

HIRE & RENTAL AUSTRALASIA

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



**MAN
OF THE
MONTH**

Arthur and Owen Staines

Man of the Month

Arthur Staines

All-Hire & Trading East Brisbane



● Arthur Staines

Arthur and Carol Staines started All Hire and Trading at East Brisbane on 1st November, 1969, having purchased by tender the remains of All Hire Pty. Ltd. (in liquidation) which had been operating for many years on both sides of the river, until it was put into receivership, apparently due to lack of management control.

At the time of purchase, Arthur was the Queensland Manager of a nationwide textile and clothing wholesaler, D. & W. Murray (Aust.) Ltd., having spent all of his 28 years working life with them. The training he obtained during those years stood him in good

stead and by immediately applying sound business methods plus finance for the repairing, replacing and purchase of equipment, the new venture was quickly converted to a profitable business. It was a case of a healthy body being bled to death suddenly receiving a blood transfusion.

Three of the employees of the old firm, Col Connolly, Roy Elms and Frank Edwards were asked to stay on and they all contributed a wealth of knowledge of the hiring business which made the task an easier one than it might have been. Two are still with the business, Roy Elms having died in 1975. An old colleague, Bill

The Staines family is involved with the Hire Association and its activities.

Arthur is president of the H.A.Q. and a Councillor to the H.A.A. He was a member of the Committee which founded the H.A.A. in 1972, and one of Queensland's first councillors to the new Association. He is also a member of the Committee planning the next convention at Surfers Paradise.

Mrs Carol Staines is H.A.Q. Secretary this year, while son Owen is on the H.A.Q. Committee of Management and the Convention Committee.

Williamson, who had retired as Financial Manager from D. & W. Murray two years earlier, agreed to manage the business until Arthur was able to take charge of the day to day management in February, 1970, when he withdrew from the wholesaling field.

Most of the profit for the next couple of years was ploughed back into the business and when the building boom started, it was able to take full advantage of the situation. In 1973 much more space was needed and a new building was constructed on land purchased a mile away and shortly afterwards a mezzanine floor was added to make room for extra stock.

ALL-HIRE & TRADING'S premises in East Brisbane. The high structure of the building incorporates a mezzanine floor to provide additional storage for plant and equipment.

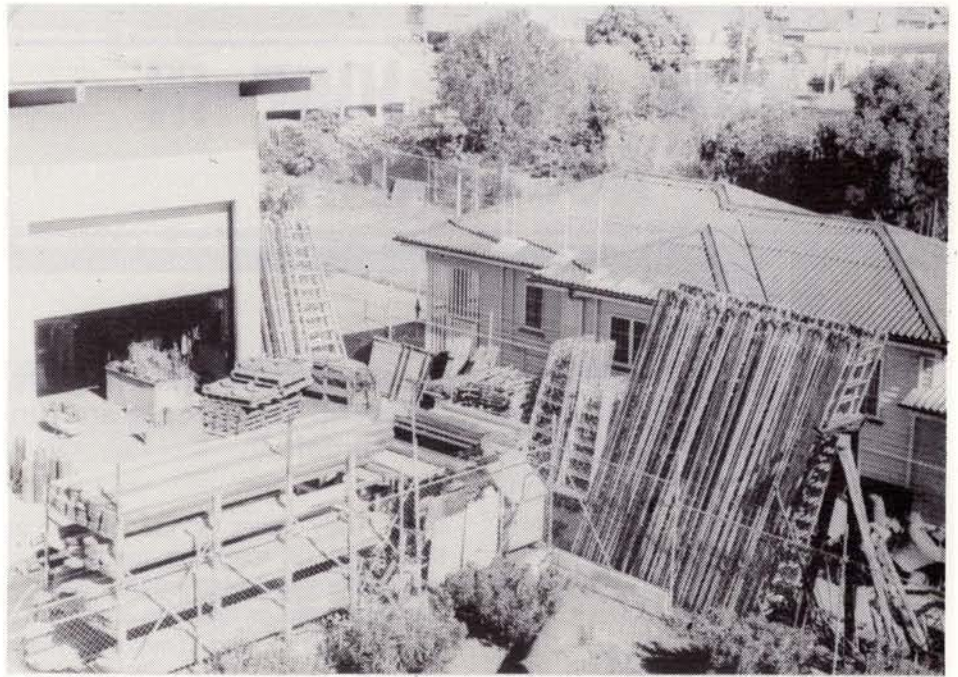


At the end of January, 1974, during the Brisbane flood the building floor was covered by 8 inches of water. Arthur was thankful that before construction of the new building he had had the land raised five feet with fill, as his search of Council records had shown that many years earlier the area had been covered by four feet of water. That extra foot of fill was not enough to keep the flood out, but it saved the loss of any equipment and business carried on as usual, enabling equipment to be hired to all parts of Brisbane to help with the massive clean up.

The range of equipment is extensive and although it does not include large items such as earthmoving machinery it caters for most of the needs of general building projects — small contractors — home handyman — industry — ship repair yards — offices — household and party hiring.

Many items are hired to other parts of Queensland and interstate. Once a 2 to 3 week hiring of cooking equipment to a coastal ship turned out to be a long term overseas hire when the ship was diverted from Melbourne to Hong Kong and the Far East for over six months. Yes! All Hire did give the shipping company a long term hire

●Owen Staines



Scaffold plans and trestles are stored to provide good vehicle access and easy handling. The roller door provides direct access to the Service bay where equipment is serviced upon its return from Hire.

rate (and the gear was not used after the galley was back in operation, before the ship left Australian waters.)

Early in 1977, Arthur's son, Owen, who is an electrical fitter, joined the firm to take charge of the workshop and he is now a key staff member. Recently an illness caused Arthur to be absent for about 8 weeks and when the Assistant Manager, Frank Edwards, was also absent on annual leave for half of that time, Owen together with Andrew Howard from the workshop area met the challenge and operated the office in conjunction with Mrs Jackie Norcott very successfully. This in turn put a heavier load on other employees who also rose to the occasion.

Arthur and Carol have inspected Hiring or Rental Businesses during visits to other countries and have collected many ideas which have helped to improve the operation of the business.

Arthur has been actively involved in the Hire Association of Queensland since 1969 and is a past president. He is currently a delegate to H.A.A. and was one of the two representatives from Queensland who met with those from other States in 1972/73 to bring about the formation of H.A.A.

As in most successful business ventures, CUSTOMER SERVICE has been paramount and this has certainly helped the name of ALL HIRE to be highly respected.



Andrew Howard servicing equipment, a regular job in all hire yards.

ALL-HIRE & TRADING have:

- 8 Full-time Employees
- 1 Casual
- 2 Part-time

Arthur & Carol and 5 children
(3 boys, 2 girls)

HOW THEY HIRE IN AUSTRALIA

“Yes, Party Rentals (Hire) is for real in Australia. They are doing it and in a big way — but different. The people are fun loving which is a natural for party rentals.”

American Party Rental personality Patti Combs comments on her recent visit to Australia for the Melbourne Convention.

In my presentation to them at their Hire Convention I noted to them what is happening in the U.S. and that I could see the possibility of it moving in the same direction there as well. Space and land does not present the same problem as it does in Europe, Japan or even the U.S. The stores and warehouses were **big** and often rambling. They do not go in for showcases as we often do here. The china, glassware and silver pieces were often shown adjacent to an office or a small corner near the counter. Actually the way we used to do it, before we all became so image conscious. They do, however, rely a great deal on photographs. I still strongly believe people like to see the real thing and actual table set ups. A good business can even become better with a lovely showroom and it is a good investment. In Australia, the concentration seems to be more on very large affairs. Since it is such a fun loving country I think there is a lot of custom business out there, that could be sought out. We all know these are the kind of parties and business that go on all year long and keep that cash register ringing. One comment made I think we would all agree with smaller functions create very few bad debts, is a cash business and the customer looks after the equipment whereas commercial rentals pay slowly and are rough on the equipment.

What do they rent in Australia? The basics: tables, chairs, china, glassware and some silver. I did not see champagne fountains, bridal arches, mirror balls and the many unusual rentables we often use. They are however very big in marquee (tent) hire. Several of the stores make their

own. They have a full time man producing or repairing marquees. I can understand why they do well, as the temperatures are mild and there is no shortage of land. They also make their own tables. These were mainly a trestle style or in many cases a 2½ x 8 ft. plywood top simply set on the metal stand-type leg. Their chairs were mainly a stack plastic in many colours. Most stores rent fine china imported from Asia and glassware from England. The reason they often actually manufacture themselves is Australia is an “off limits” country and it is difficult for the same reason importing. They are doing very little in disposables, they just are not available and what is, is not the finest quality.

I found their delivery system quite interesting because they use large flat bed or pick up trucks. They tie it all down and if the rains come throw a tarpaulin over it. Covered vans are rare.

Abbey Rents keeps all their china in covered metal boxes stacked in rows that look like filing cabinets. Panda Party Hire, neatly labels all their crockery (china) and glassware with a picture of what it is in the box plus the size. If the china has a pattern this is displayed on the picture. There is no guessing what is inside. Many of the stores inventory as much as six patterns of china. I personally would not offer such a varied selection.

Patti's Hire Service in Sydney had a fantastic idea using 2½ x 4 ft. dollies for assembling orders. A 2 ft. rail surrounded three sides. This arrangement would certainly speed up putting orders together and delivery or customer pick-ups.

Barwicks stores their various party inventory in large wire bins stacked to the top of his 16 ft high warehouse. They use fork lifts to move this equipment. They are in Plant Hire so this is most convenient. They use a serial



Patti Combs with Jock McKechnie, Miller Bros Hirings, Melbourne.

number on every marquee indicating the day it is put in service such as 1-9-81. Barwicks also packed all their china, glassware and cutlery in 10's. I think this is an interesting concept and worth investigating. It would certainly be easy. They have also innovated an interesting pre-wired box for storage of garden lights. A flip of a switch in the box indicated that the lights worked and were all there.

Most stores rented carpet squares that could conveniently cover any size area needed. They also build their own stages and steps. Thrifty seemed to be the word everywhere.

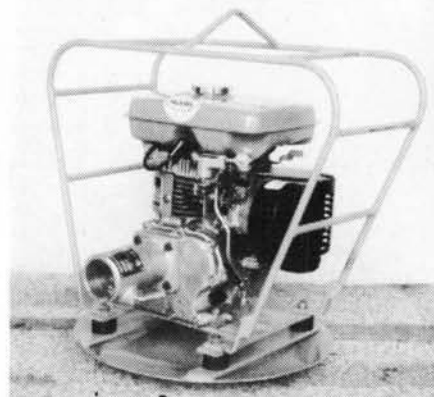
Some stores such as Gordon Johnson's Dance Time are still run out of their homes. Not ideal, but it proves it can be done. He specialises in mainly “dance floors”. Other indicated total satisfaction without growth. They would not want too much success as it might interfere with their good life.

Sad to say I saw some price cutting and in many cases felt their rates could be higher. We all have to keep up with the inflation rate. They have a hire tax of 1½% which certainly is better than the 15% V.A.T. (Value added tax) in the United Kingdom. Set-up labor charges are all calculated by the hour and not included in the rental as we often do.

You can see party rentals are becoming international and I find there is always something to learn in a visit to a rental or Hire shop anywhere in the world. This beautiful trip did generate an invitation to return in April and do one of my training programs in Sydney. They are progressive and want to learn about the “American Way” which we shall soon call the “international way”.



Immersion Vibrators



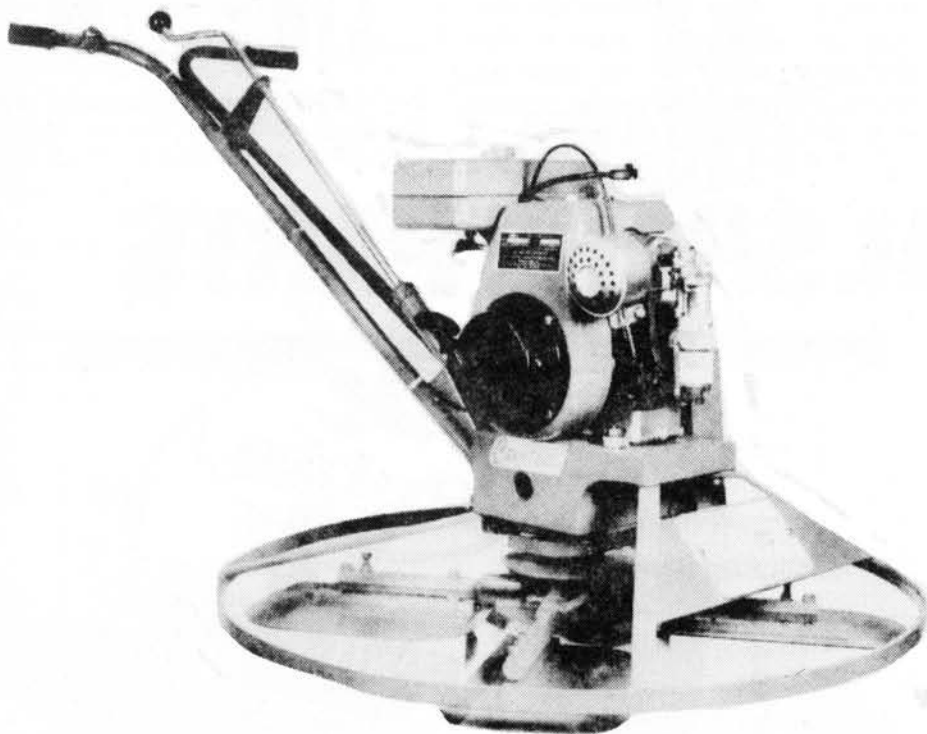
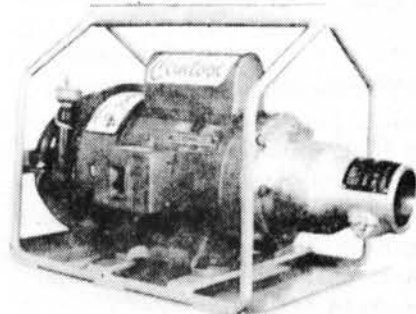
Petrol Engine Power Unit.

This Month's Hire Company Specials

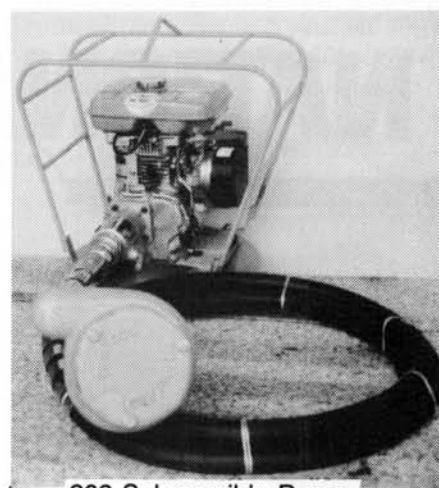
Trowell Blades 34" — 12 sets for \$175.00

Robin Power Units \$355.00

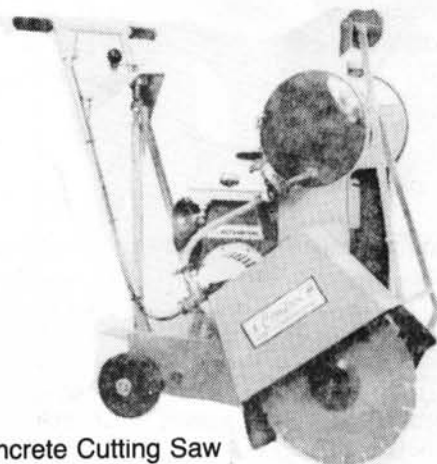
Electric Power Unit.



34" power trowel.



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Denise thoroughly enjoyed the experience.

Denise as "Casilda" in a tender moment with her lover.

At the age of 17, HANSW secretary, Denise Layton, turned down a contract to join J. C. Williamson's for a full time musical career and continued her secretarial studies. However, she didn't give up music altogether and studied singing and piano part time at the Conservatorium of N.S.W.

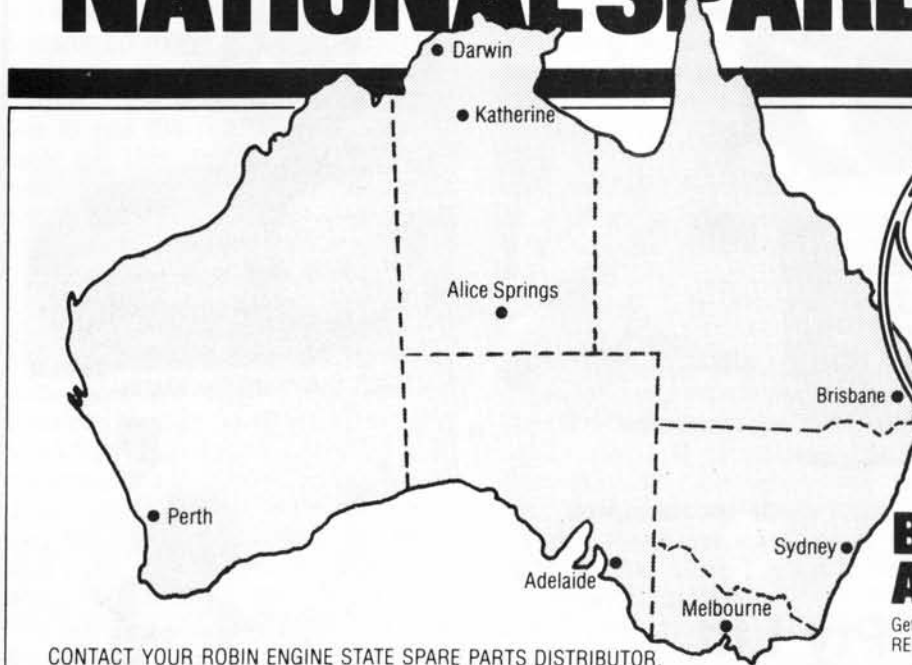
This year, after a break, Denise took part in a local musical society's production of Gilbert & Sullivan's "The Gondoliers" playing the part of Casilda Plaza Toro who unexpectedly discovers she was married in infancy to the King of Baratara.

Denise says she thoroughly enjoyed the experience, although it has whetted her appetite once more for the stage. She admits that, for her, acting is an "escape" as she loses herself and becomes the character she is portraying. But that in itself becomes a problem when it is time to throw off the character and settle down to the mundane things of life such as typing, answering the phone, housework and changing nappies!



Casilda experiencing the "coarseness" of the gondoliers.

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Performance history enables us to:

- 1) Further extend our warranty from 6 to 12 months. This confidence in Robin against faulty manufacture is an exclusive engine replacement warranty!
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- 3) Robin is manufactured by Fuji Heavy Industries, one of the world giants in engine and aircraft manufacture.



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- b) The 12 months engine replacement warranty!
- c) A national spare parts network—no hold-ups on parts supply!
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- 4) The warranty claims over the past 15 years have been negligible.

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- SPARE PARTS AVAILABLE AUSTRALIA WIDE.



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New Zealand Hire Convention. Queenstown. June 28 — July 2 1982.

A full programme of educational Seminars and trade exhibits is planned for the Hire Services Association of New Zealand Convention and Equipment Display. To be held this year in beautiful Queenstown.

Registration day is Monday 28th June. The three day convention programme will be followed on Friday 2nd July by a day's sight seeing in the picturesque Queenstown district.

Further details are available from Convention Chairman: Stuart McKinlay, Dunedin Hire Service Ltd — Telephone Dunedin 772492

For Australian Members planning to attend, all Convention details and travel arrangements may be obtained from Morrie McQuade at Gem Tours and Travel Service North Croydon Shopping Plaza, 3136 or telephone (03) 726 0444.

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Figures show steady growth (present economic climate very good in Brisbane)

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Break of Day

Peter Lawrence

The snap crackle and pop of many a hire operator's day does not necessarily begin at breakfast or with the coming of the dawn. It all depends on how he runs his day and as to whether his boards or price lists proclaim otherwise.

There is a lot of food for thought on how long is a day — or does it work all night, or as one song puts it "Night and day, you are the **one**".

The day itself as we have all been taught by the various branches of schools we attended, and as the Romans dictated is twenty-four hours, and for many reasons hire operators thinking the Romans are old hat anyway changed the hours of the day to suit their mode of business.

This works out alright until the operator hires out portable toilets and that's where the eight hour day becomes unflushed, and worse still if he sticks to four hours for half a day on this piece of exotic equipment he could catch some poor fellow with his trousers down and cop the very thing he is peddling.

The previous paragraph with its pearly thoughts is of course an imaginative situation but just what is a day in the hire of a piece of equipment in the mind of the hire operator.

Let's look at the different versions of the hours in this day.

"A" Twenty four hours (Roman Holiday)

"B" Sixteen hours or two thirds (12 noon to 8am)

"C" Eight hours (or union rules)

"D" Four hours (half day but not half price)

"E" Overnight (as above)

For a start many operators do their own thing regarding hours anyway, but deem it necessary to put something down in print to **control a situation**.

Let us start with the "A" situation. It is always an unknown quantity as to whether a builder on a local job and not under contract is going to work that compressor all day and all night, and nobody is going out at 2 am with ten degrees of frost one morning to find

out. So the daily rate is fixed and the hours all twenty-four of them don't mean a thing. By the same token a hirer taking out a chain hoist to do an engine change on his car usually has no show to do this job in eight hours, and finds it difficult to return the equipment because his car is off the road.

Once again the hours lose their importance so we have a Roman holiday or a daily rate that is in keeping with the piece of equipment hired.

The "B" situation of course is false and mainly applies to the customer who initially only wanted it for half a day and came back in the evening when you were closed!!! And he pays for a Roman holiday too.

The "C" situation is the toothy one as it is a firm time of eight hours laid down by a hire company for that daily rate, and in most cases is the start of an argument or discourse on what constitutes a day. Perhaps a negotiated rate when the hire commences as the situation is known could be more beneficial than the union rules.

The "D" situation is the winner to back as it is normal practice to charge two thirds of the daily rate on the items hired and the four hour figure seems to be more accepted in its context by the customer. We all know that some of our customers like to get their job done as soon as possible to save that dollar, which in turn increases the wear factor on the equipment hired, but getting the two thirds twice in one day is also very rewarding to the hire operator.

The "E" situation is a useful string to the bow and is very workable in certain types of equipment to earn that little extra cream and expand the tool and equipment usage. It is better than laying on your shelves all night and it lets you hire it out for the day when it comes back in the morning—once again the two third's rate applies and many a happy customer will call again.

There are other situations that appear of lesser note but if the hire operator takes a little thought to this aspect of his operation his break of day will not end up in little pieces.

MANAGEMENT COURSE DESIGNED FOR THE HIRE INDUSTRY.

June 23 — 27th 1982 Christchurch — New Zealand.

The Northern zone of the New Zealand Hire Association in association with Geoff Barton and Associates is organising a Management Course to be held at Christchurch from Wednesday 23rd June to Sunday 27th June 1982.

With the N.Z. Hire convention taking place at Queenstown on Tuesday 29th June participants can coach to Queenstown on the Monday to attend the convention.

It is a full working course day and evening conducted by Geoff Barton.

Geoff will be remembered for his outstanding address at our Convention in Hamilton last year and it is from this address our Zone has organised the course for our Industry.

Organised Group Discussion will take place in the evenings to relate the subjects covered to your business.

Cost approx. N.Z. \$450.00 per person

if conducted over 5 days or N.Z. \$400.00 if held over 4 days, this does not include meals or travel or any Convention arrangements.

Only 20 persons can be accommodated and the first 20 will be taken.

If you are desirous of participating please fill in the form, include a cheque for N.Z. \$50.00 per person made out to Hire Association Northern Zone as a booking fee, or direct further enquiries to — Organiser — Noel Weeks

Hirepool Auckland Ltd
Box 12048, PENROSE.
PH: 764 058 Akld. N.Z.

REGISTRATION FORM

Noel Weeks
Hirepool Auckland Ltd
Box 12048
PENROSE New Zealand
Phone: 764-058 Akld. NZ

Please book delegates for the Management Course — Designed for the hire industry. Christchurch — New Zealand June 23 to June 27 1982.

Names:

.....

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Company:

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Please register us for the

5 Day Course a N.Z. \$450.00

4 Day Course a N.Z. \$400.00

Enclosed is our booking fee for

delegates at NZ\$50 each NZ\$

(Cheques payable to HSA NZ Northern Zone)

Registration Deadline 20th April 1982.

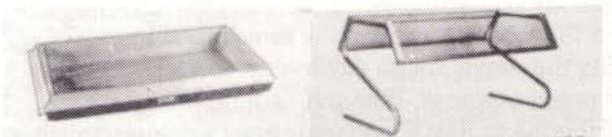
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- * Analysing the Hire Business.
- * Team Work.
- * Creative Selling & Marketing The Business.
- * Staff Requirements.
- Job Descriptions
- * Staff Selection —
 - a. Advertising.
 - b. Screening.
 - c. Interviewing Techniques.
 - d. Verification.
 - e. Letter of Appointment.
- * Leadership Development.
- * The Modern Manager.
- * Delegation.
- * Business Acumen — Utilization of Men, Materials and Equipment.
- * Self Organisation and Time Planning Priorities.
- * Productivity.
- * Value Analysis.
- * Value Engineering.
- * Systems and Making the most of the \$.
- * Staff Development.
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An important message for the lower-volume rental business, from Peter Furbush, owner of the Tool Crib, Inc., and developer of RIMS, Rental Industry Management Systems.

"You no sooner get your business on its feet, and you get the idea that you could run faster and farther with a computer on the job.

"Once you're doing a quarter-million in rentals, the truth is that computerization *can* do you a lot of good... or it can do you in! If the system you choose isn't set up to handle the specialized accounting and inventory-tracking needs of a rental center operation—and can't grow right along with you—it can turn into the worst worker in your place. In short order... at a tall cost.

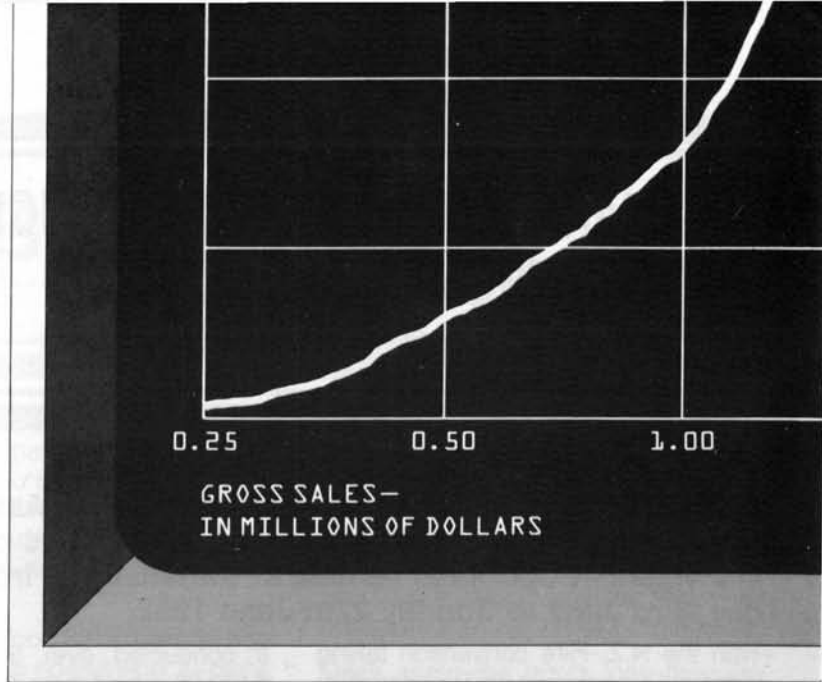
Picking the right computer. Today you don't have to wait till rental grosses hit the half-million-dollar mark to computerize cost-effectively.

"RIMS, the first *workable* computer management system to come out of the rental industry itself, has been adapted to serve the lower-volume business on its way up. Now you can bring in the same kind of strong, expandable computer controls that are boosting productivity and profitability in major rental centers nationwide.

"RIMS offers you the special data-crunching, report-generating capabilities required by our unique industry. No more making-do with those standard bookkeeping and operational software packages produced for businesses in general that are just about all most computer hardware manufacturers can deliver.

Built on real-world experience. Our computer management systems have been developed *for* rental operations *by* a fast-growing rental operation—worked up on the job. And continually proven and improved during the rough, tough day-to-day operation for our own rental business. With our own rapid expansion contributing to RIMS' unusual versatility and growth capacities.

"At the quarter-million level—where volume doesn't yet justify a fully-automated on-line system, RIMS provides the appropriate software for batch processing—keypunching the raw data into an IBM 5280 minicomputer in your back-office. The same critical reports, financial analyses, inventory tracking and ledger tasks performed by our larger systems are produced in your center... on time and on target.



"As your gross goes up to a half-million and more, you simply add-on software programming modifications to the basic starter system—without costly penalties due to early obsolescence. The only changes required to move into a fully integrated on-line system is in your computer hardware—and we'll help you recoup most of your 5280 investment as you move up to the IBM 34. And same goes for your next giant step into the RIMS system for multiple-located rental centers with multi-million-dollar sales, run on IBM's blockbuster 38.

"Our modular software makes it easy for RIMS to accommodate constantly changing variations in size and sales—from a single entry-level enterprise to the largest rental business chain.

Easy to bring on board. RIMS systems require no special technical skills to operate. With IBM, we supervise system installation and personnel training, and provide on-going support to keep you up and running. RIMS field services are available throughout the USA and Canada and abroad.

RIMS: Rental Industry Management Systems

Please send full details on RIMS' specialized computer controls for the rental center now operating at the level indicated below:

- From \$250,000...
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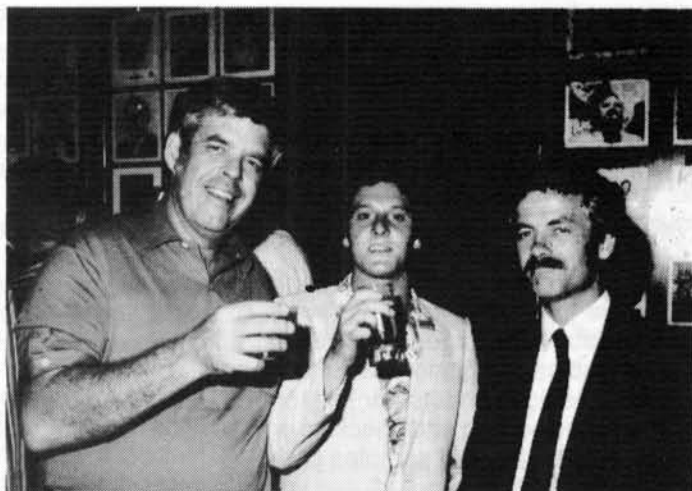
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Please call me for immediate consultation at (_____) _____.

Return coupon to RIMS, 755 South Arroyo Parkway, Pasadena, CA 91105. (213) 449-3180.

RIMS

THE RENTAL CENTRE COMPUTER: BOON OR BOONDOGGLE?



From the USA, Peter Furbush, developer of the RIMS Computer System, Ian Thorsby, Always Hire, Coffs Harbour and Martin Gray, I.B.M. Australia Ltd., Sydney. Pictured at the HANSW Management Workshop Meeting.

The question today is no longer whether to computerize your operation: the strong impact on profitability offered by computer controls has been thoroughly demonstrated in rental centres of every size. From businesses grossing in the neighbourhood of a quarter-million dollars on up to large-scale, multiple-location centres, major improvements can be effected throughout every phase of operation — at the counter, in back-office accounting, and in inventory management — by the right computer system.

The "right" system — that's the problem today. How to find it, and from whom.

In computers, caveat emptor!

Buyer beware of the computer salesman bearing gifts and great promises concerning their machine's ability to handle all the work of the rental industry.

There are numerous manufacturers in the marketplace now who have the capability with hardware (the nuts and bolts) to provide either an on-line or a batch-style computer to take care of the mechanics. But the most sophisticated hardware is of little use unless it's programmed through appropriate software to do the job. And computerizing rental centre operations demands a very specialized approach to provide all the specialized accounting and inventory controls so critical to profitable management today.

To make a sale, the manufacturer usually offers software to go along with his hardware, using their standard off-the-shelf packages — the same programming they deliver to any kind of business. The problem is they can all provide the accounts payable, accounts receivable, general ledger and

most of the plain vanilla computer programs that anybody can use. But when you get around to inventory management — the make-or-break point in rental operations — it is almost an impossibility unless the company has actually done real-world programming for a rental centre. General systems designed to satisfy a broad range of industries have proved difficult, time and again, to adapt to the specific needs of the rental business — turning the computer into the worst employee in the shop.

By Peter Furbush — owner of Tool Crib Equipment Rentals, USA, and developer of the internationally installed RIMS (Rental Industry Management Systems), the first counter-to-ledger computer controls to be produced for the rental industry by the rental industry itself.

What makes our industry unique is the way we collect income, repair and track revenue on thousands of fixed assets.

To date, there are no workable systems existing other than those developed by other rental centers to handle these complex tasks — regardless of computer salesman's claims.

You can expect them to make promises, saying "Oh, it's easy — we can whip something up". But based on my own experience and the experience of the industry at large, this is simply not the way it turns out — not because they're dishonest, they **just do not understand the intricacies of our business.**

The machine you were led to buy will arrive, and you will get those plain vanilla programs; then maybe six months and tens of thousands of dollars later, the hardware supplier will come up with a program to do your inventory management — unproven, untested and too often unsatisfactory. One of the problems with original untried software is that even after you receive your programs, you have to test them to make sure they are operating properly and are actually doing the work you need them to do. In terms of time, it takes seven or eight months to a year to get a program to settle down and do exactly what you want — and maybe a whole lot longer if the software arrives too far off the mark.

When we first began computerization of our center back in 1972, that's exactly the situation we faced — and there was no alternative at that time to working up our own programming. We developed RIMS Rental Industry Management Systems on the job — continually upgrading and fine-tuning the package during actual day-to-day operations of a rapidly-expanding rental business for over nine years.

Check List for Computer Buyers.

Computerizing your operations is a serious capital investment that will pay for itself — in improved productivity, inventory control and accounting speed and accuracy (users of our RIMS systems, for example, report an average 16% boost in income per contract). But this cost-effectiveness can only be realized by painstaking care in making the right system decision, based on the following recommended check list.

1) First of all, don't try to reinvent the wheel. And don't let your hardware manufacturer convince you they can.

2) Be precise and explicit about what you want a computer system to do: at the counter, in billing and accounting, in inventory tracking.

3) Determine what kind of reports you want produced from the computer's data base: aged receivables, aged payables, budget forecasts, profit and loss, balance sheets, for instance — even checkwriting and checking account records. Lay out samples of the reports you want to see.

4) Be as specific as possible. Doing solid research upfront can save you a lot of money down the road — little changes later can get very expensive fast.

5) Having established your needs, get some education on what's available . . . and try to understand what a computer is all about.

6) Contact other rental centers that are using computer controls, and investigate their performance in detail.

7) Don't shop for a computer: **Look for software programming** — that's all that counts. Research the software packages available in the marketplace to find a system that fits your needs — at least a 75% match in terms of what you want. (And investigate the time/cost requirements for the changes required to handle your operation, if any). In short, you pick software first — then buy the computer hardware that can run that software.

Of course, you must also take into consideration the hardware manufacturer's capabilities in service and support. You want to be solidly assured that they have a no-nonsense track record for reliability, reinforced by very prompt response when problems occur. Make them spell out the turnaround time they normally provide for maintenance and repairs, to reduce aggravating downtime to the minimum. (The need for fast quality services was a major factor in our decision to develop R.I.M.S. to run on I.B.M. computers.)

8) Check out the software packages you consider most promising with current users. With R.I.M.S., we not only encourage but almost insist that

prospects at least contact rental centers with R.I.M.S. on-line installations — better yet to visit one to see it in actual operation. Talking over your problems with another rental business, one on one, tells you more about a system supplier's performance and on-going support than any salesman can.

9) Make sure the computer system can **expand** to meet your growth potential — with a capability to handle heavier work-loads created by expanding sales volumes and additional locations. Early obsolescence can be very costly — you need a system that can grow right along with you . . . and economically.

10) In general, be cautious, be careful, beware. A little mistake up front can be extremely expensive, and can turn a computer from a boon into a giant boondoggle.

If you have questions regarding rental industry computer controls and data processing, Mr. Furbush invites you to write him in care of RIMS, 755 South Arroyo Parkway, Pasadena, California 91105, USA.

GOOD VIBRATIONS

Good vibrations are being felt all over Australia. It's our 48th year in research, development and marketing of vibratory compaction equipment.

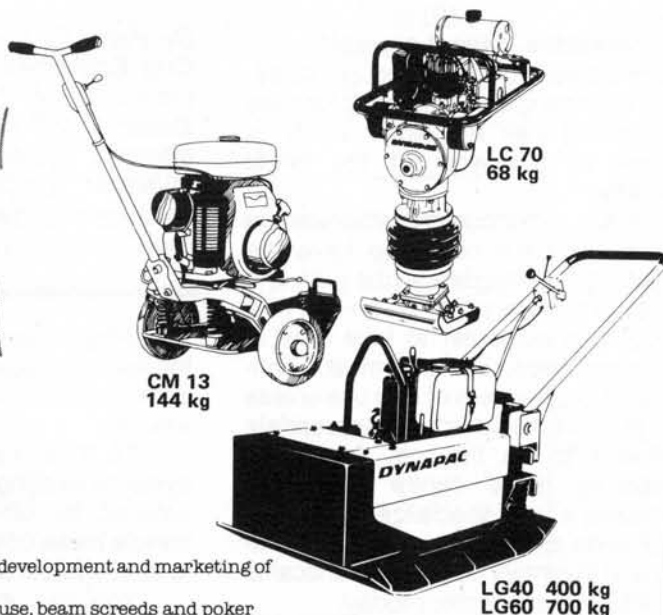
Whether it's heavy compaction machinery, lightweight equipment for general use, beam screeds and poker vibrators for use with concrete, or vibratory equipment in industry. Dynapac have researched and probably developed it.

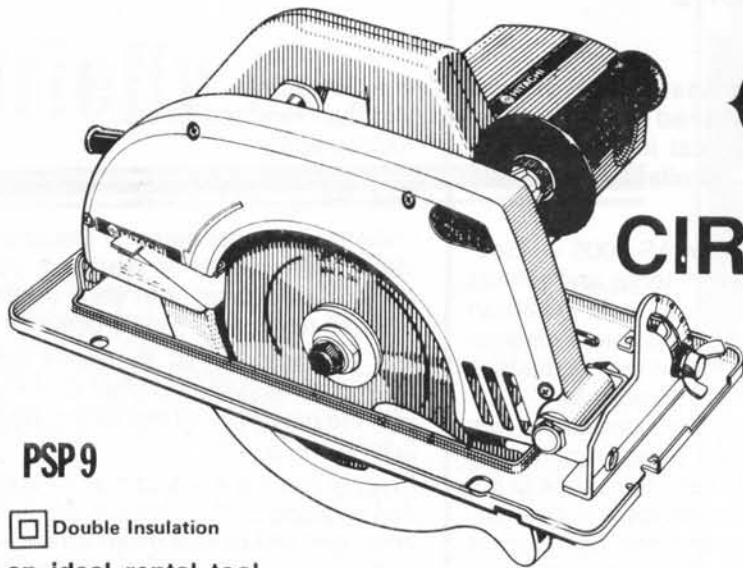
When you deal with Dynapac, our aim is to make your job easier, so you'll feel the "Good Vibrations" too. For sales and service contact the Dynapac office near you.

↓ DYNAPAC

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BRISBANE OFFICE: 79 BELLWOOD ST., DARRA, 4076 PHONE: (07) 376 2644 TELEX: 42634
PERTH OFFICE: 53 CATHERINE STREET, MORLEY, 6062 PHONE: (09) 275 4522 TELEX: 94548

↓ DYNAPAC





HITACHI CIRCULAR SAWS

PSP9

Double Insulation

an ideal rental tool.

Available from:

Builders Aids Pty Ltd.

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

Specifications

PSP-9

Capacity:

Blade External Dia. 235 mm (9 1/4")
Blade Hole Dia.

mm
35 and 25

Code No.
Washer (A) (B) Sat
500360

Max. Cutting Depth 84 mm (3 5/16")

Power Input: 1,750 W

Power Output: 1,050 W

No-Load Speed: 3,900/min.

Full-Load Speed: 3,000/min.

Overall Length: 393 mm (15 1/2")

Weight: 7.3 kg (16.1 lbs.)

(Without Guide, Saw Flange, Side Handle)

Standard Accessories:

1 Combination Saw Blade, 2 Wrenches,
1 Guide.

HITACHI.PRECISION POWER.

Circle 89 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

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For Sale or Lease

Chairs and Staging

Chairs: 1450 Sebel Slim 'n' comfy stackable chairs, as new, black or white, very strong and attractive. Easily transported: Joined in groups of 4 or 5. Suitable for licensed theatres. LEASE available at yester year terms, or offer.

Staging: 16 8ft x 4ft Sections fully adjustable aluminium frames with 1/2" marine ply. Very good condition. Make a reasonable offer.

Phone Geoff Crane
(02) 632 9697

Circle 124 on Reader Service Card

Electrical installations in tents

The Standards Association of Australia has published a standard to deal with electrical installations in tents and similar temporary structures.

The purpose of AS 3005 — Electrical installation of tents and similar temporary structures, is to establish sound practices for the use of electricity for lighting and domestic purposes in tents and similar structures.

In terms of safety, compliance with this new standard would significantly reduce the risk of electric shock to the user. In order to provide a substantial degree of safety, a special outlet box is required to distribute power throughout the tent or extend power to an adjoining tent. No more than one of these boxes is permitted to be used on one site, thus eliminating the practice of 'cascading' power from tent to tent. When an area is particularly designed for use of tents, the plus sockets provided by the caravan park or camping area must be fitted with current-operated core-balance earth-leakage protection.

Copies of AS 3005 can be purchased from any SAA office at a cost of \$5.20 plus \$1.25 postage and handling charge.

Letters ...

The Secretary
Victorian Hire and Rental
Association

Dear Sir

I refer to your letter dated 17 December 1981, with regard to earthing conductors associated with your existing builders temporary supply poles.


It is understood that the poles have been progressively modified to comply with the provisions of the Wiring Regulations, 1976.

In reply you are advised that no objection is raised by this Department to the continued use of your existing builder's temporary supply poles provided they are in accordance with the requirements of the Wiring Regulations, 1976, and also provided they are modified to comply with the requirements of the Wiring Regulations, 1981, at the earliest opportunity and not later than the occasion when maintenance of the electrical installation installed on the poles is carried out.

Yours faithfully L J Francis
CHIEF ELECTRICAL INSPECTOR
State Electricity Commission of
Victoria

FURPHY TANKS

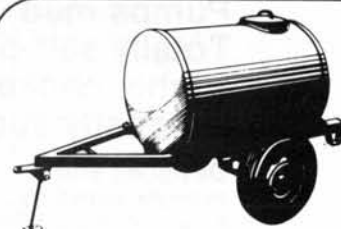
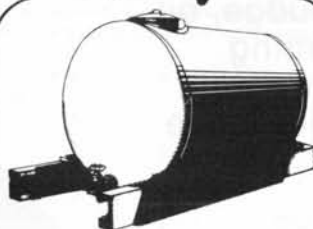
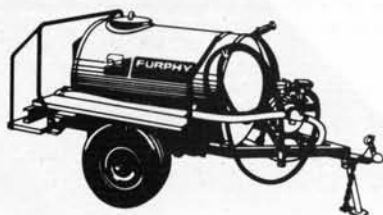
- Fully guaranteed.
- Inexpensive.
- Extremely robust and long-lasting.
- Convenient water-load.
- Spare parts on models since 1880.
- Capacities: 500, 750, 925, 1100 litres.
- Replaceable galvanised or stainless-steel tank bodies.
- Many options to suit individual requirements.

 J. FURPHY & SONS PTY. LTD.
P.O. BOX 1390, SHEPPARTON, 3630. (058) 21 2422
PLEASE SEND THE FULL DETAILS

Name

Address

P/Code



FARMERS
FIRE FIGHTERS
CONTRACTORS
GARDENERS
STATELY HOMES
CITY COUNCILS
tree watering
Golf Club Curators

Briefly . . .

Truck Loading Code: Recommended Code of Practice for the Safety of Loads on Road Vehicles, aimed at owners, operators and drivers — endorsed by the Australian Transport Advisory Council — recommends solutions to many types of loading problems. From Australian Government Publishing Service bookshops.

Don't be afraid to ask dumb questions, they're more easily handled than dumb mistakes.

KANGO WOLF MERGER

Following the merging of Kango Electric Hammers Ltd., and Wolf Electric Tools Ltd., they have, since 5th October, been trading under the new name of Kango Wolf Power Tools Ltd. The temporary arrangement of Kango Wolf International and Kango Wolf Manufacturing has been Terminated.

Distribution of both the Kango and Wolf product ranges will continue, as previously, through their respective networks of Distributors and Stockists in the U.K. and Overseas.

VICTORIAN STAMP DUTY

It is an offence to carry on any 'Rental business' in Victoria unless the person, firm or company is registered.

'Rental business' means the business of granting rights to use goods (with or without a charge) but not when this is in conjunction with either a lease or a licence of real property.

Duty on periodic statement

Duty is payable on a periodic statement (usually monthly) but where the person or the company carries on a small volume of rental business, then an Annual return may be used (on which no duty is payable if the 'rental income' did not exceed \$2,000).

Allowance for 'servicing' goods

The rental income subject to duty may be reduced by the **proved** costs of any servicing (cleaning, maintenance, repair or other incidental costs) of the goods.

Rate of duty

The rate payable on the dutiable part of the rental income..... **1.5%**

Special rental agreements

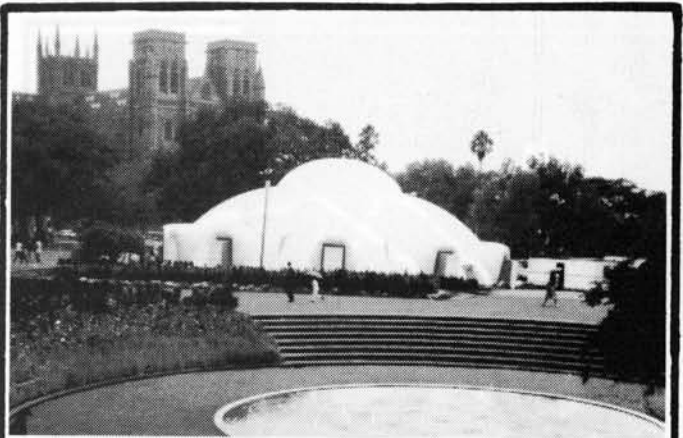
Where the aggregate rental (excluding approved servicing costs) paid or payable under rental agreement exceeds \$26,667, the rate of duty is 1.5% subject to a maximum duty of \$4,000.

Leasing between 'related' companies

Registration may be necessary, but no duty is payable on goods leased between any companies 'related' within the meaning of the Companies Act defined in S.6(5).

CHRONOLOGICAL AGES OF MAN . . .

At 20-30 years — Tri-daily.
At 30-40 years — Tri-weekly.
At 40-50 years — Try weakly.
At 50-60 years — Try Oysters.
At 60-70 years — Try anything.
70 years and over — Try to remember.



For Sale or Hire Portable Pneumatic Dome

A spectacular, unique and portable Auditorium for promotions, conventions, sports, theatre emergency accommodation.

***573 Square Metres of unencumbered space**

All enquiries please contact
Geoff Crane
P.O. Box 2136 North Paramatta 2151
Phone (02) 632-9697

Circle 119 on Reader Service Card.

For Sale

PARTY HIRE — Townsville

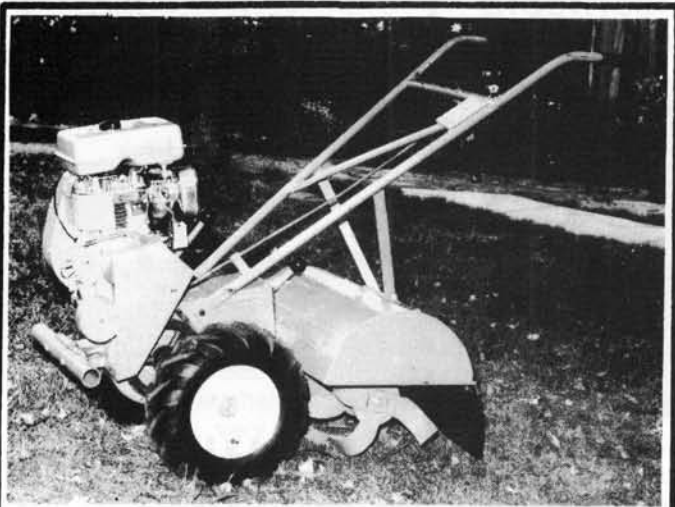
Due to personal reasons we are reluctantly offering this rapidly expanding business for sale.

Excellent growth rate and with future development in Townsville, can only show increased turnover.

This business includes a commercial property, although I would be prepared to sell separately.

For further particulars, write:

Ron Berry
Hi-Class Party Rentals
P.O. Box 5229 M.C.,
Townsville, 4810.
Phone: (077) 71 6249



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.



A & N EQUIPMENT PTY. LTD.

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

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FUJI CARRY Dumper

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



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

AUSTRALIAN DISTRIBUTOR:

POWERED MECHANICAL AIDS

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INTERSTATE DEALERS:

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S.A.: KEITH PATTERSON (08) 44-8355

TAS.: OUTDOOR POWER EQUIP (002) 28-5245

QLD.: BILL HERAGHTY 208-4669

W.A.: Dealer Required

N.T.: Dealer Required

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CHANCE IT DON'T BUY
HIRE CO. COME + BORROW

CHEAPEST & BEST
HIRE CO.

HONEST JOHN'S
RENTAL YARD
HIRE ANYTHING AND
RECEIVE TASMANY

SINKING FEELING
HIRE COMPART

THE 'U' TRUST
ME HIRE CO

YES, HIRE COMPANIES DO COME IN ALL DIFFERENT SHAPES & SIZES, SOME MAKE PROFITS SOME MAKE FORTUNES. THE FORTUNE MAKERS CAN SEE THE FUTURE.

XX SCISSOR LIFTS

TOW-A-LIFT
Weekly rates up to \$380

MARK BOOM
Weekly rates up to \$1600

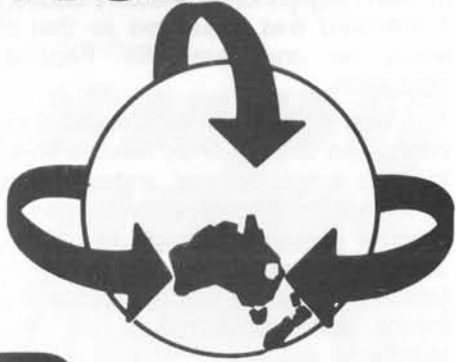
MARK SCISSOR - LIFTS
Weekly rates up to \$900

JOIN MARK'S PROFIT MAKERS
PHONE
(02) 638 2477
(02) 638 4733
NOW

LM/SL/UM2

Circle 68 Reader Service Card

HIRE ACTION SURFERS PARADISE 1982



Programme

Tuesday, 31st August:

Registrations — Afternoon.

Delegates' Yard Tour

Ladies' and children's trip to Dreamworld.

Yard Tour to finish at Dreamworld.

Evening Cocktail Party to meet International guests and Sir John and Lady Moore.

Wednesday, 1st September:

Registrations.

9.00 a.m. — Opening speaker, the Hon. Sir John Moore, President of the Australian Conciliation and Arbitration Commission.

Speaker and Seminars to continue to Noon.

Trade Exhibition all afternoon.

Luncheon served in Exhibit area. Subsidised cash bar in Exhibit Area also Evening free in Surfers Paradise where the 'Fun Never Sets'.

Thursday, 2nd September:

Morning Speakers and Seminars.

Afternoon Trade Exhibition.

Subsidised cash bar and Luncheon in Exhibit Area 12.00 to 5.00.

8 p.m. — Luau Feast in Gardens.

Trade Exhibit re-opens at 8. p.m. to 9.00 p.m.

11th International Hire convention & Equipment exhibition

Chevron Paradise Hotel
Surfers Paradise
Australia.

AUGUST 31st to
SEPTEMBER 4th



Friday, 3rd September

Keynote Speaker, 9 a.m., Mr. Alan M. Carroll, who needs no introduction to those who attended the 1981 Melbourne Convention or to those who listen to Alan on ABC Money Talk.

Speaker and Seminars continue till 12 Noon.

Afternoon Trade Exhibition and distribution of prizes.

7.00 p.m. to 1.00 a.m. — Convention Banquet and Wikety Wak Floor Show, (No Boring Banquet!).

This year "Australia's Zaniest Entertainers".

(Encore Magazine 10/81)

Remember:

Your full registration includes:

Cocktail Parties.

Yard Tour.

Dreamworld Tour.

All Seminars.

Luncheons and subsidised bar.

Banquet and Floorshow.

REGISTRATION FORM

Registrations Close 31st July, 1982.

Please complete by July 31st, 1982 and return with payment to —

Organising Committee,
Hire Association of Queensland,
John R. Lemare,
Riverside Shopping Centre,
Graceville Avenue,
GRACEVILLE, QLD. 4075.

Cheque made payable to —
Hire Association of Qld.

Delegate's Surname

Ladies Surname

Preferred First Names

Address

Phone

Company Name

Men's Registrations @ 200 ea. \$

Women's Registrations @ 150 ea. \$

Less 10% before July 31st.

Admission tickets, for functions you have indicated you will attend, will be included in your Convention kit. Please tick the appropriate boxes to secure your tickets.

Banquet & Floor Show
Cocktail Party No. 1
Cocktail Party No. 2
Luau Feast
Yard Tour
Visit to Dreamworld

Suppliers additional reps for Banquet and Wickety Wak — \$35.00 each.

SINGLE DAY REGISTRATIONS

Daily registration at \$80 per day \$

Additional from one Company \$60 per day.

TOTAL registration due \$

Accommodation deposit

at \$50 per Adult (see form) \$

TOTAL ACCOUNT PAYABLE \$

Accommodation: Please complete the separate accommodation sheet and send direct to the above address. Accommodation will be confirmed.

ACCOMMODATION

ROOM ONLY

Please Tick

PARADISE ROOMS

Single \$50.00
Twin/Double \$64.00
Third Adult in Room \$12.00

TOWER ROOMS

Single \$62.00
Twin/Double \$80.00

TOWER SUITES

Single & Double \$105.00
Triple \$129.00
Each Additional Person \$14.00
(Suites Accommodate up to 5 persons)

PRESIDENTIAL SUITES — On Application Only

One Bedroom From \$150.00 to \$200.00
Two Bedroom From \$260.00 to \$280.00

CHILDREN (Under 15)

OCCUPYING SEPARATE ROOM

One Child Full Adult sole use rate
Two Children Full Adult twin/double rate
Third Child \$7.00

SHARING ROOM WITH PARENTS (From age 3-14)

Each child \$7.00
Cot Fee \$2.00

Please list all room occupants:

.....
.....

Arrival Date:..... Departure Date:.....

Arrival Date:..... Departure Date:.....

Arrival Date:..... Departure Date:.....

Arrival Date:..... Departure Date:.....

Please forward Accommodation confirmation to:

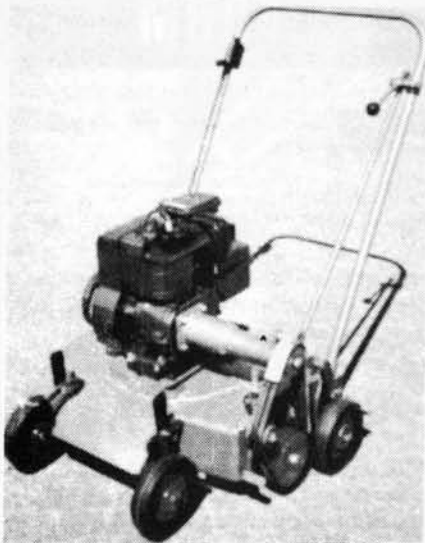
Company or Organisation:.....

Address:.....

Phone:.....

If cancelling please phone John Lemare, (07) 379 2156, as soon as possible.

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



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	One 12 volt Battery w/charger

**EZYREACH
WORK
PLATFORMS**

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

Circle 23 on Reader Service Card

Manufacturers News

PETRANOL TRIAL

Petranol — the blend of 90% super grade petrol and 10% ethanol — was favourably supported by many motorists during a 15 month marketing trial in Mackay, North Queensland.

A joint statement by Shell Australia Limited and CSR Limited (Sugar Division) says the program, which involved marketing Petranol through three Shell service stations, was aimed at collecting information on the commercial use of the fuel in Australia.

Some motorists had experienced improved vehicle performance.

The companies stated the program had confirmed there were no significant technical barriers to commercial scale blending, storage, distribution and use of such a fuel in Australia.

Petranol's long term future in Australia will be decided by the economies on the market place.

The use of Petranol would reduce Australia's dependence on imported oil but given the current short and mid term forecasts for plentiful crude oil supply and less steeply rising prices the early introduction of such a fuel appears unlikely.

LEISURE TYPE GAS APPLIANCES

The Standards Association of Australia is seeking comment on a draft standard dealing with leisure type gas appliances.

DR 82044 has been prepared at the request of the Australian Gas Association because portable appliances, which are not connected to the gas mains are not effectively regulated by State legislation or industry codes. A standard was requested so that it would be considered for Federal legislation.

This draft deals with appliances connected directly or by flexible hose to a gas supply cylinder, and operated by the supply of liquid petroleum gas at cylinder pressure or regulated pressure. Appendices set out test procedures to ensure that an appliance meets the requirements of the standard.

Attention is drawn to the fact that this is a draft only and is liable to alteration in light of comment received.

Copies of DR 82044 may be obtained (free of charge) from any SAA office in all State capitals and Newcastle, and comment should be received before June 15, 1982.

"MAGNETRON" BRIGGS & STRATTON'S NEW ELECTRONIC IGNITION

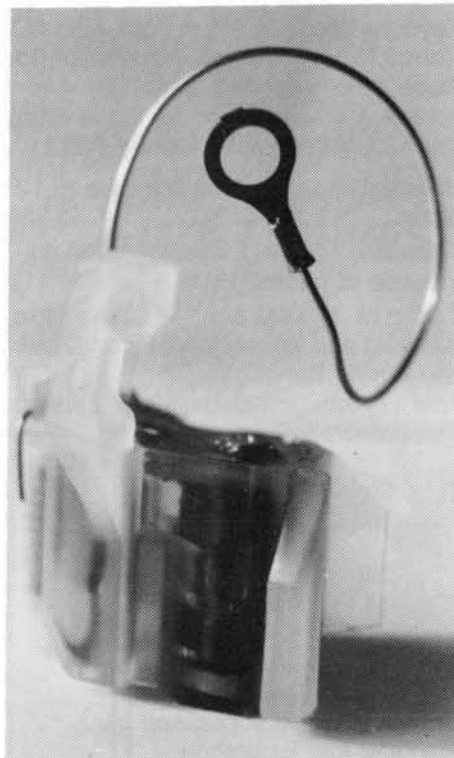
Electronic ignition systems on small engines are not new and Briggs & Stratton's introduction has been delayed for very good reasons.

Their points/condensor system is extremely reliable and simple to maintain. A new system had to be more durable and reliable. Five years of research and development have resulted in their "Magnetron" system.

Magnetron uses a Darlington switch, a product of the micro chip industry, to collapse the magnetic field in the ignition coil producing the high voltage spark needed to ignite the fuel/air mixture. Points, condensor and timing adjustments are eliminated.

Many models are now fitted with Magnetron and the conversion will be complete by 1983. Retrofit kits can be used in 99% of the Briggs & Stratton population in Australia.

For further information Circle 30 on reader Service Card.



SITEACOM

Manufacturers of . . .

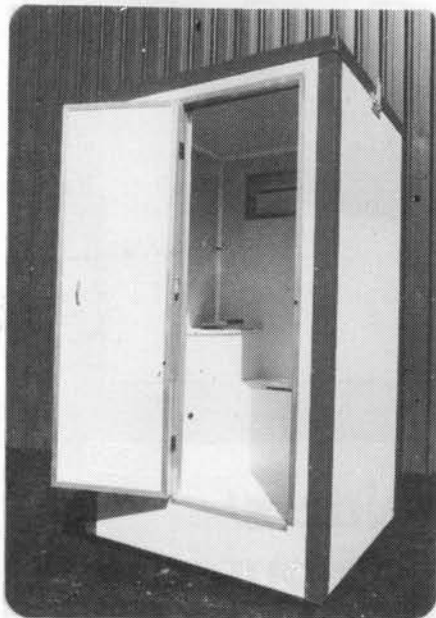
insulated transportable SITE ACCOMMODATION

including . . .

- ★ SITE OFFICES
- ★ LUNCH ROOMS
- ★ STORE ROOMS
- ★ SHOWER BLOCKS
- ★ TOILET BLOCKS
- ★ BUNKHOUSES
- ★ KITCHENS
- ★ CHANGE ROOMS
- ★ CABINS
- ★ CUSTOM DESIGNS

introduce . . .

supa sani



... a fully insulated water sealed pump-out toilet built on a fully galvanised all steel base frame or galvanised road trailer.

Featuring

- * Merlin Fibreglass Tank Unit
- * 50mm Insulated Colorbond Panel Construction
- * Hand Basin
- * Paper Towel Dispenser
- * Self Closing Door
- * Big 650-litre Waste Holding Tank
- * Large Fixed Vented Window
- * Vented Door
- * Lifting Hooks Fitted
- * Recirculating Fresh Water System
- * Big 135-litre Fresh Water Tank
- * Hygienic Easy to Clean (no hidden germ catching corners)

For more information & Prices
Phone (044) 21-2111
(Reverse charge)
P.O. Box 526 NOWRA 2541

Circle 109 on Reader Service Card.

Siteacom Portable Equipment

Continual product improvement is the Aim of "SITEACOM", whose Research and Development Department continues to ask:

- * Can we improve our products?
- * Is it what the market wants?
- * Can we reduce or at least contain our prices? Analysing the answers to these questions led to improvement in their products.
- * Fully galvanised, all steel, heavy duty base frames.
- * Fully galvanised lifting frame with in built sp-reader bars.
- * Steel clad doors with built in dust/rain seal.
- * Full 2400mm ceiling heights.
- * Large windows.
- * Colour matched aluminium trim.
- * 1 piece fibreglass shower cabinets.
- * Laytex roof seal, guaranteed for five years.
- * Colourbond partitioning panels used in shower/toilet areas.

Siteacom has expanded its range to include:

- * Transport or accommodation cabins for use in Caravan Parks and camping areas etc.,

- * Transportable housing for low cost accommodation and use in rural areas.
- * A full range of approved rural workers accommodation including
 - a) shower/toilet/laundry blocks.
 - b) Bedroom blocks.
 - c) Storeroom/kitchen/mealroom blocks.
- * Pumpout toilets with fully galvanised heavy duty steel base frame.

By continuing to keep abreast of market requirements we have been able to win contracts to supply the Dept. of Main Roads, State Rail Authority of N.S.W., Dept. of Defence, Army and Navy, and major builders including Hughes Bros., General Constructions, Centennial Constructions and D. Patterson as well as many local Gov. Depts. so you can be assured that when buying any of our products that you are getting the best possible product on the market for your money.

Should you require any further information regarding our product range, please do not hesitate in contacting either Ian Tober or Bernie Klumper on area code (044) 21 2111 and reverse the charges or circle 34 on our reader Service Card.

HIRE & RENTAL

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