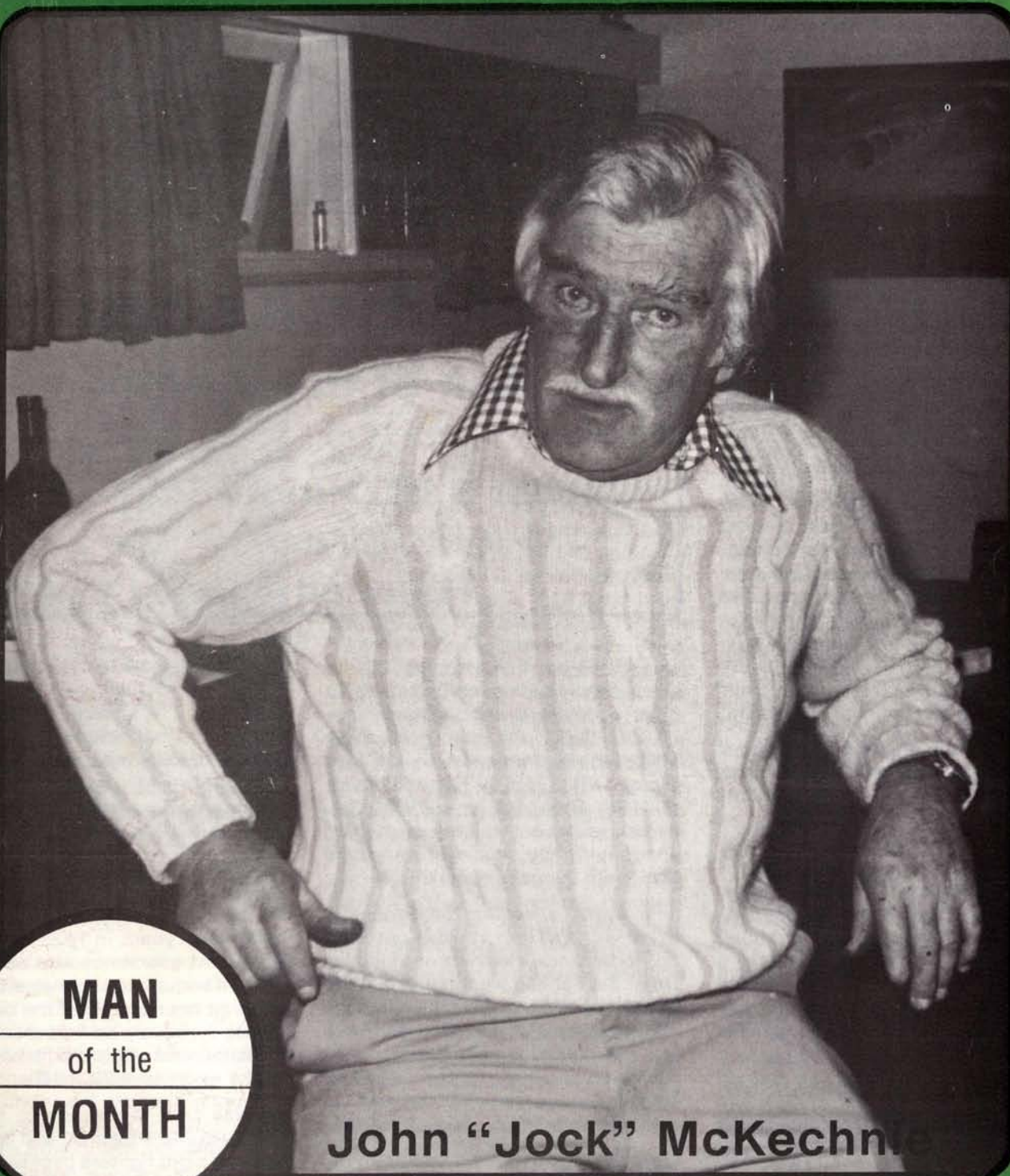


HIRE & RENTAL AUSTRALASIA

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MAN
of the
MONTH

John "Jock" McKechnie

Not too long ago the telephone went at Millers Bros. Hirings in Melbourne and a gruff voice on the line said: "Where's that bloody old bastard?" The voice belonged to British air ace Sir Douglas Bader, and he was looking for the only Australian living member of his famed 242 "suicide squadron" — a survivor who beat the death rate of eight-to-one and received a DFC at the age of 22.

The survivor was none other than John ("Jock" to his friends) McKechnie, who has been flying high in the hire business as an industry leader since 1946, maintaining the ascent of Australia's reputedly oldest hire business.

According to records available Miller Bros. was officially founded in 1862, thus making the business 120 years old this year. However, a docket has been found going back to 1854. So the company could be 128 years old, thus perhaps eclipsing the record of Walders Hire in Sydney which was also founded about that time.

John McKechnie is the doyen of the party hire industry in Australia, respected and looked up to by his customers and industry colleagues alike. Miller Bros. is unique for its size and reputation — a giant of a business run by a giant of a man. For instance, during the busy summer season 20 delivery trucks are used daily, ferrying the best part of 100 tons of equipment per day back and forth.

John laughs when he recalls recently reading that one overseas party hirer was able to get all of his stock on one truck. But it's a friendly laugh from the man to whom so many people owe so much. Today his two largest clients are leading businessmen who used to be among his smallest customers.

People have an affection for Jock that is infectious. He works hard and he plays hard. For those who can remember his fancy dress efforts as Father Christmas, and the impromptu disrobing that once occurred, he remains the happy partygoer in their eyes. To the staff whom he has lent money when they've been in trouble, he remains as their saviour when others would not help. And to the competitors he's helped with equipment in dire emergencies, he remains a gentleman of the old school.

No wonder that Helen Berwick, who has worked at his side for the past 25 years, says: "No one can help but like John. He's a dunamo, and he works so hard that when other people see him



Jock McKechnie Man of the Month

Miller Bros. Hirings Pty. Ltd.
Victoria's oldest hire business
Founded 1862

One of the most challenging jobs he did was the Joe Frazier fight at the St. Kilda Football Ground. There were 13,000 chairs and they came from Melbourne, Sydney and Adelaide. Jock is proud of the high standard of service at Miller Bros. He says: "We pride ourselves that our staff work very hard, and they do not leave a job and come back until things are right."

John says that service throughout an event is just as important as putting it up. For instance, there was one function when the lighting went out. While the guests sat at darkened tables under a marquee Jock McKechnie was climbing a high ladder checking all the power connections in case one had come loose. He received edifying comments such as: "What a bum electrician."

On many occasions he has been expected to attend functions until 3 a.m.

working, they want to do the same. He does not expect anyone to do what he cannot. And he's prepared to do anything — and that includes hosing down the toilets when necessary."

When the chips are down, you don't find him in the office, you find him out with the boys working."

John McKechnie probably learned the value of hard work when he was brought up on a farm at Echuca during the depression years. In 1935 he joined a bank, and ever since has been conversant enough to know what bankers do or do not need. After the outbreak of war however, he volunteered immediately and was in the first Air Force intake — on April 29, 1940.

He was sent to Canada to join the exclusive 242 squadron, and later flew day and night fighters over Europe. In the short time before he was shot



Dorothy and Jock McKechnie

Top: The sign on the side of this 1936 Ford delivery truck, purchased with the business in 1946, indicates the scope of the hire operation in those years.

down he had four CO's who did not make it. Jock's aircraft was hit by a shore battery above Ostend Harbour and he had to bale out over the water. He was picked up by a German boat, interrogated, and then commenced the harrowing experience of surviving in 13 different POW camps. For three years and 10 months he survived.

After the War he formed a partnership with a friend of his father's. The first job he did in the hire business was a sit down dinner for 600, a large job on any standards. And shortly after he did a job for the Shell Company for 1,000 people under a fully lined marquee. Since those early days, Jock has coped with many Royal Visits, including those from the Queen, Prince Phillip, Prince Charles and Princess Alexandra.

Jock admits that sometimes when the wind blows hard and the rain pours down, the phone "just about jumps off the hook." Naturally Jock is a light sleeper on windy nights. And there are occasions when terrible weather makes swift repairs almost impossible. "We once had a 90-mile-an-hour gale", so instead of taking down the wind-damaged marquee, because we would never have got it up again, we threw a second section over the damaged one and carefully laced it into the existing marquee. And we had to go 60 miles to do the job". This is a good example of creativity in a crisis.

Dorothy, his wife, has supported him in the business throughout his career. She has helped to run the Miller Bros. sub-branch at East Doncaster. One begins to sense the size and complexity of what the family has built up when one considers that there are more than 70,000 glasses in the warehouses. And there's more than 150 marquees, more than 20,000 silverware items etc. etc. etc.

Their son Bruce has helped to run the business. Of their daughters, Susan and Rosemary, Susan has just produced a grandson who is the apple of Jock's eye already. And by the time this article goes to press, maybe Bruce will be celebrating another birth in the family.

The other loved members of Jock's family are the cars and boat. John is a passionate collector of cars, and today possesses a 1956 XK 140 Jaguar, a 1962 Guiretta Alfa, a 1966 2600 Alfa, a 1974 2000 Alfa, a 1968 3.4 manual Jaguar, a 1970 Pontiac Grand Prix, a 1974 GT Ford, a Gemini, and a BMW 30CS. He admires the sophisticated engineering in his nine vehicles, and can think of nothing better than restoring them to their fullest glories. Except that he never has any spare time. Jock does not have too much time for the suburban garage experts. He once put a vehicle in for servicing, and it boiled on the way back to the office. So he immediately fixed the timing himself rather than take the vehicle back. Jock probably wistfully thinks about the T Model Ford he used to drive on the farm as a boy and wonders where it is today.

All of John McKechnie's colleagues and employees agree that he is a man with remarkable stamina and courage. He always rises at 6 a.m. (unless there is an earlier demand on his time) and is at the office by 7 a.m. He's had one sick day since 1935. And that was suspected appendicitis. Although Jock

has had a property at Sorrento for many years, the longest holiday he has even been able to get there is two weeks — and even then he had to go back to the office three times. When there is a challenge, there is nothing that is too much trouble for him. Although Jock occasionally roars like a bull when something unexpected happens, he has a heart of woven gold. Even Sam, the cat, gets treated like a loved member of the family.

Today John has his advice to newcomers to the industry. He says: "If you are not careful, you become a financier for the industry. Not only do you supply goods, but you supply the funds to run functions by carrying customers too long. And yet you have to show customer loyalty within reason." Today a number of Miller Bros. largest customers are those whom Jock McKechnie supported loyally when they were small.

Jock adds: "People in the hire business must never forget it is a service industry. So you have to be the best on service, and you have to have top class equipment. And you have to give your whole life to giving personal service. The business comes first, and your family comes second. You have to be prepared to meet emergency demands. For instance, we once had to make 100 rope stands in one day for Good Year Tyre Company. There was no other alternative that anyone could think of at the time. You should not worry. All the things you make will be used. We have always been first when there was a new product to be made.

"One of the greatest social changes that put pressure on the hire industry to give after hours and weekend service was the end of 6 O'clock closing in hotels. A second social change was the great increase in spectator sports, and the need by service companies to work at weekends to help such events.

John has had his bad luck as well as good luck. There have been two fires — one in 1959 and another in 1972. Today Jock warns all party hire companies to beware of the way in which they handle Portagas, as this is the high risk area.

Through thick and thin over the past forty or so years there has been one companion that Jock has stuck by. It's his trim and attractive moustache — the envy of the ugly among us who have not been able to show the same kind of marathon loyalty. But that's the kind of loyal guy John McKechnie is — and that's why we all love him.

ATTITUDES TO INDUSTRIAL RELATIONS IN AUSTRALIA

*from an ADDRESS BY
MR A C EVANS*

*National Director and Chief Executive
METAL TRADES INDUSTRY
ASSOCIATION OF AUSTRALIA
SYDNEY ROTARY CLUB —
16 FEBRUARY 1982*

It is of course stating the obvious to say that industrial relations is one of the most important and complex areas of our society, and yet it has to be stated because so many people seem to think that if only the Government would do this or that, if only this or that system could be adopted, we would find ourselves in a stable, prosperous, strike-free society. A moment's consideration, however, shows this to be wishful thinking. It overlooks the fact that industrial relations is about people, about their aspirations during the whole of their working lives, and that it is affected by a great many socio-economic and political factors.

POLITICAL FACTORS

Indeed, you may have seen how political considerations have surfaced in the metal trades industry's labour relations in the last few days. I refer to the publicity given to the Campaign by the AMWSU (the Metal Workers' Union) to put pressure on the Government to reduce taxation levels. I have been told that the union action is prompted by the fact that when the \$14 a week increase is paid to metal workers in June a number of metal tradesmen will be approaching the level of \$330.50 a week, beyond which they will be taxed at the level of 46 cents in the dollar. Our concern as employers stemmed from press reports that the union proposed using overtime bans in our factories so that employers would then put pressure on the Government to reduce the tax levels. We have since been told that these reports were incorrect and that what the union said was some tradesmen themselves are likely to refuse to work overtime because the tax levels were a serious disincentive. Any imposition by the union officials of overtime bans would have been entirely inconsistent with the assurances MTIA and the Full Bench were given that the recent Metal Trades Agree-

ment would produce "a new era of industrial relations, and a significant reduction in the number of disputes."

Without going into the merits or otherwise of the union's case, I raise this matter in order to show how volatile labour relations can be, with factors intervening over which employers have absolutely no control but which have very unsettling effects in the workplace. The fact that the Metal Trades Industry is such a large sector of the economy and that labour relations have to be conducted so publicly are other factors affecting the stability of labour relations.

NEED FOR A BALANCED APPROACH

I have titled this talk, "Attitudes to Industrial Relations in Australia", because I believe very firmly that if we are ever to achieve a significant improvement in industrial relations, the community as a whole will have to develop a greater understanding of the complexities involved and develop a more balanced approach in consideration of them.

As it is, industrial relations is characterised today by kneejerk reactions — singularly absent is the calm and sensible discussion which should be the norm. In the matter I've just referred to, for example, had discussions taken place between the parties prior to the public announcement, a lot of misunderstanding could have been avoided.

NO SIMPLE ANSWERS

The fact is that there are no simple answers to our industrial problems, nor lasting solutions. We live in a rapidly changing world, characterised by technological, social, and economic changes which often have profound effects on all sections of the community. In such an environment, no industrial relations system can be really effective if people continue to believe that industrial relations is in some way insulated from the tremendous changes in community attitudes which are reflected in almost every aspect of our daily lives.

ENFORCEABLE SANCTIONS NOT AVAILABLE

We have to look at the facts of industrial life as they are, not as they should be, or as we would like them to be. And when we do this, there is one fact which stands above all else, and that is that there is no workable law which can be used to uphold the awards handed down by our industrial tribunals. Having realistically acknowledged that the decisions of industrial tribunals are no longer backed up by enforceable sanctions, it follows that there is very much more to achieving improvements in the system than a bland announcement that as from tomorrow the existing laws will be enforced or that new laws will be enacted and that all will be well.

NEGATIVE EFFECTS

I believe that generally speaking the Australian system of conciliation and arbitration has served Australia well and has the capacity, if that is the wish of the community, to do so in the future. I do not believe that Australia would be better off if the existing system were scrapped and replaced by a system of collective bargaining. This is not to say that the system is working well, because it obviously is not, or working in the way it was intended, or that it is without some significant negative effects. Indeed, an important negative effect of our system of compulsory conciliation and arbitration is that its very nature has not encouraged a sense of responsibility in any of the parties involved. On the contrary, it has had the effect of relieving governments, unions and employers of the need to resolve industrial problems themselves. To some extent it could be said that the Arbitration Commission has been, over many years, a convenient scapegoat on which we load the responsibility for failure to achieve industrial stability.

The conciliation arm of our conciliation and arbitration system has been greatly under-utilised. We have, over time, graduated to a situation where it is easier for all concerned to duck the responsibility for attempting to resolve issues by conciliation. In this way the parties are not only relieved of responsibility for the decision, but they are free to blame the Arbitration Commission if the decision is not to their liking.

Industrial tribunals themselves are, of course, not infallible. They make mistakes, and we have to accept that they are simply human institutions subject to the same human frailty as the rest of us.

CONCILIATION NEGLECTED

How many people today realise that what we have come to regard as the arbitration system is, in fact, the conciliation and arbitration system? I suggest very few. This is because we have become accustomed, over many years, to most disputes concerning wages and conditions going straight to arbitration. Instead of being the last resort in the event of failure of the conciliation process, arbitration has become habitually the first resort. No sustained effort has been made to use the conciliation procedures available within the system. The by-passing of conciliation has become so accepted that at times some even take the view that it is improper for disputes to be settled within the system by conciliation.

STRIKES AS A FIRST RESORT

Of course, the fundamental problem with the system, which cannot be ignored, is that far too many unions resort to strikes as a first resort and the Trade Union Movement as a whole believes it should be free to ignore decisions of tribunals whenever it suits them. As mentioned earlier, we are at a position where there is total disrespect for the industrial law, and unions have, for over a decade, been free to break that law with impunity.

We cannot blame the system itself for this. The blame has to be laid squarely at the door of those who were not prepared to abide by the law, and who were not prepared to uphold the law because they considered it politically unwise. It must be said in fairness to the politicians that they believed they were reflecting the feeling within the community was itself at the time — an attitude of indifference, even of support for those who were challenging the long established and carefully designed sanctions procedures in industrial legislation. Certainly the Government of the day was given little indication that the Australian community prepared to get behind and support a Government prepared to uphold that law. Now, a decade or so later, there is no point in lamenting past mistakes. What we have to do is learn from them and avoid making decisions without first having a thorough understanding of all the consequences.

COLLECTIVE BARGAINING

One suggestion gaining some popularity is that Australia should scrap its present system and introduce instead a system of collective bargaining. But collective bargaining in itself is not a panacea. You only have to look at the United Kingdom to appreciate this. I

quote that example deliberately because I want to remind you that Australia has inherited the British model of trade union organisation which is deeply entrenched in this country, and that if Australia were to introduce a collective bargaining system, it would almost certainly be the UK model of collective bargaining which we would also inherit.

I cannot imagine why people who extol the virtues of collective bargaining, automatically assume that we can import the American system into Australia. The American system is a manifestation of the American way of life which is quite different from Australia's in a number of important respects.

COLLECTIVE BARGAINING Vs AUSTRALIAN SYSTEM

I want to emphasise to you that there is a fundamental difference between the Australian conciliation and arbitration system and collective bargaining. Our system is based on the public interest being paramount; in collective bargaining systems, there is no protection for the public interest.

In collective bargaining systems where no agreement or contract is in operation between the parties, there exists the legal and moral right to strike or "lock-out", without any consideration of the public interest. This means that when a government and a society accepts collective bargaining, they also accept that serious and very long strikes and "lock-outs", highly disruptive at times to the economy of the country, may occur without access to any outside body to terminate the strike or "lock-out". The advantage in such a system is that both parties, realising this, are required to face up to the issues squarely and accept the responsibility which rests with them. Shortly stated, collective bargaining is a free and voluntary process by which employers and employees in many countries negotiate between themselves to establish terms and conditions of employment. In the event that no agreement is reached, a legal and moral right to strike and "lock-out" exists.

THE PUBLIC INTEREST IN AUSTRALIA

Conciliation on the other hand is a process by which employers and employees in Australia negotiate between themselves in an endeavour to establish terms and conditions of employment which will be ratified by tribunals unless opposed to the public interest and, in the event that no agreement is reached, both parties are required by law to submit to compulsory arbitration and to observe the decision.

In their wisdom the founders of the Australian system provided for independent tribunals to determine what is right and fair between the parties, a procedure supported by laws to prevent the occurrence of long strikes (or "lock-outs") in breach of an award. It is true that the system has been allowed to run down to the point where no such enforceable law now exists. Notwithstanding this, the concept of independent tribunals determining what is right and fair is better than the free-for-all systems of collective bargaining.

It is timely here to look at the matter of public interest and the role of the Conciliation and Arbitration Commission in recent wage-fixing cases. Wage claims are the major cause of industrial disputes in Australia — that is a fact generally acknowledged.

SERVICES SECTOR THE PACESSETTER

What is not always understood, however, is that the services sector, which is totally sheltered from international competition, and in some cases sheltered from competition within Australia, is the pacesetter in wage settlements. The Prime Minister made this point on 27 January in the course of an address to the National Farmers' Federation. Speaking of the recent wage settlements, the Prime Minister said:

"It is worth noting that the manufacturing sector, which often comes under some criticism from farmers' organisations for tariffs or protection of other forms, is not really the pacesetter in these areas. The Metal Trades Award is obviously important. But it is the export-oriented mining industries, construction industries, and the tertiary industries within Australia, which are naturally protected industries which have for quite some time been the pacesetters in terms of wages . . ."

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PUBLIC INTEREST IN RECENT CASES

One could go further than the Prime Minister and point out that the services sector is in fact able to pay virtually whatever wages it likes, and then pass on the increased costs in the form of higher prices, and that is surely not in the public interest. We saw examples of the public interest being protected in recent times when Full Benches of the Conciliation and Arbitration Commission refused to ratify agreements for Telecom employees and transport workers because, at least in the latter case, it was clear that the costs would be passed on the very next day. In the metal trades case, in which my own association was involved, the parties to the negotiations clearly understood that they had to discharge the onus of satisfying a Full Bench that the settlement arrived at by conciliation was not opposed to the public interest. It was only when the Full Bench so decided that the agreement came into operation. Imagine what would happen in Australia if the services sector were able to avoid the test of public interest by operating under a system of collective bargaining. In the short term, wages in that sector would skyrocket and with wage relativities in Australia

being almost sacrosanct, other sectors would be forced to follow as surely as night follows day.

CREATING THE RIGHT CLIMATE

I suggest that what we need from leaders of all political parties, trade unions, and employers is acceptance of the fact that conciliation and arbitration is the best system for Australia, and a determination to create a climate, through consistent and predictable behaviour, which gives the system a chance to operate; a climate where a "deal will be a deal", or in those cases where bargaining in good faith fails to produce a solution, the umpire's decision will be accepted as resolving the matter, and where the action of any party refusing to abide by the decision will be regarded as being a serious breach of the conduct expected by the community. In those cases there simply has to be recourse to law to have the decision observed.

An essential element in creating a new industrial climate must be the integrity of the parties involved and their acceptance of responsibility. If we cannot achieve this, the outlook is quite bleak.

CONSTRUCTIVE ATTITUDE NEEDED

Any system of industrial relations depends for its success on goodwill and a determination to make it work. Unfortunately this is lacking to a large extent in Australia. This situation will not be remedied overnight. It represents a long term challenge to the community. There will be frustrations and disappointments and a temptation at times to give up trying. It is a lot easier to sit back and take the easy way out by blaming others instead of taking a constructive role in an area where improvement is desperately needed. But if we are to succeed in improving the present unsatisfactory position, this temptation must be resisted.

We already have a sound foundation on which to build — the conciliation and arbitration system designed specifically for Australia and the Australian way of life. In order to make the system fulfil the promise which its founders envisaged, we need two more basic components. One is a wholehearted commitment to make it work and the other is community acceptance of and support for laws which, as a last resort, can be used to control the behaviour of those who refuse to abide by conciliation and arbitration decisions.

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Circle 27 on Reader Service Card

Briefly . . .

CAR BATTERIES

The Standards Association of Australia has just published a leaflet — MP 50, Public information guide to the use of automotive batteries — which is designed to promote a better understanding of this equipment and reduce the number of accidents caused by battery explosion and acid spills.

A recent study conducted by the Royal Australian College of Ophthalmologists estimated that as many as 250 people a year are injured in Australia, including many blinded, by exploding batteries.

A normal car battery consists of a closed chamber containing lead plates immersed in concentrated sulphuric acid. During charging or rapid discharging, the battery gives off hydrogen, which is highly inflammable, and oxygen.

In most batteries these gases are vented through cell caps but some gas is always present and, if ignited, triggers an explosion. Ignition can be caused by a naked flame or from a short circuit, particularly when jumper leads are used to start a flat battery.

The SAA leaflet provides basic guidance to the motoring public on what a battery is; what it does; and gives maintenance hints on how to take care of batteries. Importantly, it describes safety procedures to follow when charging a battery and using jumper leads to start a car with a flat battery.

Copies of MP 50 can be purchased from any SAA office at a cost of \$2.00 plus \$1.00 postage and handling charge.

Don't Curse That Fuse

A blown fuse or circuit breaker is not an inconvenient nuisance, it is an important message to you that there is a malfunction, either in the electrical circuit or with the appliances that are plugged into it.

However small or insignificant these devices might seem, they perform just as important a job as warning lights in your car, or fire alarms in big buildings.

So take heed! When a fuse blows or a breaker trips, check to find the reason before you reset the breaker or have the fuse replaced.

If your equipment continues to trip when replaced or reset, your local electrical contractor should be asked to investigate further to locate the problem.

"I see — she's the original good time that was had by all"

Show me the way to go home

Have you ever wondered how father was able to find his way home after the annual staff party? It is claimed that there is evidence that humans share a pigeon-like magnetic homing instinct.

This sixth sense is not well understood as yet, but a series of experiments over the last few years show that blindfolded people can usually indicate the direction of their homes and other well-known landmarks after being taken on a sort of mixture of a blind-man's bluff car rally and a Cooks tour.

Oil stains on concrete

Few driveways and workshops are free from unsightly and perhaps dangerously slippery patches of oil which have dripped from parked cars onto the concrete. To remove them, CSIRO Division of Building Research says an effective technique for cleaning them up is to dissolve the oil in a solvent and to draw it into finely divided powder in much the same way as a piece of chalk will draw up the ink from an ink-spill.

Surface deposits of liquid or dust-caked oil should be removed by blotting or scraping. Wire brushing and a wiping over with a rag dampened with mineral turpentine completes the preparation.

Next make a spreadable paste by mixing a finely divided powder such as hydrated lime with mineral turpentine, one volume of turpentine to two of lime is a suitable consistency. A volume of paste will be about one and a half times the volume of turpentine used.

Spread the paste about 5mm thick over the stained area, to provide a margin of 100mm. In exposed areas cover the paste with plastic sheeting to reduce premature evaporation, leave overnight and then remove the oil-stained powder.

An improved appearance should be an immediate result, but the stain may reappear after a few days as deeply ingrained oil comes to the surface. Then the treatment should be repeated again with a generous margin.

The depth of the zone from which the oil has been removed by this technique is usually quite small, less than 2mm, but in old, oil-soaked concrete oil has been found at depths of 15mm and more.

To minimise any risk of deeply ingrained oil diffusing toward the cleaned surface, the floor can be sealed to block the pores so that the oil has no path to the surface. Such sealing would reduce also the penetration into the concrete of fresh oil drips. Materials sold for surface treatment of concrete, such as synthetic resins, make suitable sealers.

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Letters ...

The Editor,
Hire & Rental Australasia.

Dear Brian,

"The Californian Rental Association have planned their 1982 Convention in October next at Anaheim, California.

My wife and I, together with Michael O'Loughlin, an E.D.P. specialist from the Transpec group, will be attending.

Rather than individually plan our own itinerary I would be most interested in hearing from colleagues within our industry who may have given thought to this visit and would welcome joining up with them in the delightful benefits of group travel.

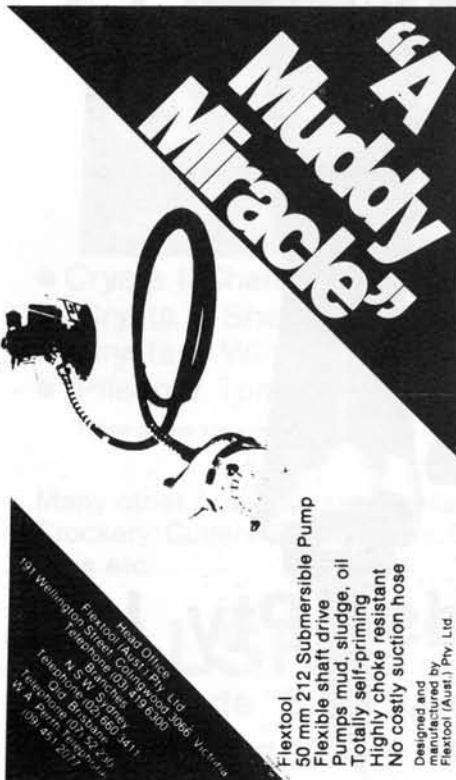
The details of this Convention will not be available until July but I understand there will be 300 exhibitors together with the usual informative seminars and social functions.

Travel details and costs can be handled by Maurie McQuade or any other chosen Travel Agency.

I purely wish to ascertain any interest at this stage and would appreciate a telephone call or note in the next week or so.

Kindest regards,

Len Booth
B.E. Hire Pty. Ltd.
Richmond, 3105.
Tel: (03) 428 3111.



"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.

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Flextool (Aust.) Pty. Ltd.
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A.S.N. 55
Telephone (03) 419 6300
Old Brisbane
Telephone (07) 52 52 54
W.A. Perth
Telephone (09) 451 2071

Circle 88 Reader Service Card

DON'T MAKE A GRAVE MISTAKE



Life is one of those things that catches up on one very fast, but let us start at the beginning.

A keen young couple start a business venture called a hire operation and throw all their money, time and energy into creating their future. Time is also found for raising a family during this demanding period and there are just not enough hours in the day to get it all together.

As the family grows up and if the couple are lucky, their offspring may take an interest in helping to run the operation or they may not. Teenagers like their time off during their adolescent years, but mum and dad have a six day a week business and the pressure stays on for them.

The children, now adults, leave home to get married and possibly move to another area. The couple, now many years older and wiser in the ways of running a hire operation, but not their life style, realise it's time they had a holiday. But the monster they have developed now has a grip on them, and all of a sudden it is later than you think. One dies unexpectedly and the other is left with a monument.

It could be a very large monument because if the couple have been extremely successful in the building up of their operation, they would have accumulated a mass of machinery and buildings worth a very large sum of money. The problem now arises with what to do with it, especially if the family are not interested in running it.

Nobody wants to buy a six day a week business which means long hours and hard work for a large sum of money when it can be invested in some other form without any worries whatsoever.

If luck is with the surviving spouse the business may be bought by an entrepreneur at his price. If not, the monster is distributed by auction or at a piecemeal sale to disappear forever without a mention in dispatches.

But what of the human side of this? A lifetime's work gone down the drain for what. The question to be asked here is "were they running the business or was the business running them?"

Many operators work very hard in their line of business and like he who rides a tiger is afraid to dismount. Long hours and in some cases seven days a week are put in by the owners personally to drag in those extra dollars and increase that annual turnover.

In many cases that extra man that could ease the owners' load is ignored and an extra forklift is bought instead, which in turn increases the turnover, but also the work load. When both are looked at in the cold hard light they are both overheads and the forklift will be there long after the owner has worn himself out.

The hire operator has the choice of overhead he prefers, but don't forget until it is too late "That the business of life is not business — but living".

Peter Lawrence



(Both A and K tapers)



Don't buy
Hammer
Drill Bits
before
you check
our prices

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

Circle 67 Reader Service Card

VH & RA Amends Standard Conditions of Hire

The Victorian Hire and Rental Association has revised its standard Hire Conditions for use in the Hire of Temporary Electricity, Supply Poles, Temporary Sheds, Toilets and Crossings. For the benefit of members, active in this field of hire, we publish the amended text.

Conditions of hire for temporary electricity supply poles, temporary sheds, toilets and crossings.

1. The hirer shall pay to the owner at the owner's address set out overleaf the rental set out overleaf computed from the date upon which the owner completes delivery of the equipment and continuing until the termination of the hire in accordance with these conditions. After the expiration of the initial hire period rental shall be on a weekly basis.
2. All rental and other charges are strictly net and save as set out below are payable within fourteen days from the date of invoice. If not paid within the period specified, the owner may charge interest thereon at the rate of fourteen per centum per annum computed from the date upon which the sum became due as aforesaid until payment of same, such interest being agreed liquidated damages by way of compensation for delay in payment and not by way of penalty.
3. The hire shall terminate:
 - (i) before the expiration of the initial hire period if the hirer gives to the owner notice of the hirer's intention to terminate the hire provided however that the hirer shall be liable to pay to the owner all rental and other charges payable in respect of the initial hire period as if the hire had not been terminated before the expiration of that initial hire period, or
 - (ii) after the expiration of the initial hire period but only when one party gives to the other notice terminating the hire, or
 - (iii) on any breach of these conditions by the hirer provided that it is hereby expressly agreed by the parties that the hire shall not terminate prior to the owner being given by the hirer immediate and ready access to the equipment in accordance with clause 6 hereof.
4. Delivery of the equipment in clean and good condition and proper working order shall, as against the hirer, be deemed to be as per order and invoice unless notice specifying any discrepancy or defect is given to the owner within seven days of the date of invoice. The hirer shall keep the equipment in clean and good condition and proper working order and the owner shall not be responsible at all in respect of any claims, demands or causes of action of whatsoever cause or nature which may arise out of the use of the equipment or as a result of any defect therein or its being on site.
5. The hirer shall give precise instructions to the owner as to the site and as to the location on site he requires the equipment to be installed. If the equipment is to be removed to another site or re-positioned on the site, this shall be carried out by the owner at the hirer's cost or by the hirer with the owner's written authority first obtained unless the hirer proves to the owner's satisfaction that the equipment was installed contrary to instructions. The hirer shall pay all charges due to any statutory body or authority incidental to any such removal or re-positioning.
6. On termination of the hire the hirer shall be responsible at the hirer's expense to place the equipment in a ground level position on the site to which the owner or his agents have immediate and ready access for the purpose of collecting the equipment. If the owner or his agents are unable to collect the equipment from the site because the hirer has not given the owner or his agents immediate and ready access then at the owner's option:
 - (i) the hirer shall be further liable to pay rent on a weekly basis until the owner or his agents have been given immediate and ready access to the equipment by the hirer, or
 - (ii) the owner or his agents shall with such other specialized equipment as may be deemed necessary by the owner or his agents at the hirer's expense be permitted by the hirer to enter onto the site where the equipment is located and collect the equipment provided however that the hirer shall be further liable to pay rent on a weekly basis until the owner or his agents have removed the equipment from the site.
7. The hirer shall not sell, offer for sale, assign, mortgage, pledge, under let, lend, permit any lien to exist over, encumber, charge or dispose of the equipment or his interest under this Contract in any way without the prior written consent of the owner.
8. So long as the equipment shall remain on site the hirer shall be liable for any damage to or loss of the equipment from any cause whatsoever including theft, storm, tempest, fire, act of God, flood or other natural catastrophe but (save in the case of crossings) excepting fair wear and tear. Where the hirer is responsible for damage to equipment, the owner may recover from the hirer as a debt due and payable the costs of repairing and/or replacing the same where this is, in the opinion of the owner, necessary. The hirer shall further be liable to pay rental on a weekly basis until the equipment has been repaired and/or replaced.
9. The owner may affix to the equipment, or any part thereof, such signs as he may desire indicating his ownership of the equipment. These shall not be removed, defaced, obliterated or covered over by the hirer and the owner shall have free access at all time thereto for the purpose of maintaining same.
10. If any order be made for the sequestration of the hirer's estate or if he shall enter into any composition or arrangement with his creditors, or being a company enter into liquidation (save for the purpose of re-construction and/or amalgamation) or in any way be in breach of the terms and conditions of this Contract on his part to be performed and observed, the owner may terminate this Contract at his option and re-take possession of all equipment hired and the hirer authorizes the owner by his servants agents and employees to do all things and commit all acts which may be required for that purpose and that the owner not be held responsible for all or any claims, demands and causes of action of whatsoever kind or nature which may arise out of or as a result thereof. Any termination of this Contract shall be without prejudice to the rights of the owner accrued prior to such termination.
11. Where the equipment comprises: —
 - A. Temporary electricity supply poles:
 - (i) The owner shall —
 1. make all necessary applications to the electricity supply authority to have electricity connected to site;
 2. pay to the said authority its normal connection fee;
 3. deliver, install and when required, remove the said poles;
 4. pay on behalf of the hirer all charges made by the said authority for supply of electricity to site.
 - (ii) The hirer shall reimburse the owner for all charges referred to in clause 11A(i)4 hereof within seven days from the date of invoice from the owner to the hirer covering same.
 - (iii) The owner shall not be liable for any act or default of the said supply authority nor shall he be under any responsibility to ensure that the meter readings made by the supply authority are correct and accurate.
 - B. Temporary sheds, toilets and/or crossings and equipment supplied therewith:
 - (i) The owner shall subject to clause 11B(ii) hereof deliver, install and remove same as required.
 - (ii) The hirer shall, prior to terminating the hire of any equipment, clean same and in the case of a builder's pan toilet, ensure that the pan has been removed and that all night soil has been disposed of in accordance with the requirements of the responsible authority.
 - (iii) Where the requirements set out in clause 11B(ii) hereof have not been complied with the owner may refuse to collect the equipment and/or may employ a third party to carry out same. The hirer shall pay to the owner all costs so incurred, together with the cost of any additional trips made to remove equipment. The hirer shall continue to pay rental on a weekly basis until the equipment has been so removed.
 - (iv) The hirer shall during the term of the hire use the equipment only in accordance with the owner's directions, these conditions and the purpose for which the equipment is intended to be used and shall indemnify the owner against any loss occasioned to or damage suffered by the owner or any third party or any action which may be brought by any responsible authority against the owner as a result of the hirer's failure to comply with these conditions.
12. The owner shall not be responsible to the hirer for any loss or damage suffered by or occasioned to the hirer or any third party either directly or indirectly as a result of the owner removing any of the equipment in accordance with the terms of these conditions and the hirer shall indemnify the owner against any claims or actions brought against the owner by any third party in respect of such loss or damage.
13. The hirer shall comply with the provisions of all laws and statutes (including all orders regulations rules and by-laws made thereunder) affecting the hirer and/or use of the equipment. Should the owner suffer any penalty or loss in respect of any breach or non-observance thereof he shall be entitled to recover from the hirer as a debt due and payable any amount expended by the owner in the respect thereof.
14. No indulgence or extension of time for the making of any payment or committing of any act granted by the owner to the hirer shall affect the strict rights or obligations of the parties under this contract.
15. Any notice required to be served by one party on the other shall be deemed to have been properly served two working days after the notice has been posted by prepaid post to the other party at its address appearing herein.
16. In this Contract where the context shall admit, the singular shall include the plural and the masculine, feminine and neuter genders. Where there is more than one hirer the terms and conditions hereof shall bind them jointly and severally. The terms "the hirer" and "the owner" shall include their respective successors, heirs, assigns and transferees and where there is more than one hirer or owner, the successors, heirs, assigns and transferees of each hirer and/or owner.

Valuing Trading Stock

Make plans before the end of June for the valuing of trading stock. It is wise to always prepare some systematic way of doing it. Buy printed stock sheets, or get some drawn up. The record of how the stock was valued should be kept because the value is essential in fixing the taxable profit and, ultimately, the taxable income.

Any stock useless? Don't leave it on your shelves (you would have to place some value on it, even getting approval from the tax office for a special value). Where it is clearly useless, send it to the tip, or actually sell it for a low value.

Choosing the valuation basis: You have the absolute right to value each item on one of three major bases:

1. cost price,
2. selling price,
- or 3. replacement cost.

Accurate stock-valuation sheets would be vital if you intend to value some stock on one method, and other stock differently.

With obsolete (e.g., fashion) stock, a special valuation method is available. You can get approval for a much-reduced value if the stock is at the moment not likely to be saleable in reasonable quantities, even though you would of course get as much as you could for the odd sale that came along.

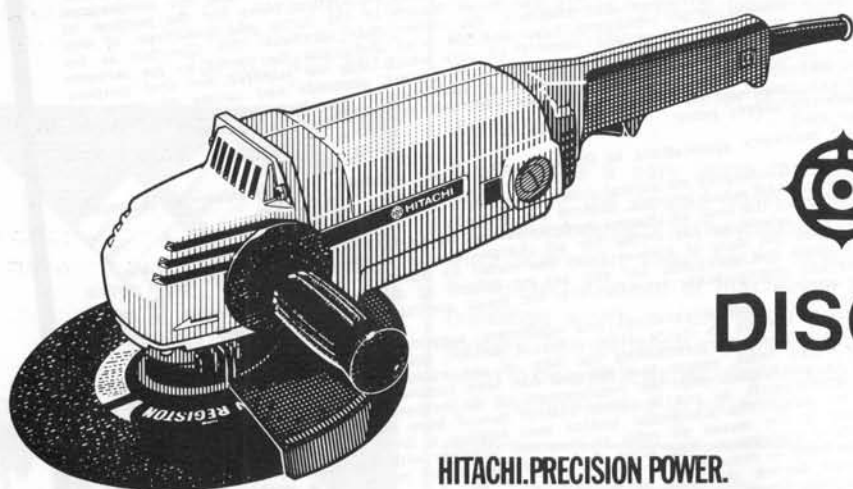
Slow-moving spare parts for equipment is a typical item.

Consumables for the repair of your own equipment isn't stock

Trading stock consists of items that are being held for resale (or if you repair customers' items, to be incorporated in the repair job). Anything you have bought to be used up in the day-to-day running of your business are consumables.

A farmer might buy fodder for his live stock; that cost is allowable in full in the tax year of purchase, and its value is not included as an offset income in the annual tax return.

Stocks of fuel as an energy source are not "trading stock" unless you sell such items in your business. But even if you do, it's possible to segregate the own-use part of the commodity—preferably kept separate physically, but make sure there are adequate records of what is the trading stock and what's consumable stores.



HITACHI.PRECISION POWER.

☐ 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

HITACHI DISC GRINDERS

230mm (9")

Specifications **PDU-230**

Capacity (Wheel Size):
Depressed Center Wheel 230 mm (9")
Hole Dia. 22 mm (7/8")
Power Input: 2,000 W
Power Output: 1,250 W
No-Load Speed: 6,500/min.
Full-Load Speed: 4,000/min.
Spindle Thread: M14 x 2
Overall Length: 463 mm (18 1/4")
Weight: 6.2 kg (13.6 lbs.)
Standard Accessories:
1 Resinoid Wheel, 1 Side Handle,
2 Wrenches, 1 Hexagon Bar Wrench.

A NEW BOOM BUSINESS —

AIRLESS SPRAY PAINTING EQUIPMENT RENTALS

If the American experience in successful renting services is any guide (and it usually is) airless paint spray units are one of the strongest products to give equipment rental business a well-coated cover of profits.

Last year the U.S. Rental Equipment Register reported that airless units ranked No. 15 in terms of equipment purchased by the rental industry. And they're still moving up this year with signs of exceeding the 7,714 airless paint spray units sold to renters in 1981, as customer satisfaction spreads the word. Airless equipment is now carried by 58% of U.S. rental companies.

Key to this highly effective business builder is thorough knowledge of the product. Although airless spray painting equipment performs superbly, the successful rentalman makes sure he and his employees fully understand its inner-workings. Failure to really understand how an airless paint sprayer really works has resulted, in many cases, in an early retirement from the rental inventory due to repeated repairs and maintenance.

When rental airless was an infant business some years ago, equipment was cumbersome and the airless inventory was based on a dealer's experience in serving users who had prior knowledge of how to operate airless equipment. Often, just handing it over to a novice user was disastrous.

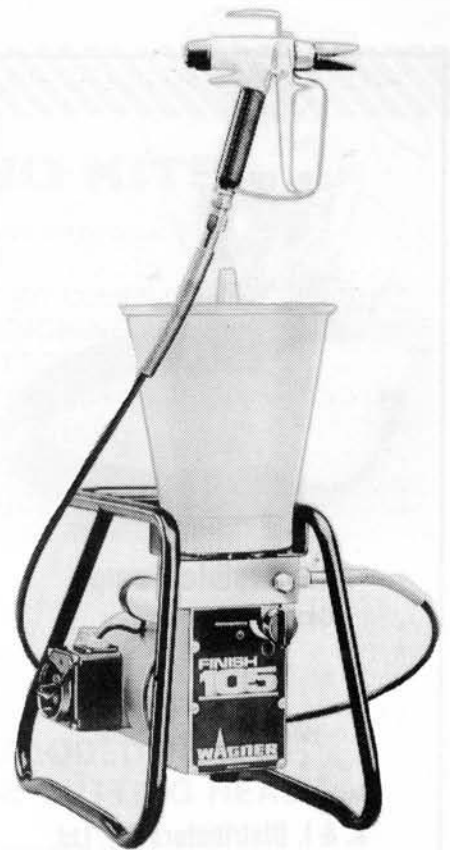
Since then, leading manufacturers like Wagner have evolved new equipment that is smaller, lighter and easier to operate. Instruction forms were developed on how to operate airless and the rental market capabilities were expanded from special job to all types of painting jobs including industrial buildings, single and multiple family dwellings, tanks, farms, fences and inside/outside painting for example.

Such surfaces as panelling, masonry blocks, texture, concrete, wood shingle, shiplap, even acoustical ceilings are simple for the airless technique.

Today, a typical rental operator who enjoys a rewarding return on his investment in airless equipment follows this sort of successful operating format:

- Owns two or more units.
- Insists on personal instruction in "How to operate and clean up the equipment" — regardless of the customer's prior knowledge.
- Trains his yard and counter personnel in how to operate and maintain the equipment.
- Questions his customers as to:
 - (a) Type and size of structure to be painted?
 - (b) Type and volume of material to be sprayed?
 - (c) Manufacturer's recommended solvent for thinning paint?
 - (d) Are all instruction in safety precautions necessary for safe usage of airless equipment understood?
 - (e) Supply of cleaning deposit? Then . . .
- Makes careful inspection of returned equipment for verification of airless inventory.
- Re-cleans equipment and fills pump with the manufacturer's recommended solvent.

These six steps assure him of having a unit "rental-ready" for the next customer.



But which kind of airless system should the rental operator choose? Each manufacturer favours certain design characteristics to meet his market objectives. Power and drive mechanisms are petrol engine or electric motor driven systems which operate pneumatic, hydraulic or mechanical drives to the piston or diaphragm fluid pump.

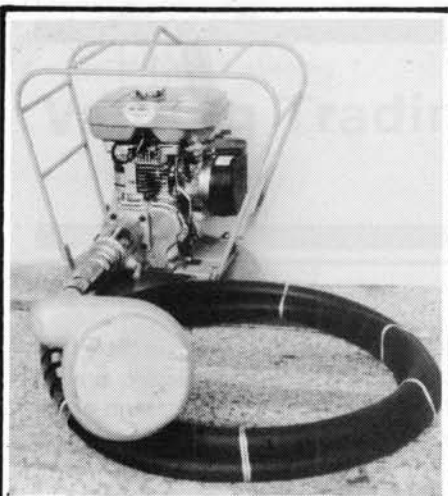
So you see the choice is wide, specialised and important.

And once you've chosen it you should know what it can and cannot do. You should know, for example:

- Flow rate per minute of airless tip sizes.
- Tip size range for various materials.
- Solvents used for thinning and clean-up.
- How to size an airless tip.
- How paint is strained.
- How paint is filtered.

Selecting a rentable package of airless accessories to accompany your airless is also important.

The compact, simple and economical performance of airless paint spraying may need some promotion to supplement customer satisfaction spreading the word. But the booming business is there.



Submersible Pumps

Ideal Rental Equipment

This Month's
Hire Company Special

from

K. & I. Distributors Pty. Ltd.
136 Rooks Road,
Nunawading, 3131.
Tel: (03) 873 5563.

Circle 12 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

NEW SERIES OF WAGNER ELECTROSTATIC SPRAY SYSTEMS ARE ALL-ROUND WINNERS.

The latest generation of Wagner electrostatic spray systems take this remarkable three-dimensional cost-saving paint application method to new levels of effectiveness.

Chairs, for example, which in the past had to be sprayed by three nozzles arranged in different positions can now be fully coated with a uniform and extremely smooth paint finish applied from a single electrostatic nozzle operating from one direction.

It's rather like being able to paint your own back perfectly, blindfolded.

The savings to industry can be substantial.

For example, it is not necessary to abandon most existing spray painting systems to get the electrostatic advantages. There are new Wagner electrostatic guns — manual or automatic — for air-less high-pressure spraying, the air-coat method and the standard air-atomizing system.

But with the Wagner electrostatic system paint yield rises dramatically — up to 90% because overspray is greatly reduced. Material savings reach as high as 75% in extreme cases.

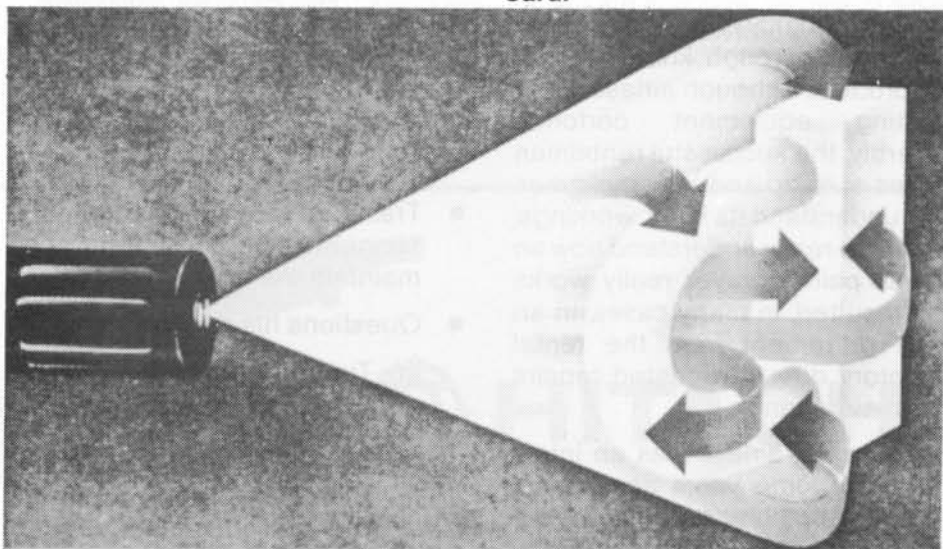
For 'difficult' products like chairs, grids, steel frames, filigree, perforated surfaces, the ingenious 'wrap-around' properties of the Wagner electrostatic system have obvious paint-saving benefits.

Minimum overspray means healthier working environments for staff, too.

The three guns — Air Atomized Electrostatic, Airless Electrostatic and Air-coat Electrostatic — are designed to latest ergonomic principles and are outstanding for their low weight and excellent balance to successfully reduce operator fatigue, with a particular emphasis on safety design.

Details from Wagner Spraytech Australia — (03) 428 3321

or Circle 34 on our reader Service Card.



POWERED MECHANICAL AIDS

AUSTRALIAN DISTRIBUTOR:

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

INTERSTATE DEALERS:

NSW: METROTRACTOR SALES (02) 726 4396
S.A.: C.P. INDUSTRIAL EQUIPMENT (08) 352 6822
TAS.: OUTDOOR POWER EQUIPMENT (002) 28 5245
QLD.: BILL HERAGHTY (07) 208 4689
N.T.: J. R. ROE (089) 84 4155
W.A.: Dealer Required

FUJI-CARRY Dumper

Circle 124 on Reader Service Card

PORTABLE SAW TRENCHING KITS

THIS KIT IS APPROVED BY THE DEPARTMENT OF INDUSTRIAL RELATIONS IN ITS DISPLAYED FORM.

* KITS ARE AVAILABLE TO SUIT:

235mm (9 1/4") **MAKITA, BLACK & DECKER, AND HITACHI**

PORTABLE SAWS

(Illustrated is the kit for the Makita 5900B saw).

* THE KIT COMES COMPLETE WITH:

TRENCHING HEAD

BOTTOM GUARD

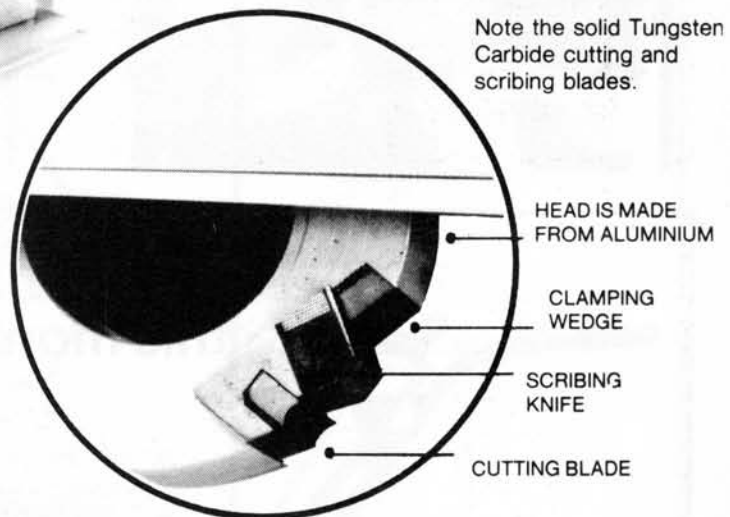
(Spring Loaded)

TOP GUARD

BASE

FENCE

• EXPLODED VIEW OF THE CUTTING HEAD



IT:— **TRENCHES** (FROM 35mm to 52mm WIDE AND UP TO 25mm DEEP)

IT:— **REBATES** (UP TO 52mm x 25mm DEEP)

IT:— **BEVELS** (UP TO 45°)

THE 'CRAFTMASTER PORTABLE SAW TRENCHING KITS' CONVERT THE CIRCULAR SAW INTO A PORTABLE **TRENCHING, REBATING, BEVELING** AND, TO SOME EXTENT, **PLANING** MACHINE.

THE CAPACITY OF THE TWO CUTTING HEADS HAVE THE ABILITY TO TRENCH IN HARDWOOD OR SOFTWOOD FROM **35 to 52mm** WIDE AND UP TO **25mm** DEEP. THE CUTTING HEAD ITSELF HAS SOLID TUNGSTEN CARBIDE CUTTING AND SCRIBING BLADES. BOTH BLADES ARE REVERSIBLE FOR MAXIMUM CUTTING LIFE. (BOTH TYPES OF BLADES ARE READILY AVAILABLE.) THE CUTTING ACTION OF THE HEAD IS GREATLY AIDED BY THE SCRIBING KNIVES, AS THESE 'PRE-CUT' THE WIDTH OF TRENCH WHILE THE CUTTING BLADES 'CHISEL' OUT THE WASTE MATERIAL.

- (IT IS RECOMMENDED THAT:—
1. THE TIMBER TO BE WORKED SHOULD BE SECURED BY CLAMPING OR OTHER MEANS
 2. EYE PROTECTION SHOULD BE USED
 3. ALL SAFETY GUARDING SUPPLIED IN KIT IS TO BE UTILISED.)

N.Z. REG. DESIGN 16895 AUST. DESIGN APP. IS 84443

U.S. PAT. DESIGN APP. 276002

Available from:

Builders Aids Pty Ltd.

10 Manningham Road Bulleen 3105

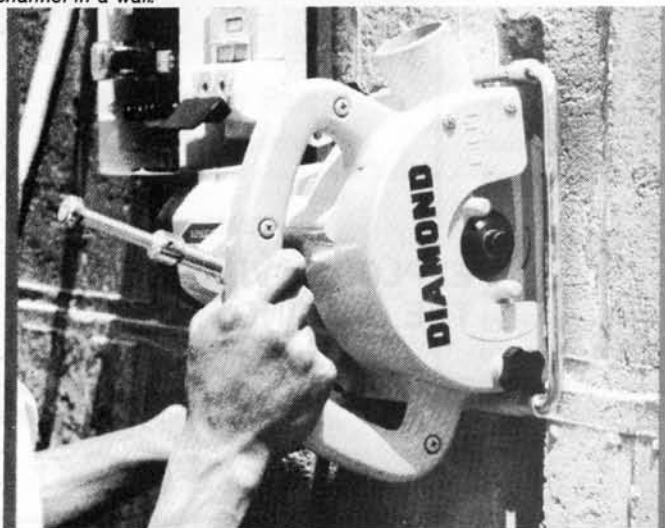
Telephone (03) 850 2316

Circle 113 on Reader Service Card.

Manufacturers News

NEW CHANNEL CUTTER IS FAST SMOOTH AND ACCURATE

The Diamond D3L 50, weighing only 8 kg, is easily handled while cutting a channel in a wall.



The Diamond concrete channel cutter, with variable depth and width cutting ability, is fast and smooth in operation and makes the tedious and heavy manual labour of hammer and chisel a thing of the past.

It is designed to cut chasers and channels quickly and accurately with its three cutting blades combined with a vibrating chisel. Its compact body and light weight make it ideal for any flat surface including walls.

Cutting widths vary from 30 mm to 50 mm and cuts up to 50 mm deep can be made without effort.

There are two models available, the DTC 50 and the D3L 50, and full details of these machines, and other equipment in the Diamond range, are available from the New Zealand master distributors, H. M. Fogarty Limited, Phone 799 301, P.O. Box 37 160, Parnell, Auckland. **Circle 4 on Reader Service Card.**

X-4 TORQUE MULTIPLIERS

or GEARED HEAD WRENCHES

The X-4 Multiplier is a precision geared head wrench with virtually unlimited applications. The applied torque is multiplied through a totally enclosed precision planetary gear train.

The ratio of multiplication ranges from 4.1: 1 on the model LW750 to 14.3:1 on the model TD1200.

X-4 Torque Multipliers are manufactured in the United States and are supplied to the major brand tool marketing organisations in that country. We have them available in Australia at a most competitive price.

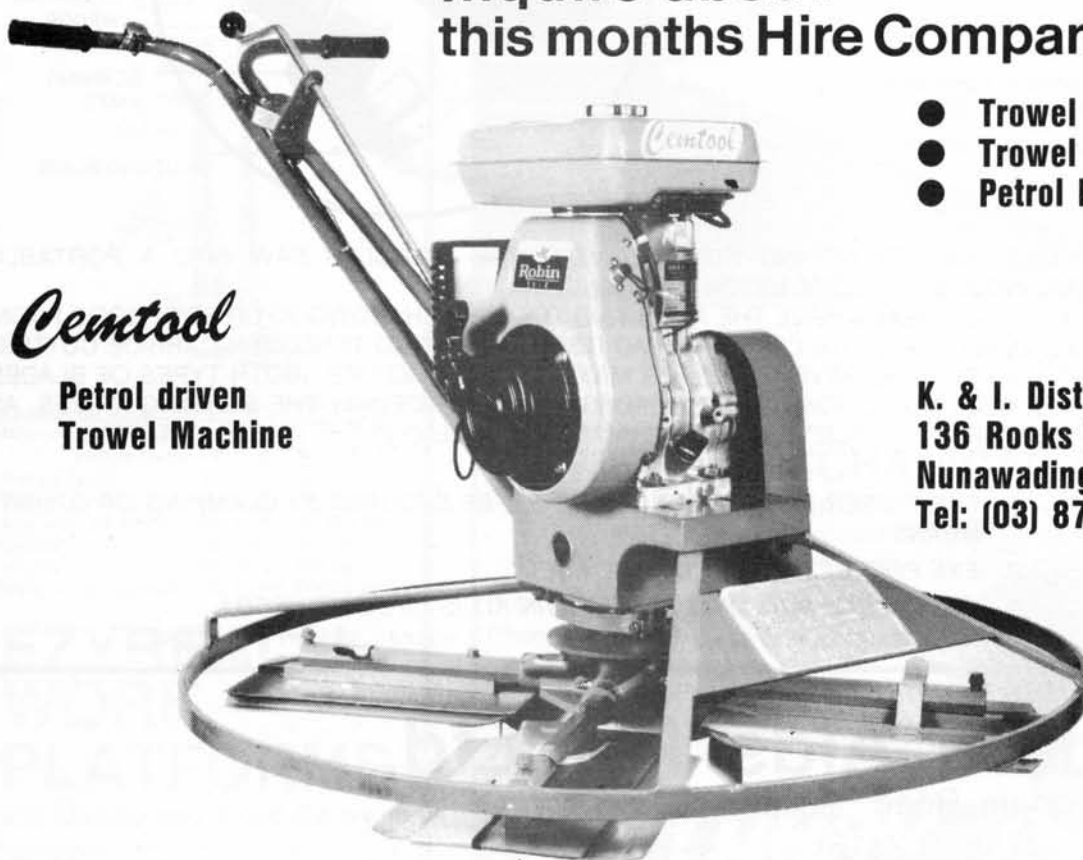
Circle 14 on Reader Service Card.

Inquire about this months Hire Company Specials:

- Trowel Blades
- Trowel Machine
- Petrol Power Unit

Cemtool

Petrol driven
Trowel Machine



K. & I. Distributors Pty. Ltd.
136 Rooks Road
Nunawading, 3131
Tel: (03) 873 5563

HIRE ACTION SURFERS PARADISE 1982



**11th International
Hire convention &
Equipment exhibition**

**Chevron Paradise Hotel
Surfers Paradise
Australia.**

**AUGUST 31st to
SEPTEMBER 4th**

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 Inter-
national 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. Sub-
sidised 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.



Friday, 3rd September

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

Speaker and Seminars continue till 12
Noon.

Afternoon Trade Exhibition and dis-
tribution 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
Wikety 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

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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.

Manufacturers News

NEW TILE CUTTING TABLES

From the smallest to the largest unit of ceramic tiles, slate, terrazzo, marble, quarry, tread, sill and paving tiles etc. You are assured of maximum production and less waste.

Will cut all materials at a production pace with precision. Cutter can be removed from table with ease for free handed use, for repairs or replacements of floor and wall tiles, to cut out grouting, holes etc.

To mitre just drop left hand side of the table down.

To cut holes lift cutter up, lay tile on table where hole is required then push cutter down.

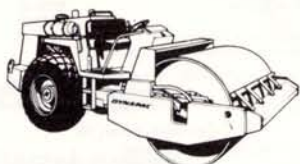
Water gravity feed is sufficient to cool blade. Cutter high to low adjustable by wing not on right hand side. Saw can be used with two types of blades continuous round rim or segmented; both are diamond tipped. The table is used with clean water at all times so we have eliminated the water pump; so less repair and maintenance, no tub to be cleaned, easy water hose connection. Table is simple and solidly built to last a life time, dependable performance, factory sealed and greased ball bearings, electro zinc plated so rust retardant and chip proof.

Circle 13 on Reader Service Card.

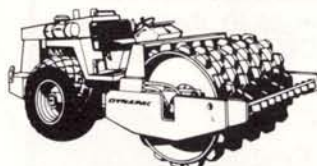


↓ DYNAPAC

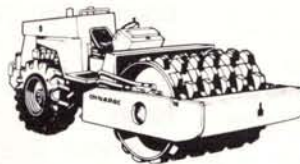
BIG JOBS... BIG FELLAS....



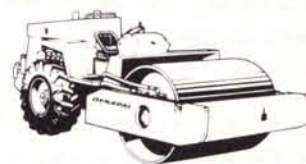
CA25, 10 ton.



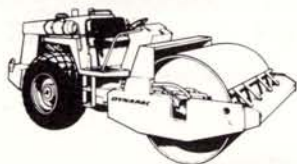
CA25 PD, 12 ton.



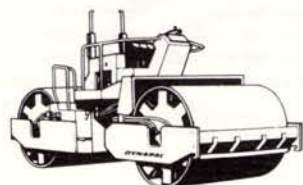
CA51 P, 15 ton.



CA51 S, 15 ton.



CA30, 11 ton.



CC50 S, 16 ton.

Take a look at the only rollers that provide these benefits:

- Heavy Drums with thick drum shells and a large diameter to give you static weight
- High Amplitude to give Dynamic force
- Reliable service back up to ensure minimum down time
- Dynapac's 48 years experience in Vibratory Compaction.

SO WHEN THE JOB DEMANDS A ROLLER, DYNAPAC EXCELS, A PROVEN PERFORMER WITH THE RELIABILITY YOU'D EXPECT FROM MACHINES BACKED BY A COMPANY WITH A WORLD WIDE REPUTATION.

- DYNAPAC - CHOSEN FOR ITS RELIABILITY AND DEPENDABILITY BY THE MAJOR HIRE COMPANIES.
- DYNAPAC THE ORIGINAL! WHY SETTLE FOR AN IMITATION?

BIG JOBS?...BIG FELLAS!

↓ DYNAPAC

HEAD OFFICE: 49 DERBY ST., SILVERWATER, P.O. BOX 250, RYDALMERE, 2116 PHONE: (02) 647 1822 TELEX: 24173 DYNYS
MELBOURNE OFFICE: 18 CENTURY DRIVE, BRAESIDE, 3195 PHONE: (03) 580 8688 TELEX: 36818
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

ART PROM 951

Circle 110 on Reader Service Card.

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 2202
Executive Director: Denise Layton (02) 848 9817

REGION 3

Victorian Hire and Rental Association

c/- 1347 North Road, Huntingdale 3166
President: Brian Elms (03) 850 2316
Secretary: Des Whelan (03) 543 2455

REGION 4

The Hire Association of Queensland c/-

39 Caswell Street, East Brisbane 4169
President: Arthur Staines (07) 391 5666
Secretary: Carol Staines (07) 391 5666

REGION 5

The Hire Association of S.A. 44 Lambert

Avenue, West Lake Shore 5020.
President: Neil Hallett (08) 336 2478
Secretary: Miss J. Hallett (08) 49 3965

REGION 6

The Hire Association of WA c/- 53

Catherine Street, Morley 6062
President: Des Brealey (09) 277 1944
Secretary: Alan Griffith (09) 275 4522

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 separations 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



A line up of part of the first shipment of Piccini dumpers to arrive in Australia.

PICCINI DUMPERS

A.N.I. Perkins have advised that the first shipment of Piccini dumpers landed in Australia have all been sold and delivered within one week of their arriving in Melbourne.

Officine Piccini of Perugia, Italy, who are an old established manufacturer build tower and gantry cranes, batching plants and concrete mixers in addition to their range of dumpers which are exported to many countries, however A.N.I. Perkins will be the first distributor for their products that they have appointed in Australia.

NEW VIBRATING TAMPER

Dynapac is now introducing onto the Australasian market a new vibrating tamper, the LC 70, featuring a patented "One Spring" power transmission system giving a high degree of reliability, reduced maintenance and simple operation.

The unit weighs 68 kgs and is powered by a 2.2 kw Robin 2-cycle petrol engine. The handle is well isolated from vibration and also functions as a protective cage for the engine. The stroke height is up to 50 mm and the unit has a working speed of about 12 m/min.

It can compact to a depth of 300-400 mm in sand and 200-300 mm in silty and clay soils which ordinary lightweight vibrating plates cannot manage. These values are equivalent to 90% modified AASHTO after 4 passes.

The tamper is intended mainly for the compaction of silty and clay type soils, in trenches and other confined areas.

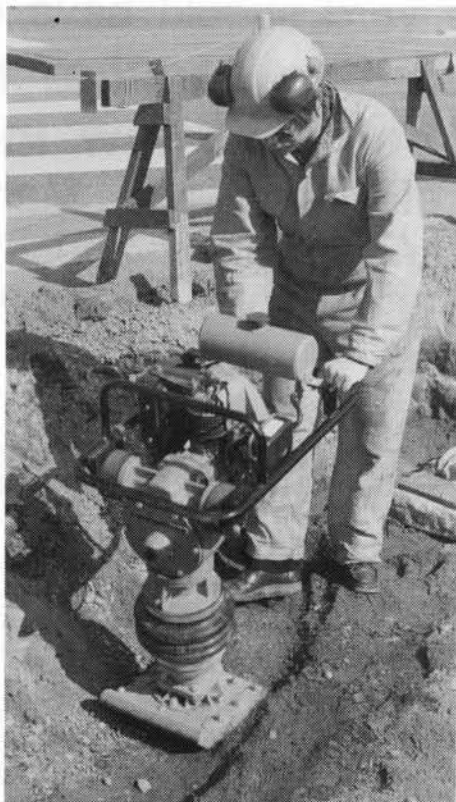
For further information:

Circle 55 on Reader Service Card.

The Piccini dumper range which is new to this country comprises six models of both two and four wheel drive configuration and use Lombardini air cooled diesel engines throughout. A.N.I. Perkins have invested heavily in a comprehensive spare parts back up service and expect that the Piccini name will soon be familiar on the Australian construction scene.

For further information Circle 32 on reader Service Card.

**For A Better Tomorrow
Support HAA Today**





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.



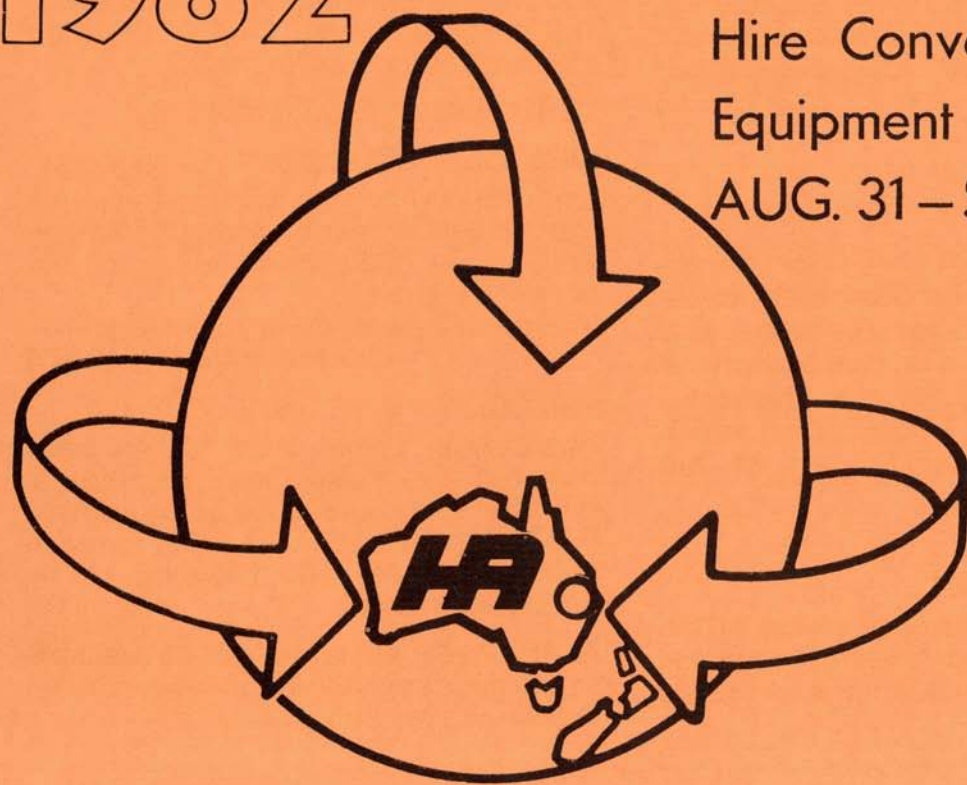
A & N EQUIPMENT PTY. LTD.

19 Manton Road, South Oakleigh 3167

Telephone (03) 544 4066

HIRE ACTION SURFERS PARADISE AUSTRALIA 1982

11th International
Hire Convention &
Equipment Exhibition
AUG. 31 – SEPT. 4, 1982



YOUR INVITATION

to the Hire Action Surfers Paradise Australia, 1982 11th International Hire Convention and Equipment Exhibition

SURFERS PARADISE, by the sea, centre of 40 kilometres of golden beaches, is the host city in a corner of the Pacific that's nature's wonderland.

- Sunny Beaches
- Fabulous Surf
- National Parks
- Wild Life Sanctuaries
- Sporting Facilities
- Dreamworld
- Art Centres
- Specialty Shops
- Restaurants
- Exciting Nightlife

Meet Delegates from all over the world. Relax in a refreshing, congenial atmosphere to discuss the latest trends in the Hire Industry today and explore the fascinating Hire World of Tomorrow.

VENUE

Chevron Paradise Convention Centre located in the heart of Surfers Paradise, is well appointed for Seminars and social events. Spacious areas provide excellent facilities for the display of equipment at our Trade Exhibit which will form an integral part of the programme.

ACCOMMODATION

Block booking has been made at the recently improved Chevron Paradise Hotel with its new buildings for guests and vehicles.

AUGUST 31st - SEPTEMBER 4th

YOUR FULL REGISTRATION INCLUDES:

Cocktail Parties	Yard Tour
Luncheons	Dreamworld
Luau Feast	Subsidised Bar
Banquet & Floor Show	Prizes

PROGRAMME & SOCIAL FUNCTIONS

TUESDAY, 31st AUGUST, 1982

Registrations — Yard Tour — Visit to Dreamworld — Cocktail Party to welcome visitors from overseas and Sir John and Lady Moore.

WEDNESDAY 1st to FRIDAY 3rd SEPTEMBER, 1982

We have a concentrated programme of education Seminars, top class speakers and comprehensive Trade Exhibition and social functions including —

LUAU FEAST: Thursday Night.

BANQUET/FLOOR SHOW: Friday Night. Floor Show during Banquet features top entertainment group "Wikety Wak" from 7.00 p.m. to 1.00 a.m. (No boring Banquet).

'Australia's Zaniest Entertainment'
(Encore Magazine 10/81)

PRIZES:

Substantial prizes have again been donated by H.A.A. and Exhibitor's. Members who purchase at Equipment Exhibition will receive a ticket for each \$500 value of sale. Drawing to be Friday afternoon.

ALSO: Additional prizes will be available to all attending Banquet and Floor Show. Drawing to be during Show.

REGISTRATION FORM

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

Organising Committee,
Hire Association of Queensland,
John R. Lemare,
Shop 10,
Riverside Shopping Centre,
Graceville Avenue,
GRACEVILLE, QLD. 4075.

Cheque made payable to —

Hire Association of Qld.

REGISTRATIONS CLOSE 31st JULY, 1982.

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.

Registrations Close 31st July, 1982.

ACCOMMODATION

ROOM ONLY

CHEVRON PARADISE HOTEL

Please
Tick

PARADISE ROOMS

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

TOWER ROOMS

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Company or Organisation:

Address:.....

.....Phone:.....

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

BUSINESS REPLY POST
(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
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Australia

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of those items of
interest to you**

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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17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32
33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48
49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64
65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80
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97	98	99	100	101	102	103	104	105	106	107	108	109	110	111	112
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Name															
Company Name															
Address															
City										State			Postcode		
Country															