

HIRE & RENTAL

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



LADY
of the
MONTH

Beryl Butler



BERYL BUTLER HIREPOOL HOME & LEISURE

HIREWOMAN OF THE MONTH

Auckland based Hirepool - Home and Leisure, New Zealand's largest party Hire operation, is managed by Beryl Butler.

Hirepool Home & Leisure is somewhat unusual in that it specialises in festivals and large functions. For example, at this year's Fletcher Marathon in Rotorua, one of the country's most popular and prestigious marathons, Hirepool despatched four articulated truckloads of equipment which included 35 beds as well as tables, chairs and blankets. This operation involved 7 staff.

For most functions Hirepool organises the total oper-

ation, including marquees, catering, bar staff etc.

Hirepool specialises in all forms of light (strobe, spot, flood, festoon, disco and black) and sound — they design and build their own 100 W disco units as well as their own 3 in 1 stereo units with 35W per channel, using 50W speakers. These have proved so popular and reliable that other companies are now buying them from Hirepool.

Hirepool also designs and builds its own folding tables

and has the largest stock of tables and chairs available in New Zealand. It also has crockery and cutlery to seat 2,500 people, prints its own cartons for its glasses, manufactures and designs its own barbeques, sells a great number of disposable plates, napkins, cutlery etc. and hires a wide range of products including medical equipment e.g. wheelchairs, health and exercise equipment, office equipment, camping equipment, household equipment, conference aids etc.

From her position as Assistant Secretary to Geoffery Clark, governing director of Construction Machinery Ltd, Beryl was promoted to Sole Charge Secretary at Hirepool in May 1981. Shortly after her appointment, the then manager went overseas for two months, and, as the assistant manager was ill for some of this time, Beryl was faced with the sole charge responsibility of running the operation as well as performing her own secretarial duties. As Beryl says, "I had to learn the hard way." When the manager returned from overseas, he too became ill. It was then that Beryl was officially appointed manager in February, 1982. Beryl says that she has worked all her life, doing secretarial work for various firms both before and after her marriage. She considers her secretarial background an advantage, as it enables her to think clearly as far as administration is concerned. Although she has no formal management training she

has worked alongside managers and this experience has enabled her to implement and improve the systems used in the various branches.

After working her way up through the ranks Beryl finds she now appreciates the staff's point of view while her experience as a youth leader in various activities helps in handling younger staff. Having often worked in a man's world, being a woman manager doesn't worry her, and her seven staff do form a good team, says Beryl.

Beryl's family have been very understanding she confides, as she works fairly long hours and is on 24 hour call. However she enjoys her job and looks forward to further developing the business, particularly the wedding market.

Beryl is happily married to Alan, a senior driving instructor with the A.A. Daughter Sue, aged 18, is an apprentice hairdresser and their 16 year old son, Greg, is sitting School Certificate this year.

Beryl likes a challenge. When faced with the task of finding her daughter an apprenticeship as a hairdresser, she and her husband mortgaged their house and bought a hairdressing salon.

It was in 1975 that Fletchers purchased Peter Brookfield and Eric Jarvies' Hirepool, a business which they had founded in 1955. Hirepool used the slogan "we hire almost anything", and did. They hired equipment as varied as teaspoons and road rollers. Fletcher's Hirepool was to become the largest hire organisation in New Zealand but, in September 1980 Fletchers made the decision to withdraw from Hire. Some of the smaller yards were closed while the larger outlets were sold off. Of the seven branches in the greater Auckland area, six were purchased by Hirepool Auckland Ltd., a new company in which branch managers and staff held the shares.

The seventh, Hirepools Home and Leisure branch at 18 St. Marks Road, Newmarket was purchased by Construction Machinery. This branch had the distinction of being New Zealand's largest party hire operation.

Construction Machinery Ltd. had previous experience in the hire industry, already counting the largest portable Sanitation Company in New Zealand, with branches in Auckland, Wellington and New Plymouth among its interests.

Despite the joint ownership of the Hirepool businesses in Auckland, the two continue to work closely together. They jointly promote the Hirepool image and the fact that party goods are available from all of the seven locations — each branch carries its own stock and displays.

However, all items that require washing and sterilising are collected from the branches each week in a 3 tonne Luton-bodied van. They are delivered to the Newmarket branch to be washed at their Health Department approved kitchen before being returned to the respective stores.



Top: Beryl Butler.
Left: The attractive premises of Hirepool Home & Leisure.
Right Top: Sandy Fenton demonstrating a Disco to a customer.
Centre: Betty Pita with Geoff Clark in the Kitchen area.
Lower: Sandy serves a customer in the showroom.

CUSTOMER INSTRUCTION: It's Worth Your Time

By RICHARD DETMER, W.I.T. Rental Program Instructor

One of the focal points of the Equipment Rental Program at Western Iowa Tech is effective customer instruction.



Richard Detmer

Briefing customers can be handled with little or no instruction (imagine renting a chain saw to a first-time user without customer instruction), or it can be overdone.

Some rental people rely too heavily on written instructions. Of course, forgetting information is no longer a concern using this technique, unless the customer forgets where he or she placed the instruction sheet. However, most people will not read the instructions.

Also, written instructions can be very difficult to comprehend. Think of the times you have frantically tried to assemble one of your children's toys on Christmas Eve. Those instructions begin by stating that a 10-year-old can assemble the toy. Then the instructions continue: "Plug A into L; attach 7 in a lateral fashion to N while holding X and Z with your two forefingers." It is usually at this point that you refuse to read on and decide to "wing it."

Here are several guiding principles I use in instructing my students:

1. Don't insult the customer by using a patronizing voice.

2. Do not ask, "Do you know how to use one of these?" Instead ask, "Have you used this model before?" This allows the "know-it-all" to say he has used many, but not this model.

3. Be sure to give instructions in the order that you would use them. Don't start by telling them how to turn the unit off, or what to do while using the ma-

chine. Be logical and methodical.

4. Start by stressing safety.

5. Develop the habit of being thorough, even when other customers are waiting—they will appreciate the same good service. Rushing through an explanation may leave the customer more unsure of how to use your equipment than if no instructions were given.

6. After the initial explanation, repeat the instructions while demonstrating the unit. There are several exceptions to this rule. If the equipment is noisy, "dry-run" it.

7. Be sure to ask if your customer has any questions.

8. Quite often it is possible to tell by a person's face whether or not he or she really does understand how to correctly operate the unit. Repeat as many times as necessary.

9. After the customer states that he or she understands, it is time to "test" the customer.

10. If practical for the type of equipment to be rented, have the customer demonstrate the unit to you. If the customer is going to have difficulty with the unit at the job site, he will have the same difficulty during your "tests."

If you use written instructions, be sure that the average person can understand them. Instruction sheets must deal with specific makes or models. If you give an instruction sheet to a customer (or student) at the start of your explanation, the customer will be looking at the sheet while you are talking. The customer's

thought is, "Why should I listen to this person when I have all I need on this paper?" The problem again is that most people won't read the instruction sheet. Therefore, don't even tell the customer that he or she will be receiving an instruction sheet until after you explain how to use the equipment.

What do you do about the "know-it-all"? Perhaps this person really is an expert, or maybe he just doesn't want to admit he's never used this equipment before. Either way, you can say that it is store policy to instruct everyone. That way you've done your best to make sure the customer is well-informed, and you haven't embarrassed anyone.

The customer retains (remembers) information longer if the teacher (you or your staff) combines more than one sense in the preparation.

As you can see from the chart, short-term recall is facilitated by the combination of telling and showing. In certain rental applications (where the customer will not be using the equipment for a few days, for example), the combination method of instruction is by far the best. Remember this chart when you break in a new employee.

Sounds time-consuming? Believe me, it is worth it. You will be making fewer service calls. Your equipment will require less repair. Most importantly, your customer will receive the satisfaction of getting the job done correctly the first time. This is the source of your most effective advertising.

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<u>Method Of Instruction</u>	<u>Recall After Three Hours</u>	<u>Recall After Three Days</u>
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Showing	72%	20%
Combination	85%	65%

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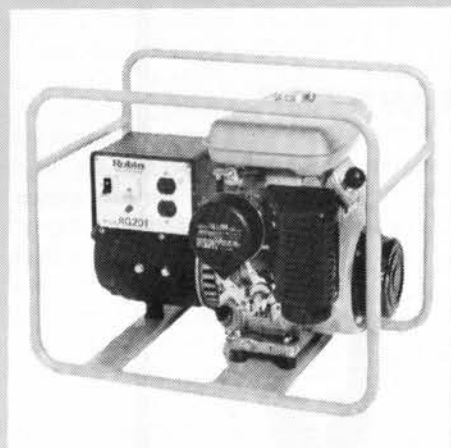
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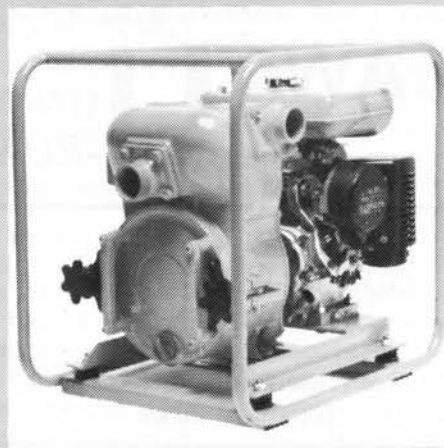
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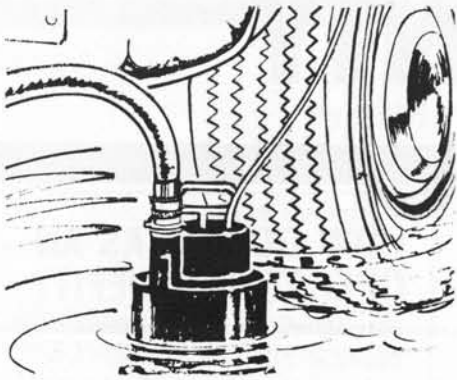
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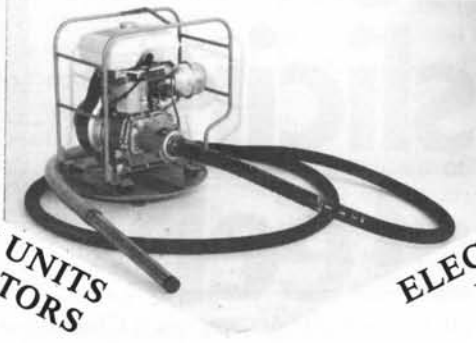
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NEW RUFAZEL ANTI SKID RESIN SAFETY FLOORING PRODUCT

Recently released on the Australian market is Asbra Rufazel SSSC-1 anti skid resin surfacing, an aggressive resin sprinkle sealcoat system designed for installation in hazardous industrial type areas, and can be applied over concrete pavements and steel chequer plates etc.

Rufazel is sold in kit form and consists of a base resin with sharp suregrip No. 1 anti skid silicon carbide granules which are sprinkled on the surface and later sealcoated locking the granules tightly to the pavement. The product is easily applied and cures at temperatures above 15°C. A Rufazel SSSC-1 pack is sufficient to apply an anti skid surface to approximately 2 square metres of concrete paving.

Asbra also manufacture

CROWNS NEW BATTERY UNITS

A range of pollution-free, battery electric powered, pedestrian operated pallet trucks is now available from Crown Controls.

The GPW Series Walkie Pallet Truck is available with 91.4cm, 106.7cm, or 122cm forks and represents Crown's lowest priced electric powered pallet truck. It offers ease of control and manoeuvrability for narrow-aisle warehouse operation, a 2000 kilogram capacity, and a 150mm lift.

The series aims to provide for easy movements of intermediate-weight loads without the high cost of heavy duty industrial equipment. A 24-volt electrical system gives good battery efficiency and prolonged service life compared with the lower voltage systems used in many walkies.

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QUIETER 'JACKHAMMERS'

Paving breaker ("jackhammer") noise is one of the most irritating – and potentially dangerous – threats to the public, and breaker operators. For this reason State Government authorities in recent years, have – through legislation – increased pressures on manufacturers to silence their machines. Atlas Copco, a pioneer in the field, introduced polyurethane jacketed machines in the early 1970's as a complement to its range of super-silenced portable compressors.

The Tex-series, silenced units were proven in Sydney City Council tests to be 50% quieter than the traditional unsilenced "Jackhammer". Now the N.S.W. Government is drawing up a new code fixing new noise limitations for this equipment. Pictured are officers of the Pollution Control Commission, testing the noise level of Atlas Copco's Tex 25E paving breaker. The tests were carried out at Atlas Copco's headquarters at Blacktown, west of Sydney.

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LET'S TALK HIRE . . . SERIOUSLY

by Harry Curry

One of the major industries within Australia today, the general and specialized Hire Industry, has within its fractured and multi-faceted groups, an economic situation of major proportions, which is affecting the very economy and well being of a number of its members.

The economic growth of Hire, has naturally been curtailed by the difficult down turns in industry generally, and the whole economic climate within Australia at this present time.

Because of the massive growth in the industry over the past few years, Hire has found itself in a position of static surprise, yet a blind man could have seen its future processes and the eventual consequences. It had only one way to go.

Industrial firms seeking "Cash Flow", have readily bought into Hire, much to the detriment of many firms, now foundering in a discount bog.

Up until a few years ago, it was the goose laying golden eggs, but circumstances have certainly changed its image in many areas.

Few proprietors ever look beyond the boundary of their own domain, yet many are feeling the pinch. Everything is now pointing to further down turns, therefore it is inevitable that a change must occur, in methods, ideas, sales, marketing, with a new approach to honest price structures, and discounting.

If this doesn't come about, wholesale devastation of the industry will result, and firms will proceed to the wall, in ever increasing

numbers, as their cash flow diminishes. This will leave the field to the economically able, who, in many cases, are part and parcel to financial schemes and takeovers, and who regulate their cash flow to this end.

A monopolistic trend, which, if things continue as they are, will see the major proportion of small hire firms completely eliminated from the scene.

The realities of hire's financial world should have shown all "hire identities", by now, how bad the situation really is, but it seems that a head in the sand attitude prevails.

It is a fact that there is a significant attitude amongst certain large firms who have strong positions nationally, to finance project contractors to the limit of discount dealings. To compete, the smaller firms have accepted the challenge with often dire results. This is a known fact right throughout the industry, but never seems to get aired. Why?

These ills were caused within the industry, and by good doctoring could be cured.

A "Select Committee" of the industry as a whole, must review the total processes.

A "Hire Industrial Society" type of committee was mooted, but the very powers within the H.A.A. itself were, and are, its natural enemy.

As the hire industry contracts upon itself, many, many persons will lose their business or their jobs, which, is the evil of the whole setup.

Many outside firms who attempted to exploit the "hire boom" as they called it these few years back, have already gone to the wall.

When "HIRE AS A BUSINESS" was recommended in P.E.A. AUGUST 1980, I criticised the article at the time, as I saw then that the opening of new hire outlets in all areas where hire was well catered for, would eventually create many problems, but this is not the real sickness within the industry. The sickness is the self made, self destructing discount systems which are literally taking away millions of dollars from hire income generally.

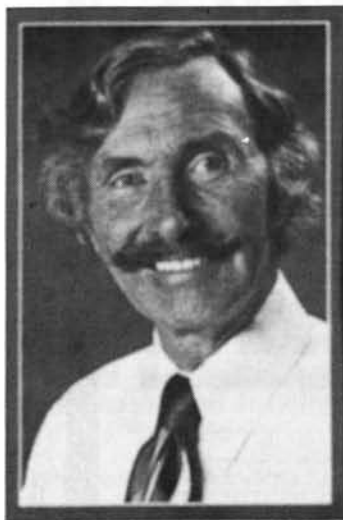
This topic seems to raise more interest among hire employees in the areas of management and sales than hire owners. Why? The hire owners have certainly the monopoly of say so, but don't seem interested in getting down to the nitty gritty of the problem.

It is typical with any industry or Financial group that there is no market for pessimism, and very little interest in criticism. The desire to remain unchanged and unfeeling is the outward show of indignation without voice, which is always typical of a free capitalistic enterprise.

Anyone who tends to think they know all about the machinations of hire, will realize the similarities between down turns in hire and the Australian industrial and economic setbacks. Therefore it is inevitable that as certain hire firms feel the pinch, they in their very endeavours to keep afloat, make it so hard for other established firms.

This is the whole crux of my efforts to show and try to explain the dangers.

The loss of any firm, with its attendant tragedy of unemployment, is fundamental to any thinking, and are items of great importance for the hire industry as a whole.



Harry Curry.

Let's talk Hire — Seriously by Harry Curry, has been published in an endeavour to stimulate thought and comment within the industry.

Hire and Rental invites comment on this article from readers, for publication as Letters to the Editor.

— Ed.

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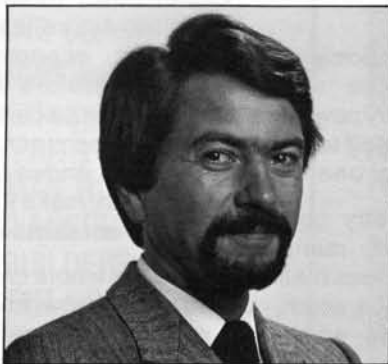
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SABOTAGE CLAIM FROM HIRE FIRMS

A \$5000 reward is being offered by a group of Sydney-based hire companies in an attempt to end what they believe is a campaign of industrial sabotage.

The five companies, Kennards High Reach, Travel Towers Australia, Ace Hi Lift, Decor and Corrosion and Instant Scaffolds — specialise in hiring out lifting equipment for building projects.

A wave of industrial vandalism in Sydney's southern and western suburbs over the past three months is estimated to have cost more than \$4 million.

It was reported in the Melbourne Herald that the spokesman for the group, Mr. Neville Kennard, said that there was no doubt that the attacks were part of a "planned campaign of industrial sabotage."

"In 30 years in the hire industry, this is the first time I have seen anything like this," he said.

"Whoever is responsible for these attacks has an inside knowledge of the equipment and the industry and knows how to cause maximum damage," he said.

The companies say that about \$50,000 worth of damage has been done to sophisticated lifting and industrial equipment over the past few months.



Neville Kennard.

In one recent incident sand and acid were poured into a hydraulic tank. In another, heavy industrial engines had been started after the engine oil has been taken out.

Mr. Arthur Squires, the managing director of Decor and Corrosion, said yesterday that burglaries and break-ins had also taken place in the past five weeks.

"I believe that what is happening is straight industrial sabotage. This is not just vandalism," Mr. Squires said.

However, there was no indication that any of the other companies in the industry were involved.

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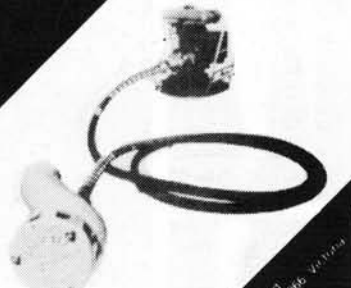
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QUEENSTOWN CONVENTION

Conventions are about people — People meeting and people learning. People buying, and people selling. People talking and people playing.

People travelled from all over New Zealand, from the U.S.A. and Australia to meet people with a common interest in Hire at the Queenstown Convention.

To Stuart McKinlay, Convention Planner and Co-ordinator, congratulations on a most enjoyable and educational programme.

From start to finish the Convention ran smoothly with all delegates fully involved in the daily programme.

Keynote speaker Geoff Barton motivated the delegates with his address — Success with People.

Exhibitors were given ample opportunity to promote their product and to talk directly to the delegates at the Seminar sessions.

At the Annual Meeting of the H.S.A.N.Z. the following office-bearers were elected for the 1982-83 year.

Peter Lawrence,
President,
Director Region 1.

Jim Roberts,
Secretary,
Director Region 3.

Colin Taylor,
Treasurer,
Director Region 2.

Delegates mixed socially in the evenings and needed little encouragement to let their hair down and enjoy the occasion to the full.

Harvey Bryant even joined the band to help things along.



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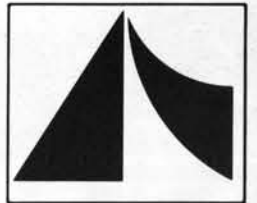
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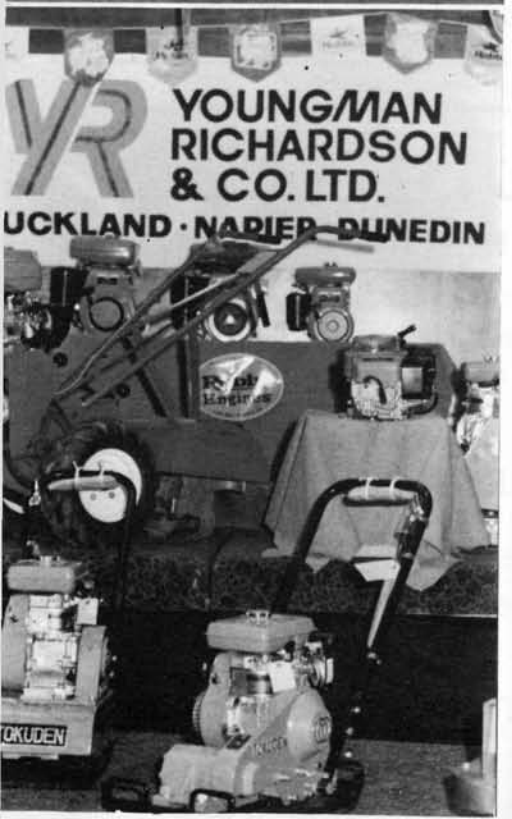


EQUIPMENT EXHIBITORS AT QUEENSTOWN CONVENTION.

Conventions provide an opportunity for hiremen to learn, and for suppliers to promote products, both in new and established lines to the hire industry.

Suppliers came to Queenstown from all corners of New Zealand seeking exposure for their products, which created great interest amongst those who attended.

But conventions are not all work of course, and at night both hirers and suppliers found time to relax and enjoy the evenings together.



Rental Industry TARPAULINS

Standard Sizes
24' x 18' Approx.
24' x 36' Approx.

Special Sizes available upon request.

Available from:

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

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SYDNEY HIREXPO
August 1983



12th INTERNATIONAL

HIRE CONVENTION

& Equipment Exhibition

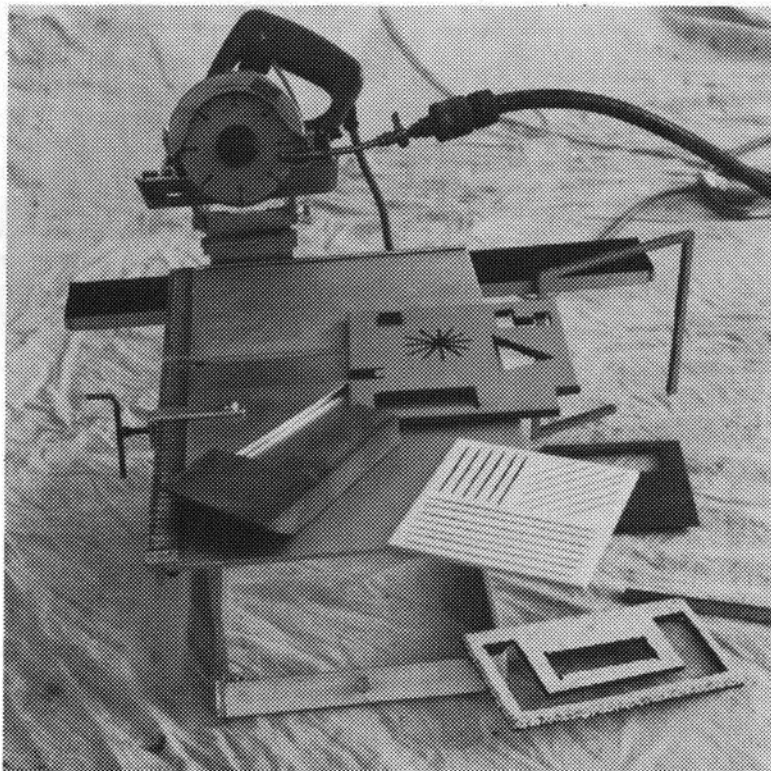
AUGUST 9-11, 1983



Organised by:

Hire Association N.S.W.
P.O. Box 129,
Beecroft, N.S.W. 2119.
Australia.

Circle 112 on Reader Service Card.



Dols Tile Saw

The Versatile Rental tool

Designed to cut —
Ceramic & Terra Cotta tiles,
Slates, Pavers & Bricks.

Accurately Mitres tile edges.

Holes tiles for taps, GPO's etc.

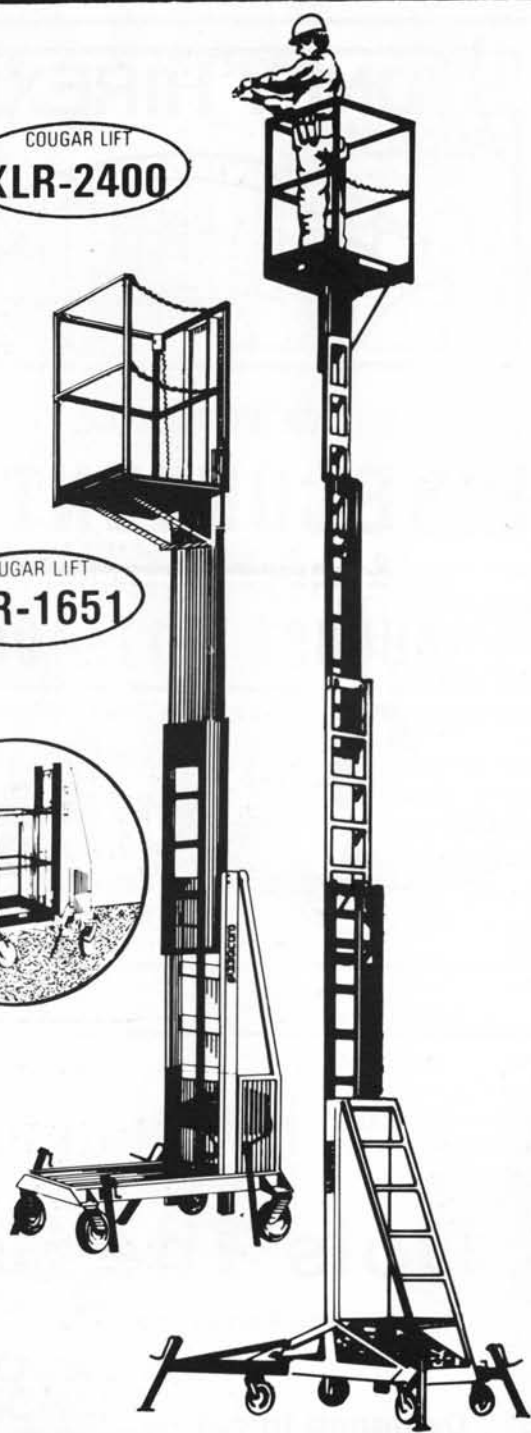
Available from:

BUILDERS AIDS PTY. LTD.
P.O. Box 136, Bulleen, 3105.
Tel: (03) 850 2316.

Circle 113 on Reader Service Card.

COUGAR LIFT
XLR-2400

COUGAR LIFT
XLR-1651



SPECIFICATIONS

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

HYREACH WORK PLATFORMS

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

Circle 110 on Reader Service Card.

Briefly . . .

WRECKAIR EXPANDS AGAIN

Wreckair Hire has purchased the hire fleet of Neville Cush (Material Handling), the Sydney based Toyota forklift truck dealer.

The Neville Cush fleet consists of 66 forklift trucks, comprising mainly 2.5-tonne units with some 2-tonne, 3.5-tonne and 6-tonne units which will be combined with the existing Wreckair hire fleet of over 700 forklift trucks.

"An archaeologist is the best husband any woman can have . . . the older she gets, the more interested he is in her."

— Agatha Christie

QUIET MOWERS

The N.S.W. Government has introduced tough restrictions on the noise levels of lawn mowers and other grass cutting devices.

Permissible noise levels will be lowered progressively over the next five years.

Planning and Environment Minister Mr. Bedford said: "The noise associated with the use of domestic motor mowers has become a major source of nuisance in our cities and towns."

CHECKING CHEQUES

A tip for checking cheque signatures against identifications — look at the "i" and "e", as those are the letters which are most consistent when people sign.



Lois Ziebell

The new Secretary to the Hire and Rental Association of Australia — Victorian Region is Lois Ziebell.

Lois may be contacted on the Association's new phone number (03) 877 5453 or by mail to:

P.O. Box 59,
Forest Hill, 3131.

An Auckland University course for engineers on the "static problem considering conditions for optimality and and computational methods for the first unconstrained minimisation of a non-linear function and then function minimisation subject to fixed constraints", has been cancelled through lack of interest.

AVIS PROFIT UP

Avis Australia lifted pre-tax profit from \$21,000 to \$948,000 in the year to 30 June.

Avis's profit before interest, however, rose 82.7 percent from \$2.9 million to \$5.3 million. Interest nearly doubled from \$2.9 million to \$4.3 million, reflecting the high cost of debt funding over the past financial year.

Lost work time



An Australian Bureau of Statistics survey shows that, during a given week, 6.2% of full-time employees, work less than 35 hours.

The main reasons for loss of time at work are as follows: —

Reason	% Time Lost
Illness on medical certificate	39.3
Week's sick leave ('Sickies')	18.9
Industrial accidents	6.3
Traffic accidents	2.2
Other off-job accidents	10.0
Alcoholic abuse	13.8
Other drug abuse	4.0
Industrial disputes	5.5

WAGNER SPRAY TECH ELECTRIC AIRLESS



The W-500 makes one man a whole painting crew. Lightweight, compact and affordable, the W-500 sprays most standard architectural coatings including Latex. Makes a good second unit for Stains and Lacquer. It is constructed of high quality materials to stand up to continuous spraying. Add professionally designed accessories to fit specific painting needs.

Further information circle 14 on Reader Service Card.



Portable Power Pack

The Dunlite Portable power pack provides reliable portable power away from normal power supply or when power fails.

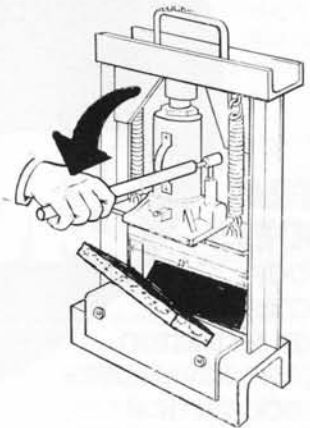
Built to last with a precision engineered alternator and the world renowned Briggs & Stratton engine, the Power Pack is a perfect source of power for Rental Companies, providing a 240 volt/AC, 1000 watts of power supply.

For further information:
Circle 16 on Reader Service Card.

BLOCK SPLITTER

Designed to cut —

**PAVERS, COBBLESTONES
etc. etc. . . .**



ONLY \$195 EX STORE

Available from:

John Lang
660 Main Road, Eltham
(03) 439 8796

Circle 91 Reader Service Card

MISPLACED EQUIPMENT

One only 7' x 4'7" box trailer single axle drop front and rear. Chequer plate floor painted lime green Reg. No. BY22520 last seen behind T.E. Cortina Waggon N.S.W. plates JIU778 belonging to John Richards believed from Sydney.

Contact: Bunbury Machinery, cnr. Forrest Ave., and Picton Road, Bunbury W.A. 6230. Phone (097) 21 2311.

One only 12' x 6'6" tandem axle trailer. Light green colour, Registered No. A40676. May be identified by lock nuts on all shackle bolts in rocker assembly. Also nuts and bolt heads are all welded.

One only 5HP FR500 Honda Tiller — new Engine No. 1857900. Machine No. 1904585 colour red.

Trailer and tiller last seen behind light grey LTD Ford. Drivers Licence details: M. L. Dusterson, 189 Pacific St, Hornsby, N.S.W.

Contact: Shepp Hire, 68 Mitchell St, Shepparton. Phone (058) 21 9139.

CAUTION! CAUTION!

We have 6 reports from the Bendigo-Albury district relating to "misplaced" equipment all related to the use of a light grey LTD Ford driven by a man, and woman passenger. Different registration plates used each time.

See you in
**Wellington
New Zealand
JUNE 1983**

at the
James Cook Hotel
for the

6th Annual Convention
CONVENTION
& Equipment Exhibition



**Hire Services
Association of
New Zealand.**

Circle 90 Reader Service Card

Look at all the great extras you get from

BIG HEARTED BRIGGS & STRATTON

EXTRA MODELS

Nobody matches the Briggs & Stratton range and availability of stock. Vertical shaft engines from 3-18h.p. Horizontal shaft engines from 2-18h.p.

EXTRA VALUE

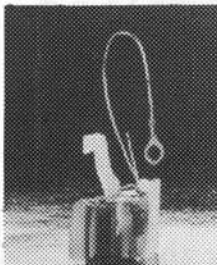
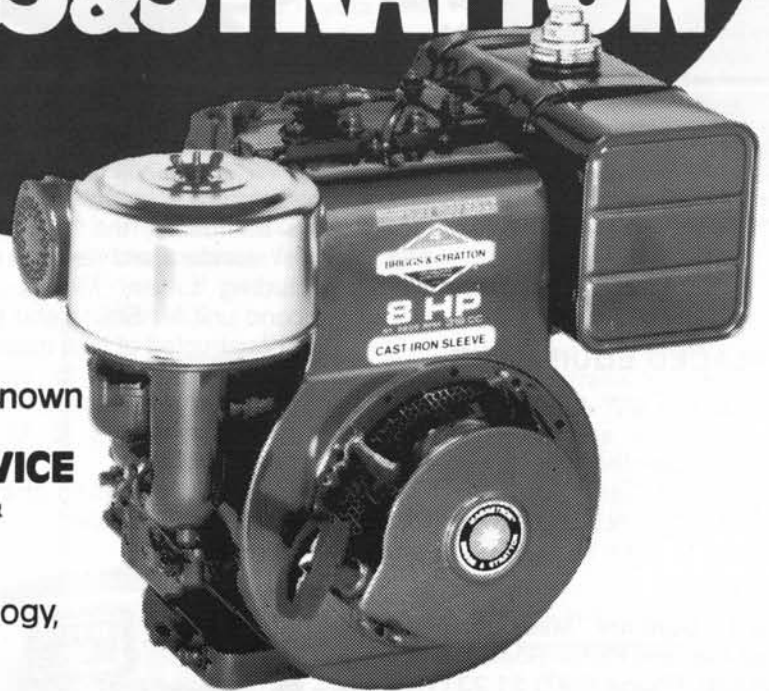
Briggs & Stratton engines are famous, yet are offered at prices highly-competitive with lesser-known imports.

EXTRA SPECIAL PARTS & SERVICE

There are over 1000 authorised Briggs & Stratton dealers throughout Australia.

EXTRA FEATURES

Briggs & Stratton are leaders in technology, too! Just check out the features of the MULTI-PURPOSE ENGINE RANGE.



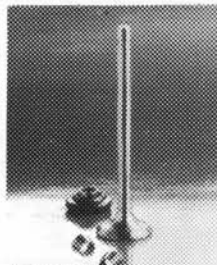
MAGNETRON™ IGNITION

Maintenance-free. No adjustment ever needed. Condenser Becoming standard on all B&S engines.

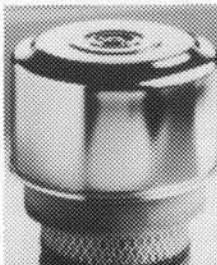


CAST IRON SLEEVE

Years of trouble-free, low-maintenance reliability.

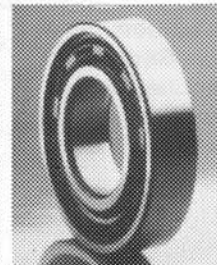


STELLITE® VALVE & SEAT resist deterioration from heat and wear. Stellite seat only on under 10hp engines.



DUAL ELEMENT AIR CLEANER

Provides extra carburettor protection through double filtering.



REPLACEABLE BEARINGS

On both ends of the crankshaft. Higher thrust and radial load capacity.



LO TONE MUFFLER

Provides the ultimate in quietness without significant power loss.

Australian Factory Representatives
and Central Service Distributors:

ani
PERKINS

A Division of The ANI Corporation Limited
(Incorporated in NSW).

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VIC: 241-255 Browns Rd, Noble Park, 3174. Phone: (03) 795 5111
QLD: Cnr. Ipswich & Grindle Rds, Rocklea 4106. Phone: (07) 275 1766
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 778M

New Miniature Rock Drill from Compair

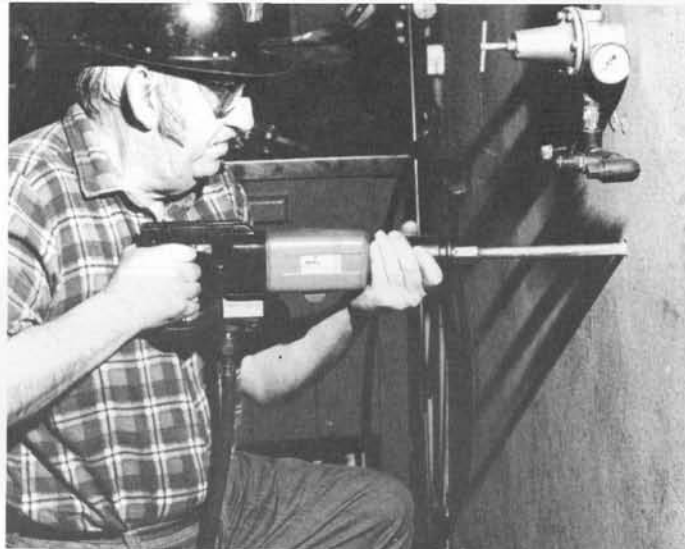
A new addition to the Holman "Zitecology" range of contractors tools, the Zitec 3300, has been introduced by CompAir Construction & Mining.

Zitec 3300 is a miniature pneumatic rock drill weighing only 3.5 kg (7¾ lbs) that will drill holes from 7 mm (5/16 in) to 35 mm (1¾ in) diameter in rock, brickwork and concrete. Larger holes can be cut in brick or concrete using core tools. By inserting non-rotating chisels or points the versatile Zitec 3300 can be used as a pneumatic hammer for light demolition, channeling and chasing.

A useful feature on the Zitec 3300 is its righthand rotation, which means that conventional carbide tipped masonry drills can also be used. This makes the drill particularly useful in all types of installation work including anchor bolt setting. Its two-stage throttle control permits easy hole collaring at the first position with full power turned on at stage two.

The Zitec 3300 has a tough durable polyurethane integral muffler which reduces noise to only 84 dBA at 7 metres. The muffler exhaust has been designed to swivel so that it can be directed away from the operator at any convenient angle, at the same time being used to blow the dust away. Hole clearing is achieved continuously by air blowing through the drill steel direct to the bit when using standard percussive drills.

The drill can be bought on its own, or as a complete kit in a strong metal toolbox containing a range of useful accessories — 3 metres of 10 mm air hose with fittings, quick release couplings, 25 mm edge flat chisel steel, 19 mm masonry drill, 25 mm plug drill, taper drill adaptor, 5/8 in BSP open spanner and safety goggles.



Zitec 3300 has a penetration rate in concrete of 500 mm (20 in) per minute, with a 19 mm (¾ in) drill.

Further information:
CompAir (Australasia) Ltd.,
34-40 Ricketts Road,
Mount Waverley 3149.
Circle 13 on Service Card.

ATTENTION

LIFTS AND CRANES ACT 1967 NOTICE TO OWNERS & USERS of MOLNAR MANUFACTURED TWO POST VEHICLE HOISTS

You are hereby notified that Molnar Manufactured Two Post Vehicle Hoists do not comply with the Lifts and Cranes Act 1967 and Regulations made thereunder and in the opinion of the Chief Inspector of Lifts and Cranes are unsafe to be used.

You are required to cease using the hoist immediately and obtain advice from the Department of Labour and Industry, Division of Technical Services, 4th Floor, 500 Bourke Street, Melbourne, or Phone 602-8306/602-8560 on the steps to be taken before the equipment is brought back into use.

NOTE: Molnar manufactured hoists have been marketed by many different distributors who may have affixed their own brand name on the hoist.

(E. J. BURNS)
Chief Inspector of
Lifts and Cranes

KEROSINE SPACE HEATERS

The Standards Association of Australia has published a standard dealing with kerosine space heaters which includes a requirement that they be self-extinguishing when overturned.

AS 2510 was requested by the Department of Consumer Affairs, NSW, because existing regulations in the State were based on a British Standard which is now out of date. The Department also wanted to have an Australian Standard to call up in the revision of its kerosine heater regulations.

A major feature of this standard is a requirement that heaters be automatically self-extinguishing when overturned. Limits are also set with regard to the levels of combustion products (CO/CO₂) produced by the heater.

Performance of the heater in a draught is subject to the requirement that the flame does not become unstable or increase in size, and the heater should not produce smoke.

Copies of AS 2510 can be purchased from any SAA office at a cost of \$8.20 plus \$1.50 postage and handling charge.

POWERFUL BRUSHCUTTER FROM STIHL

A new, more powerful brushcutter that will clear heavy brush and scrub and even cut down small trees as well as trimming and mowing grass is now being distributed in Australia by Stihl Chain Saw (Aust) Pty. Ltd.

The new model, designated FS90 AVE is powered by a 31.8 cc two-stroke motor which puts out 1.1 kw (1.5 h.p.).

The machine, which weighs 7 kg, incorporates Stihl's special anti-vibration system to reduce operator fatigue and has electronic ignition

for reliable starting and running.

A range of six cutting attachments for the FS90 AVE is available for different applications.

Further information:
Stihl Chain Saw (Aust) Pty. Ltd. or Circle 5 on service card.





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.



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 Weldanpower 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

INCOME TAX GUIDE AMENDMENT FOR MOTOR VEHICLE EXPENSES FOR THE YEAR ENDED 30 JUNE 1982

The Taxation Office recently announced that the income tax guides issued to assist taxpayers in completing their returns for income received during the year ended 30 June 1982 provided incorrect details of the rates per kilometre to be used in the calculation of a deduction for motor vehicle expenses.

The income tax guide should read:

"Where the total kilometres for business purposes did not exceed 10,000 for the year, you can either provide details of expenses claimed or make your claim at a set rate per kilometre based on the engine capacity of your vehicle. The rates are 15.5 cents for engines up to 1500c.c., 17.4 cents for 1501c.c. to 2000c.c., 20.6 cents for 2001 to 4000 and 23.7 cents for over 4000c.c. engines."

cents for 2001 to 4000 and 23.7 cents for over 4000c.c. engines."

"Where the total kilometres for business purposes did not exceed 10,000 for the year, you can either provide details of expenses claimed or make your claim at a set rate per kilometre based on the engine capacity of your vehicle. The rates are 15.5 cents for engines up to 1500c.c., 17.4 cents for 1501 c.c. to 2000c.c., 20.6 cents for 2001 to 4000 and 23.7 cents for over 4000c.c. engines."

Taxpayers whose 1981/82 returns are lodged on the basis of the rates set out in the income guides may seek amendments on the basis of the higher rates shown in this statement.

WACKER'S NEW RIDE ON ROLLER.

Wacker in its continuous up-grading of machinery has recently introduced the WACKER Hydraulic Articulated Tandem Vibrating Ride-On Roller, model WHK 90 A.

The model WHK 90 A is fitted with an air-cooled FARYMANN diesel engine, and having an operating weight of 1140 kg makes it the most unique and compact vibrating roller of its type.

One of the main features of this particular vibrating roller is that you have hydraulic steering on both front and rear drums. This is of great assistance when the roller is used on inclines.

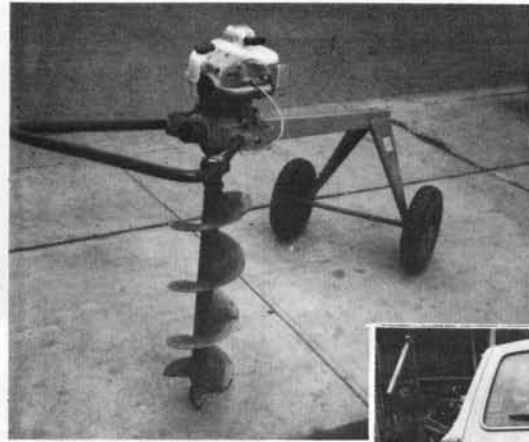
WHK 90 A is fully hydraulic and has a very acute articulated steering. The safety features of this model are vast, and one of the outstanding safety features is a safety lock-out for neutral only starting. In other words, the machine cannot be started while in the forward or reverse gear.

It is fitted with an electric porta-pump which waters both the front and rear drums. To assist on the different applications optional accessories are available, such as discs to increase weight and vibration control which can be controlled by the speed of the machine.

The model WHK 90 A has a centrifugal force of 26 kN and operates at a speed of up to 5.9 km per hour. Gradeability of this machine with vibration is 35%, without vibration is 50%.

A demonstration of the model WHK 90 A will prove all points mentioned above, so please contact Wacker Australia Pty. Ltd., 913 Princes Highway, Springvale, Victoria 3171.

Circle 2 on Service Card.



TORQUEMATE — Ideal for Rental

Torquemate, an attachment which fits onto a 2 man post hole auger, enabling it to be operated by one man with increased safety.

Developed in conjunction with 2 Melbourne hire companies, Torque Mate is designed for simplicity, and to withstand the rigours of the hire industry.

By utilizing the latest alloy sheets in its construction the attachment is able to withstand the severe stresses normally found in service, whilst its operating weight is kept to a minimum.

Torque Mate will bolt directly onto your power auger by means of the 4 handle retaining bolts. This will take only a few minutes and requires no modification to the drive unit.

When fitted, the earth auger may be operated by one man, requiring just one hand to operate the throttle and steady the machine.



For transporting, the entire machine can be dismantled in seconds, merely by releasing the spring latches. It will fit into any car.

The configuration currently available utilizes the Stihl 4308 unit, which has proven so reliable and popular with hire companies.

The attachment is designed and manufactured by Sunbury Hire Services Pty. Ltd. and is covered by world wide provisional patents.

The current price is \$465 in the configuration to suit the Stihl 4308 post hole auger fitted with an 08S motor.

For further details circle 29 on reader service card.

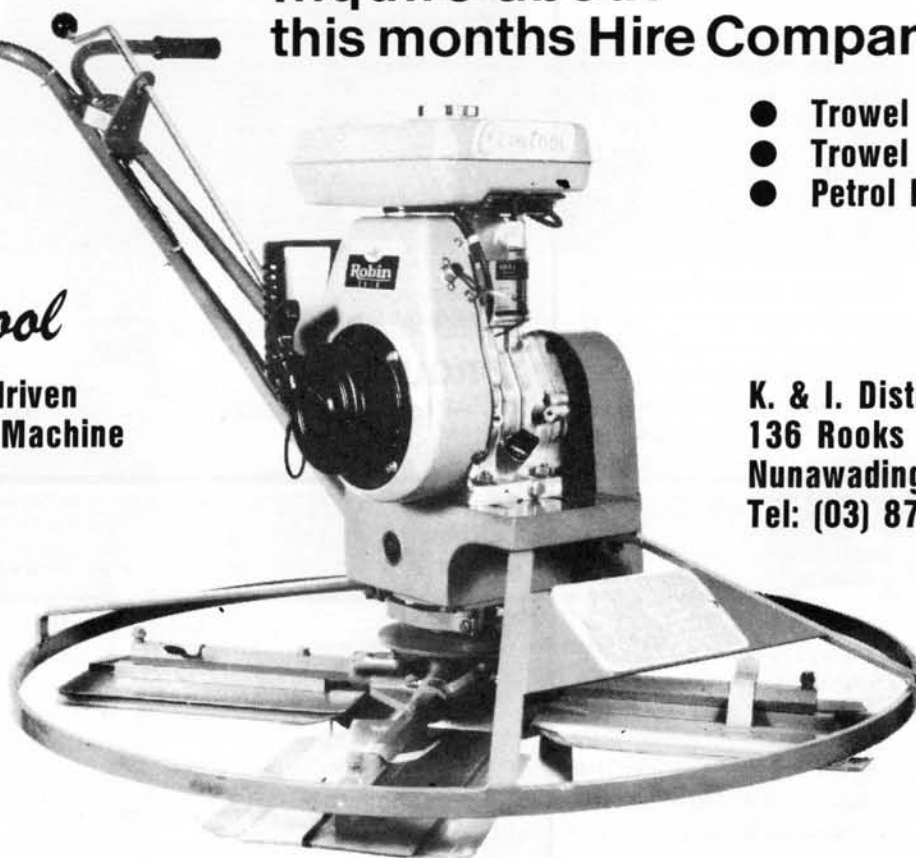


**Inquire about
this months Hire Company Specials:**

- Trowel Blades
- Trowel Machine
- Petrol Power Unit

Cemtool

**Petrol driven
Trowel Machine**

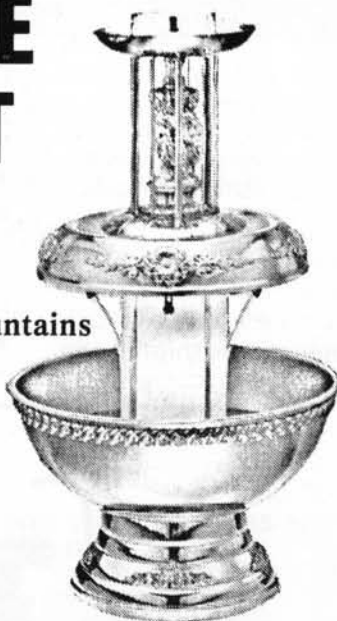


**K. & I. Distributors Pty. Ltd.
136 Rooks Road
Nunawading, 3131
Tel: (03) 873 5563**

Circle 128 on Reader Service Card

**NEW HIRE
PRODUCT**

**Hire Champagne Fountains
\$40 per hire.**



Send for details to:

Abbey Rents

**Manager Sales Division, Allan Eichler
8 Webster Street, Dandenong
Vic. 3175 Telephone (03) 792 3838**

Circle 74 Reader Service Card



MANG JR2000 ROTARY HOE

Every hire yard should have one!

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

Built for professional use, Mang will
withstand amateur abuse.

ORDER NOW TO AVOID DISAPPOINTMENT



A & N EQUIPMENT PTY. LTD.

19 Manton Road, South Oak-
leigh 3167
Telephone (03) 544 4066

Circle 69 on Reader Service Card



STIHL GETS NEW H.Q.

Stihl Chain Saw (Aust) Pty. Ltd. is to rationalise its locally assembled range next year after it moves to a new headquarters building.

Since Stihl began local assembly three years ago, it has been producing the 010 and 011 models in both AV and Quickstop models, the 032AEVQ "Farmboss", and the ultra-lightweight 009 in both Standard and Quickstop models.

This has amounted to a range of seven models, three of which are optional.

Next year, when Stihl moves from its present two sites in Bayswater, it will go into a new fac-

The new premise of Stihl Chain Saw (Aust.) Pty. Ltd., 2 Forbes Close, Scoresby, Victoria.

Telephone (03) 765 1455.

tory at Scoresby where a rationalised range of saws, all equipped with the Quickstop brake, will be produced.

At the new building, all Stihl operations — administration, warehousing and distribution and assembly — will be carried out under one roof.

Stihl's Director of Marketing, Bob Donaldson, said the local assembly programme had been highly successful in ensuring continuity of supply, keeping prices stable, and providing local employment. A high level of quality control had also been achieved.

FOR SALE

CHERRY PICKER

"Gensam", trailermounted, 9 metre to bottom of bucket, 360° slew, Robin petrol motor, very good condition.

18 months old. \$12,000 O.N.O.

Phone Brian Telfer

ACTIVE HIRE (QLD.) — (07) 277 8566

Circle 75 Reader Service Card

HIRE & RENTAL AUSTRALASIA

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RENTAL INDUSTRY PUBLICATIONS
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Telephone (09) 69 9740

All advertising and correspondence should be directed to:
Brian Elms, c/-Box 136,
Bulleen, 3105, Australia.

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Editorial information is welcome and should reach us by the 15th of the month preceding the month of publication.

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Advertising copy, bromides, transparencies or color separations should reach us no later than the 10th of the month preceding the month of publication.

SUBSCRIPTION RATES:
Australia: \$15.00 for 11 issues
Overseas: Seamail: \$A15.00 for 11 issues
Airmail: \$A30.00 for 11 issues

Australasian Hire Associations

REGION 1.

Hire Services Association of New Zealand
P.O. Box 2126, Christchurch
President: Peter Lawrence (09) 69 9740
Secretary: Jim Roberts (03) 69 741

Hire and Rental Association of Australia 60-62 York Street, Sydney, 2000

President: Ron Williams (03) 211 9488
Secretary: Rolf Schufft (02) 290 0700

REGION 2

The Hire Association of N.S.W.
P.O. Box 129, Beecroft, 2119
President: Garry Butler (02) 502 4846.
Executive Director: Denise Layton
(02) 848 9817

REGION 3

Hire and Rental Association of Australia — Victorian Region
P.O. Box 59 Forest Hill 3131
President: Brian Elms (03) 850 2316
Secretary: Lois Ziebell (03) 877 5453

REGION 4

Hire and Rental Association of Australia — Queensland Region
39 Caswell Street, East Brisbane 4169
President: Arthur Staines (07) 391 5666
Secretary: Carol Stanes (07) 391 5666

REGION 5

Hire and Rental Association of Australia — South Australian Region
44 Lambert Ave. West Lake Shore 5020
President: Neil Hallett (08) 336 2466
Secretary: Miss J. Hallett (08) 49 3965

REGION 6

Hire and Rental Association of Australia — West Australian Region
53 Catherine Street, Morley 6062
President: Des Brealey (09) 277 1944
Secretary: Alan Griffith (09) 275 4522

Hitachi know the drill

Hitachi power tools: with quality that shows, inside and out. Built with the best materials, precision engineered for top performance plus reliability you can trust.

Power tool users have relied upon Hitachi quality for over 30 years: that's why we've an international reputation for dependability and the very highest standards.

Amongst our extensive range is a wide selection of robust yet lightweight hammer drills, built to do the toughest jobs well.

and the hammer drill
the impact drill
the disc grinder
the sander
the circular saw
the planer
the chain saw
the router.....



VRT-22A

Two speed hammer drill
Capacity: 22 mm (7/8") concrete
Power input: 460 W. Speed
540/430 r.p.m.
Now with Impact Stop.
Weight: 4.8 kg (10.6 lbs)




VTP-19

Two speed impact drill.
Depth stop. Lightweight.
Capacity 19 mm (3/4")
concrete, 13 mm
(1/2") steel. Power input: 570 W. Speed:
1500/920 r.p.m. Full load impact rate (max):
17600/min. Weight 3.5 kg (7.7 lbs)



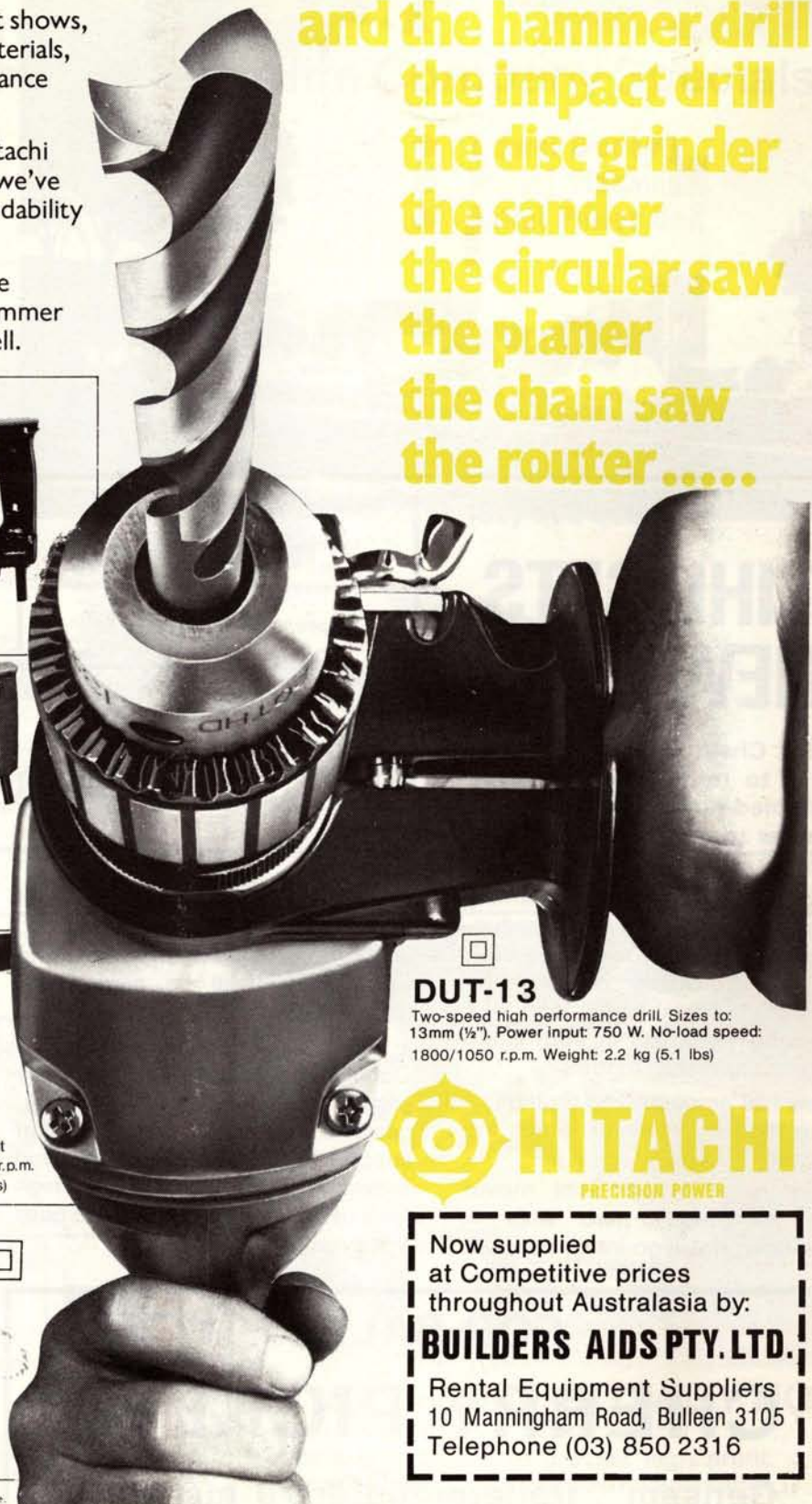
PDU-230

Discgrinder,
230 mm (9") discs,
22 mm (7/8") centre
Power input: 2300 Watt
No-load speed: 6500 r.p.m.
Weight: 6.2 kg (13.6 lbs)



CS-280A

Chain Saw. Capacity: Bar Size 280 mm (11")
Power input: 1140 W. Full-load speed:
Chain speed 350 m/min. (1148 ft/min)
Overall length: 571 mm (22 1/2")
Weight: 4.0 kg (8.8 lbs)



DUT-13

Two-speed high performance drill. Sizes to:
13mm (1/2"). Power input: 750 W. No-load speed:
1800/1050 r.p.m. Weight: 2.2 kg (5.1 lbs)



Now supplied
at Competitive prices
throughout Australasia by:
BUILDERS AIDS PTY. LTD.
Rental Equipment Suppliers
10 Manningham Road, Bulleen 3105
Telephone (03) 850 2316

*The manufacturers reserve the right to change the specifications without notice.

Easy to handle-hard to beat

