

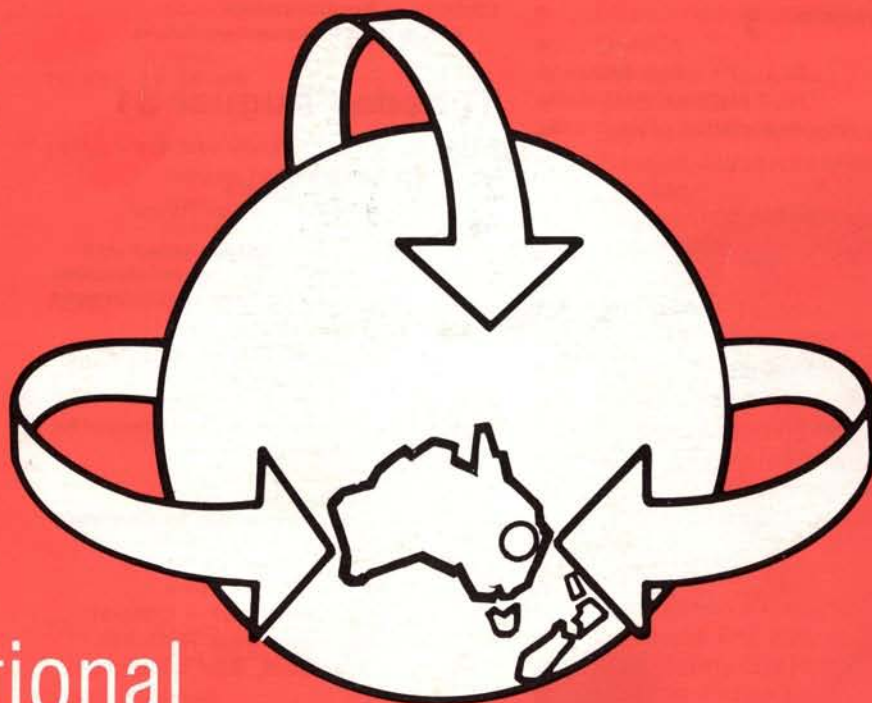
HIRE & RENTAL

Volume 3 Number 6 1982
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AUSTRALASIA

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

HIRE ACTION SURFERS PARADISE 1982



11th International
Hire Convention & Equipment Exhibition



HIRE ACTION SURFERS PARADISE

11th International Hire convention & Equipment exhibition.

Chevron Paradise Hotel

Surfers Paradise

Australia

August 31st — September 3rd 1982



Equipment Exhibitors

Welcome to Surfers

"We are all here this day because we have a worthwhile goal — to foster the growth and development of the Hire and Rental Industry."

Hire Action Surfers Paradise '82 gives us the opportunity to be ever mindful of the pitfalls in our progress. To be prepared with knowledge that is offered by people around us, and from the fast developing strength of the Hire Association of Australia."

Ron Williams
National President,
Hire Association of Australia.

Convention Programme

Monday August 30

Monday is Registration Day

12.00 Registrations
Foyer, Convention Rooms

Tuesday August 31

Today it's 'getting to know you' day

7.00 am Registrations
Foyer, Convention Rooms

Delegates, please collect your convention kits which include tickets for the Yard Tours and Dreamworld visit.

1.00 pm Gold Coast Hire Yard Tour

1.30 pm Dreamworld Tour
Coaches depart Hotel forecourt for both tours.

5.00 – 5.30 pm
Coaches return to Chevron Hotel.

7.00 – 8.00 pm
Cocktail Hour — Official welcome from National President, Ron Williams.

A free night.
Relax and meet our overseas delegates.

Wednesday September 1

8.00 am Registrations
Foyer, Convention Rooms

9.00 – 9.45 am
The American Rental Scene
A summation of the American Rental Industry

Speaker — George Gartner
(President A.R.A.)
Speaker — C. A. Siegfried Jnr.
C.A.E. (Exec. Director A.R.A.)

9.45 – 10.15 am
Recess — Coffee break

10.15 – 11.00 am
Video — its impact
A specialist hire man comments on how video can be used to advance our business.
Speaker — Martin Stiles, VHS Hire.

11.00 – 12.00
Australia — A promise betrayed or a hope renewed
Meet and hear the person who has been called "The Billy Graham of Free Enterprise"
Speaker — Charles J. Connelly,
National Convenor of the Organization of Concerned and Committed Australians.

12.00 – 5.00 pm
Equipment Exhibition
Luncheon, included in your registration, will be served in the Equipment Exhibition Area. A subsidized bar will also be operating in this area all afternoon.

7.00 – 8.00 pm
Cocktail Hour
A free evening to visit Surfers Paradise, "where the fun never sets".

Thursday September 2

8.00 am Registrations
Foyer, Convention Rooms.

9.00 – 11.00 am
Profit through professionalism with people.
A motivational session to assist delegates to go back and grab the many opportunities to fine-tune their business.
Speaker — Paul Dunn, Dunn Marketing.

11.00 – 11.30 am
Recess — Coffee break

11.30 – 12.00
A new life/work style for the Hire and Rental Industry.
Hear an Executive of the Federal Department of Labour and Industry relate how he and a small task force have been examining regulatory options for the Hire and Rental Industry in recent months.
Speaker — Mr. Clarence Audley.

12.00 – 5.00 pm
Equipment Exhibition
Luncheon, included in your registration, served in the Equipment area. A subsidized bar will operate all afternoon in the Equipment Exhibition area.

6.00 – 8.00 pm
Equipment Exhibit re-opens

7.30 – 9.00 pm
Luau Feast in Tropical Gardens
served in the garden adjacent to the Exhibition Area.

Friday September 3

8.00 am Registrations
Foyer, Convention Rooms.

9.30 – 10.45 am
Takeovers in the Rental Industry (or how to be taken in)
Highlights of the session — A look into the future. How to produce a 'blue-ribbon' balance sheet.
Speaker — Due to the nature of the subject he must hide his identity until today. However, as one of the Directors of the London Metal Exchange he has access to unlimited finance for possible future takeovers.

10.45 – 11.15 am
Recess — Coffee break

11.15 – 12.30
Issues facing our industry over the next five years.
Speaker — Alan M. Carrol, Business International Corporation of New York.

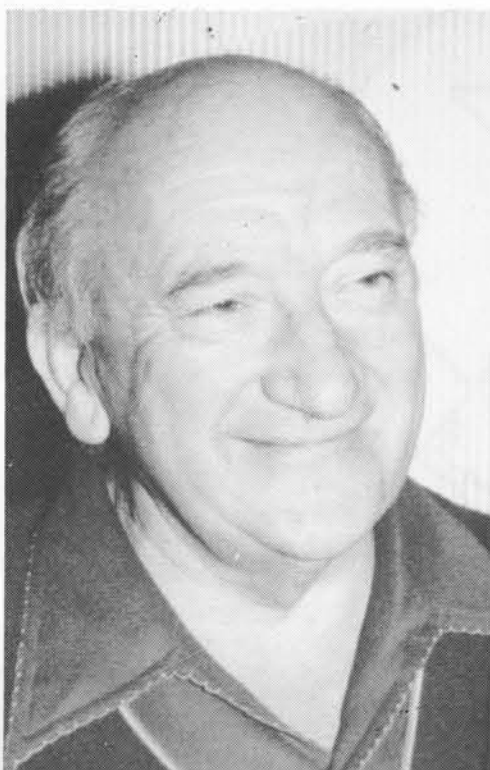
12.30 – 5.00 pm
Equipment Exhibition and Prize drawing.
Prize drawing will commence at 3.00 pm. You must be there to claim your prize. Unclaimed prize numbers will be placed on notice board until 5.00 pm after which they will be redrawn at the Banquet.

Luncheon, included in your registration, served in the Equipment area. Cash bar available.

7.00 – 9.00 pm
Big Banquet.

9.00 – 1.00 am
Big Entertainment — "The Wicketty Wak Show".

- Arch Mould
- A & N Equipment Pty. Ltd.
- ANI Perkins
- Arc Enterprises
- Atlas Copco Australia Pty. Ltd.
- Abbey Rents (Australia) Pty. Ltd.
- W L Bassett & Co. Pty. Ltd.
- Bay Textiles Ltd.
- Bomag Australia Pty. Ltd.
- Builders Aids Pty. Ltd.
- Clayton Engineering
- Compair (Australia) Ltd.
- Neville Crocker & Associates Pty. Ltd.
- Cory-Wright & Salmon Ltd.
- Crown Controls Pty. Ltd.
- Dembi-Con Australia
- Diamond & Boart Pty. Ltd.
- Directories (Aust.) Pty. Ltd.
- Dunlite
- Dynapac Pty. Ltd.
- Electric Eel (Aust.)
- Ezyreach Work Platforms
- Flexovit Abrasives (Australia) Pty. Ltd.
- Flextool (Q'ld.) Pty. Ltd.
- Hawker Siddley Engineering Pty. Ltd.
- Homelite — Textron
- Hydraulic Hammers Pty. Ltd.
- Ingersoll-Rand (Aust.) Pty. Ltd.
- Kabpro Sales Pty. Ltd.
- Karcher Cleaning Equipment
- Kelso-Ogden Industries Pty. Ltd.
- Lato Industries Pty. Ltd.
- Lincoln Electric Company (Aust) Pty. Ltd.
- Metro Power
- Multi Clean Products Pty. Ltd.
- Powerlite Pty. Ltd.
- Pratt Safety Systems
- Safeline Products
- Viking Equipment Pty. Ltd.
- Wagner Spraytech Australia





New Model — 400AS Heavy Duty Diesel Welder

The new, improved model of the famous Shield-Arc 400AS on-site welder. Provides 400 amps DC plus 6kW of 240V AC auxiliary power. Faster and easier starting, and the fact that the auxiliary power can be used whilst welding, are only some of the upgraded specifications on this tough, reliable unit.

Lincoln welders, power sources, guns and electrodes.

LINCOLN
ELECTRIC

THE LINCOLN ELECTRIC COMPANY (AUSTRALIA) PTY. LTD.

35 Bryant Street, Padstow, Sydney, NSW 2211
Telephone: (02) 77 0741. Telex: 22792



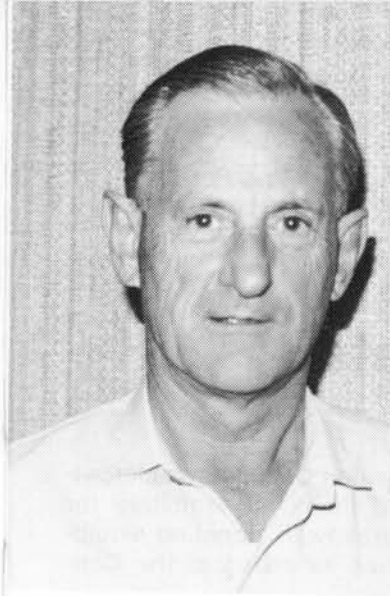
Portable Welders/ 240V Power Sources — Five Models

A range of compact, easily handled engine driven welders with 240V auxiliary power facility. For repair work and light construction welding — see the Weldompower and Lincwelder range. Optional undercarriages available.

Branches in every State. Dealers throughout Australia

Melbourne (03) 690 4911 Brisbane (07) 277 2955 Adelaide (08) 43 8061
Perth (09) 277 8744 Launceston (003) 26 3388 Townsville (077) 79 9777
Mackay (079) 51 1280 Newcastle (049) 61 5381 Wollongong (042) 28 0565
Karratha (W.A.) (091) 85 2405

LE107 25 19 S&P



Arthur Staines
All Hire & Trading
**PRESIDENT H.A.Q.
EXHIBITION CHAIRMAN**



Dorothy Verney
**REGISTRATION DESK
NEWS LETTER**



Carol Staines
All Hire & Trading
HOSTESS



Ron Wyatt
Flextool (Q'ld) Pty. Ltd.
CONVENTION CHAIRMAN

May we help you?

We introduce the Key personnel at the Convention and note their particular area of responsibility.

Please seek information and assistance from them at any time.



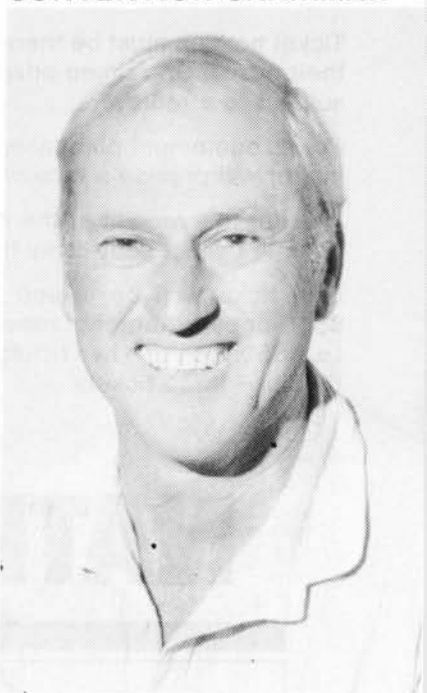
Owen Staines
All Hire & Trading
EXHIBITION LIAISON



Adrian Verney
**REGISTRATION DESK
NEWS LETTER**



Cathy Staines
All Hire & Trading
HOSTESS



Graham Baumann
Handyman Hire & Sales
YARD TOUR LIAISON



Peter Morahan
Moreton Hire Service Pty. Ltd.
**REGISTRATION DESK
EXHIBITION LIAISON
TREASURER**



John Le Mare
Aladdin's Rentals
**REGISTRATION DESK
HOTEL LIAISON**

John Mason
Betta Hire
**SPEAKERS WELFARE
& TRANSPORT OFFICER**



Denise Wyatt
Flextool (Q'ld) Pty. Ltd.
**HOSTESS
FLOOR SHOW LIAISON**



Brian Telfer
Scott's Hire Service
SEMINAR CHAIRMAN



Alan Thompson
Brisbane Hire Service Pty. Ltd.
**REGISTRATION DESK
EXHIBITION LIAISON
TREASURER**

Prizes to be won . . .

Prizes
donated
by:

Prizes worth thousands of dollars will be awarded to purchasers of equipment at the Exhibition.

Prizewinning tickets will be drawn in the exhibition area on Friday afternoon.

Ticket holders must be there to claim their prizes. Unclaimed prizes will be subject to a redraw.

For all equipment purchased, the exhibitor will provide a receipt.

Present this receipt at the reception desk to collect your lucky tickets.

One ticket will be issued for each \$500 or part thereof of receipt value. i.e. \$550 receipt - two tickets, \$1025 receipt - three tickets.

Prizewinning ticket numbers will be posted on the noticeboard in the Exhibition area.

Prizes unclaimed by 5.00 p.m., when the Exhibition closes, will be redrawn at the Big Banquet.

Prizes donated by the HAA are:

- Hayman Island Holiday for two
- Video Cassette Recorder

Both prizes drawn at the Banquet.

The Convention Committee acknowledges, and thank all exhibitors for their generosity in donating equipment for use as prizes at the Convention.

At the time this magazine was published, confirmation of donations had been received from:

- Compair (Australasia) Ltd.
- Neville Crocker & Assoc. Pty. Ltd.
- Flextool (Aust.) Pty. Ltd.
- Homelite-Textron.
- Kabpro Sales Pty. Ltd.
- Lato Industries Pty. Ltd.

NATIONAL SPARE PARTS



BACKED UP AUSTRALIA WIDE

Get the Full Story Now by Ringing the AUSTRALIAN FACTORY REPRESENTATIVES CROMMELINS AUSTRALIA

CONTACT YOUR ROBIN ENGINE STATE SPARE PARTS DISTRIBUTOR.

<p>VICTORIA Symonds Industrial Engines, Ph. (03) 328 3832 Telex AA34774.</p>	<p>WESTERN AUSTRALIA Crommelins Australia, Ph. (09) 451 6644 Telex AA92488</p>	<p>NEW SOUTH WALES Foudron Equipment P/L, Ph. (02) 705 6103</p>	<p>ALICE SPRINGS Fidler and Scarce, Ph. (089) 522 566 Telex AA81189</p>
<p>SOUTH AUSTRALIA Power Mower Service P/L, Ph. (08) 272 4988 Telex AA89729.</p>	<p>QUEENSLAND Metro Power, Ph. (07) 221 4011 Telex AA40130</p>	<p>DARWIN Kelair P/L, Ph. (089) 843 660 Telex AA85117</p>	<p>KATHERINE B.C. Machinery Ph. (089) 721 988 Telex AA85351</p>

NAS 5626

WHO SAYS WE CAN'T JUSTIFY THE EXTRA COST?

HONDA®

G200 (ENG. NO. 1692042)



Robin

EY20D (ENG. No. 103675)

**CROMMELINS
EXCLUSIVE 12 MONTHS
REPLACEMENT ENGINE
WARRANTY**



ON STRIPPING THESE ENGINES DOWN WE FOUND THE FOLLOWING:

1. Self tapping bolts with no washers used on crankcase cover, ignition coil, points cover.
2. Alloy camshaft with spur gear and hollow steel spindle.
3. Fuel filter situated at the bottom of the tank — no filter bowl in fuel tap.
4. No replaceable carburettor seat.
5. Plastic flywheel fan.
6. Plastic choke and butterfly shaft.
7. Muffler without heat shield.
8. Governor operates off camshaft.
9. Segment type lower oil ring.

1. Threaded holes with bolts and washers used on crankcase cover, ignition coil, points cover.
2. 'Solid Steel' camshaft with helical gear.
3. Large filter in top of tank and filter bowl as standard fitting with fuel tap.
4. Replaceable carburettor seat.
5. All 'Cast Iron' Flywheel.
6. Metal choke and butterfly shaft.
7. Muffler with heat shield.
8. Separate Governor gear.
9. All solid cast oil ring.

We believe that with the use of the solid steel camshaft — the double fuel filter system — the solid cast oil ring — plus the many other features, the Robin engine will result in... (a) Longer life.
(b) Less labour repair costs. (c) Less wear meaning longer maintenance of H.P. output.

For prices and leaflets, contact the Australian Factory Representatives, Crommelins Australia.

Brisbane,
Steve Anderson
Ph. (07) 229 1690

Sydney,
Bob De Groot
Ph. (02) 674 2152

Melbourne,
Kieth Holloway
Ph. (03) 873 5594

Adelaide,
Ray Coustley
Ph. (08) 352 3839

Perth,
Stan Bird
Ph. (09) 451 6644

• SPARE PARTS AVAILABLE
AUSTRALIA WIDE.



**SIMPLY COMPARE THE
BENEFITS.**

NAS 6051

EARLY BIRDS SPECIAL

A special tour for delegates who arrive early.

If you wish to take our midmorning sightseeing tour through the beautiful Gold Coast district, please confirm details, and register at our Reception desk.

Tuesday's Bus Tours

Dreamworld tour.

A whole new world of excitement, adventure, fantasy and fun awaits those who take the tour to Dreamworld, the most exciting tourist attraction and family theme park in the Southern Hemisphere.

Relax as you tour Dreamworld's waterways aboard the magnificent Captain Sturt paddle wheeler . . . bask in the beauty of the natural bushlands, feel your pulse race as you ride the thunderbolt rollercoaster.

What a time you will have at Dreamworld.

Gold Coast Hire Yard tour

Graeme Baumann, our yard tour organiser and his fellow hirers from along the Gold Coast, extends an invitation to delegates to join this afternoons tour.

It will visit four yards, catering for equipment ranging from Party goods to Heavy Construction Equipment.

Come along and see how the industry operates in this locality.

Handyman Hire & Sales

Handyman Hire & Sales is the first locally owned and operated Hire Service on the Gold Coast.

Started by Graeme & Doris Baumann, 20 years ago, and now run by son and daughter, Mark & Debbie (with the oldies still getting in the way) they cater for the builder, contractor and handyman.

They now have a staff of 14, with 8 radio controlled trucks and separate Sales, Repair and Concrete Cutting Divisions.

Having great faith in the future of the Gold Coast area, they have now opened a new branch in Murwillumbah, in Northern N.S.W.



The Wright Hire & Sales

The Wright Hire & Sales operates in the party, convention and catering area of hire. It was founded in 1978 by well known Gold Coast businessman John Wright, who invited Andrew Lambie to join him in the venture as manager and a director. John is also a director of several other companies — long estab-

Wreckair Pty. Ltd.

Wreckair Pty. Ltd. is a fully owned subsidiary of Repco Limited and operates some twenty-two outlets throughout Queensland.

The company hires an extensive range of plant and equipment for use in civil

engineering, building construction and general industry.

Over five hundred different types of equipment are included in the fleet and many thousands of items are available for hire.

Most of the equipment is hired to major contractors, industry, government and municipal authorities, who readily appreciate the advantages of hiring equipment when required, rather than tying up capital to buy it.



HITACHI

PH-65A

DEMOLITION HAMMERS

An ideal rental tool.

Specifications

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

Standard Accessories:

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



Available from:

Builders Aids Pty Ltd.

10 Manningham Road Bulleen 3105
Telephone (03) 850 2316

HITACHI.PRECISION POWER.

Twin City Hire Service

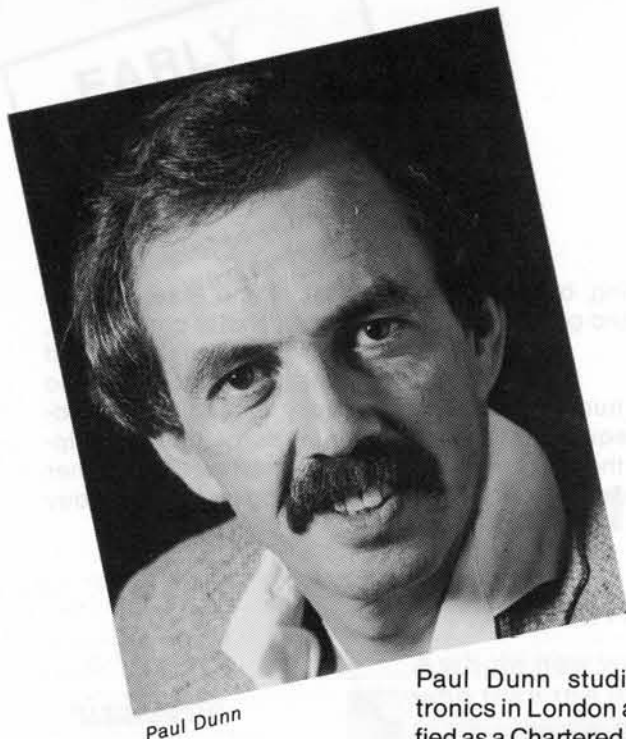
Twin City Hire Service has operated on the Gold Coast since 1979 as a private company.

Brambles Industries Ltd. purchased the company in September, 1981 and has expanded the range of gen-

eral construction and compaction hire equipment to cater for all industries.

To meet the increasing demands for equipment, a new headquarters and branch has been established on the Pacific Highway, Nerang.





Paul Dunn

Paul Dunn

Thursdays Keynote Speaker

— 9.00 am Thursday September 2

"Profit through Professionalism with people"

A motivational session to assist delegates to go back and grab the many opportunities to fine-tune their businesses.

Paul Dunn studied Electronics in London and qualified as a Chartered Engineer.

He migrated to Australia in 1965 where he joined an American electronics company — Hewlett Packard.

In 1974 Paul joined the then two-man and a sec-

retary organisation of Hartley Computer and devoted the next seven years to that cause. In that time, with Paul as General Manager of Marketing, Hartley rose from a Brisbane-based company with a turnover of \$600 to a trans-national company with a turnover approaching \$23 Million.

In 1980 Paul was voted Salesperson of the Year by the American Chamber of Commerce in Queensland, and in May 1980, he left Hartley to form his own company to enable him to concentrate on Human Resource Development.

Paul Dunn is, above all, fun to listen to and learn from.



Alan M. Carroll

Alan Carroll

Friday's Keynote Speaker — 11.15 am Friday September 3

"Strategic issues facing the Industry over the next five years"

An assessment of external environments — both political and economic — for use in the strategic planning functions of Corporations.

capacity as a "business analyst" on ABC radio and television programs dealing with national commercial and economic matters.

He is currently a principal and executive director of Australian Ratings — this country's major rating organisation dealing with corporate risk assessment. He is also a consulting

counsellor to the Committee for Economic Development of Australia (CEDA), a member of the board of Ogilvie and Mather (Australia), the immediate past Victorian Chairman of the American Chamber of Commerce and is involved in a variety of capacities with advisory groups to both Government and Opposition economic and Industry Ministers.

Alan Carroll (37) is the Director in Australia and South East Asia for Business International Corporation, a New York based global consulting research and publishing organisation.

Alan has possibly become better known to some of you over recent years in his

11th International Hire convention & Equipment exhibition.

The American Rental Scene — 9.00 am Wednesday



George Gartner
Comment on the American Rental Industry by:
George Gartner Pres ARA.
C. A. Siegfried Jr.
Exec. Director A.R.A.



C. A. Siegfried Jr.



Martin Stiles

Video — its impact

— 10.15 am Wednesday

Martin Stiles emigrated to Brisbane in 1972 and joined BTQ7 as a technical operator.

A couple of years later he moved to the manufacturing industry as a test technician, assembling and testing broadcast TV cameras and recorders.

Together with other persons, his next venture was in

AUSTRALIA — A PROMISE BETRAYED OR A HOPE RENEWED — 11.00 am Wednesday September 1

Charles Connelly is the founder and Executive Director (unpaid) of the organisation of concerned and committed Australians. An organisation dedicated to achieving radical changes for the better in Australian society.

In 1975 he helped establish the small business of self-employed Association (Qld.), of which he was President from 1976 to 1981.

Video Home Systems, the first video specialist Retail and Hire business in Queensland.

His primary responsibility is now for the operation of the hire department. This offers video and audio visual productions.

He is responsible for both production of programmes and for their presentation.

In 1977 he gained the attention of the media on a national level by calling the world's first "Bosses Strike" — a stop work meeting in an industrial estate in suburban Brisbane, to protest at federal tax policies. There he coined a description of the bureaucracy which won him a quote of the year award — "It is an anatomical freak with neither a head you can reason with, a heart you can appeal to, or an arse you can kick".

Charles Connelly



A NEW LEASE OF LIFE FOR THE HIRE INDUSTRY

The Federal Department of Industry and Commerce is represented at the Convention by **Mr. Clarence Audley**, a Canberran with a Bachelor of Arts degree and Diploma of Business Management from the Australian National University. His previous Governmental experience includes Australia House in London and

11.30 am Thursday Sept 2
the Attorney-General's Dept. Mr. Audley and a small task force have recently been examining regulatory options for the hire industry (among others), and his talk promises to be a revealing insight into Government procedures and attitudes and the future direction of the industry.

PHOTOGRAPH OF ?

Guest speaker at the Brisbane Convention, whose name is not allowed to be published because of the provisions of the Official

— 9.30 am Friday September 3

Secrets Act. Our guest shall speak about takeovers in the hire business, including how to be taken in. His vast experience as financial adviser to the London Metals Exchange and the Chancellor of the Exchequer allows him to predict the future developments of the industry. And he has some rather creative advice for those who wish to present a blue-ribbon balance sheet when they are drawing in red ink.



WICKETY WAK

Formed in 1975, to provide 'good entertainment and music people want to hear' they have over the past four years done just that. In 1979 they were awarded 'Pop Group of the Year' and 'Best Cabaret Group of the Year' at the Queensland Popular Music Awards. Wicketty Wak are a complete night's entertainment and their floor shows revolve around such great stars as

Shirley Bassey, The Platters, Mick Jagger, Elvis, Joe Cocker, The Supremes, Rolf Harris and more. As the evening unfolds so does the multi talents of the group. They are multi instrumentalists with brilliant vocal harmonies — plus more than just a touch of comedy, that is designed to reach out and interact with an audience. The result is a complete evening's entertainment and enjoyment for everyone present.

"HIRE CLASSIFICATIONS IN CLASSIFIED YELLOW PAGES DIRECTORIES

Growth and development in the Hire and Rental industry has been very rapid over the past few years. Many more people and businesses are involved and the range of products and equipment available for hire has expanded enormously. This rapid change in the Hire Industry has raised a number of problems for industry members wishing to advertise in Yellow Pages directories.

In the past, most Hire and Rental advertisements were to be found in the "Hire Contractors" classification. As the product range expanded, the number and diversity of advertisements in this classification increased to the point where potential customers had to search through the classification to find what they needed — if they could find it — and advertisers took out increasingly prominent and expensive advertisements in order to get their message across.

Telecom Australia's Headings Committee, which is responsible for creating and changing classified headings and index cross references in Yellow Pages directories, recognised the growing problem of the "Hire Contractors" classification in 1981. Discussions with the Hire and Rental Association were undertaken, although no final Association view was tabled with the Committee.

A number of changes were made by the Headings Committee in an attempt to make hire and rental products and equipment more

accessible to directory users and to reduce the congestion on the "Hire Contractors" classification. The changes were principally to associate the product for hire or rental with the retail classification for the same product, wherever possible. For example, audio visual equipment for hire is located under the "Audio Visual Equipment and Productions" classification. An index cross reference "Hire - Audio Visual Equipment" leads customers to the appropriate classification when

they search under the keyword "Hire".

A number of separate "Hire" headings are also used for distinct groupings of equipment, e.g. "Hire-Factory and Workshop Equipment". These headings have in some cases resulted from the amalgamation of other headings, and in other cases from a process of rationalisation. These processes are still being applied to anomalies in the present structure, and further changes will be considered by the Headings Committee later this year. These

Special Seminar Session

Thursday, September 2, 1982

2.30 p.m. — Cascade Room

Chevron Paradise Hotel, Surfers Paradise.

"Hire Classifications used in Australian Yellow Page Directories and the Cross-Referencing of these volumes" —

Panelists: Representatives of Telecom Australia's Yellow Pages Headings Committee.

This meeting will provide an opportunity for Hire members, particularly our larger companies, to meet with members of Telecom Australia's Yellow Page Headings Committee, to exchange ideas for the future development of the directories.

developments include the amalgamation of "Marquees for Hire" and "Dance Floors - Portable - Hire" with the "Hire - Party and Medical Equipment" classification, and a study of the advantages gained by splitting "Hire - Party and Medical Equipment" into two separate classifications.

The present structure has been criticised on the grounds that there are too many classifications used to cover the "Hire" industry. However, this structure has been provided in an attempt to meet the needs of advertisers and customers alike, and to break down a monolithic structure that was increasingly unsuited to the needs of a growth industry.

Work on the development of the "Hire" structure is still proceeding. Individual hire and rental business people, members of the Association and/or representatives of the Association may wish to express a point of view or to make representations for changes in this structure. The Headings Committee welcomes such expressions and is willing to consider them in its deliberations. In particular, representations from the Association expressing a united viewpoint would provide valuable guidance to the Headings Committee.

Address correspondence to:

**Chairman,
Yellow Pages Headings Committee,
Directory Services Division,
Telecom Australia Headquarters,
17/518 Little Bourke St,
MELBOURNE. Vic. 3000.**

small... bigger...



biggerest.



Any way you size it up, you can count on CompAir.

CompAir is Australia's No. 1 supplier of portable air compressors — and we can supply the correct capacity for your job. There's a wide variety of models, 60 to 1200 cfm, from hard-working compacts right through to the big-power giants. And in every case, you're backed by CompAir's Australia-wide service network.

COMPAIR (AUSTRALASIA) LTD.
VICTORIA (HEAD OFFICE)
 34-40 Ricketts Rd., Mt. Waverley. 3149.
 Phone 544 1755. Telex AA31126
NEW SOUTH WALES
 4 Harbord Street, Granville. 2142. Phone 637 8200.
 184 Gaffney Street, Broken Hill. 2880. Phone 88 3344
SOUTH AUSTRALIA
 Diana Street, Woodville. 5011. Phone 268 3166.
QUEENSLAND
 32 Flanders Street, Salisbury. 4107. Phone 275 2022.
 9 Ryan Road, Mt. Isa. 4825. Phone 43 6649.
TASMANIA
 19 Pearl Street, Moonah, Hobart. 7009. Phone 72 2100.

WESTERN AUSTRALIA
 221 Plain Street, East Perth. 6000. Phone 325 2099.
 184 Dugan Street, Kalgoorlie. 6430. Phone 21 1588
AUCKLAND — HEAD OFFICE
 689 Great South Road, Penrose. Phone 59 1359.
 Telex NZ 60203.
WELLINGTON
 7 Aglionby Street, Lower Hutt. Phone 69 5532, 66 1168
 Telex NZ 3273
CHRISTCHURCH
 13-17 Mandeville Street. Phone 48 8762. Telex NZ 4506



CompAir

the compressed air specialists
 you can count on.

7476R

Are you offering your customers
Industrial Quality
abrasives?



"PLAY IT SAFE" STOCK & PROFIT WITH **FLEXOVIT**

"FOR SERVICE TO THE HIRE INDUSTRY CONTACT"

FLEXOVIT ABRASIVES (AUSTRALIA) PTY. LTD.

4-6 COLBERT ROAD, CAMPBELLFIELD. 3061
VICTORIA. AUSTRALIA.
TELEPHONE: (03) 359 0377 TELEX AA34182

NEW ZEALAND: Sanding & Grinding Specialists Ltd.

199 Archer Road, Takapune 9 Auckland. Telephone 444 6159.

NEW SOUTH WALES
(02) 439 5488

SOUTH AUST.
(08) 46 4418

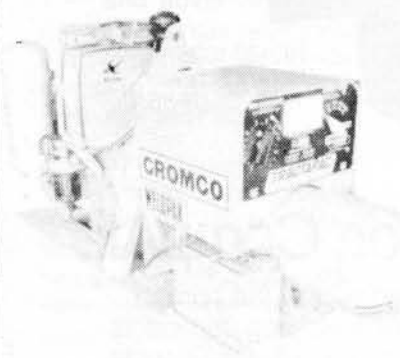
WEST AUST
(09) 361 0605

QUEENSLAND
(07) 394 1611

TASMANIA
(002) 72 3303

Circle 79 Reader Service Card

CROMCO WELDPAK



Robin Powered
225 amp
Arc Welder
Incl. 3000 watt A.C. plug

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

Circle 122 on Reader Service Card

New Zealand to produce petrol from natural gas

The New Zealand Government and the Mobil Oil Corporation have embarked on one of the most imaginative and adventurous synthetic fuel projects in the world — a scheme to turn natural gas from the vast Maui field off the North Island into petrol.

The contract for the project, to cost A\$1,300 million was signed in February. It calls for the construction and operation of a plant to convert natural gas into synthesis gas, then into methanol and finally into high octane petrol using the ZSM-5 catalyst developed at Mobil's Paulsboro laboratories in New Jersey, U.S.A.

Plant to produce 34 per cent of New Zealand's petrol

The scheme is a vital part of the New Zealand Government's policy of reducing its almost total dependence on imported oil to meet its transport needs. The plant is scheduled to come on stream in 1985. At full production, its output will be 580,000 tonnes of petrol a year — equal to 12,500 barrels a day or 34 per cent of the country's current usage of petrol. The petrol

project is part of New Zealand's plan to exploit the Maui field over 30 years. Only 16 per cent of Maui's reserves have been earmarked for the Mobil process. Four per cent will be used to make compressed natural gas (CNG), 10 per cent for liquefied petroleum gas (LPG), 26 per cent for reticulation, 9 per cent for electricity generation, 11 per cent for ethane (a raw material for the petrochemical industry) and 9 per cent for conversion to methanol. That leaves 15 per cent remaining for new developments. Condensate, a light crude oil suitable for refining into transport fuel, will also be extracted from the gas and fed into the country's only oil refinery. In all, the synthetic petrol, conversion of fleet vehicles to run on LPG and CNG and the extra condensate will give New Zealand 50 per cent self-sufficiency in transport fuels.

"The Customer is Always Right" or —

A cockroach is always wrong when arguing with a chicken. Now on which side of the counter is the chicken.

One always gets those odd customers that are not mentally built to use equipment of any sort, and it makes no difference how much instruction they have been given on the commencement of hire the equipment hired has not gone right for them. The blame as always has landed right back on the place and the person they have hired the equipment from.

Now the question of the customer being always right has to be sorted out to the satisfaction of both parties. If you have more than one person handling the counter area a conflict of words can arise especially if the goods are hired from 'A' and returned to 'B' or 'C'. This is where company policy comes in.

Company policy towards the customer is laid down in most cases by the owner operator or by a directive from a head office to a branch manager. In the main the policy has been formed by the vast experience and knowledge gained over a period of years, under which much equipment and many customers have been dealt with with satisfaction on both sides.

Staff handling of a problem brought in by a customer is the point where the policy generally goes wrong. There are ways that this can be guided into the right channels with the staff being given definite guidelines on company policy.

To achieve this and to get ALL the staff on the right wavelength a monthly meeting of some twenty minutes early one morning can pay handsome dividends. If your staff are told to write down the problems as they arise each month they can be brought up at each meeting and thoroughly discussed.

Suggestions by the staff themselves can be most helpful and when they return to their various positions around the operation, they are all armed with the same inclination to defuse any hot situations that may arise.

This is really wonderful for the owner as now he has some staff to lean on and the load is more healthily spread in more ways that one — and even the chicken lifteth her head toward heaven when swallowing her cockroach.

Peter Lawrence



MANG JR2000 ROTARY HOE

Every hire yard should have one!

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

Built for professional use, Mang will
withstand amateur abuse.

ORDER NOW TO AVOID DISAPPOINTMENT.

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

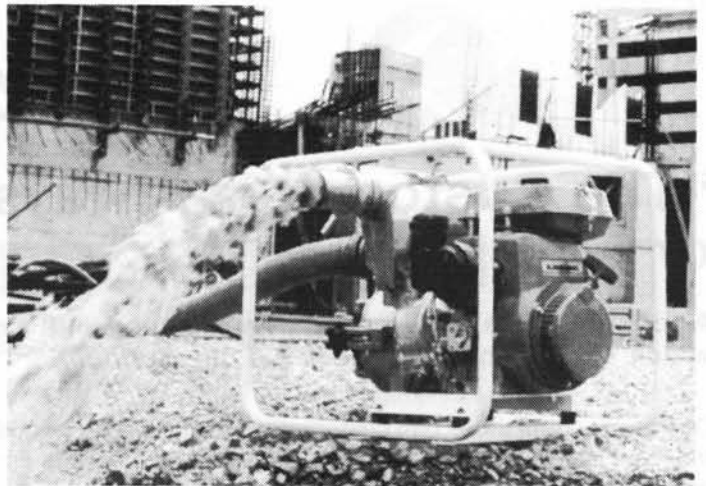
A & N EQUIPMENT PTY. LTD.



19 Manton Road, South Oak-
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Telephone (03) 544 4066



PORTAJET
Hire Pressure Water Blasters



TOKAI
Trash Pumps & Hoses



- Compressors
- Breakers
- Drills
- Picks & Accessories

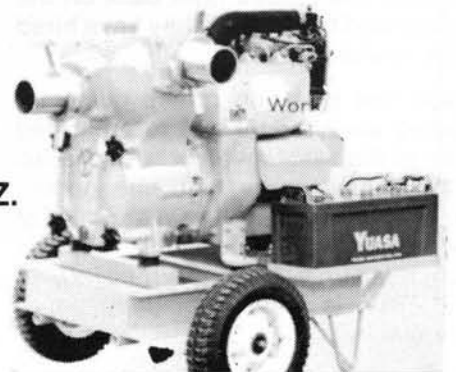
Suppliers to:

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



Cory-Wright & Salmon Ltd.

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

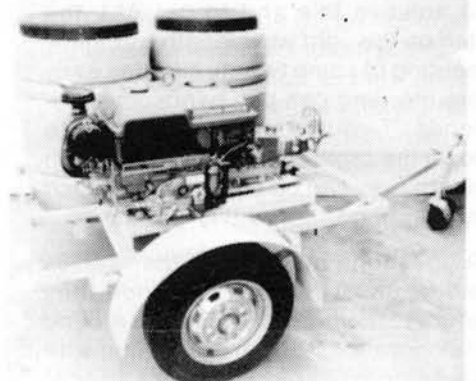


TOKAI
4" DIESEL UNIT



Williams and James
POWER PACKS
& BREAKERS

3000 POWER JET
"Kubota" diesel, Trailer unit.



NEW ZEALAND MADE 3000 P.S.I. UNITS

Tradesman Products Ltd. of Waipawa, New Zealand manufacture 3000 P.S.I. Water Blast Units which are becoming increasingly popular in the New Zealand Hire industry and are making their presence felt in the industrial and maintenance fields also.

These units are generally fully trailer mounted complete with water tanks, high and low pressure hose and hose reels and are complete self contained units. Generally the motors are diesel for low running costs and maintenance and the pumps are always piston or plunger type producing 3000 P.S.I. at up to 6.6 G.P.M. Imp.

These units are very useful on high rise building maintenance and cleaning and are particularly suitable for boat defouling. With the addition of the wet sand

blasting attachment the machine becomes eminently suitable for rust and scale removal in many fields as well as the removal of graffiti, concrete scourings, paint removal etc.

The volume and pressure also combine to make a very suitable drain cleaning unit of the machine and local Government bodies are high on the list of users.

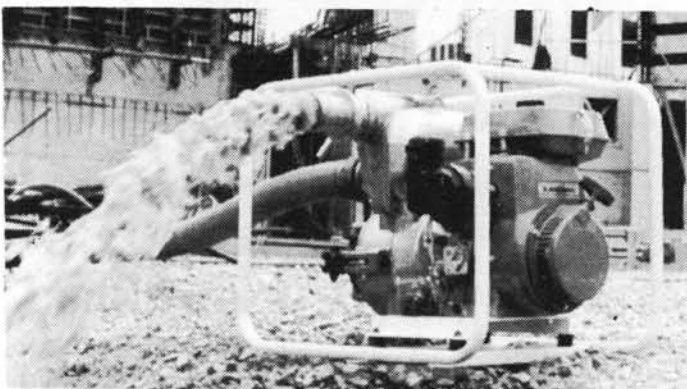
Prices for units complete, range from NZ\$6800 including Sales Tax for a petrol powered machine and from



NZ\$7800 for a diesel machine. All are complete with 100 ft. of High Pressure Hose, Safety Gun, High Pressure Hose Reel, Low Pressure Hose Reel, Un-loader Valve, Gauge, Filler Hose and back up water supply.

Cory-Wright and Salmon are the New Zealand Distributors and expect to have a sample unit at Surfers for the convention.

Circle 131 on Reader Service Card.



NEW TRASH PUMP wins big orders

Substantial orders for a new type of contractor's trash pump have been awarded in recent months to the Wellington manufacturer.

This self-priming pump (see illustration) comes in two sizes having either 600 or 1200 litres/minute capacity. It has twin-bladed chromium alloy impellers which allow solids up to 18mm or 28mm to pass, depending on the size, equivalent to 50 per cent of the diameter of the pump. Both units will work against a head of 24 metres.

Most demand has come from contractors and hire companies, says Cory, Wright & Salmon Ltd. who make and market the pump

under licence to Japanese principals.

A major government order has just been received. This followed arduous testing in which a trial unit was run continuously over several days in a flooded river.

A strong export market is also reported in Australia and the Pacific Islands.

The manufacturer has stepped-up production to meet demand and supply is still reported to be ex-stock. The pump's Kawasaki 4-stroke petrol engines have proved to be thoroughly reliable and the only modification to the original Japanese design has been the addition of folding carry handles.

Circle 134 on Reader Service Card.

Can you afford to ignore it?



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(even from New Zealand)

Telephone (03) 850 2316

Confirm our prices are competitive throughout
NEW ZEALAND & AUSTRALIA
for products we advertise.

BUILDERS AIDS PTY. LTD.

Rental Equipment Suppliers
P.O. Box 136, Bulleen 3105, Australia.



**1982 will be our 48th year of experience
in vibratory compaction**

Product range includes

- Concrete vibrators
- Concrete finishing
- Vibrating plate compactors
- Self propelled soil rollers
- Self propelled asphalt rollers
- Towed vibrating rollers

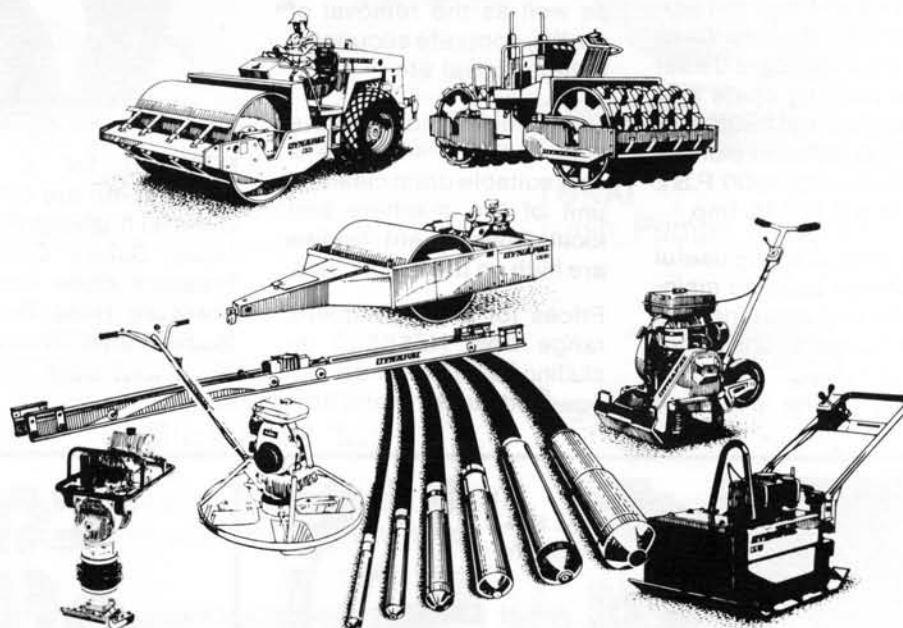
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TELEX: 36818

BRISBANE OFFICE: 79 BELLWOOD ST., DARRA, 4076 PHONE: (07) 3762644 TELEX: 42634

PERTH OFFICE: 53 CATHERINE STREET, MORLEY, 6062 PHONE: (09) 2754522 TELEX: 94548



ART FROM 952

Circle 117 on Reader Service Card.

Closer Economic Relations Between Australia and New Zealand

On Friday 4 June, the Governments of Australia and New Zealand simultaneously released for public comment a report containing proposals for a Closer Economic Relations (CER) Agreement between Australia and New Zealand.

The proposed arrangements are the result of discussions at inter-Governmental and inter-industry levels which have taken place over the two years since the Prime Ministers of Australia and New Zealand released a joint Communique in March 1980 calling for a closer economic relationship between the two countries.

The Draft Heads of Agreement for CER arrangements have been set out in the report in which the main features include:

- The termination of import licensing and tariff quota arrangements in both countries with respect to trans-Tasman trade by 1995.
- The termination of performance-based export incentives in respect of trans-Tasman trade, by 31 March 1987 for New Zealand and 30 June 1987 for Australia.
- The phasing down of tariffs by 5% per annum or by equal instal-

ments per annum so that trade between the two countries is duty-free by 1 January 1988.

- The provision of safeguard measures for situations in which severe material injury results in the transition period from the trade liberalisation measures proposed.

Agreement on a list of product groups for which the normal trade liberalisation measures will be either modified or deferred subject to further negotiation. These include iron and steel products, certain copper products, whitegoods, lawnmowers, taps, cocks and valves, motor vehicles and components and certain aluminium products.

The final Closer Economic Relations Agreement is scheduled to be signed by Australia and New Zealand in September or October 1982 and implemented on 1 January 1983.



Bay Textiles Ltd., Manufacturers of Marquees

Bay Textiles Ltd. design and manufacture Marquees for use by the Hire Industry.

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

Further information:
Bay Textiles Ltd.,
64 8th Ave. Tauranga.
Telephone 88022, or **circle 143 on Reader Service Card.**

Meet the mighty SWINGER

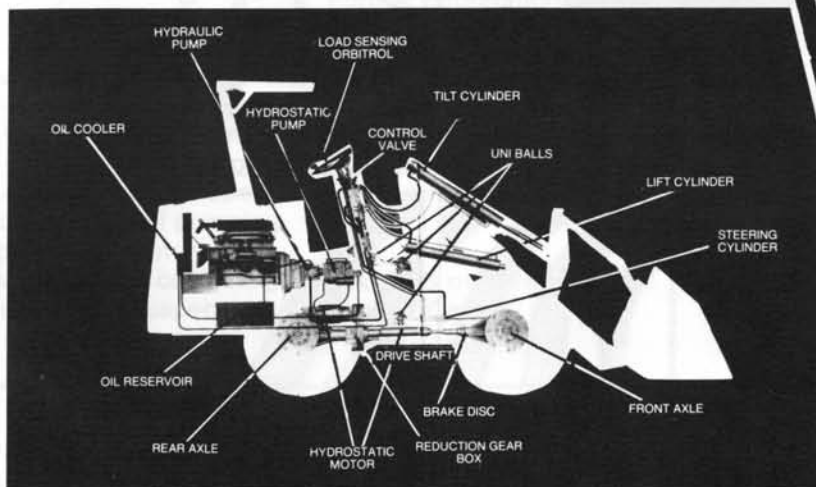


Swinger loaders are engineered for rugged, continuous 24 hour a day operation. It is the perfect machine for difficult industrial, mining, construction and agricultural applications.

Adding a Swinger to your equipment inventory means minimising down-time, increasing production and maximising profits.

Why? Because Swinger has more common sense features than any other loader on the market today.

**See the
MODEL 110
at the yard tour**



MODEL 110

Operating specifications

Static Tipping Load — (full 40 degree turn) SAE 2,350lbs. (1066kg.)

Breakout Force — 3,503lbs. (1589kg.)

Operating components

ENGINE — CONTINENTAL (Gas). Gross Horsepower — 32 (24kW) @ 320 rpm. Number of Cylinders — four.

Drive system

4 in 10 Hydrostatic Trans.

AUSTRALIAN DISTRIBUTORS

Skipper Mayday



MACHINERY LIMITED

PERTH

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REDCLIFFE W.A. 6104

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The contractors' choice

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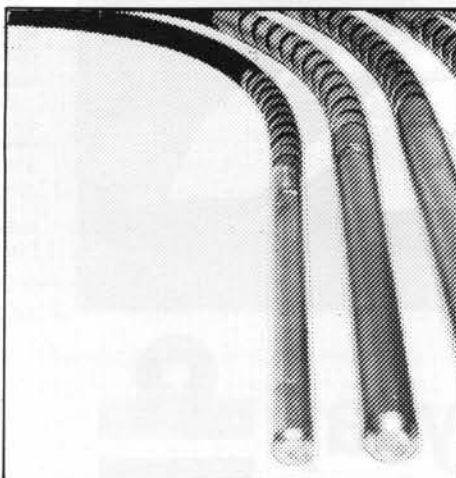
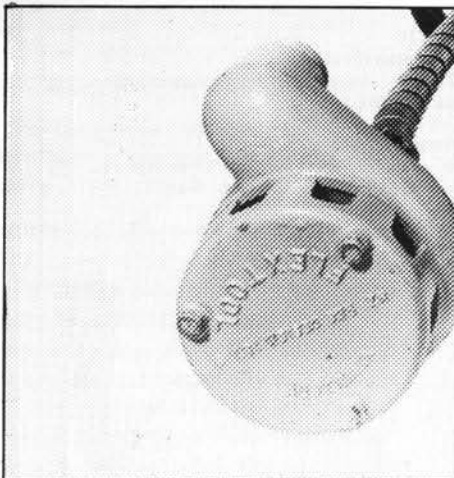
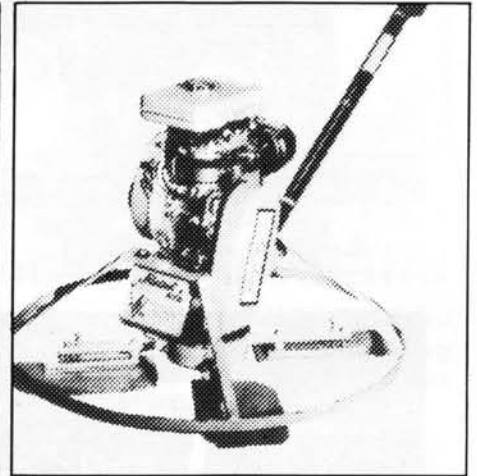
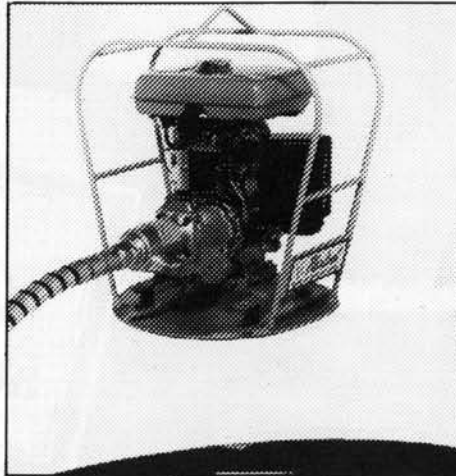
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MELBOURNE (03) 419 6300
BRISBANE (07) 52 2306
SYDNEY (02) 660 3411
PERTH (09) 451 2077



OLD FAITHFUL GUSHES HIGHER

Flextool (Aust.) Pty. Ltd., suppliers to the Hire industry, introduces the Model 212 flexible shaft driven submersible sludge pump now powered by a 7 horse power petrol engine.

This means greater performance. The pump is now capable of pumping to a head of 26 metres and will discharge clear water at the rate of 64,800 litres per hour.

As the 212 is completely self-priming, suction lift and expensive hose problems are eliminated.

The pump is of rugged design and all materials have been selected for strength and resistance to abrasion and corrosion. It is designed to allow the unobstructed passage of solids up to 20mm and is capable of pumping sludge liquid manure, mud, sand and liquids containing 60% solids in suspension.

The 7 horse power petrol drive unit is mounted in a roll over frame and the engine is fitted with a recoil starter and an "Oil Alert" cut out switch. This means no more seized engines due to lack of oil.

Flextool equipment is manufactured at the company's works in Melbourne, and incorporates the results of more than 30 years experience in the design, manufacture and service of flexible shaft driven pumps and immersion concrete vibrators.

Further information:
Flextool (Aust.) Pty. Ltd.
191 Wellington Street,
COLLINGWOOD. Vic. 3066.

Melbourne (03) 419 6300
Sydney (02) 660 3411
Brisbane (07) 52 2306
Perth (09) 451 2077

**Circle 58 on Reader
Service Card.**

CONTRACTOR SERIES GENERATING SETS

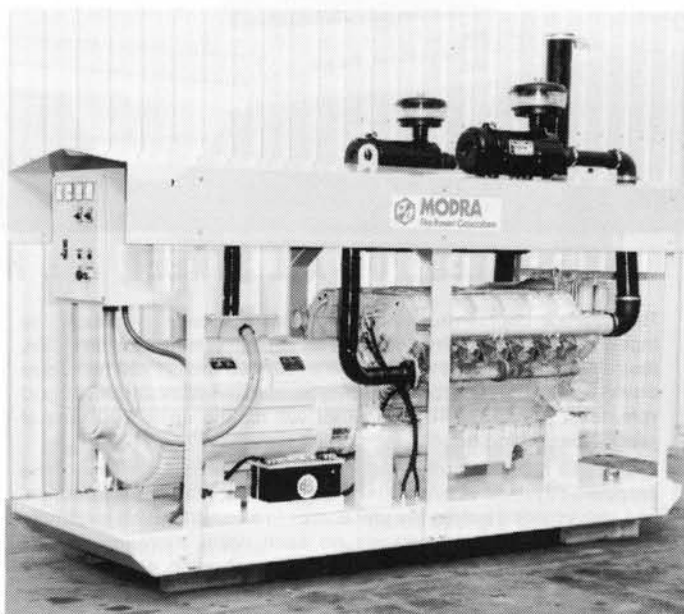
Modra Engineering, manufacturer of Alternators and Generating Sets, has released the "Contractor Series" of self-contained power units.

This Series ranges from 10kVA to 250kVA and all units comprise brushless Alternators driven by air cooled 4 stroke industrial diesel engines.

Designed to meet the requirements of the construction and allied industries, the "Contractor Series" is compact, easily transport-

able and features a generous sized fuel tank incorporated in the skid frame base. Other standard features include shutdown protection, resilient mounting, top lifting facility and switchboard.

These dependable Generators have already been supplied for service in the hostile environments of Papua New Guinea, North Western Australia and South Australia, providing power for major construction and mining projects.



Where units are employed for construction camps, residential exhaust silencers and even acoustic enclosures can be provided to maintain noise levels within acceptable limits. Paralleling equipment can also be supplied, where two or more units are required to operate together.

Further information:

Winslade & Co. Pty. Ltd.
P.O. Box 195, Bentley, 6102.

**or Circle 138 on Reader
Service Card.**



Fun-Time Hawaiian Flares

Designed to stand the rigours of the hire industry, Fun-Time Hawaiian Flares are produced in a heavier metal gauge than similar imported units.

The design allows for their use as free standing units, or they may be mounted on a broom handle or similar support.

Manufactured in South Australia for Adelaide Party & Camping Hire, Fun-Time Hawaiian Flares are realistically priced either for hire use or for retail sales.

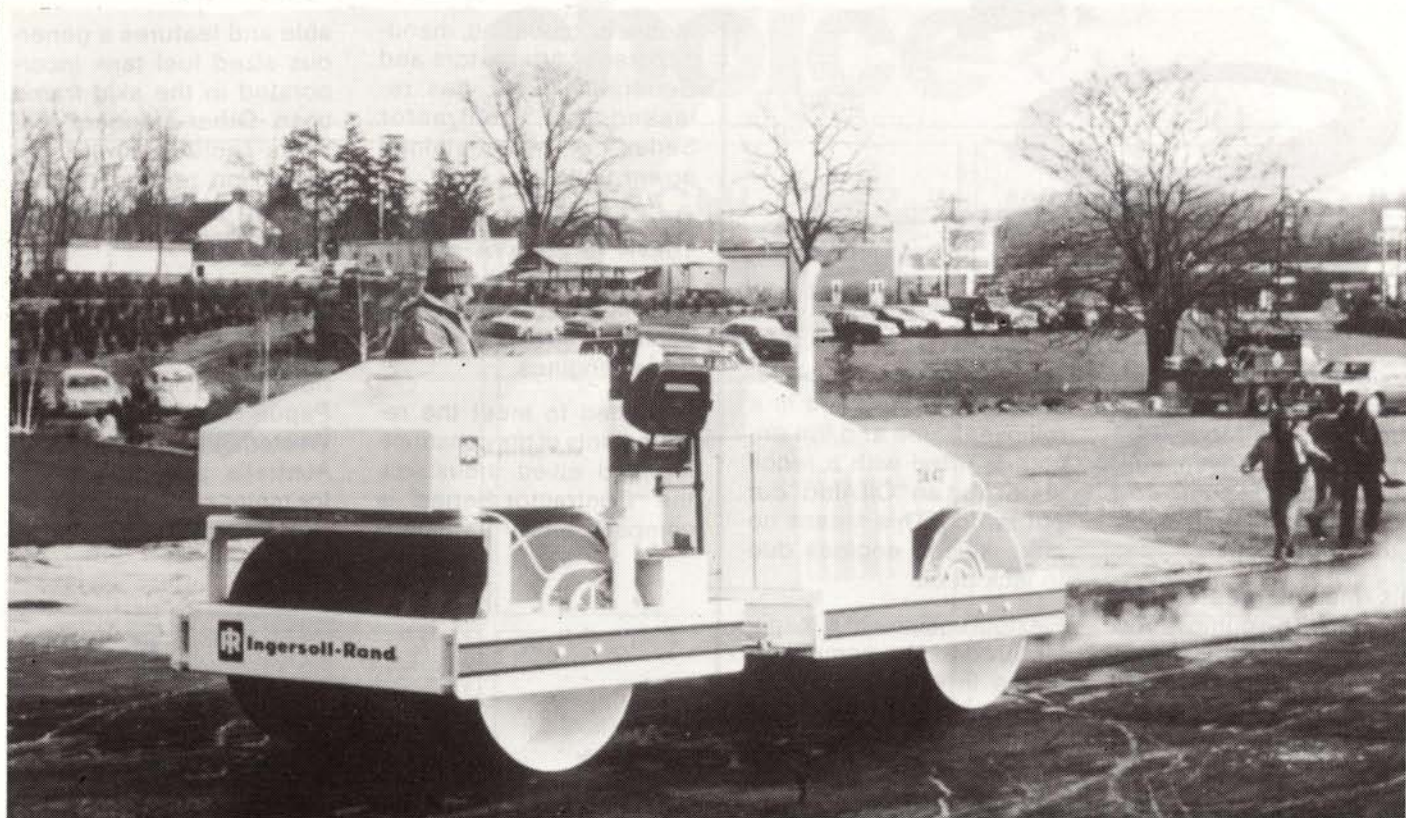
Replacement wicks and printed plastic bags are also available.

Further details from:

**Circle 137 on Reader
Service Card.**

Uncommon Excellence for ALL Hirers

"IT MAKES MONEY ON ANY JOB"



DESIGNED FOR ALL STREET, ALL ROAD AND ALL PARKING LOT JOBS

This all new double-drum vibratory roller has been introduced by Ingersoll-Rand Company, designed for asphalt compaction on street, road and parking lot paving jobs. With twin 60-inch (1520 mm) wide drums each delivering up to 15,000 pounds (66.7 kN) force at 2800 vpm, the 7 tonne DA-40 compactor will handle up to 200 tons of asphalt per rolling hour.

The DA-40 has fully automatic vibration control that works with the propulsion system; vibration starts only after the machine is in motion, and stops quickly before the unit comes to a halt. Vibration amplitude is variable, with eight settings on each drum. Vibration can be selected from either or both drums, also vibration eccentrics are automatically reversed with the direction of travel.

Fully articulated power steering makes the DA-40 easily manoeuvrable, and a low centre of gravity gives it stability. Twin facing seats give the operator a clear view in both directions on either side, with comfort. Disc brakes on both drums are spring-applied and released hydraulically.

A 160 gallon corrosion-resistant water tank feeds the fan spray system for long runs between refilling. If desired, you can order a back-up spray bar to ensure maximum availability on the mat.

The striking features of the DA-40 are extra width and low height giving a far lower centre of gravity than competitors.

Ingersoll-Rand believes the DA-40 combines the latest engineering features in the areas of braking, vibration, and propulsion, to qualify as the best all-round compactor available today.

For further information on this machine and the rest of the Ingersoll-Rand line-up contact us at:

INGERSOLL-RAND

Ingersoll-Rand (Australia) Ltd

42 Moray Street, SOUTH MELBOURNE, VIC. 3205
PHONE: (03) 699 6544

It's never been easier to buy from Ingersoll-Rand.
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PHONE: (09) 277 2211.

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MACKAY
21 Forganst Street,
NORTH MACKAY, QLD. 4741
PHONE: (079) 57 8739.

Briefly . . .

SAA Seminars

SAA Crane Code Seminar's are scheduled for November, 1982:

Melbourne — Mon. 8
Adelaide — Tue. 9
Perth — Wed. 10
Sydney — Fri. 12
Brisbane — Mon. 15

CHRISTMAS/NEW YEAR HOLIDAYS AND ANNUAL CLOSE-DOWN 1982-83

Recommended Closing Dates

It is for individual companies to determine the period of annual leave close-down which they wish to observe subject to the provisions of the Award. Set out below are a number of suggested close-down periods:

3 Week Close-down

December 1982

Last Working Day

Friday, 17
Wednesday, 22
Thursday, 23

January 1983

First Working Day

Thursday, 13
Tuesday, 18
Wednesday, 19

4 Week Close-down

December 1982

Last Working Day

Friday, 17
Wednesday, 22
Thursday, 23

January 1983

First Working Day

Thursday, 20
Tuesday, 25
Wednesday, 26

Christmas/New Year Public Holidays

The statutory public holidays to be observed in the States of Victoria and N.S.W. for the Christmas/New Year period 1982-83 are as follows:

Christmas Day —
Monday, 27 December, 1982
Boxing Day —
Tuesday, 28 December, 1982
New Year's Day —
Monday, 3 January, 1983
Australia Day —
Monday, 31 January, 1983

For employees under most Federal and State Awards, each of these days will be a public holiday and any employees required to work on such day will be entitled to the holiday penalty payments prescribed by the relevant award. As the provisions relating to public holidays differ from award to award, please examine the provisions of those awards which concern you.

Hirex '83 Exhibition & Conference for the Hire Industry

Dates:
25th, 26th & 27th January,

Venue:
Wembley
Conference Centre.
London.

Content:
Exhibition —
approx 140 exhibitors
3 day conference
programme.

Enquiries:
The Organiser,
150 Cecil St, Watford,
Herts. WD25AP.
Tel: Watford 27211.

ROVER

AUSTRALIAN MADE

THE FAIRWAY FLAIL

Model 18070. Australian designed and constructed for the world market. 80 hardened, tempered steel flails make short work of anything from golf course fairways to tall grass embankments. Powerful 7.5kW (10h.p.) engine, 5 adaptable forward gears, 1 reverse.



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

VIC. (03)	543 3377	Q'LD (07)	268 2571
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TAS (003)	31 2282	WA (09)	361 6333

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tablecloth roll

- Non Woven Rayon
- 30 m and 40 m Rolls
- Colours: White
- Red, Blue, Gold
- Same strength wet or dry
- Colour does not run
- Drapes just like linen
- Will suit any decor or mood

For orders of 3 Cartons or more:
100 m Rolls (Packed 1 per carton)
White — \$54.74 per carton
Colours — \$59.42 per carton

30 m Rolls (Packed 4 per carton)
White — \$63.50 per carton
Colours — \$66.15 per carton

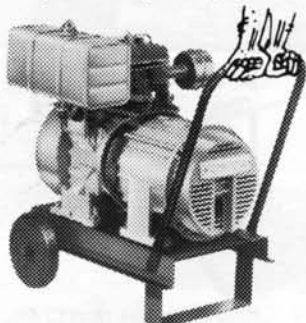
These prices are available for month of issue only.

WALSH'S HOTEL-MOTEL
EQUIPMENT
73 Gertrude St, Fitzroy, 3065
Telephone (03) 419 6799

Circle 10 on Reader Service Card.

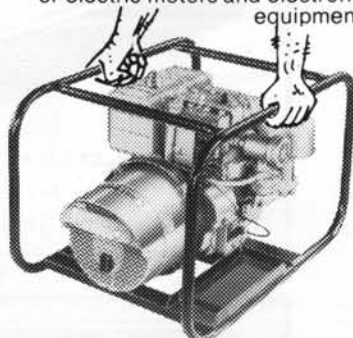
Dunlite gives you a hand to choose the right **PORTABLE POWER GENERATOR**

Dunlite has a range of proven portable power packs with outputs from 1 KVA to 7.5 KVA. Now you can choose the capacity generator that's right for your needs. With a Dunlite Portable Power Pack it's so easy to have power point convenience wherever you go.



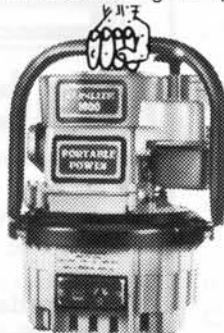
Dunlite 5 KVA Power Pack
Has the capacity to produce 21 amps and is very popular with smaller shops — such as the local butcher. Is also used by builders and contractors for "on-site" prime power, and farmers.

Dunlite 7.5 KVA Power Pack
Delivers 31 amps of reliable 240 volt power. Ideal standby power unit for larger shops, offices and small factories. Will power about 60 — 100 watt lamps, or display refrigeration, or electric motors and electronic equipment.



Dunlite 3 KVA Power Pack
Generates 12 amps of 240 volt power. Will run domestic lighting and refrigeration, power hand tools, etc. Also available as a 2 KVA model delivering 8 amps.

Dunlite 1 KVA Power Pack
The Dunlite "1000" has been especially designed for campers, caravanners, boatmen. It will power most caravan appliances, light hand tools and is a common back-up in supermarkets to keep cash registers ringing!



DUNLITE POWER GENERATION

As a member of the Philips Group "we want you to have the best"

Adelaide 46 3832
Melbourne 555 2255

Brisbane 52 2937
Perth 277 7677

Sydney 73 0286
Darwin 84 3558

To: Dunlite, 28 Orsmond St., Hindmarsh, S.A. 5007

Please send me details on the (model) Power Pack

Name.....

Address.....

Postcode.....

5141

See you in
Wellington
New Zealand
JUNE 1983

6th Annual Convention
& Equipment Exhibition

Hire Services
Association of
New Zealand.

ALL HANDS TO THE PUMP

Cliff and Shiralee Hughes of City Hire Kelvin Grove, Brisbane were relaxing at about 8 o'clock the other night when they received a phone call from an agitated young man. Could they please bring a water pump to his flat as quickly as possible to empty his water bed?

He had set up house in a new flat that day and had gone out for a couple of hours, forgetting that he had left his water bed filling. "I have just returned to find the bed expanded to a height of about six feet and water oozing at the seams. Please bring a pump — syphoning with a hose just won't cope with it."

Cliff and Shiralee looked at each other. It was a long way from their home at Salisbury to their business at Kelvin Grove. The poor lad sounded desperate, but was it a hoax? They tried phoning back to confirm the call without success.

About twenty minutes later another call came, "When are you coming? The carpet is getting wet." Cliff decided it sounded genuine and set out with an offsider. However, there was to be another delay — Cliff had a flat tyre and had to stop to change the wheel.

Eventually they reached the address with the required pump and could see water dripping down into the carport at ground level. They knew they had not been hoaxed.

Cliff and his helper went into action with the pump while the very anguished young man kept repeating, "What will the landlord say? I hope it will be dry by morning." They left seeing the funny side of the situation, but felt the landlord might have had difficulty seeing the humour of it.



Mikasa

...THE RELIABLE RAMMERS AND PLATE COMPACTORS ...

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

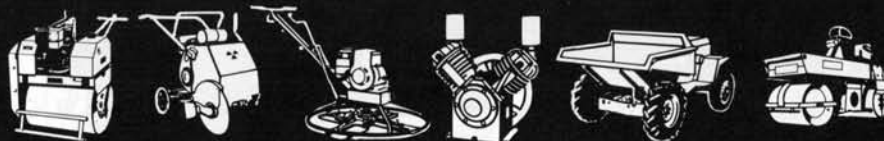
Choose from the range of plate compactors from 53kg to 370kg. Model MVC 90G illustrated.

Concrete vibrators and pumps also available.



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(Incorporated in NSW).

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S.A.: 34 Dunorlan Rd, Edwardstown, 5039. Phone: (08) 277 2322
W.A.: 161-163 Great Eastern Hwy, Belmont 6104. Phone: (09) 277 4888



ANI 363 H&R

Circle 82 on Reader Service Card

DIAMOND & BOART - 50 years in industry

Diamond & Boart Pty. Ltd. are celebrating their 50th Anniversary this year. This makes them, by far, the longest established Australian Diamond Tool Manufacturer.

Over that period they have developed their now famous range of 30, 18 and 10.5 H.P. Concrete Saw Machines, Diamond Circular Saw Blades for reinforced concrete and masonry cutting, and the 'Holemaker' range of thin wall coring bits.

Because this equipment is manufactured in Australia, it is designed for our tough Australian conditions, our wide range of matrices cater for all local conditions.

All this equipment and more will be on display at the 11th Hire Convention & Equipment exhibition in Surfers Paradise. Watch for our Golden Anniversary Specials.

Further details:
Diamond & Boart or Circle 4 on Reader Service Card.

FLEXOVIT OPENS IN NEW ZEALAND

Flexovit Abrasives (Australia) Pty. Ltd., has recently established a direct presence in the New Zealand market through a distribution agreement with Sanding & Grinding Specialities Ltd., Takapuna, Auckland.

Sanding and Grinding Specialities Ltd. have full warehousing facilities to service the hire industry from either of their Auckland or Dunedin Offices.

In addition, Mr. George Rabe, the specialist Flexovit representative for Sanding and Grinding Specialities, will be available to service and attend to the requirements of the Hire Industry in New Zealand. Flexovit is Australia's largest manufacturer of Abrasive metal and masonry cutting off wheels and depressed centre grinding wheels. In Australia, Flexovit have been

H.E.R.O. AIRLESS SPRAY OUTFITS

The knock-down, compact H.E.R.O. spray outfits are easily portable. Fits into car boot. Supplied with deluxe airless gun, Roto clean head, tip and 8 metres of heavy duty pressure hose.

1 HP motor 1½ Gal/min.

Available from:
Ronald T. Williams & Co.
1076 Dandenong Road,
Carnegie, 3163.
Phone: (03) 211 6729.

supplying the Hire Industry for nearly 10 years and market a very comprehensive range of products for the Hire Industry including cutting off wheels for Portable machines, Petrol Saws and Brick cutting and asphalt cutting equipment. A wide range of depressed centre grinding wheels is available in both metal and masonry.

Sanding and Grinding Specialities Auckland will stock a complete range of Flexovit Products. They can be contacted at 199 Archers Road, Takapuna, Auckland. Telephone 444 6159.



M.C.G. Diamond Vision Screen

The Diamond Vision Screen at the Melbourne Cricket Ground was recently constructed with the aid of a Wreckair scissorlift operated on an elevated working track designed and constructed by Skilled Engineering (Contract Labour) Pty. Ltd.

Wreckair's client approached them to build a scaffold at the M.C.G. in order to put their modules into the new scoreboard. Wreckair suggested the use of their scissor lift work platforms and in this case, their 12.2M platform height with a lifting capacity of 680Kg.

The terraced slopes of the M.C.G. necessitated the construction of a horizontal track. Skilled Engineering's engineers designed and produced working plans for the construction of the track. On completion of the design and associated drawings, Skilled

Engineering's tradesmen, namely, D.L.I. welders, fitters and trades assistants, undertook the fabrication of the track and assisted in the positioning of the track on the terraced slopes at the M.C.G.

The Diamond Vision colour television screen is 10.85 metres by 7.235 metres. The picture comes from 38,500 pixels. Each pixel consists of a single cathode ray tube with a single colour phosphor. The matrix is composed of squares containing two green, one red and one blue tube. These are computer controlled and can produce the full range of colours. Each tube has a diameter of 25.4mm and are at 38mm centres. They consume only one tenth the power of normal lamps and have a life expectancy of 10,000 hours.

The Diamond Vision Screen was first erected at the Dodgers Stadium in Los Angeles and the M.C.G. screen is the fifth installation in the world. Wreckair, with their scissor lift and horizontal track combination to cater for terraced grandstands expect to be involved in a number of similar installations throughout Australia.



Modules being lifted into place using Wreckair scissor and platform combination.



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our prices

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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.

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Circle 6 on Reader Service Card.



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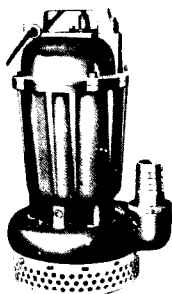
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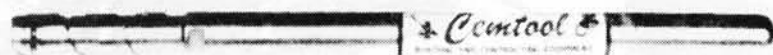


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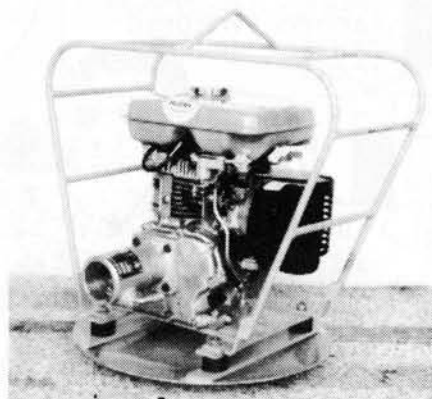
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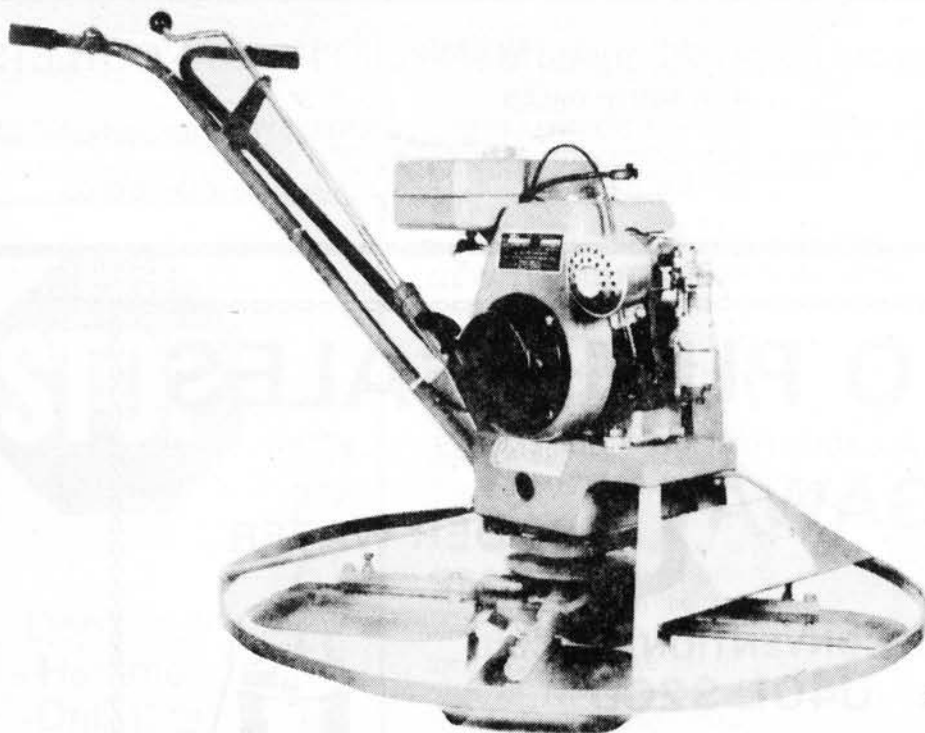
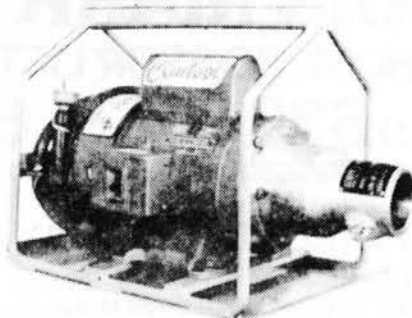
Petrol Engine Power Unit.

This Month's Hire Company Specials

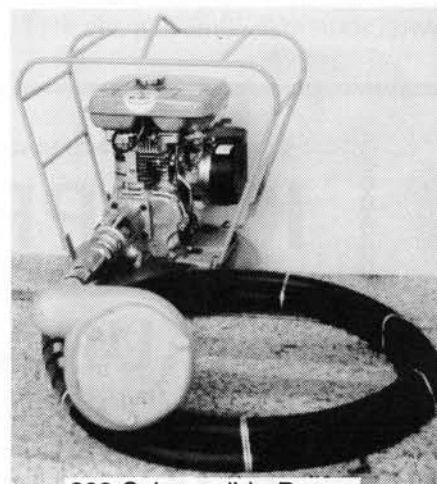
Trowell Blades 34" — 12 sets for \$175.00

Robin Power Units \$355.00

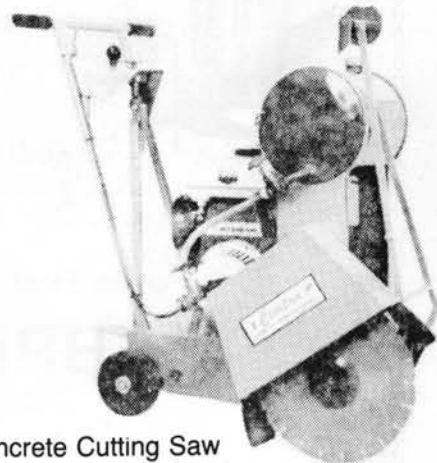
Electric Power Unit.



34" power trowel.



203 Submersible Pump



Concrete Cutting Saw

K & I Distributors Pty Ltd
136 Rooks Road
NUNAWADING 3131
Telephone (03) 873 5563



EBARA SUBMERSIBLE PUMPS

Neville Crocker Australia Pty. Ltd. is pleased to announce that it is exhibiting the EBARA Model DVS submersible non-clog pump on Stand 39 at the forthcoming Hire Convention of Equipment Exhibition.

The Model DVS pump has a unique semi vortex construction of EBARA's own design. As efficient as conventional non-clog pumps, the semi vortex design reduces problems caused by grass and stones. There is less likelihood of clogging and the uniform passage size allows foreign substances as large as the suction bore to pass through the pump.

With a maximum head of 13 metres and a maximum flow rate of 310 litres per minute, the pump is suitable for effluent, kitchen drainage, industrial water drainage, rental and a host of other civic engineering applications where solids and clogging can be a problem.

The pumps, like all EBARA standard products, have a two-year warranty, and are already proving themselves in the field.

You are invited to come along and inspect the DVS and other EBARA products which will be on display.

Further information:

Neville Crocker Australia Pty. Ltd.,
12A Aristoc Road, Glen Waverley, 3105,
or circle 140 on Reader Service Card.



Electric Eel in operation.

Sewer & Drain Cleaning Equipment

Electric Eel Sewer & Drain Cleaning equipment was first introduced to the plumbing trade in Australia in 1964 with the Model 'C' Electric Unit. Then followed the powerful Model 325 Petrol driven unit used by Sewerage Authorities, Councils and Industry.

Today the same Model 'C' Electric Unit is being used extensively in the Hire Industry throughout Australia as it is in the U.S.A.

The unique dual cable in 8 ft. sections allows the hirer to quickly inspect the cables on return, and the self feeding action of the cable eliminates the operator handling the rotating cable.

The cable is fully repairable, and with the safety clutch, damage is kept to a minimum.

To prevent loss of equipment cutting tools are attached to the power unit by the use of a 'Hire Plate' eliminating loose tools and boxes.

Further information:

Electric Eel (Aust.),
11 Carrington Road, Marrickville, 2204
or circle 141 on Reader Service Card.



Lincwelder 225 Doubles as an AC 240 Volts Power Source

The LINCWELDER 225 was designed, primarily, as an economical, highly efficient DC welder for use by contractors, maintenance departments and field erection crews. Its ability to deliver 3,000 watts, 50 hertz at 240 volts makes the LINCWELDER 225 even more useful and versatile.

As a Welder

LINCWELDER 225 handles electrodes up to 5 mm — even Jetweld LH70 (E4818) can be used with ease. The machine also powers electrodes for stainless steel, hardsurfacing, cast iron and non-ferrous metals.

By employing a carbon arc torch, the LINCWELDER 225 may also be used for soldering, brazing, pipe bending (or thawing) and other heating purposes. Further details:

Lincoln Electric Co. (Aust) Pty. Ltd.,
35 Bryant Street, Padstow, 2211.
Telephone (02) 77 0741.
Circle 68 on Reader Service Card.

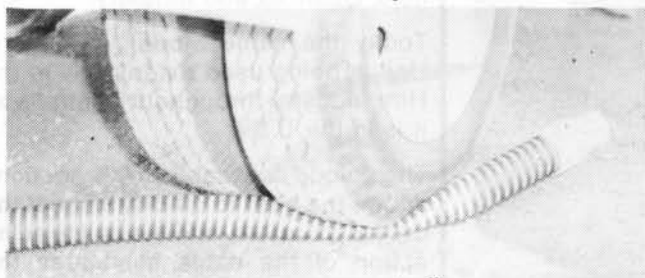
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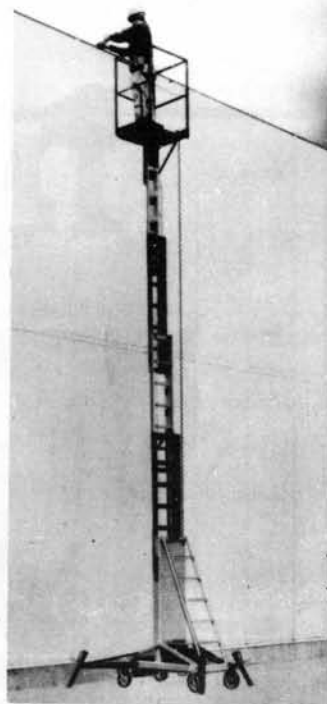
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Chemical Resistance Chart available upon request.

COUGAR WORK PLATFORMS

These electric hydraulic personnel lifts are available in both ground entry and ladder-entry models, giving maximum working heights to 30 feet. They have either AC or DC power options. They feature quiet operation. DLI approved W.A. S.A. & Qld.

Available from:
Ronald T. Williams & Co.
1076 Dandenong Road,
Carnegie, 3163.
Circle 17 Reader Service
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HYDRAULIC HAMMERS

The establishment of Hydraulic Hammers Pty. Ltd., in 1977 saw the start of a young professional Australian Company, importing quality products for the Hire and Construction Industry. The Company is now firmly established with quality franchises such as:

- Krupp Hydraulic Rock Breakers.
- Vibromax Vibration and Compaction Equipment.
- HED Tractor mounted Shaker/Compactor.
- JCB Hydraulic Power Packs and Tools.
- General Post Hole Diggers.
- Wirtgen Road Milling Machines.
- Volker Dump Trucks.

The Vibromax line of equipment is ideally suitable for the hire industry. This product is simplicity itself in operation and daily maintenance.

We believe that we have the product to suit your needs, whether it be large or small, and would like to meet you during the convention.

We are currently establishing Branches in the Eastern States of Australia, with Dealers in strategic areas, to ensure that the products are supported in parts and Service Backup.

For details:
Hydraulic Hammers Pty. Ltd.
17 Stanley St., Silverwater,
2144.
Telephone (02) 648 0397
or circle 2 on Reader Service Card.

The VIBROMAX W1801, 18 tonne self-propelled roller. This roller has a total applied force of 38.3 tonnes, making it the largest of its type in the world, and is now available in Australia.



Briefly . . .

TRAVEL WHILE YOU WORK

The Federal Court has ruled that where a worker was required to drive a vehicle which the employer had provided free of charge from home to work and return, the time spent driving was working time.

In its interpretation of the Building Construction Employees and Builders' Labourers Award the Full Court also held that, by providing the worker with a vehicle and requiring him to drive it to and from work, the employer was providing transport within the meaning of the award.

U.S. settlement highlights need for substantial Liability Insurance

Satellite Industries, Inc. and Job Johnny, Inc. are two of eight defendants who have settled a lawsuit arising from a 1976 incident in which a man was left a paraplegic when a toilet he was using was overturned by two youths. Since the case did not go to trial, it probably received much less publicity than it otherwise would have . . . an important consideration in an era when product liability suits are on the rise.

New Costume Hire Service for Christchurch

Christchurch fancy dress party-goers take note. The Court Theatre is planning to set up a Costume Hire service in the Arts Centre. Suitable premises, at the back of the Court Theatre, have been found and work is under way in developing the service.

SUBCONTRACT CONDITIONS

The Standards Association of Australia has published a standard dealing with subcontract conditions.

AS 2545 has been prepared at the request of the Building Industry Specialist Subcontractors Organizations because of a need for a set of compatible subcontract conditions for subcontracts involving site works on projects where AS 2124 is in use as the head contract between the main contractor and the principal.

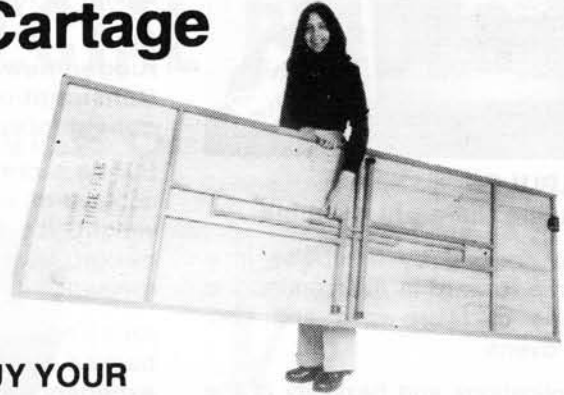
The standard provides equitable contract conditions for subcontracts involving main contracts based on AS 2124 and will, in the long run, minimize disputes in subcontracts and result in economies in construction costs.

At present, there is no standard for subcontract conditions in most civil engineering and building contracts where AS 2124 is mainly used. Because of this, there is a lot of misunderstanding in the subcontract conditions. This new standard provides a set of equitable conditions with provisions for the relevant parties to make changes through negotiation.

Copies of AS 2545 can be purchased from any SAA office at a cost of \$9.80 plus, a \$1.50 postal and handling charge.

Graffiti on top of hot air hand driers at RMIT says: "Push the button to hear a speech by Malcolm Fraser."

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INFRAPULSE

Introducing the profit machine

Infra-red cooking by Infrapulse is a great step forward in overcoming the limitations of Micro-wave and convection ovens.

The applications and flexibility of the Infrapulse Groaster are wide and varied.

Everything from simple toasted sandwiches, hamburgers, casseroles, or pies, pasties and o'deuvres to a full course meal — from soup to savouries in minutes!

It toasts, grills, bakes, reheats and keeps warm but requires no warm up time. The infra-red tubes reach full power in seconds.

Walsh's Hotel-Motel Equipment,
73 Gertrude Street, Fitzroy.
Telephone (03) 419 6799,
or **Circle 17 on Reader Service Card.**

INGERSOLL-RAND'S NEW P-110-W-D PORTABLE COMPRESSOR

Tops in fuel efficiency and rugged, compact design; easier to handle; easier to maintain.

Small and light, easiest-ever to tow and manoeuvre, Ingersoll-Rand's rugged new P110-W-D portable compressor delivers 110 cfm of air. Fuel Consumption? A money-saving 1.47 gph (5.56 L/hr) (using new CAGI fuel consumption test procedure) when running at full load!

But no sacrifices have been made to achieve its compact size and lighter weight. It's all the result of better design, from Ingersoll-Rand's world-renowned engineering know-how.

An all-new design, the P-110-W-D is backed by Ingersoll-Rand's years of experience as the world leader in portable compressor progress . . . and proved out by an extensive endurance and field test program.

Features of P-110-W-D Portable Compressor:

Compact new design packed with features for economy, rugged reliability and servicing ease.

Working Weight: only 670kg (1475lb).

Compact: 20% smaller outside. It's easy to service through full-access gull-wing doors. Inside all components are arranged for convenience.

Independent torsion-bar suspension system provides exceptional tracking and towing stability.

Power source is the fuel-efficient Deutz Air Diesel engine with no radiator, hoses, or water pump to maintain, no antifreeze, no boilovers or freezeups.

Ingersoll-Rand's Spiro-Flo air end with micro-finished rotors requires less engine horsepower, so the Deutz uses only 1.47 gph (5.56 L/hr) at full compressor load. The Air end is virtually maintenance-free over its long working life; it's warranted for two years or 4000 hours.

It's never been easier to buy from I-R Confidential in-house finance available.

Further details:

Ingersoll-Rand (Australia) Ltd.,
42 Moray Street, South Melbourne,
3205, or circle 30 on Reader Service Card.

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ALUMINIUM LADDERS

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

SAFETY FEATURES

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



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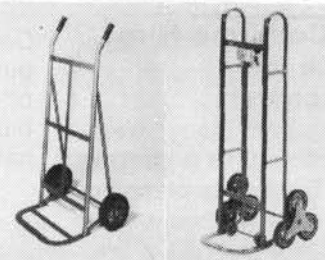


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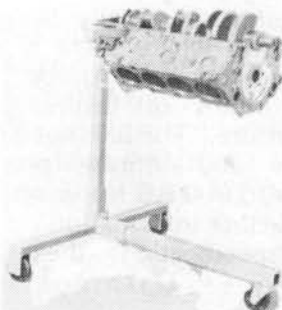
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MOHAWK...1000 P.S.I. (ELECTRIC)

A highly efficient unit for light duty cycle operation, characterised by lightweight construction which gives ease of handling but still maintains the effortless and quick means of high pressure water cleaning at moderate cost.

For further information, request brochure/specification sheet No. 001.

APACHE...2000 P.S.I. (PETROL OR ELECTRIC DRIVE OPTION)

The Apache is a medium cycle unit having only slightly more weight disadvantage than the Mohawk but gives double the output pressure resulting in faster cleaning operation.

This Unit can be used with the optional wet sand blasting unit and Venturi dewatering system.

For further information, request brochure/specification sheet No. 002

GERONIMO..2200 P.S.I. (PETROL OR ELECTRIC DRIVE OPTION)

The Geronimo is a heavy duty cycle unit, specifically designed for continuous heavy duty cycle operation and is ideal in situations where heavy and continuous demands are to be met. This unit can be used with the optional wet sand blasting unit and Venturi dewatering system. For further information, request brochure/specification sheet No. 003.

LATO IS THE RECOGNISED LEADER IN THE MANUFACTURE AND SUPPLY OF A WIDE RANGE OF SPECIALISED AND UNIQUELY DESIGNED HIGH PRESSURE WATER CLEANING EQUIPMENT, WET SAND BLASTERS AND ASSOCIATED PRODUCTS.

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SIoux ... 600 P.S.I.

A lightweight extremely versatile unit specifically designed for industries where there is a requirement for the quick and efficient means of testing pipes under pressure. The unit has a high flow rate and infinite pressure regulation to 600 P.S.I.

For further information request brochure/specification sheet No. 004.

COCHISE ... Power Take off Unit

Robust design and incorporates all the features of our Geronimo unit to withstand the extreme operating conditions in farm type operations.

Can be ordered with different P.T.O. couplings and operating speeds.

For further information request brochure/specification sheet No. 005.

CHEYENNE ... Wet Sand Blaster

This unit is designed for sand blasting operation without the environmental disadvantage of the dry sandblasting operation.

This unit being an optional accessory can be used with all our other high pressure water cleaners with the exception of the Mohawk.

For further information request brochure/specification sheet No. 003, 004 or 005.

Manufactured by:

LATO INDUSTRIES PTY. LTD.

84 Shore Street, Cleveland, Qld. 4163.

Telephone: (07) 286 2988.



BOMAG
AMCA
INTERNATIONAL

Bomag and Pannell Plant Join Forces

Effective July 1st, 1982, BOMAG — the world's largest producer of Compaction Equipment and PANNELL PLANT — Australia's largest producer of similar equipment have entered into an agreement by which PANNELL PLANT becomes part of the world wide BOMAG Group.

The newly formed Company — BOMAG AUSTRALIA Pty. Ltd. — will produce, sell and service the world's largest range of compaction equipment in Australia.

Heading up the new Company as General Manager-Australia is Chris Pannell, A.M.I. PLANT E.

Winner of the B.H.P. Ltd. Australian Steel Award; winner of the Australian Design Award and winner of the Prince Philip Prize for Australian Design.

All received a few months ago for the design of the "PANTHER" series of self propelled vibrating rollers.

The highly successful "PANTHER" series and the full range of Pannell Plant tow behind rollers will continue to be produced and will be the spearpoint of the Company's massive marketing strategy and expansion programme, with the world leader — BOMAG'S — vast range of sophisticated tandem rollers, plate vibrators and other compaction plant set out below.

The new Company will provide for the first time for Australian users a complete range of modern, reliable and efficient compaction plant from the one source and includes:

Hand Guided, Tandem and Duplex type rollers; Self Propelled Vibratory rollers from 5 to 20 tonne; Pneumatic tyred multi-wheeled rollers;

Tandem Deadweight rollers; Plate Vibrators and Rammers; High speed deadweight compactors; Concrete compactors and asphalt recyclers; Soil stabilization machines.

Most of the more popular machines of this range will be produced in the BOMAG/PANNELL PLANT factory at Wyong, just North of Sydney including of course, the extremely successful "PANTHER" series, Australian market leader in articulated self propelled vibrating rollers, and the PANNELL PLANT range of 5, 10, and 15 tonne tow behind rollers.

BOMAG, with Eastern Hemisphere headquarters in Boppard, West Germany and Western Hemisphere headquarters in Dayton and Springfield Ohio U.S.A., is the World's largest producer of compaction equipment and has 120 subsidiaries and distributors worldwide located in over 100 Countries, sales of BOMAG compactors is some 10,000 units per year worldwide, some 6,000 more than any other make claims.

Detailed product information on the BOMAG/PANNELL range is readily available from:

BOMAG AUSTRALIA PTY. LTD., (incorporating Pannell Plant), Lucca Road, Wyong. N.S.W. 2259. Phone: (043) 52 2144. Telex: AA 23260.

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**we custom build to your own specifications
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We know the Hire Industry and they know us. Our generating equipment is made tough for hire, dependable and reliable so your customers get best value and performance. And we custom build to your specs, so you get exactly what you need. Choose your engine: Caterpillar, Cummins, Volvo, Rolls Royce, Ford, Perkins or any engine that's most suitable for you. See us on Stand 19 at the Hire Convention ... will do special deals, just for you.



Far Left: Trailer mounted lighting tower, air cooled 4, 8 or 12 KVA Lister or Leyland engine.

Top Left: A typical 200 KVA trailer mounted generator set, built to hire specs.

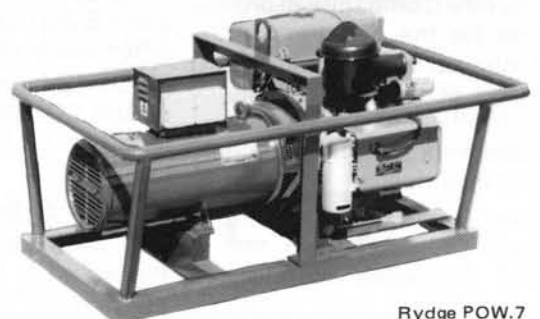
Lower Left: A typical 37 to 72 KVA skid mounted set, built to highest specs, including 10 hour fuel tank, weather proof outlets and control panel.

Below: A typical small petrol set with Robin engine, including lifting eye and also produced with Honda or Briggs & Stratton engine.

Powerlite

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Powerlite Pty. Limited, 61 Governor Macquarie Drive, Chipping Norton, New South Wales, 2170.



Rydge POW.7

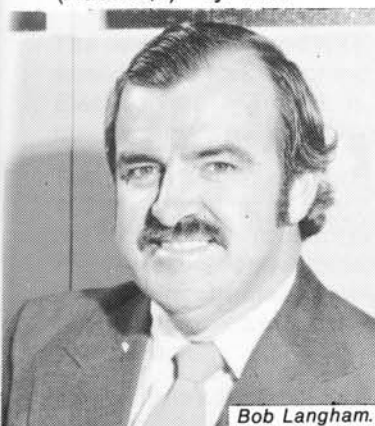
Party Rental Merger

Abbey Rents — Miller Bros.

Australia's oldest hire company, Miller Bros. Hirings Pty. Ltd., has merged with Melbourne based hire organisation Abbey Rents (Australia) Pty. Ltd.

Miller Bros., of Burnley, was officially established in 1862, but some early records go back to 1854.

Announcement of the merger came from Mr. R. Langham, Chairman of Directors of Abbey Rents (Australia) Pty. Ltd.



Bob Langham.

The new board of Abbey Rents will comprise the Managing Director and founder, Mr. John Kroeger, Mr. Langham, and Mr. John McKechnie, the principal of Miller Bros. Hirings.

Mr. Langham said the merger would create probably the largest partygoods rental organisation outside North America, and certainly the largest in Australia.

The two organisations currently operate from six Victorian branches at Ken-

John Kroeger.



sington, Dandenong, Richmond, Burnley, East Doncaster and Geelong. Managing Director, Mr. Kroeger, said the company planned to merge some premises and it was expected that a new headquarters building in Melbourne would occupy more than 40,000 sq. ft.

The company would concentrate its activities in three major divisions: party and catering equipment, medical and exercise aids, and exhibition and convention services.



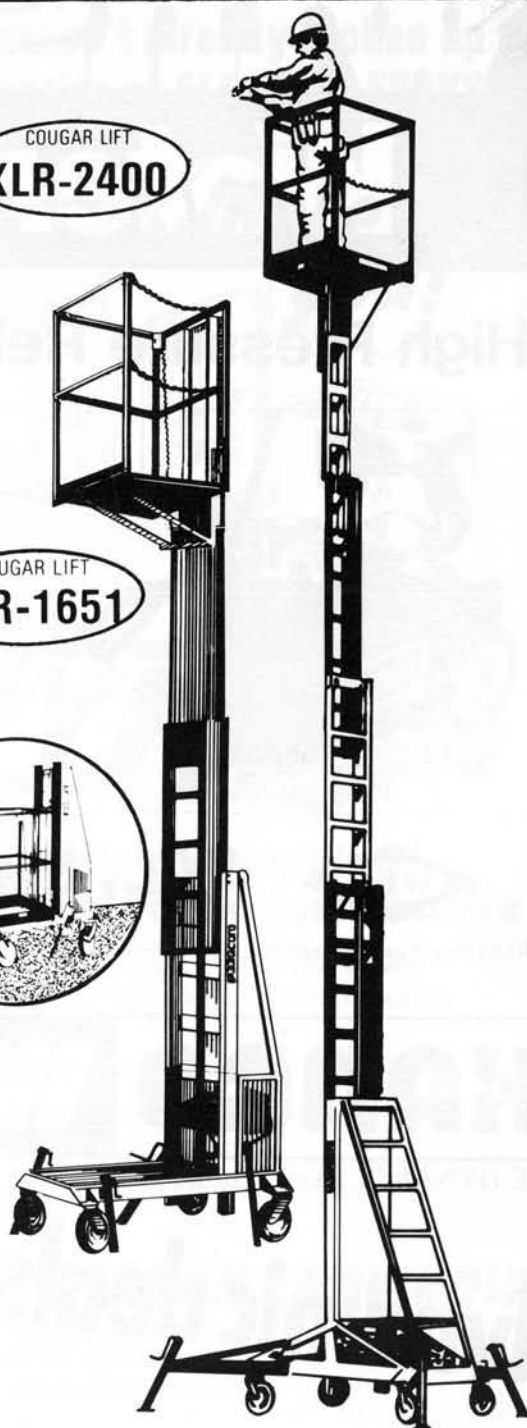
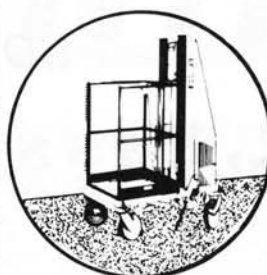
John McKechnie.

Mr. McKechnie said Miller Bros. would continue its long tradition of service to Victorians, which commenced at the height of the Victorian gold rush days, when Miller Bros. supplied hardware to a fast-expanding colony.

"Today there are some families whose great-grandparents were married under Miller Bros. marquees, and the grandchildren are still our customers," he said.

COUGAR LIFT
XLR-2400

COUGAR LIFT
XLR-1651



SPECIFICATIONS

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

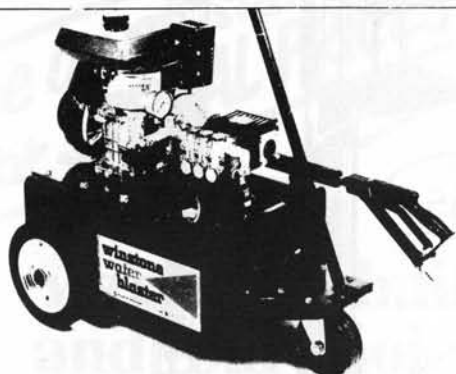
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Below: Kango 900 Demolition
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DOUBLE REACH ATTACHMENT FOR REACH TRUCKS

The newly developed NYK Double Reach Attachment is a scissor-type fork reaching unit designed for use on NYK Electric Reach Trucks. It expands the truck's effective range of material handling operations.

The reach stroke is a long 107cm, providing an efficient reaching performance. Yet it measures only 295mm thick when retracted, maintaining the excellent stability of the truck.

Fork width is adjustable from a narrow 35cm to a wide 76cm to ensure ample stability for holding the load. The fork is also standard equipped with a tilting mechanism to further facilitate load holding ability and safe operations.

The attachment is incorporated with cushioning devices at the stroke ends that guarantee smooth shock-free extending and retracting movements —

unlike conventional pantograph mechanisms.

The attachment does not use any protruding reel for hydraulic hoses — they are all concealed inside the mast and the reach mechanism and protected perfectly against damage by the drive-in rack or cantilevers.

A brochure providing specifications of reach trucks fitted with the new attachment is available from QBM Pty. Ltd., in Melbourne (03) 795 7455, Sydney (02) 609 1755, Brisbane (07) 277 7577, Adelaide (08) 46 8866, Perth (09) 361 8747.

Circle 13 on Reader Service Card.

SAA Mark for Ramset



The 'AS MARK' has entered yet another field relating to all important safety in industry. Ramset Fasteners (Aust.) Pty Ltd has just been issued with a licence to apply the MARK to this new product which complies

with AS 1873—Explosive-powered hand-held fastening tools.

If you haven't already woken up to the benefits of **ELECTRIC FORKS**...



Move up to...

NYK

Japan's biggest-selling range of electric fork trucks

- High performance, yet economical power for dependable travelling and load handling operations.
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MFN45

REACH FOR THE SKY.

Crown introduces the mobile hydraulic platform.

From the company that manufactures the most comprehensive range of battery electric materials handling equipment now comes an exciting range of mobile hydraulic platforms.

What used to be an awkward and time consuming task is now a simple, safe and efficient one-man operation.

The Crown range of mobile hydraulic platforms takes you to a height of 12 metres with the versatility of being able to tow the unit anywhere you need it to go.

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Briefly . . .

CRANES

The Standards Association of Australia has published two new standards dealing with cranes — the first of their kind in this country.

AS 2549 — Glossary of crane terms; and AS 2550 — Selection and operation of cranes, mobile, tower and derrick, are now published as standards in their own right and not as part of AS 1418 — the SAA Crane Code.

It is proposed that the Crane Code, which is currently undergoing major revision, will be confined to design requirements. A draft of the revised Part 1 of AS 1418 will be issued for public comment later this year.

The two new standards will be used extensively at all levels of training and operation and will have the obvious advantage of fostering safe practices.

AS 2549 brings into one standard the substantial number of definitions accumulated throughout the various parts of the Crane Code and will provide the owners, users and hirers of cranes with a common rational guide of all the terms applicable to cranes, components, functions and operations.

AS 2550 will rationalise guidance on the selection and operation of construction type cranes throughout Australia and will be used to assimilate the industry and authority requirements to the mutual benefit of owners, users and hirers and, of consequence, the community at large both economically and from a safety viewpoint.

The aims of AS 2550 are to describe the principal characteristics and applications of the various forms of cranes of the types most commonly used; to draw attention to some of the more common hazards and potential dangers which may be encountered in their use; and to specify general precautions to be taken and operational procedures to be followed.

Copies of these standards can be purchased from any SAA office at a cost of \$14.60 plus a \$2.50 postal and handling charge for AS 2549, and \$22 plus a \$2.50 postal charge for AS 2550.

Who's winning the war in Lebanon?

Certainly not the hire car companies.

The London Financial Times reports that to date five Avis cars lie damaged and abandoned along the route from the Israel border to Beirut, while only three Hertz cars have met a similar fate.

Due to the growing number of vehicle casualties car hire firms now require journalists to sign special forms accepting liability for damage to cars taken outside Israel or into the West Bank or Gaza Strip.

One American cameraman has definitely blown his no claim bonus. The first car he hired was hit by Palestinian guerrilla fire, the second was run over by an Israeli tank and the third ended up down the side of a hill.

The driver survived and is back trying to hire his fourth.

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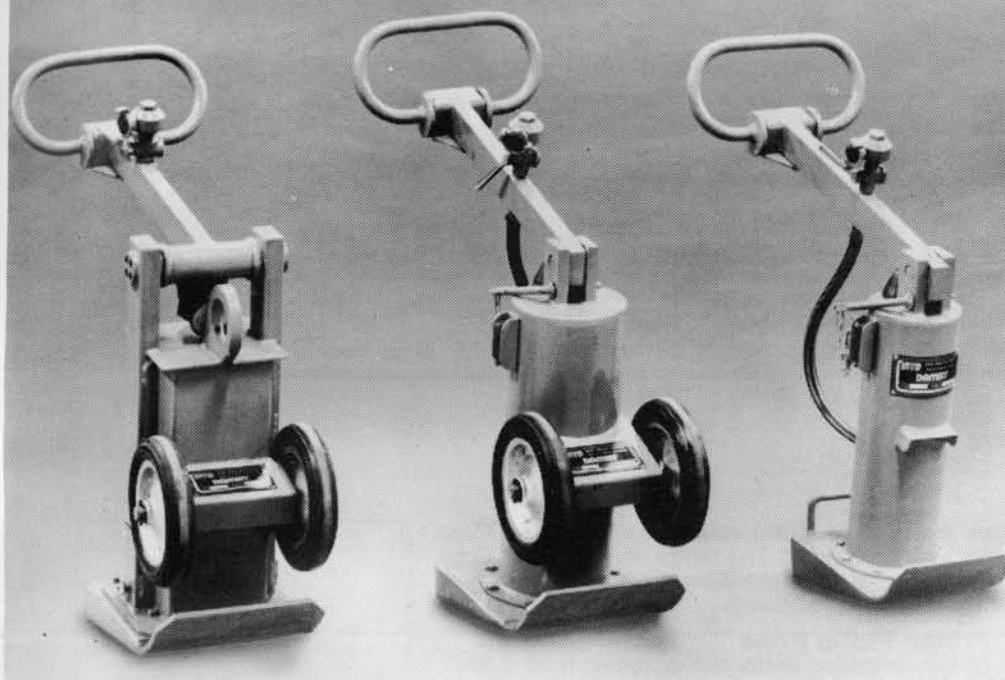
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force of 4,360 pounds per blow at 1600 vibrations per minute.

If your operation already has an air compressor, then the DAMVIT compactors are ready to go to work immediately without the need for fuel, oil or other start-up requirements. DAMVIT compactors are perfect for jobs where engine driven compactors are prohibited due to explosion possibilities. (Examples include tunnels and other underground applications.)

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Telephone (09) 69 9740

**All advertising and correspondence
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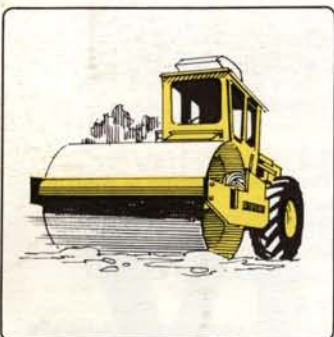
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Single Drum Vibrating Roller

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Complete range from 1.4 to 12 tonne.

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Hand guided with mechanical or hydrostatic drive, 13 machines ranging from 476kg to 1.4 tonne.

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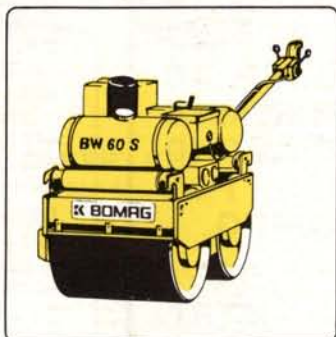
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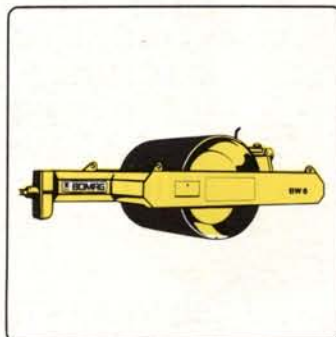
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