced 'pedestrian'
operated edge roller.

Here's a new 710 mm vibrating edge roller that gives dynamic compaction, good balance and smooth directional changes. It's got everything you've ever needed for superior results with less operator fatigue.

Features include:

• **SMOOTH TRANSMISSION**

Hydrostatic drive coupled with fingertip controls.

• **BETTER COMPACTION**

Infinitely variable speed coupled to higher centrifugal force.

• **BETTER BALANCE**

Underslung counterweights reduce kick and operator fatigue.

• **LOWEST MAINTENANCE COSTS**

Simplified transmission and vibrator drive; Sealed bearings.

- *Australia-wide Service and spare parts from any A.N.I. Perkins Branch:
NSW: 16 Parramatta Road,
Lidcombe, NSW, 2141.
Telephone 648 4088.*



ani
PERKINS

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

VIC: 241 Browns Road, Noble Park, Vic, 3174.
Telephone 795 5111

Q'LAND: Cnr. Ipswich & Grindle Roads, Rocklea, Qld, 4106.
Telephone 275 1766

S.A.: 34 Dunorlan Road, Edwardstown, SA, 5039.
Telephone 277 2322

W.A.: 161-163 Great Eastern Highway, Belmont, WA, 6104.
Telephone 277 4888

Manufacturers News

LIGHTWEIGHT CORE DRILL

A lightweight petrol engine-powered core drill with a wide range of uses in road works, building construction and civil engineering is now being marketed by Stihl Chain Saw (Aust.) Pty. Ltd.

It is already being widely used by municipalities for drilling neat, accurate holes in pavement for signposts, public seating and other structures, eliminating the need for unsightly and damaging pavement-breaking.

St. Kilda City Council has several of the units which have proved particularly useful for installing traffic signs and seats.

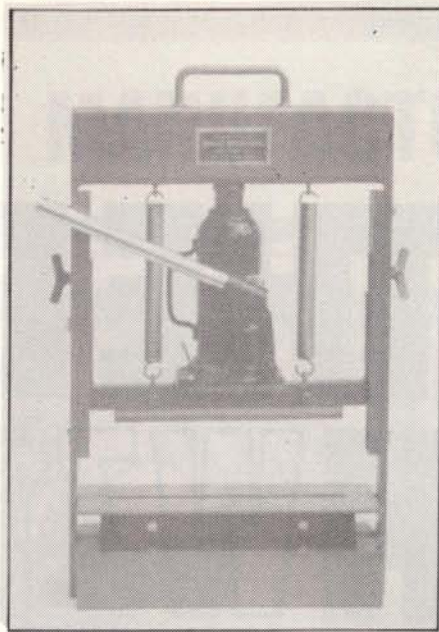
The unit had also been used to drill holes through walls at the Town Hall for electrical installations, and for many other jobs.

The core drill, which is operated by one man, is also used for tapping ceramic, concrete or asbestos cement pipes, either new or installed, for new connections and for drilling holes in brick and other walls and taking core samples.

The unit consists of a 2.5 Kw Stihl 08s two-stroke motor with heavy duty clutch, driving a range of diamond-tipped core tubes of various diameters.

For further information Circle 2 on Reader Service Card.

St. Kilda City Council workshop foreman Jack Blackman (right) watches a Stihl core drill in action on pavement.



New to the Australian Hire Scene

A concrete block cutter that can be handled by one man right onto the job. It needs no power to operate nor any maintenance. Ideal for cutting Monier cobblestones or similar pavers up to 4" thick.

Blocksplitter with its quality manufacture and special features, makes an ideal rental tool which offers excellent return on cost. (Sunbury Hire have been hiring them for \$12.00 per day with excellent customer satisfaction.)

N.B. Following our discussions with the New Zealand Consulate and Trade Commission, we believe Blocksplitter — classification 84. 46. 000 — can be shipped to New Zealand free of customs duty and is exempt of any import/export licence.

Further details:
Sunbury Hire Services
158 O'Shanassy Street,
Sunbury 3429
Circle 5 on Reader Service Card.

KANGO BONANZA

POWERLITE PTY. LTD. The Australian Distributors of Kango Hammers have announced a special promotion on the entire range of Kango Hammers, Points, Chisels, Drills and Accessories. This promotion which is open to hirers closes on 21st December 81. For a brochure contact your nearest Kango Stockist or Circle 6 on Reader Service Card.

WE REGRET TO ANNOUNCE . . .
. . . the passing of John Robinson.

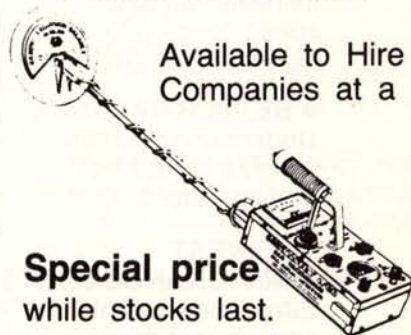
John Robinson, U-Haul Trailers Pty. Ltd., passed away in Sydney 15th October, 1981. John was involved in the hire industry for many years and served on the Committee of H.A.N.S.W. where his debating ability and oratory skills will be sadly missed.

Not only was he well known here, but also in the U.S.A. where he had many close friends in the Rental Industry.

Our sincere sympathy is extended to his wife Elizabeth, his partner Bob George and the employees at U-Haul Trailers Pty. Ltd.

SPECIAL WHITES DETECTORS

Available to Hire
Companies at a



Special price
while stocks last.

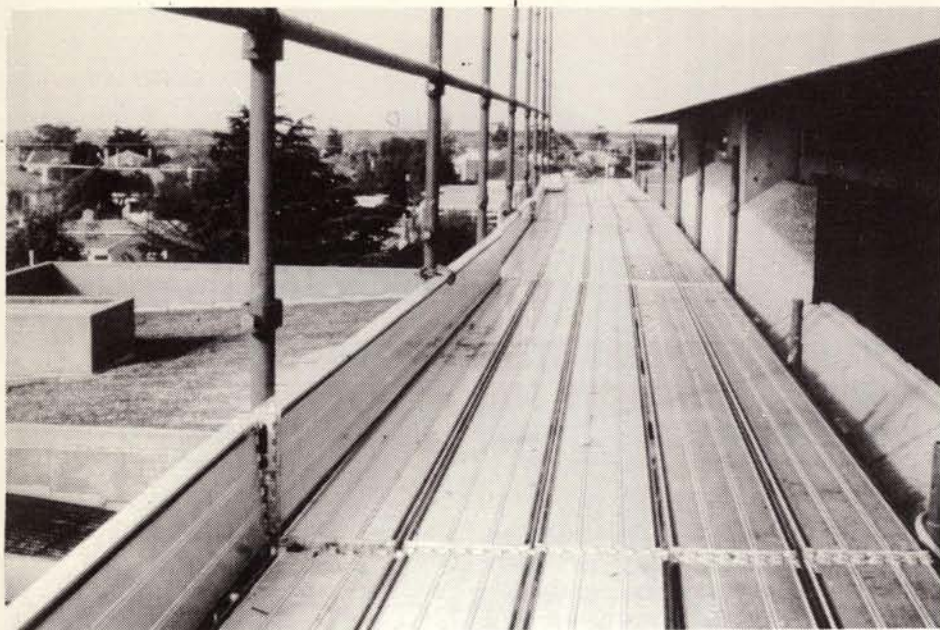
CM 6000D — \$500
CM 5000D — \$3000
CM 6 DB — our most
popular hire model — **\$400**,
complete with special Hire
Instruction Sheets.

Sunbury Hire Services Pty. Ltd.

158 O'Shanassy Street,
Sunbury 3429
Telephone (03) 744 1326.

Circle 18 on Reader Service Card.

Hire & Rental Australasia



ALUMINIUM SCAFFOLD PLANK HAS WEIGHT ADVANTAGE

Any job that requires above floor level work needs a good scaffold system.

Comalco's aluminium scaffold plank is light, durable and safe. It is a significant improvement on the traditional systems.

The plank is produced from a specially-engineered hollow extrusion with two internal reinforcing webs for strength. Serrated ribs and weatherproof rubber inserts on both sides prevent slipping when placed on metal scaffolding. Cast aluminium end caps protect the extrusion from damage.

Abrasives for the Rental Industry

FLEXOVIT ABRASIVES (AUSTRALIA) PTY. LTD., is Australia's largest manufacturer of resinoid abrasive metal and masonry cutting-off wheels and depressed centre grinding wheels.

Flexovit commenced manufacturing at the Campbellfield, Victoria, plant in November 1978, and is well known for its high-quality product range.

As well as having a major share of the Australian market, Flexovit products are exported to the Philippines, Malaysia, Thailand, Singapore and the Pacific Islands.

Flexovit products are widely used throughout the Hire Industry in Australia. Whether they be cutting-off wheels for Brick-Saws or depressed centre

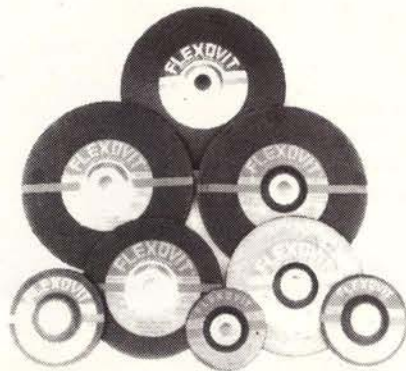
The aluminium plank weighs 30 per cent less than an oregon plank of the same size. This is a saving of eight kilograms a square metre of platform area. Because the plank is light, scaffolding can be easily erected and dismantled.

Aluminium is corrosion resistant and will not splinter, rust or burn. It is easy to clean because the metal does not soak up oil or other liquids.

A test plank survived many drops of up to six metres onto concrete.

Aluminium scaffold plank has a high load safety factor. End castings are designed to allow planks to be fitted together with locking clips, or tied down with ropes in windy conditions.

For further information Circle 1 on Reader Service Card.



wheels on angle-grinders, Flexovit products can be sold knowing that they are safe and will consistently perform to the highest standards.

For technical information on problems associated with resinoid abrasives call or Contact

Flexovit Abrasives (Aust.) Pty. Ltd.,
6 Colbert Road, Campbellfield. Victoria. Telephone: (03) 359 0377.

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 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

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 correspondence 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, transparencies or color separation should reach us no later than the 10th of the month preceding the month of publication.

SUBSCRIPTION RATES:

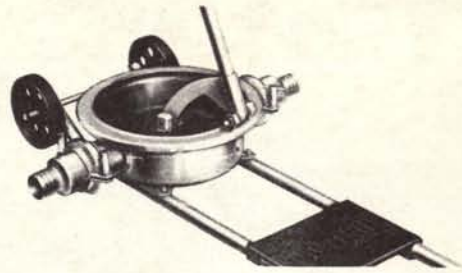
Australia: \$15.00 for 11 issues

Overseas:

Seamail: \$A15.00 for 11 issues

Airmail: \$A30.00 for 11 issues

NIAGARA 400
(5 H.P. petrol motor)



JOLLY 300

FLUXINOS STAINLESS STEEL PUMPS — MOTORISED AND HAND OPERATED.

Self priming Pumps in stainless steel. The only series of its type for transfer of large quantities of liquids including liquids with solids in suspension.



FLUXINOS (AUSTRALIA) PTY. LTD.,

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

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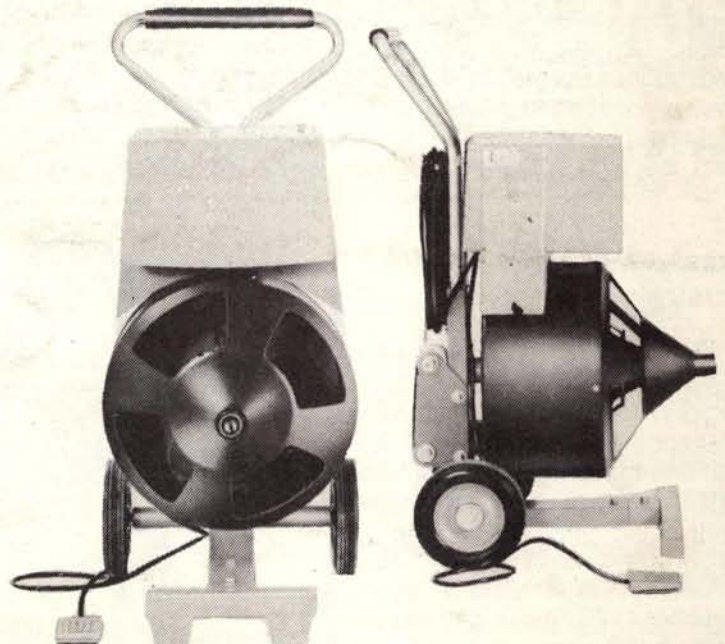
Flexible pipe cleaning tools announce their specialized sewer and drain cleaning equipment sales and repair service for the hire industry.

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.

Flexible
Pipe Cleaning Tools



Twin Flex-Roder
for 1½" — 6" lines

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

Circle 122 on Reader Service Card

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(Permit No.7 Issued at BULLEEN)

Postage and fee will be paid on delivery to:

HIRE & RENTAL AUSTRALASIA

POST OFFICE BOX 136,

BULLEEN, 3105.

AUSTRALIA.

No
Postage Stamp
required
if posted in
Australia

GET MORE FACTS!

**Circle the numbers
of those items of
interest to you**

Reader Service Information

Circle the number for advertised products for which you wish more information. Fill in your name and address, and drop in the mail. No postage necessary.

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Name

Company Name

Address

City

State

Postcode

Country