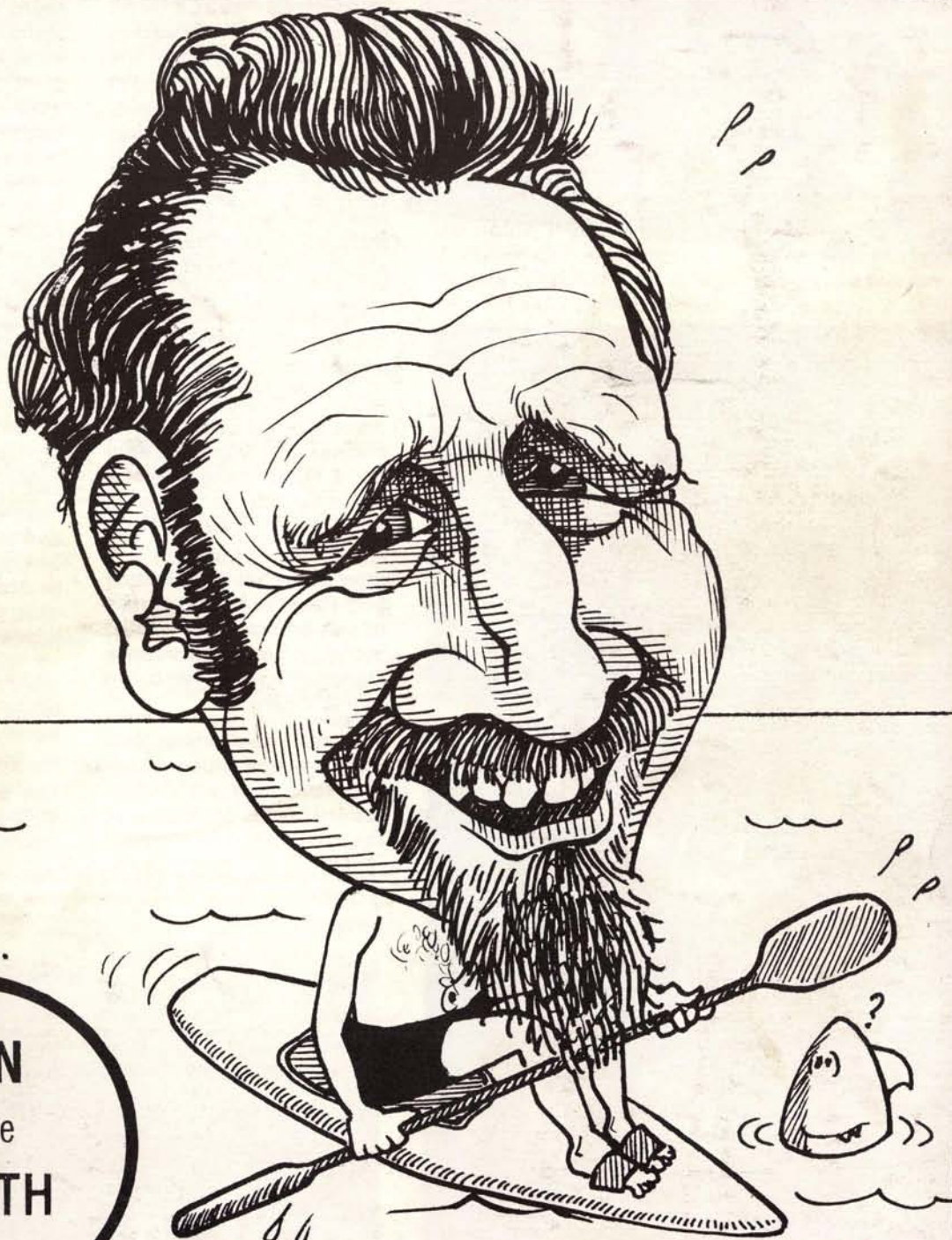


# HIRE & RENTAL AUSTRALASIA

Volume 4 Number 2 1983

Registered by Australia Post — Publication No. VBP3839

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



**MAN**  
of the  
**MONTH**

# Barry Newton

## Materials Handling Specialist

### MAN OF THE MONTH

Conveyor and Hoist Rentals Pty. Ltd., 576 Princes Highway, St. Peters was founded by Barry Newton in 1977.

With a practical knowledge of his equipment, its design, manufacture and maintenance, Barry has built an efficient specialised rental operation.

Barry gained an apprenticeship with Qantas as a Detail fitter and sheet metal worker, and in the final year of the trade course, topped the State with his results.

He left Qantas at the end of his apprenticeship to join the manufacturing section of a family business which manufactured Specialised Construction Equipment.

They also rented equipment, and so Barry was also able to gain some rental experience.

After 11 years with this company, Barry was a Director and also was managing both the manufacturing and hire divisions, but he chose to leave to do his own thing.

After a brief interlude in Party Hire, Barry accepted a position as Branch Manager and then N.S.W. Operations Manager for a Victorian based hire company.

This was a challenging position as a high proportion of the equipment was out of service when Barry joined the company. After much

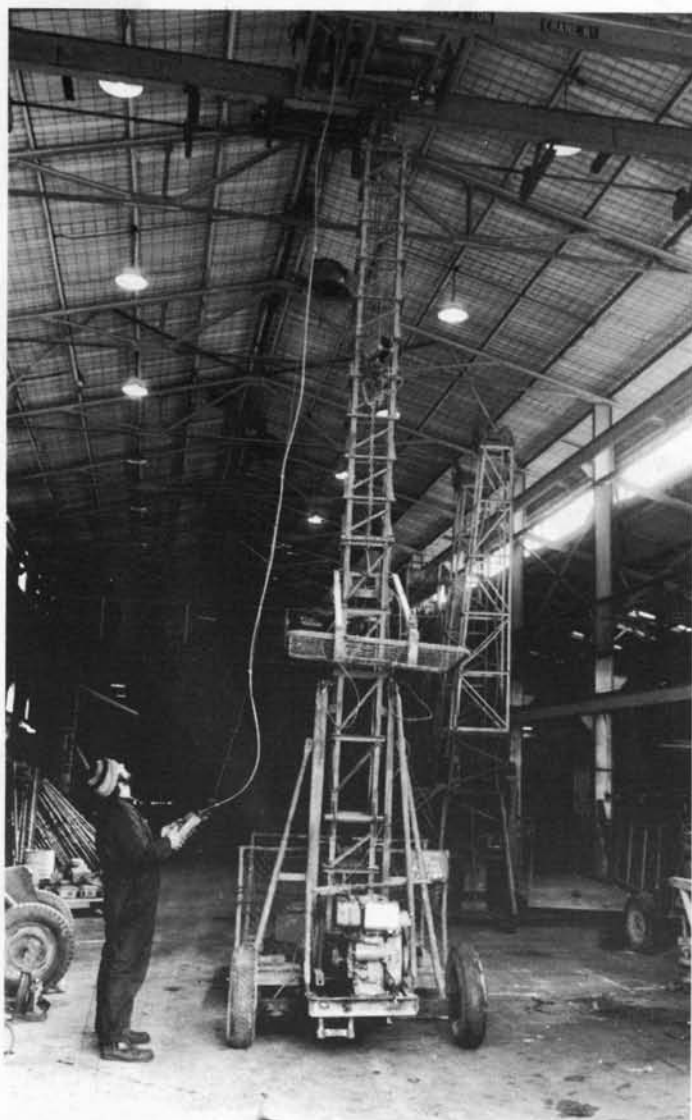
manipulation with limited cash, he managed to get approximately 60% of the equipment into working order. However financially the situation was beyond rescue. There was too much borrowed capital tied up in the purchase of high priced second hand equipment and eventually the N.S.W. operation closed and 12 semi trailer loads of equipment were despatched to Adelaide. It was at this point that Barry decided to start out on his own; to use the experiences he had gained in the rental industry.

On July 1st 1977, Conveyor and Hoist Rentals Pty. Ltd. commenced to trade. It operated from leased premises in Chippendale, a suburb of Sydney. These premises were somewhat unusual for a hire company. There was no yardspace, but this was not a major problem as customer contact was mainly made on site, at the time the equipment was delivered.

The building was an older style wooden framed galvanised iron clad structure of

*Left: An overhead crane moves a hoist into the service bar.*

*Lower: Of the 150 units in the fleet, some are stored in the open yard.*



Barry Newton

8500 square feet. It contained two bays, each with a gantry crane. The height of the structure was sufficient to allow the hoist towers to stand in the building in their upright position without restriction to the cranes operation. This allowed for the hoists to be serviced unrestricted by Sydneys weather.

The business commenced with a stock of 28 hoists and 12 conveyors. A staff of two employees, a one ton Holden ute, and a Toyota Land-cruiser table top (ex PMG).

It was three years later that the business outgrew its Chippendale premises.

After much searching, Barry located another suitable property at 576 Princes Highway, St Peters, which he purchased.

The new property offered good exposure to the highway, and with rear entry from a side street, the highway traffic did not prove to be a problem.

The building was constructed in three bays. Covering approx. 17,000 square feet, and there was also yard space of equal area.

Two bays of the factory had overhead cranes, one providing sufficient clearance to be operated over a hoist tower when erected inside.

The building also contained a half mezzanine level suitable for storage.

As these premises contained double the floor space which was available in Chippendale plus the yard space, the

company was able to lease the excess storage and showroom space not required for its use at that time.

It is now after nearly 6 years of trading that the benefits of Barry's specialization in the rental of hoists and conveyors can be seen.

Hoist and Conveyor Rentals have overcome many of the problems associated with the storage, delivery, erection, rigging servicing and dismantling of hoists. They also provide the associated safety gear, i.e. gates, lights and bells, etc which are required for multi-storey work.

Many other companies have been unable to provide the same efficient services and thus have failed to remain competitive in the marketplace. As a result Barry already has bought two hoist hire companies and has acquired the hoists which comprised the rental fleets of eight other hire companies.

Barry continues to recondition his equipment and to upgrade their designs. He has provided complete new electrical systems, special shock mountings and other devices to provide ease in servicing.

The standard of equipment and service he provides is proving to make hoist hire difficult for those not able to match his service.

To guarantee his competitiveness, Barry has designed and built three "erection machines" — trucks specially built with their own HIAB lifting gear mounted behind the rear wheels.

They also incorporate hydraulic outrigger legs to provide stability.

These units have proved to be efficient, economical and safe enough for one man to deliver and erect hoists complete with two or three extensions.

The "erection machines" also enables Conveyor and Hoist Rentals to delivery 4 metre, 7 metre and 10 metre conveyor belts, which weigh up to 325 kg each with ease.

With the conveyors, Barry has eliminated almost all service and breakdown calls by modifying the units both structurally and mechanically.

He now has 240 volt, 415 volt petrol and air operated units available.

The 415 volt units provide a facility for the customer to multiple link the units one to the other and provide two-way directional control over the material being handled.

The Conveyor and Hoist team works well together.

Phil Jacklin looks after the marketing and administration. He is ably assisted in sales by salesman Robert Smith and in administration by Loraine Wilimson. John Rapley has recently moved from foreman into the control of operations. Barry, now freed of most of the day to day routines, is able to spend his time solving customers special materials handling problems, in the modification of equipment and in the design and improvement of his production methods.

Primarily involved in conveyors and hoists, the company now also carries mini hoists, tile elevators, dual hoists, materials lifts, Yorke hoists, brick and block elevators, winches, chain blocks, motorised wheel barrows, winch track railways and monkey hoists.

Barry is fortunate that he has been able to balance his successful business growth with a very satisfactory family life.

He and his wife Leonie have 6 children, three boys and three girls, ranging in age from 20 years to 3 years.

As well as serving as educator vice-president of his local Toastmasters' branch, much of Barry's free time has been taken up with various school and sporting committees.

A keen water ski enthusiast, Barry likes to holiday at Maroochydore with his wife and family.

Barry Newton, a member of the Australian Institute of Materials Handling, has built Conveyor and Hoist Rentals into a leader in materials handling.

The company has grown to a stage where it now leads the way in conveyor and hoist hire.

In fact, as other companies recognise the difficulties of storage, delivery, erection and manufacture of this specialised equipment, Conveyor and Hoist Rentals receive ever increasing numbers of referrals and continue to arrange sub-hires for hire companies throughout Australia.

*Conveyor Service and Storage Area. All motive power units are interchangeable to suit customer requirements.*



*Truck mounted cranes enable drivers to erect, rig and service hoise towers.*



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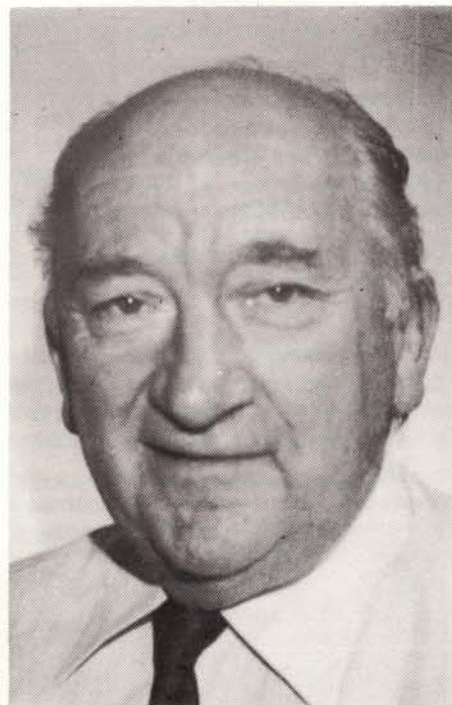
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**Ronald T. Williams**  
President, H.A.A. 1983-84.

We congratulate Ron Williams on his re-election for the third time as president of the Hire and Rental Association of Australia.

# Stock control — some facts, traps and fallacies

Published by Courtesy: Stihl Timber Talk

**It's an elementary fact that anyone in the business of retailing motorised products involving medium to long-term after-sales service will need to have an adequate stock holding of products and spare parts, if he is to maintain a good trading reputation.**

**But holding stock doesn't mean simply piling up the shelves with whatever comes along.**

Stock has to be selected with care and, above all, **kept moving**.

Over-stocking, keeping the wrong sort of stock, or keeping it too long, is a sure way to erode profits — and profit is the name of the retailing game.

As a rule of thumb, a complete stock turn of six times a year is desirable and nine times a year, or more, is preferable.

Stock control is especially vital in these days of high interest rates, increasing competition, frequent model changes and increasing consumer demand for quality, value for money, and service.

## THE INTEREST TRAP

Unless you are monitoring your stock holdings carefully and regularly, you are likely to fall into the interest trap.

That is, with interest rates on your stock investment increasing all the time, it's imperative that you make stock turnover as rapidly as possible to generate cash flow and maintain profitability.

After all, there's not going to be much left of your reselling margins if you're paying your bank 15 or 16 per cent on your stock purchases.

You need to be watching the market carefully, too. In times of economic instability and uncertainty, the market for a particular line may slow down, and stock should accordingly be reduced.

## THE REDUNDANCY TRAP

These days, model changes in motorized tools and other equipment are frequent. This makes it more important than ever to monitor your spare parts stock to make sure you're not carrying redundant items. Obviously, carrying stock you can't sell is a whole lot more expensive than over-stocking, because not even in the long term are you going to recoup your investment.

## THE SPACE TRAP

The space on your shelves is valuable. Every bit of it should hold stock that is going to make profit for you. Particularly where space is at a premium (and who ever met a retailer who said he had too much space?), slow-turning stock is costing you money that could be made by other, faster-selling, more profitable items that could be occupying the same space.

## THE TRADING TERMS TRAP

Most suppliers these days offer a settlement discount — a percentage off

the account if it's paid within a specified date. This represents a straight profit increase to the retailer who can exercise tight control over stockholding in relation to sales, because he can generate sufficient cash flow to take advantage of the settlement discounts being offered.

In this respect, as in others concerning stock control, the wise retailer will ensure that he is carrying products that have a good reputation and are well promoted. In this way, he is giving himself the best chance to achieve maximum stock turn, create cash flow, minimise overdraft interest payments and ensure a sound viable business.

## DON'T BE CAUGHT!

If a certain line of stock isn't turning over, due to changes in consumer buying habits, you need to rationalise your stock. This is particularly necessary where a business which had been built on a certain type of product suddenly finds the market for that product has slumped. That's the time to rationalise your approach to stockholding and to redirect the thrust of your trading operations.

The fact, for instance, that you have been relying heavily on boating sales in the past doesn't mean that you would always be a boating specialist. Maybe more people are now interested in motor cycles, or chain saws.

One market that dealers should certainly be looking at seriously is in brushcutters, remembering that Australia, on a per capita basis, is currently leading the world in sales of these machines.

In these circumstances, any small machinery retailer would be well advised to replace slow-moving stock — say, anything turning over three times a year or less, with a range of brushcutters.

## SEASONAL FACTORS

When you're surveying your stock position, don't overlook the fact that different products sell better at some times of the year than others. Just because you're having a good run on lawnmowers this season doesn't mean you want to have a heap of lawnmowers on your hands eating their heads off over the winter.

## THE "HOLDOVER" FALLACY

Some retailers are inclined to reckon

that if prices are likely to rise next year, then stock bought in at last year's prices is going to be more profitable if it's held over.

What they overlook, however is firstly, that whatever stock is sold is going to have to be replaced — at the higher price. Meanwhile, although you may appear to have made more profit on the old stock, you've also been paying high interest rates on the investment, both in the product itself and the space it occupies, through the off-season.

In most cases this will more than offset the added margin on the old price. What's more, you run the risk of a new model coming on the market, heavily promoted, and rendering your old stock virtually redundant.

Also, while you're holding old stock in expectation of a price rise you could find yourself with a competitor in your territory. Your ability to counter his sales promotion may well be limited by your reliance on old stock.

## WHOSE STOCK?

Your choice of supplier is just as important as your choice of the type and quality of the product.

Any retailer will do well to be wary of supplying companies who, no matter how attractive their discounts, can't guarantee continuity of supply of the product and, most importantly, a reliable spare parts back-up.

## HOW TO CONTROL STOCK

Ideally, the most effective way to monitor stock holding is to use a mini-computer. Obviously, not every business is going to be big enough to do this, although as the development of computers continues, there is no doubt that they will eventually be as common as a cash register in most retail premises.

A mini-computer can carry your total inventory, monitor sales monthly and check them against stock turn, giving you instant information, literally at the push of a button.

If you haven't thought of whether a mini-computer would help you, it might be well worth investigating.

Meanwhile, the tried and true method of keeping stock cards, and making them up regularly, can still be a valuable guide to the state of your stockholdings and the performance of stock-turn to sales.

# STANDARDS REFERENCED IN LEGISLATION

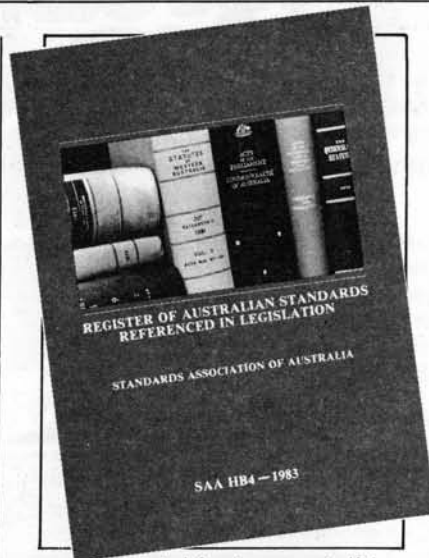
## Register will help Manufacturers, Trade Associations, Importers, Lawyers

Published by Courtesy: Australian Standard.

As a result of the increasing reference to standards in legislation and in consequence of the constant enquiries SAA receives regarding legal obligation to comply with standards, the Association has prepared a 'register' which records references to Australian standards in the legislation of the Commonwealth, State and Territory Governments.

Known as SAA HB4, Register of Australian Standards Referenced in Legislation, it deals predominantly with formal references to standards in 'legislation' (i.e. Acts and Regulations, Rules, By-laws and Ordinances made pursuant to Acts) and excludes those standards which have gained some informal or *de facto* legislative character by virtue of their being adopted in departmental purchasing specifications or in the general administrative documents which Government authorities use as guidelines in the exercising of their administrative responsibilities.

In seeking to identify as many as possible of such references SAA consulted over 200 Commonwealth, State and Territory Government departments and semi-



governmental instrumentalities and authorities, with the result that over 1100 individual Australian standards are now recorded as having been referred to in legislation.

The information contained in SAA HB4 has been presented in two different formats:

- A listing in sequence of those standards which SAA has been informed are referred to in legislation, showing the State in which the standard is referenced, the name of the organization which administers the legislation concerned, an identification of the legislation,

the edition of the standard called up and the title of the standard.

- The same information, grouped according to the particular jurisdiction in which it is relevant, and classified under the heading of the name of the department or authority which administers the legislation. A subject index is included.

SAA expects that the publication of this register will be widely welcomed by overseas trade commissions, foreign consulates, importers, manufacturers, the legal profession and the insurance industry among others. The existence of the register should also enable State government departments to compare their reliance upon Australian standards with their counterpart departments in other States and may eventually result in greater uniformity among the States in legislation.

SAA is well aware that legislation is constantly changing and, consequently, references to standards in such legislation may also be subject to amendment from time to time. SAA therefore intends to monitor such changes and, if the demand exists, publish updated editions of the register, perhaps on an annual basis.

In the course of its activities as Australia's national standards organization, SAA receives innumerable enquiries relating to the existence of Australian standards for particular products or processes.

The fact that some persons are often unaware of the existence of a standard is not surprising, particularly in view of the large number of standards published by SAA (approximately 3000).

Once the enquirer is informed of the existence of a standard, inevitably the further question is asked, "Is it necessary that the standard be complied with?" Apart from the obvious response that it is good practice to comply with any Australian standard, the enquirer in seeking such advice is usually concerned to establish whether or not he is legally compelled to comply.

In view of Australia's federal

system of government with Commonwealth, State and Territory governments, each promulgating large numbers of items of legislation, a person would ordinarily face a daunting task in trying to ascertain whether, in what circumstances and in which jurisdictions, compliance with a particular standard is mandatory. The task is further complicated by the fact that it is not sufficient that Acts of Parliament alone be consulted for this information—often all an Act will do is give the appropriate Minister power to refer to Australian standards in regulations or other subordinate legislation made pursuant to the Act.

An instance of this occurs in Section 63AA of the Trade Practices Act which, *inter alia*, specifically gives the Minister power to declare that a particular standard prepared by SAA is a consumer product safety

standard or a consumer product information standard for the purposes of the Act. Several standards have been called up for the purposes of this Act by this process.

This procedure has been repeated in many other items of legislation and, in fact, government departments are increasingly making use of Australian standards as a means of specifying technical requirements in legislation. The standards are cross-referred to in the text of the legislation, a practice which avoids the unnecessary setting out in full of the technical requirements which the legislation is introducing. This cross-referencing or 'calling up' of standards is an indication of the high regard in which Australian standards are held by the regulatory authorities responsible for the legislation and by the persons who are affected by it.

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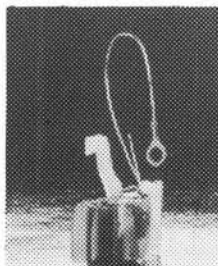
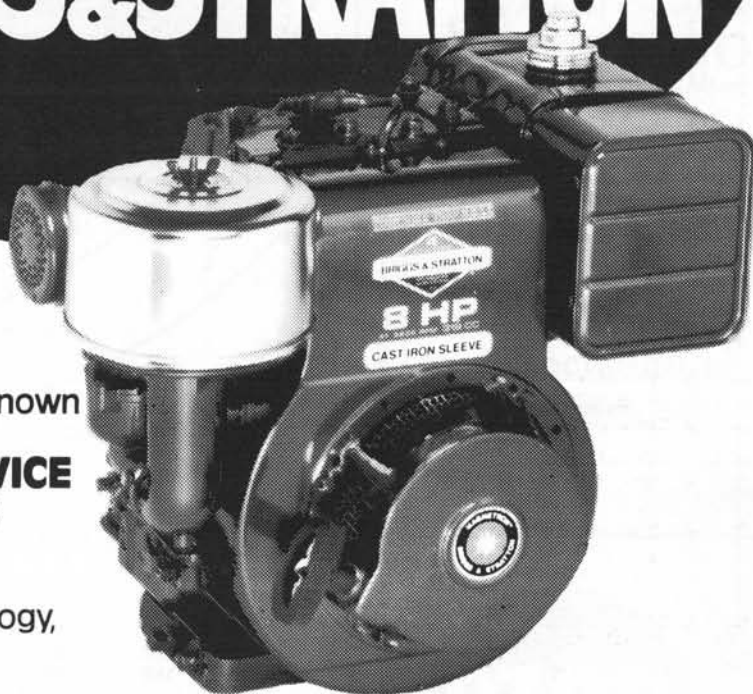
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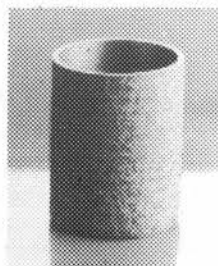
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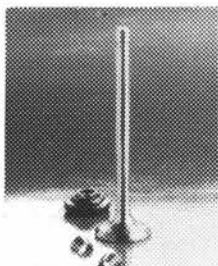
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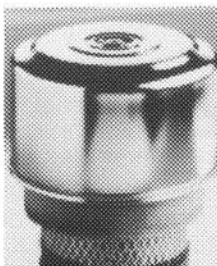
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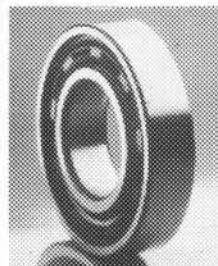
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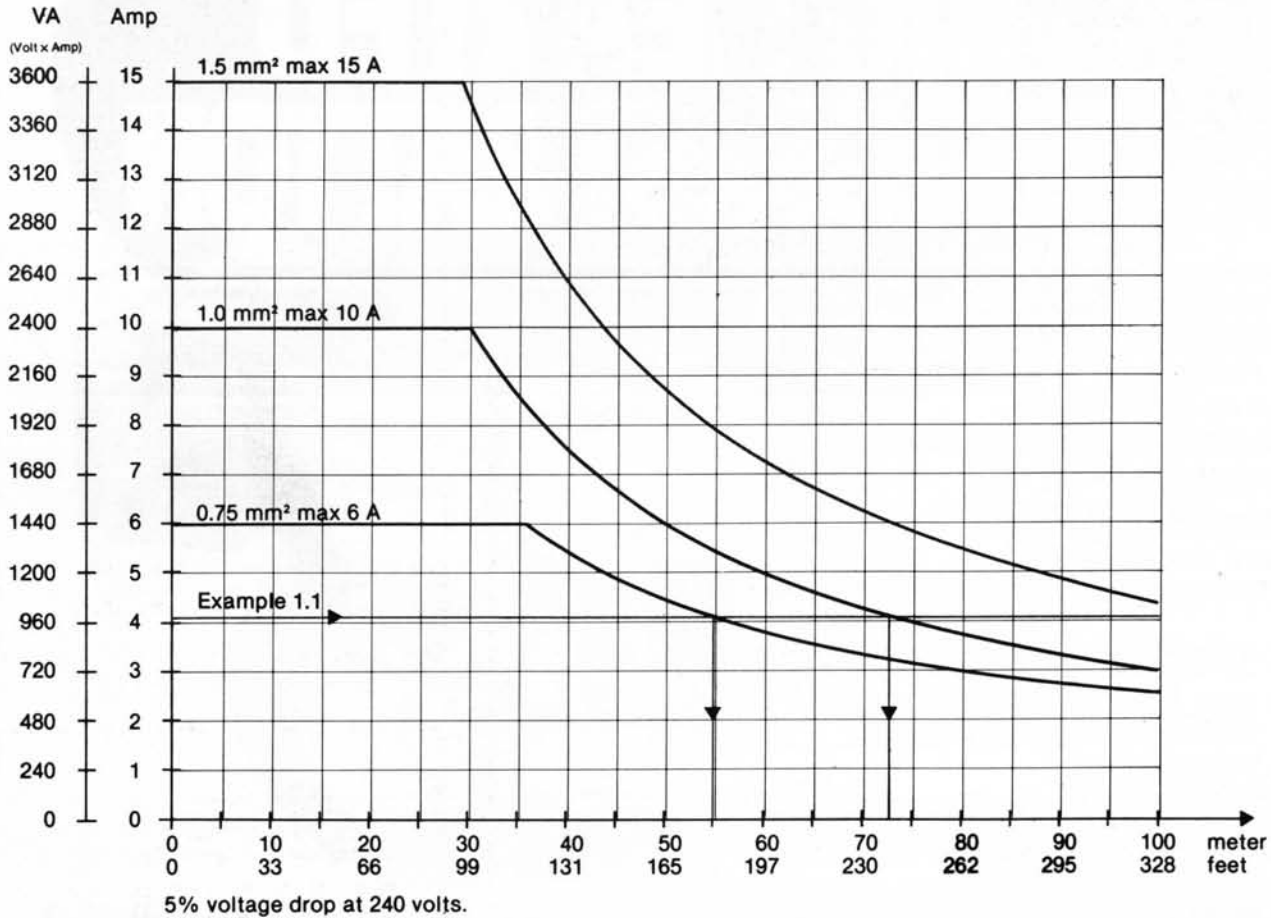
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# Formulas for determining useful cable lengths for given conductor sectional areas

Graphs and examples concern the voltage drop, not the possible damage to the cable reel caused by heat during overloading. Avoid heating overload by running all cable off the reel if the continuous load in amperes exceeds the value stamped on the reel for fully wound cable.

Find the watts (W) by volts (V) × amperes (A) = VA and divide with power-factor (PF)  $\cos \phi$  for the appliance considered. Some  $\cos \phi$  values:  
 PF = 1 for lighting and heating,  
 PF = 0.9 for most mobile tools.



## How to use the line graph

**1.** the power of electric lights and heaters or ovens is currently stated in W (or kW = kilowatts).

Example 1.1: one oven of 1,000 W = 1,000 VA (PF = 1).  
 Start at 1,000 VA on the vertical line and proceed horizontally until the graph lines for conductor sectional areas 0.75 mm<sup>2</sup> etc.; then proceed vertically down and find the maximum permissible cable lengths, e.g. 55 m for 0.75 mm<sup>2</sup>, 73 m for 1 mm<sup>2</sup>, or more than 100 m for 1.5 mm<sup>2</sup>

Example 1.2: one oven of 1,000 W and one light of 750 W, total 1,750 W = 1,750 VA (PF = 1).  
 The cable 0.75 mm<sup>2</sup> cannot be used, but length up to 41 m for 1 mm<sup>2</sup>, or 60 m for 1.5 mm<sup>2</sup>.

**2.** the power of hand tools is currently stated as input W and sometimes also as rated current A.

Example 2.1: drill 350 W 1.6 A.  
 The rated current being indicated, start directly at 1.6 on the vertical line A, then proceed horizontally and note the cable 0.75 mm<sup>2</sup> cannot be used for more than 100 m.

Example 2.2: angle grinder 1,600 W = 1,777 VA (PF = 0.9).  
 The cable 0.75 mm<sup>2</sup> cannot be used, but length up to 40 m for 1 mm<sup>2</sup>, or 59 m for 1.5 mm<sup>2</sup>.

**3.** the power of squirrel-cage motors is currently stated in kW or HP (× 0.746 = kW) and rated current A.

Example 3.1: motor starting at no-load or reduced load (fan, blower) 0.75 kW 6.6 A.

Start at 6.6 on the vertical line A, then proceed horizontally and note the cable 0.75 mm<sup>2</sup> cannot be used, but length up to 45 m for 1 mm<sup>2</sup>, or 66 m for 1.5 mm<sup>2</sup>.

Example 3.2: motor starting at full load (compressor) rated 3.5 A.  
 Consult an electrician because the starting conditions may vary. As a rule the rated motor current × 2.5 must not exceed the curved graph lines, though it may exceed the horizontal lines.  
 Considering a starting current of 8.8 A (3.5 A × approx 2.5) the cable 0.75 mm<sup>2</sup> can be used for say 25 m (upwards extension of the curved line) or for 34 m for 1 mm<sup>2</sup>, or 50 m for 1.5 mm<sup>2</sup>.



## Who's Who 1982-83

Members of the Hire Associations will have received the 1982-83 edition of Who's Who.

Was your business correctly listed? Was the index correctly cross referenced?

If your entry requires amendment in our next edition, please enter the correct details on the attached form and forward by mail to:

The Editor, Hire & Rental Australasia, P.O. Box 136, Bulleen, 3105, Australia.



See you in  
**Wellington  
 New Zealand**  
 June 20th — June 24th,  
 at the  
**James Cook Hotel**  
 for the  
 6th Annual Convention  
**CONVENTION**  
 & Equipment Exhibition



**Hire Services  
 Association of  
 New Zealand.**

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To The Editor.

Hire & Rental Australasia.

Please amend our Who's Who entry as follows:

City/Town .....

Business Name .....

Street Address .....

Mailing Address ..... Postcode .....

Telephone (incl: area code) ..... (.....) .....

Name of Principal & Wife ..... (.....) .....

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Business Name Index .....

**HIRE SERVICES ASSOCIATION  
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 JUNE, 1983.**



For all information contact:  
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James Cook Hotel

## 6th Annual HIRE CONVENTION & EQUIPMENT EXHIBITION

Wellington, New Zealand. June 20th — June 24th, 1983



Hire Services  
Association of  
New Zealand.

### Convention Programme

#### Monday June 20

- 1.00 – 5.00 pm  
Registrations  
Venue: Foyer James Cook Hotel
- 5.00 pm – 6.00 pm  
Presidents Welcome and  
Cocktails for Overseas  
Guests.  
Venue: Presidents Suite.
- 6.00 pm – 7.00 pm  
Cocktail Hour  
Venue: Harbour Lounge
- 7.30 pm A Free evening tonight.  
Dinner at delegate cost.

#### Tuesday June 21

- 9.00 a.m. - 10.15 a.m.  
Official Opening.  
Speaker: Peter Lawrence,  
President H.S.A.N.Z.
- Keynote Speaker
- 10.15 am – 10.30 am  
Recess — Coffee break.
- 10.30 a.m. - 11.30 a.m.  
Apprenticeship and Staff  
Education Programmes for the  
Rental Industry.  
Speaker: Dorothy Coates, Outdoor  
Power Equipment Association.
- 12.00 pm – 1.00 pm  
LUNCHEON
- 1.30 p.m. - 4.00 p.m.  
Visit the Levin Premises of  
Crown Controls Ltd. — Access  
Equipment Manufacturers.  
Then travel direct to  
Southward Vintage Car Museum  
for the evening Programme.
- OR
- 1.30 p.m. - 3.00 p.m.  
A World of Old Silver.  
Speaker: Peter Lawrence.
- 4.00 p.m. - 10.30 p.m.  
Tour: Southward Vintage  
Car Museum, Dinner and  
Theatre. Coaches leave from  
Hotel Foyer.

#### Wednesday June 22

- 8.00 a.m. to 10.30 a.m.  
Breakfast Forum
- 10.30 a.m. - 11.30 a.m.  
Annual General Meeting  
HSANZ
- OR
- 10.30 a.m. - 12.00 Noon  
A Ladies Tour:  
Visit the Begonia House at the  
Botanical Gardens.  
Morning tea will be served.
- 12.00 pm – 5.00 pm  
Luncheon and Equipment  
Show.
- 6.00 pm – 7.00 pm  
Happy Hour  
Venue: Harbour Lounge
- 7.15 pm Board coach for unknown  
destination. Casual and  
Enjoyable Evening.

#### Thursday June 23

- 9.00 am Breakfast Session Reports
- 10.00 am – 11.30 am  
"What's New" for our trade?  
Speakers: Associate trade  
suppliers.
- 12:00 pm – 5.00 pm  
Luncheon and Equipment  
Show.
- 7.30 pm Banquet  
Venue: James Cook Hotel.

#### Friday, June 24

- An Optional Extra —
- A Bus Tour of the South Island  
— 8 Days Duration.  
Fly from Wellington to Christchurch.  
Tour Bus will return to Christchurch  
July 1, 1983.



Colin Taylor  
Convention Co-ordinator

## Are you planning to exhibit?

Manufacturers and Suppliers to the Rental industry will receive excellent product exposure with ample opportunity for promotion and sales at this years convention.

### Will you consider exhibiting?

For further details contact:

Colin Taylor,  
Convention Co-ordinator,  
P.O. Box 9353, Wellington.  
Tel: Wellington 85 8631.

## STAFF TRAINING FOR THE RENTAL INDUSTRY — 10.30 a.m. Tuesday

As our industry grows we generate a need for additional skilled staff within the industry.

But from what source do we acquire these people?

Our current practice of "buying" staff from within the industry is in itself a short term solution to the problem. What we need is a long term programme aimed at providing our skilled labour needs.

Questions posed at this session may stimulate debate on the need for similar or joint programmes to be adopted for use in the rental industry.

Dorothy Coates of the Outdoor Power Equipment Association will address delegates at the Convention on the topic of Apprenticeship and Staff Education as they have been applied by her association.

## A WORLD OF OLD SILVER

— 1.30 p.m. Tuesday.



Over many years as a collector of Silverware, Peter Lawrence has created a very interesting and comprehensive collection which will be on display at the Convention.

Peter, through his hobby as a collector, has made a study of **A World of Old Silver** and his address will prove to be of great interest to all who attend.

Peter Lawrence

## CROWN CONTROLS LTD. — Manufacturers of Access Equipment — 1.30 p.m. Tuesday 21.

Come visit the company that manufactures a most comprehensive range of battery electric materials handling equipment.

A leader in their field, Crown Controls Ltd. will open their workshop for inspection by

Convention Delegates.

Forklifts from 500 kg to 3000 kg, Scissor Lifts and Hydraulic Work Platforms are all in the range of equipment manufactured by Crown Controls Ltd. at Levin.

# CONVENTION REGISTRATION

Please register the following delegates to the 6th Annual **HIRE CONVENTION & EQUIPMENT EXHIBITION** at the James Cook Hotel — Wellington, June 20th to June 23rd 1983.

Company .....

Address .....

Telephone ( ) .....

Please return Registration Form to:

Colin Taylor  
Convention Co-ordinator  
P.O. Box 9353,  
Wellington, New Zealand.

## FULL REGISTRATION

DELEGATE REGISTRATION NZ\$215

LADIES REGISTRATION NZ\$150

(Includes registrations to all events programmed from Mon 20th - Thurs. 23rd incl.)

Our Registration Cheque NZ\$ .....  
is enclosed (Details as follows)

Delegates Surname ..... @ NZ \$215 \$ .....

Preferred First Name .....

Lady's Surname ..... @ NZ\$150 \$ .....

Preferred First Name .....

Delegates Surname ..... @ NZ\$215 \$ .....

Preferred First Name .....

Lady's Surname ..... @ NZ\$150 \$ .....

Preferred First Name .....

## 8 DAY SOUTH ISLAND TOUR

This is an optional extra.

Friday 24 to July 1, 1983.

Fly Wellington — Christchurch.

Tour by Bus, Return to Christchurch.

\$514 per person plus Wellington — Christchurch airfare at add-on rate

..... only @ NZ\$514 .....

## ACCOMMODATION

Please reserve our accommodation at the James Cook Hotel  
Tariff - Single/Twin Room \$75 night  
City Suite \$150 night  
Holding fee: \$30 per room per night.

Accommodation Requested:

Single  Twin

Dougle  Suite

..... Nights holding fee NZ\$30 .....

..... Nights holding fee NZ\$30 .....

**ALL ACCOMMODATION RESERVATIONS WILL BE CONFIRMED**

please forward confirmation of accommodation and Delegate registration to:

Please list all room occupants.

.....

.....

Arrival date: ..... Depart. Date: .....

.....

Arrival date ..... Depart. date .....

Company .....

Address .....

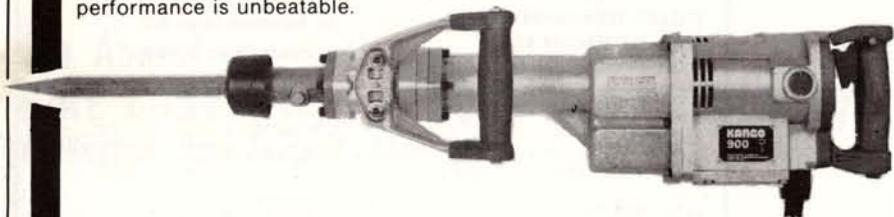
Phone ( ) .....

# “Two quality brands tradesmen swear by, not at!”

## KANCO

### Kango 900

Demolition Hammer, the most powerful in its class. Use it for the toughest work, its performance is unbeatable.



### Kango 327

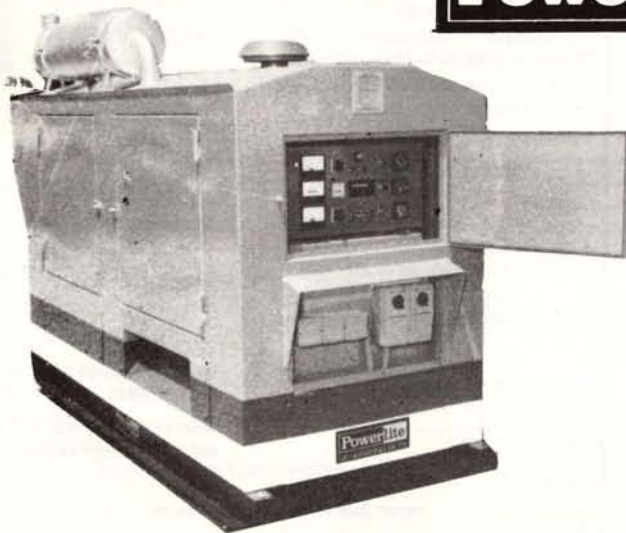
Hammer Drill for concrete, brick and masonry; a world famous performer. 450 watt motor, drill only action at the flick of a switch, even while running.

### Kango 637

Rotary Hammer for quick clean drilling up to 38cm holes. A super performer under all conditions.



## Powerlite



Powerlite Generating Sets are the No. 1 choice of most Hire and Rental companies for their reliability and rugged construction. With a wide range from 1 KVA to 1000 KVA, ex stock or made specially to your specs. We can do some great and powerful deals for you NOW!

- Various makes of engine. • Markon Alternators.
- Free Site Inspection. • From 1 to 1000 KVA.
- Weatherproof and Acoustic canopies. • Designs to meet your requirements. • Custom built switchboards.
- Total installation offered. • Free Technical Advice.
- Stationary, Mobile or Portable.

To: Powerlite Pty. Ltd. 61-63 Governor Macquarie Drive, Chipping Norton, 2170.

Please send me information about (tick box)

Kango Hammers

Powerlite Generators

Name.....

Company.....

Address.....

..... Phone.....

Meli-H & R

## Powerlite

61-63 Governor Macquarie Drive, CHIPPING NORTON, 2170.  
Telephone: 727 0077.

Circle 11 on Service Card.



DEPARTMENT OF LABOUR AND INDUSTRY

TELEPHONE: 602- 8218  
IN REPLY QUOTE

NATIONAL BANK HOUSE  
100 BOURKE STREET  
MELBOURNE, VIC. 3000

9 March 1983

Mrs. Lois Ziebell  
Secretary  
Victorian Hire and Rental Association  
P.O. Box 59  
FOREST HILL. 3131

Dear Mrs. Ziebell

re - The Industrial Safety Health and Welfare Act 1981.

I refer to your letter of 3 February 1983 relating to the provisions of the Industrial Safety Health and Welfare Act, 1981. I have considered your submission and agree that Section 13 of the Act does not relate to any business that lets goods on hire.

However, the position of the businesses that let goods on hire have been put beyond doubt by the provisions of Section 15 of the Act.

Section 15 makes it an offence for any person who sells, or lets on hire or as agent of a seller or a hirer causes or procures to be sold or let on hire for use in the work place in Victoria any machinery not provided with such guards as are prescribed in relation thereto.

It was the intention of the legislators to place a responsibility on persons who let goods on hire to ensure that machinery being hired is provided with the appropriate guards.

Machinery included in this category are power presses, circular saws, tractors, chaffcutting machines, band saws, bench saws, firewood and cross cutting bench saws, pendulum and draw saws, spindle moulding machines (shapers), surface placing machines (buzzers), chain mortising machines, mincing machines and tannery machines.

It must be seen that apart from the common law responsibility of a hirer of equipment to provide adequate safeguards, the spirit of the Industrial Safety Health and Welfare Act indicates there is also a responsibility and Section 15 of the Act (b) spells out this particular requirement.

Yours faithfully

*D.J. Newcombe*  
D.J. NEWCOMBE  
Chief Inspector of Factories and Shops.

NOTE OF CAUTION:

This is an opinion only from the Department of Labour and Industry.

Until such times as the Section of the Act has been tested in our Courts, we advise caution by members in their interpretations and use of this information.

1981 Industrial Safety, Health and Welfare No. 9717

13. (1) It shall be the duty of any person who designs, manufactures, imports or supplies any article for use in or on a workplace—

- (a) to ensure, so far as is reasonably practicable, that the article is so designed and constructed as to be safe and without risks to health when properly used;
- (b) to carry out or arrange for the carrying out of such testing and examination as may be necessary for the performance of the duty imposed on him by paragraph (a);
- (c) to take such action as is necessary to secure that there will be available in connexion with the use of the article in or on a workplace adequate information about the use for which it is designed and has been tested, and about any conditions necessary to ensure that, when put to that use it will be safe and without risks to health.

(2) It shall be the duty of any person who erects or installs any article for use in or on any workplace to ensure, so far as is reasonably practicable, that nothing about the way in which it is erected or installed makes it unsafe or a risk to health when properly used.

(3) It shall be the duty of any person who manufactures, imports or supplies any substance for use in or on a workplace—

- (a) to ensure, so far as is reasonably practicable, that the substance is safe and without risks to health when properly used;
- (b) to carry out or arrange for the carrying out of such testing and examination as may be necessary for the performance of the duty imposed on him by paragraph (a);
- (c) to take such action as is necessary to secure that there will be available in connexion with the use of the substance in or on a workplace adequate information carried out on or in connexion with the substance and about any conditions necessary to ensure that it will be safe and without risks to health when properly used.

(4) Any duty imposed on any person by any of the preceding provisions of this section shall extend only to things done in the course of a trade, business or other undertaking carried on by him (whether for profit or not) and to matters within his control.

(5) For the purposes of this section an article or substance is not to be regarded as properly used where it is used without regard to any relevant information or advice that is available relating to its use.

NEW PRODUCT LICENSED

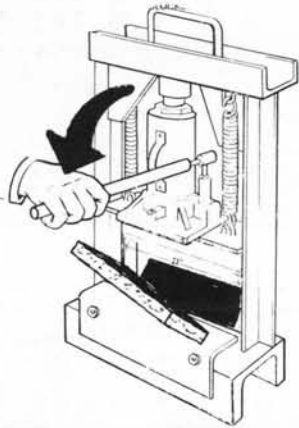
A New Zealand company, Supreme Rubber Ltd, of Papatotote, Auckland, has become the first manufacturer to be issued with a licence to use the Australian Standards Certification Mark (AS MARK) on electrical rubber gloves which comply with AS 2225 — rubber gloves for electrical purposes.



## BLOCK SPLITTER

Designed to cut —

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



Available from:

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

Circle 91 Reader Service Card

## DON'T GET YOUR FINGERS BURNT

A Supreme Court judge awarded a total of \$128,226 damages against a motorist whose boat trailer axle collapsed and the resultant sparks were blown by the wind, causing a fire which burnt 9000 hectares, including a school camp in East Gippsland.

The insurance company was ordered to indemnify the motorist under the third party section of his comprehensive motor vehicle insurance policy.

Mr Justice Murphy said: "Fire out of control is known to most Victorians to mean what it says. The defendant owed the plaintiff a duty of reasonable care not to cause a fire to start in the condition on that day."

This could happen to you! Imagine a situation where you become involved in an accident and fuel escapes from a ruptured petrol tank, setting fire to the surrounding property and causing damage that could escalate into hundreds of thousands of dollars.

Does your present insurance policy give unlimited protection for such a contingency?

It's better to be safe than sorry!



Above — Infracon sensor cylinder 2" in diameter being inserted into ceiling.

A new device that switches lights on automatically when someone enters an office and switches them off 12 minutes after a person leaves has been developed by Otis Elevator Company.

It's major benefits are —

- (1) **Energy saving** — Otis say that the average office is vacant 30-60% of the day, so much energy is wasted;
- (2) **Security** should a burglar enter a warehouse or office at night, the lights would certainly 'shock' any burglar;
- (3) As it works by detecting movement and natural body heat through measuring temperature changes with an infra-red sensor, **if one were to fall asleep on the job, they would find themselves literally 'in the dark'.**

Costs are about \$220.00 to cover an area of 200 square feet.

# "A Muddy Miracle"

**Flextool**  
50 mm 212 Submersible Pump  
Flexible shaft drive  
Pumps mud, sludge, oil  
Totally self-priming  
Highly choke resistant  
No costly suction hose

Designed and  
manufactured by  
Flextool (Aust.) Pty. Ltd.

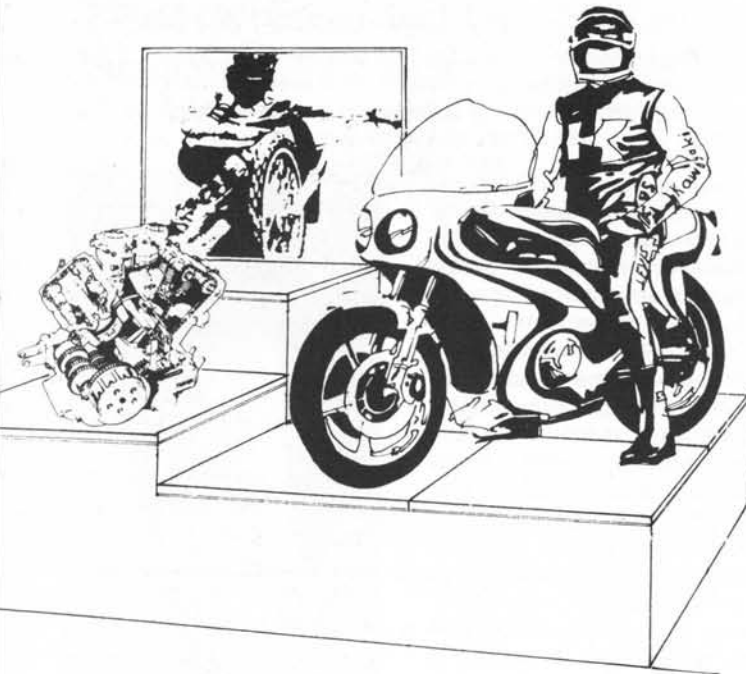


Head Office  
Flextool (Aust.) Pty. Ltd.  
191 Wellington Street, Colingwood 3066, Victoria  
Telephone (03) 419 6300  
Branches  
N.S.W. Sydney  
Telephone (02) 660 3411  
Qld. Brisbane  
Telephone (07) 52 2306  
W.A. Perth Telephone  
(09) 451 2077

# PORTA-FLOOR —

A new product with a Rental future

Porta-Floor is a unique new concept in portable flooring. By combining the required number of these very strong modules and fixing them together with locking plates, a sturdy and versatile stage can be erected in almost any configuration, for almost any use, almost anywhere.



## SPECIFICATIONS

The standard Porta-Floor module measures 1 metre x 1 metre square and is made from a patented aluminium extrusion and a unique patented cast aluminium corner piece which holds the extrusion together and the legs in place. The modules have a thickness of 76mm (3") (with legs detached) and they weigh 8.5 kilos each.

Locking plates hold the modules together, protect carpets and act as support on soft ground.

Both the legs and the platform inserts are detachable. Legs are standard 33mm (1½") water pipe or aluminium tubing and are available in different heights up to 915mm (3").

The platform inserts are available in:

- a) 18mm perspex — ideal for fashion parade catwalks or back-lit dance floors.
- b) 18mm structural ply.

## PORTA FLOOR

Porta-floor is so easy to erect that a 6 metre x 4 metre stage (that is 24 modules) for example, can be erected by one person in less than one hour. No tools are necessary to erect the stage and it is very easy to decorate.

## TRANSPORT AND STORAGE

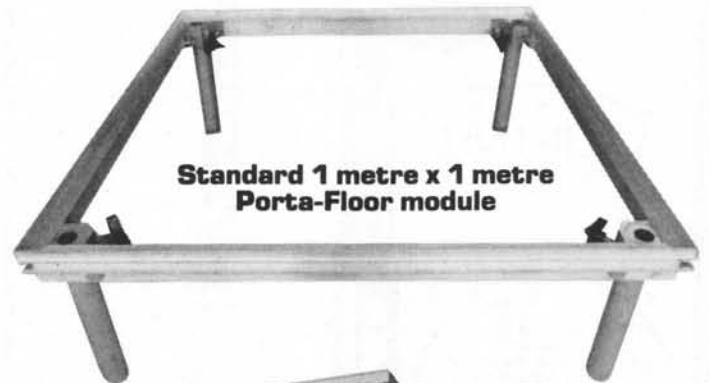
PORTA-FLOOR REQUIRES NO MAINTENANCE.

The Porta-Floor modules are easy to store and transport. For example, 16 frames, which constitute a 4 metre x 4 metre floor, have a stacked height (with legs detached) of 904mm (37"). The stacked frames can easily be wheeled in and out of elevators and the Porta-Floor legs are stored in a mobile trolley.

## DECORATION

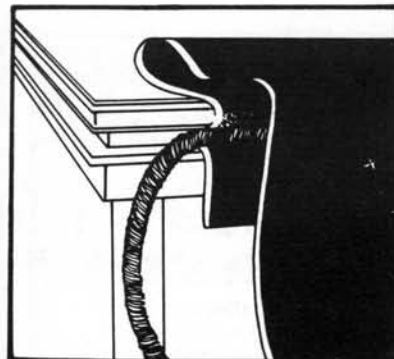
Porta-Floor is very simple to decorate. Simply place material against the outside groove, press nylon rope into the groove pushing material in under it, fold material back over the rope, and the stage will be quickly and attractively decorated.

Further information:  
**Eda Sound Pty. Ltd.,**  
10 Ross St. Newstead, 4006  
Phone (07) 52 8694  
Circle 37 on Card.



16 stacked Porta-Floor modules on a mobile trolley

Locking Plate



Porta-Floor modules are easily and quickly decorated.

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

### GREEN MACHINE WEEDER-CULTIVATOR

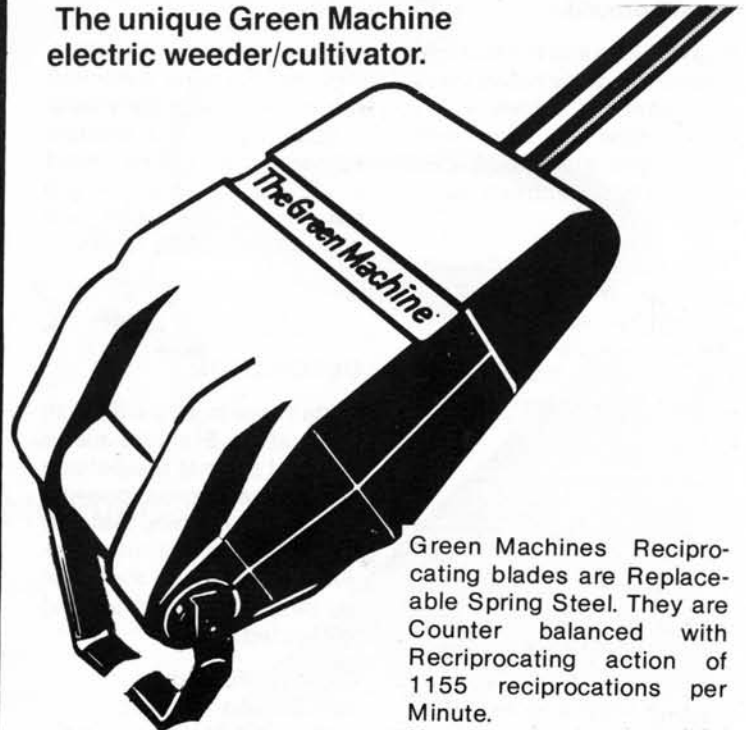
The Green Machine, Model 700 is a new electric Weeder-Cultivator, unique in design, that really works. It is marketed in Victoria by Simonds Industrial Engines Pty. Ltd.

Historically, light-weight cultivators have employed a rotary action which when tilted while gardening run away from, dance up and down, or stake to the side. That won't happen with The Green Machine weeder-cultivator. Green Machine uses a unique system of twin reciprocating blades instead of the rotating kind. The Green Machine's back and forth blade action lets you guide it with the greatest of ease. A powerful motor operates a geared drive-train that is rugged and dependable. Double edged spring-steel blades almost magically slice beneath top-soil, cutting all weeds in their path while churning and aerating. It's a truly amazing high-torque action that has to be experienced first-hand to be fully appreciated.

Further details from  
Symonds Industrial Engines  
Pth. Ltd.,  
623 Queensberry Street,  
North Melbourne, 3051.  
Circle 21 on Service Card.



**The unique Green Machine  
electric weeder/cultivator.**



Green Machines Reciprocating blades are Replaceable Spring Steel. They are Counter balanced with Reciprocating action of 1155 reciprocations per Minute.

Non-Clogging and Self Cleaning the machine will cut to a depth of 120mm.

Circle 2 on Service Card.



# 12TH INTERNATIONAL HIREXPO Equipment Exhibition & Convention

For Manufacturers and Suppliers to the Hire Industry  
At the OVERSEAS TERMINAL, SYDNEY COVE  
8th - 11th August, 1983

The Hire Association of Australia is sponsoring the 1983 International Hire Convention in Sydney. The venue for the Hireexpo, which is held in conjunction with this, will be on the harbourside at the Overseas Shipping Terminal. We are expecting a large number of delegates from Australia and overseas.

The Overseas Terminal as a Sales Exhibition area offers, not only spectacular views, but ample room for exhibitions, private road access and limited parking.

To assist you with sales we will be running various incentive activities, providing free lunches, and an evening cocktail party at the Exhibition.

**SCHEDULE:**

Set up	Tuesday, 9th August —
	9.00 a.m. - 5.00 p.m.
Hireexpo	Wednesday, 10th August —
	12.30 p.m. - 9.00 p.m.
Hireexpo	Thursday, 11th August —
	12.30 p.m. - 5.00 p.m.
Dismantle	Friday, 12th August —
	8.00 a.m. - 3.00 p.m.

**BOOTHS:** Display area booth size 3 X 4 metres  
Multiple booths at reduced rates.  
Share booths also available.  
We are encouraging the open plan look so no surrounds are provided. However, for your exhibition requirements, the official suppliers are:  
Morgan Expo Hire: for Audio Visual equipment, Pot plants, display stands etc.  
Contact Ms. Julia Jeffrey (02) 516 5055.  
Hire Exhibition Service: for accessories, furniture, display boards etc.  
Contact Greg Chambers (02) 73 2352.  
Modern Displays Pty. Ltd.: for partitions and surrounds.  
Contact Frank Romen (02) 570 3172.

**REGISTRATON:** This includes marked floor space: Four free lunch tickets and two cocktail party passes per booth: One car parking space: Access to all the Conventional Seminars: and a duty security officer.

**ALLOCATION:** This will be arranged later with priority given to early registrations and Associate members.

**ACCESS:** By private road from George Street. There are three openings, each 2050mm high X 2480mm wide.  
There is a WEIGHT RESTRICTION of 500kg per square metre.  
The Hire Association must be notified of the dimensions and weight of any item over 1000kg.

**CONDITIONS:** Exhibitors are responsible for any damage done to the premises and will be charged for repairs.  
The Hire Association and the Maritime Services Board accept no responsibility for loss or damage of exhibits.

Will you be exhibiting? If so please complete and return your registraton form today. For further information contact Malcolm Williams (02) 958 2288 or Denise Layton (02) 848 9817.

**REGISTRATON FORM**  
(Closing date 15th July, 1983)

## 12TH INTERNATIONAL HIREXPO Equipment Exhibition

For Manufacturers and Suppliers to the Hire Industry  
At the OVERSEAS TERMINAL, SYDNEY COVE  
8th - 11th August, 1983

The Secretary,  
Hire Association N.S.W.,  
P.O. Box 129,  
BEECROFT, 2119. N.S.W.

Date: .....

- 1) Company Name \_\_\_\_\_
- 2) Address \_\_\_\_\_  
\_\_\_\_\_ Telephone \_\_\_\_\_
- 3) Company Contact \_\_\_\_\_ Position \_\_\_\_\_
- 4) We are/are not Associate Members of a Hire Association.
- 5) Please book us: (A) SHARED BOOTH (½ 3 x 4m.) @ \$275.00  
\$ \_\_\_\_\_  
(B) BASIC BOOTH (3 x 4m.) @ \$450.00  
\_\_\_\_\_  
(C) ADDITIONAL BOOTHS (3 x 4m.) @ \$300 ea.  
\_\_\_\_\_  
(No. \_\_\_\_\_)  
TOTAL: \$ \_\_\_\_\_
- 6) If possible, at our cost, we require 240 volt power. No. of outlets, \_\_\_\_\_
- 7) Weight of heaviest exhibit is \_\_\_\_\_ Kg.  
Size of this exhibit \_\_\_\_\_
- 8) Our cheque for \$ \_\_\_\_\_ enclosed (20% minimum deposit with Registration).

Signed: \_\_\_\_\_

For and on behalf of \_\_\_\_\_



# PUNCH POWER PERFORMANCE

**MITSUBISHI makes all the difference**

## MITSUBISHI ENGINES:

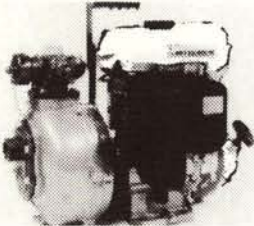
A wide range of petrol engines, from 3 1/2 H.P. — 15 H.P. for Industrial and Agricultural applications. Full service and spare parts backup are readily available.

## SOME SPECIAL FEATURES:

- Camshaft and crankshaft fitted with ball races both ends
- Steel forged camshaft
- Wide helical cut crankshaft and camshaft gears
- 5 mm thick cast iron sleeve fitted to 3.5 and 5 H.P. engines
- 7 H.P. and above engines feature fully cast iron detachable cylinder

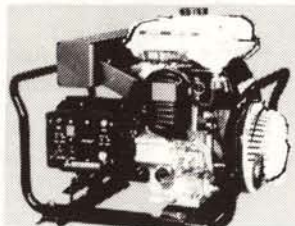


## MITSUBISHI ENGINE - DRIVEN EQUIPMENT:



### \* Water Pumps

Centrifugal and Self-Priming  
20mm (3/4") to 100mm (4").  
Standard, High Pressure,  
Fire-Fighting and Spray/Jetting.



### Generators

1.0 KVA to 8.0 KVA  
Various models available to suit  
your power needs.

\*Optional: Suction & Delivery Hose Kits, including Strainers & Nozzles if required.

Contact your local **MITSUBISHI** Engine Dealer, or for the name of your nearest dealer and for brochures, complete this coupon and mail to Norton Villiers.

NAME . . . . .

ADDRESS . . . . .

PHONE ( ) . . . . . POSTCODE . . . . .

My/Our Industry Category:

- |                                     |   |                                     |                                      |
|-------------------------------------|---|-------------------------------------|--------------------------------------|
| <input type="checkbox"/> Dealer     | <input type="checkbox"/> Auth. Service  | <input type="checkbox"/> Mitsubishi | <input type="checkbox"/> Engines     |
| <input type="checkbox"/> O.E.M.     | <input type="checkbox"/> Engine Recond. | <input type="checkbox"/> Wisconsin  | <input type="checkbox"/> Spare Parts |
| <input type="checkbox"/> User       | <input type="checkbox"/> Equipment Hire | <input type="checkbox"/> Villiers   | <input type="checkbox"/> Pumps       |
| <input type="checkbox"/> Government |   |                                     | <input type="checkbox"/> Generators  |

## NORTON VILLIERS AUSTRALIA PTY. LTD.

VICTORIA.  
P.O. Box 237  
Ballarat 3350  
Ph: (053) 39 1111  
Telex: AA32018.

QLD.,  
55 RAILWAY PDE.,  
ROCKLEA, 4106.  
Ph.: (07) 277 8044.

N.S.W.  
3/6 Green St.  
Revesby 2212  
Ph: (02) 774 1462  
Telex: AA74391

Circle 16 on Reader Service Card.

## WE REGRET TO ANNOUNCE . . .

. . . the passing of Phillip William Levy.

It is with deep regret that we record the tragic loss of one of our foundation members, Phillip Levy, who is reported missing whilst participating in the "Around the North Island Yacht Race".

Phil was running a service station in Blockhouse Bay, Auckland, and was hiring a few mixers and trailers as a sideline in 1960. Later that year he sold the service station and with his wife, Elaine, went for a holiday in the South Island.

It was during that holiday that Phil made up his mind to venture into a hire operation, and on his return started from a large shed on his home property at Blockhouse Bay with his first weeks income being £40.00 (\$80.00). The business grew and in 1963 he upgraded the building and operations area and expanded into a greater depth of hire plant.

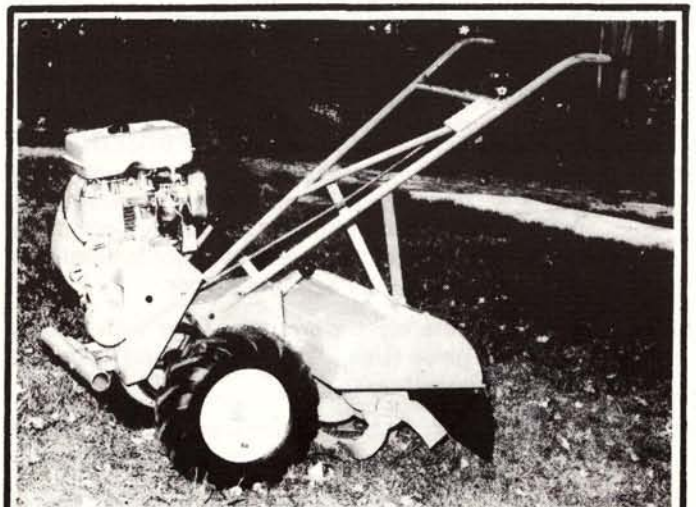
In 1968 he sold the Blockhouse Hire outlet to Peter and Roger Smith and opened

another hire outlet in Lincoln Road, Henderson. This area was being rezoned Commercial and the move paid off. Known as Lincoln Hire Ltd. it is now well known and established and has a wide range of equipment.

Phil was a keen sportsman and also participated in trampolining, rafting, canoeing and skiing, but above all his love of sailing was para-mount.

The Hire Association of New Zealand and Australia extends their deepest sympathy to his wife, Elaine and family and all who were close to him.

A memorial service was held for him at The Holy Trinity Church, Devonport, on the 10th March, 1983, near the sea he so dearly loved.



## MANG JR2000 ROTARY HOE

Every hire yard should have one!

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

Built for professional use, Mang will withstand amateur abuse.

ORDER NOW TO AVOID DISAPPOINTMENT.

## A & N EQUIPMENT PTY. LTD.



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

Circle 69 on Reader Service Card

## ECHO INTRODUCE A TWIN-CYLINDER CHAINSAW

Identified as Echo model CST-600EVL, this revolutionary saw has been seven years in development and represents the culmination of the high technology that is built into all Echo equipment. With a weight that compares favourably with single-cylinder saws, it is already being acclaimed in the United States as the world's smoothest-running chain saw featuring all the benefits of twin-cylinder technology — much less vibration, greater cutting power, less noise and longer engine life.

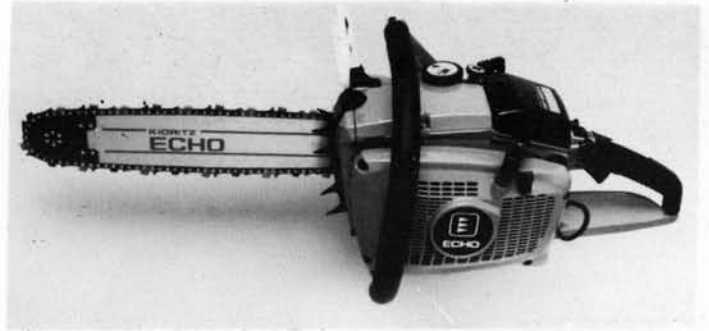
### DRAMATICALLY REDUCED VIBRATION

Two design elements — horizontally opposed cylinders and simultaneous ignition — are the keys to a substantial

reduction in engine vibration. Echo reports that the engine in the CST-600EVL generates approximately 1/10 the vibration of similarly-sized, single-cylinder, chainsaw engines. Because the pistons in the Echo are opposed, they offset each others' momentum, resulting in much less vibration — and much less wear and tear — for increased engine life.

### EXCEPTIONALLY HIGH CUTTING POWER

Echo engineers advise that the new engine provides greater, more consistent cutting r.p.m. range, Echo's twin-cylinder engine generates greater torque than comparable singles and at low revs, the Echo engine delivers much greater cutting power.



The Japanese Kioritz Corporation, manufacturers of Echo's top selling range of products, have made a technological breakthrough with the introduction of the world's first lightweight twin-cylinder chainsaw.

### SAME HIGH LEVEL OF SERVICEABILITY

The Echo CST-600EVL was designed for easy service and maintenance. Typical of this philosophy, it has a single ignition system and a single carburettor, making service and maintenance quick and simple.

Full details, and the name of your nearest dealer, from Ariens Echo Australia Pty. Ltd., P.O. Box 147, Burwood, Victoria, 3125. Telephone (03) 288 9310.

Circle 6 on Service Card.

Echo engineers have also substantially reduced the noise level of the CST-600EVL. Because of the compact horizontal design of the new engine, there is room for an over-sized, wave-interference, spark-arresting muffler which fits underneath the entire crankcase area. Special sound barriers have been added to the engine cavity, which baffle engine noise and provide more efficient cooling for longer engine life.

## WALSH'S HOTEL-MOTEL EQUIPMENT

### HIRE INDUSTRY GLASSWARE

200ml PLAIN, PILSNER



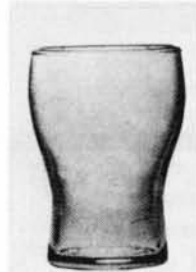
42¢ ea.

200ml WINE



85¢ ea.

200ml WASHINGTON



40¢ ea.

**ALSO AVAILABLE:** Local and imported crockery (gold line), glassware, cutlery, disposables, tableware, bain maries, pie warmers, urns, etc.

Country and Interstate enquiries reverse charges 12.00 to 1.00 pm weekdays — Mrs. K. Whelan. These and other specials month of issue only.

**WALSH'S HOTEL-MOTEL EQUIPMENT PTY. LTD.**  
73 GERTRUDE STREET, FITZROY.  
Tel: (03) 419 6799

Circle 74 Reader Service Card

## SYDNEY HIREXPO August 1983



12th INTERNATIONAL

## HIRE CONVENTION

& Equipment Exhibition

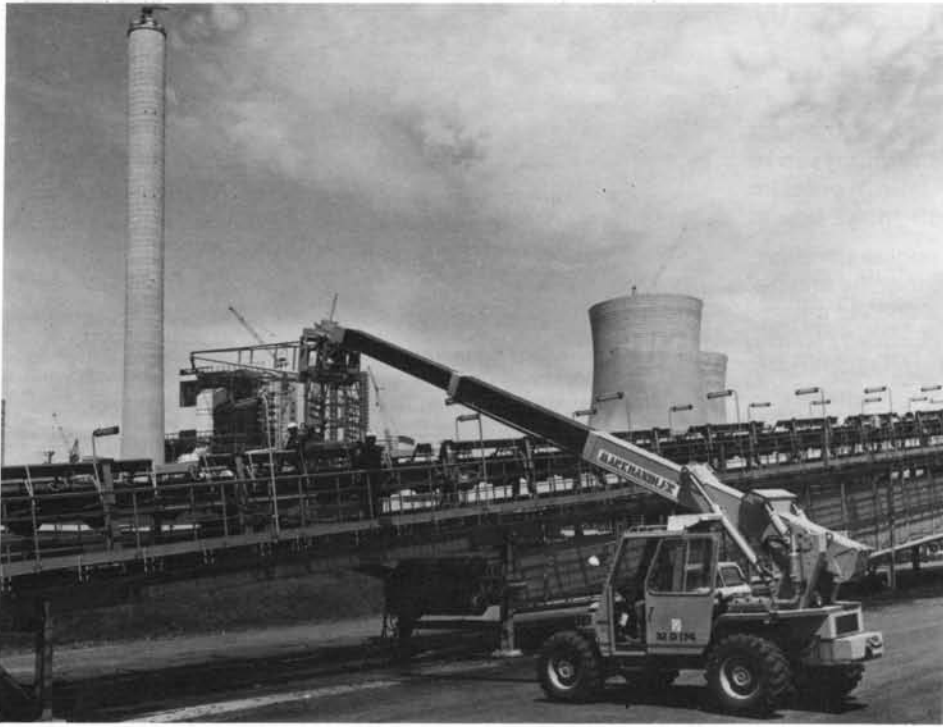
AUGUST 9-11, 1983



Organised by:

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

Circle 112 on Reader Service Card.



*Mark Handler 843 changing a conveyor idler roller on main conveyor line at Loy Yang Power Station.*

#### **MARK HANDLER AT LOY YANG**

Recently delivered to the State Electricity Commission of Victoria for use at the Loy Yang Power Station is the new Mark Handler 843.

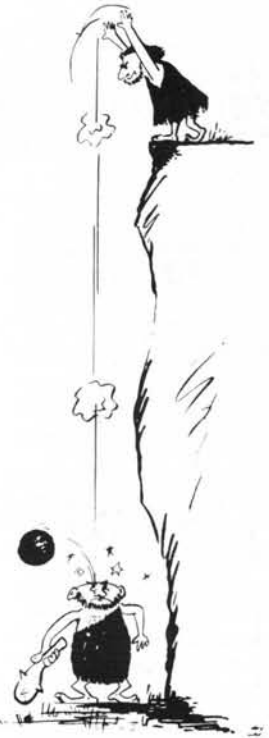
This machine (the third purchased by the S.E.C.) was supplied with forks, fork extensions, extension job and personnel work basket which enabled it to perform various maintenance operations not normally possible with a conventional fork lift or mobile crane. The combination of extendable boom, side shift and rotating fork carriage permits precise positioning

and projection of loads up to four tonnes and the four wheel drive, four wheel steer combination gives off-road capability.

For further information contact the Australian Distributors:

ANI PERKINS,  
241 Browns Road,  
Noble Park, Vic. 3174.

Circle 114 on Reader Service Card.



## **A GENTLE REMINDER**

**WE**  
can't publish your news  
**UNTIL YOU**  
supply the information

**...still hooked  
on the old habit?**



# SPECIAL OFFER!

TRADE UP TO  
A RENTAL WINNER



## HITACHI

### PH-65A

## DEMOLITION HAMMERS

The ideal rental tool.

Available from:

**BUILDERS AIDS PTY. LTD., 10 MANNINGHAM ROAD, BULLEEN, 3105.**

Telephone (03) 850 2316. (Inc. in Victoria).

### HITACHI. PRECISION POWER.

#### 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 (410mm),
- 2 Hexagon Bar Wrench (6,8 mm),
- 1 Single-Ended Wrench (23 mm),
- 1 Steel Case.

#### Optional Extras

- Scoops
- Cold Chisels
- Asphalt Cutters
- Bushing Hammers
- Rammers for tamping earth.

## SPECIAL APRIL OFFER

ORDER NOW  
AND SAVE!

**\$435.00\***

each  
incl. standard  
accessories.

\* Plus your trade in . . . . .

One Kango Hammer for each unit  
purchased.

ALL PRICES F.O.B. MELBOURNE

Offer closes 30th April, 1983

**Builders Aids Pty. Ltd. (Inc. in Victoria).**  
**P.O. Box 136, Bulleen, 3105, Australia.**

Please supply . . . . . only Hitachi PH-65A Demolition  
Hammer(s) at your special offer price of \$435\*. Our cheque is  
enclosed. We have forwarded, freight pre-paid . . . . . only  
Kango Hammer(s)

- by rail to Heidelberg Station,
- by road to 10 Manningham Rd., Bulleen, Vic.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Postcode: \_\_\_\_\_

Please forward our Hitachi Hammer(s) Road/Rail  
to: \_\_\_\_\_

We will pay freight cost on arrival.

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

# TORQUEMATE

## SIMPLY BETTER

(03) 744 1326

158 O'SHANNASSY STREET, SUNBURY, 3129



### 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.

Circle 128 on Reader Service Card

# 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

Circle 127 on Reader Service Card

# Briefly . . .

## NEW COMPANY ID REQUIREMENTS

All companies except banking corporations who do business in more than one state are required by the national Companies Code (section 509) to display on "relevant documents" their company name and place of incorporating/registration, while foreign limited liability companies, if "Limited" or "Ltd" does not appear after the company name, must indicate that they are foreign companies with limited liability.

"Relevant documents" include business letters, invoices, statements of account, official notices, publications, promisory notes, cheques, etc.

Penalties of \$1,000 for non-compliance to these requirements now exist, and liability also extends to officers of recognised companies who sign any documents not meeting requirements.

## TEMPORARY ELECTRICAL INSTALLATIONS OF SHOWS AND CARNIVALS

The Standards Association of Australia is seeking comment on a draft revision of its standard dealing with temporary electrical installations of shows and carnivals.

This draft applies to the low and medium voltage installations to grounds used for the purposes of shows and carnivals. It also applies to the temporary installations in booths, tents, living quarters and other temporary structures and areas used for entertainment or display purposes at shows and carnivals.



Dorothy Verney.

The new Secretary to the Hire & Rental Association of Australia — Queensland Region — is Mrs Dorothy Verney.

Dorothy may be contacted on the Association's new phone number (07) 269 9171 or by mail to 19 Twentieth Avenue, Brighton, 4017.

## New definition for the metre

The metre was defined in 1798 ten-millionth of the distance from the North Pole to the equator on the meridian passing through Paris. Until 1960 it was measured by a distance marked on a metal bar. The platinum-iridium bar which is the current "international prototype metre" was established in Paris in 1889.

Since 1960, the metre has been defined at 1,650,763.73 times the wavelength of light from a krypton lamp.

The new definition, laid down by the Consultative Committee on the Definition of the Metre, is "the length of the path travelled by light in a vacuum in the fraction 1/299,792,458 of a second".

# Presenting the maintenance free air driven compactor.

Discover the reliability of Damvit Air Driven Compactors by Vito. Single piston motor. Only one moving part. Provides maximum compaction. Minimal wear and tear...virtually maintenance free.

Efficient. Quiet. Portable. Explosion proof. No severe shock forces. Will climb grades up to 30 degrees. Several models available.

## DAMVIT

### Australian Agents:

Handyman Hire & Sales,  
Ozone Parade, Miami, 4220,  
Telephone: (075) 35 1555.



Circle 75 Reader Service Card



**BlueBird KD1500**  
**KNOCK-DOWN ENGINE CRANE**

Stocks still available at  
**PRE-DEVALUATION PRICES**

Phone (03) 419 1911 for details.

**HSL SALES, 253 VICTORIA ST. ABBOTSFORD, VIC. 3067.**

Circle 7 Reader Service Card

Published by:  
**RENTAL INDUSTRY PUBLICATIONS**  
10 Manningham Road,  
Bulleen, 3105, Australia.  
Telephone: (03) 850 5878

**Editor:** Brian Elms.  
**New Zealand Agent:** Peter Lawrence  
932 Dominion Road  
Mount Roskill, Auckland.  
Telephone (09) 69 9740

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

### Editorial:

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

### ADVERTISING

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

### SUBSCRIPTION RATES:

Australia: \$15.00 for 11 issues

Overseas: Seamail: \$A15.00 for 11 issues

Airmail: \$A30.00 for 11 issues

### 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: Jim Brown (02) 525 3333

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**

**19 Twentieth Ave., Brighton 4017**

President: Brian Telfer (07) 277 8566

Secretary: Dorothy Verney (07) 269 9171

#### 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**

**P.O. Box 569, Cloverdale, 6105.**

President: Peter Noske (09) 274 4395

Secretary: Don Loxton (09) 451 9555

# Lincoln arc welding equipment



## Even tougher than the treatment it gets

Lincoln. It's the equipment designed and built to take rough treatment in tough places.

Like mining. Construction sites. Oil rigs. Pipelines. Outback and offshore. Anywhere the going's likely to be tough or the weather extreme. Anywhere that breakdowns would be more than just inconvenient.

It's this take-it-for-granted toughness and reliability that makes Lincoln the only serious choice for hire companies.

You can't change people's habits. But you can hire them the one brand of arc welding equipment tough enough to shrug off rough handling and careless operators.

That means Lincoln. Tough gear to beat.

Low maintenance, go-anywhere equipment that's proven itself time after time. Equipment that keeps on going long after the others give up.

Look into Lincoln today. Discover a whole family of sturdy, dependable arc welding equipment. From the mobile muscle of the mighty 400/500AS diesel welder. Through a comprehensive range of smaller welders and power sources, guns and accessories. To the versatile, low-cost Lincwelder 225, a handy all-rounder for welding and auxiliary power.

**LINCOLN**  
**ARC WELDING**

### The Lincoln Electric Company (Australia) Pty. Ltd.

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Helping you find the better way

LE132.26/19.S&P



# "HIRE & RENTAL '83"

WELLINGTON  
JUNE 20 — JUNE 24



The Hire Services Association of New Zealand invites  
you to attend the

## **6TH ANNUAL CONVENTION AND EQUIPMENT EXHIBITION**

to be held at James Cook Hotel  
Wellington, New Zealand, from

**Monday June 20 to Friday June 24, 1983**

# PROGRAMME

## Monday June 20

- 1.00-5.00 Registrations  
5.00 Presidents welcome and cocktails for overseas  
Guests in President's suite.  
6.00-7.00 Cocktails in Harbour Lounge.  
Evening free. Dinner available  
in hotel restaurants at Delegates expense.

## Tuesday June 21

- 9.00-10.15 Official opening by President followed  
by Keynote speaker.  
10.15-10.30 Coffee  
10.30 Guest Speaker — Dorothy Coates from Outdoor  
Power Equipment Association talking on training and  
apprenticeship schemes available for Hire Centres.  
12.00 Lunch  
1.15-4.30 Afternoon trip to Levin for 45 people to visit  
Crown Controls to see manufacturing and display  
of Cherry Pickers, Scissor Lifts and Battery  
Powered forklifts. Return to Southwards Car  
Museum for evening programme.  
1.30-3.00 The World of Old Silver by Peter Lawrence.  
4.00 Leave by coach for Southward Car Museum to visit exhibits,  
Wurlitzer recital and evening meal.

## Wednesday June 22

- 8.00 Breakfast Forum.  
10.30-12.00 Annual General Meeting Hire Services Assn of NZ Inc.  
10.30-12.00 Ladies tour by coach to Begonia House for coffee  
and view Botanical Gardens.  
12.00-5.00 Lunch and equipment exhibition.  
6.00 Happy hour  
7.15 Board coach and leave for unknown destination  
for casual evening.

## Thursday June 23

- 9.00 Breakfast session reports  
10.00 Coffee  
10.15 "What's New" from associate Trade Suppliers  
12.00-5.00 Lunch and Equipment Exhibition  
7.30 Annual Banquet.

## Friday June 24 — 8 day tour of South Island

- DAY ONE Leaving from Wellington to Christchurch  
by air then by coach to Lake Te Kapo  
DAY TWO Lake Te Kapo to Mt Cook and on to Queenstown.  
DAY THREE Queenstown  
DAY FOUR Queenstown to Te Anau  
DAY FIVE Day trip to Milford Sounds  
DAY SIX Te Anau to Dunedin  
DAY SEVEN Dunedin to Christchurch  
DAY EIGHT Christchurch depart for home via own  
travel arrangements.

# 6TH ANNUAL CONVENTION REGISTRATION FORM

Monday June 20 to Friday June 24, 1983  
James Cook Hotel, Wellington, New Zealand

Delegate

.....  
Christian Name Surname

Wife or accompanying lady

.....  
Name of Company

.....  
Postal Address

.....  
Phone No: Business .....

Private .....

Mode of travel to Wellington

CAR  BUS  AIR  SEA

Air New Zealand discount vouchers will be forwarded with acknowledgement of your registration.

Accommodation required

Rate = \$75.00 per room per day

TWIN  DOUBLE  SINGLE

All accommodation bookings must be made with Conference secretary.  
Do not contact hotel direct.

Length of accommodation required

Date of arrival ..... Time .....

Date of departure ..... Time .....

**REGISTRATIONS CLOSE MAY 16TH 1983**

## REGISTRATION FEES

Delegate Conference rate — Includes all entertainment, evening programmes, transport, lunches and banquet	\$215.00	NZ \$.....
1 day rate — Includes entertainment, lunch, transport	\$ 80.00	NZ \$.....
Accompanying lady conference rate — Includes all entertainment, evening programmes, transport, lunches and banquet	\$150.00	NZ \$.....
1 day rate — Includes entertainment, lunch transport	\$ 60.00	NZ \$.....
Accommodation deposit (\$35.00 per room)		NZ \$.....
8 day South Island tour inclusive of medium class accommodation, Breakfast and dinner plus transport	\$513.48	NZ \$.....
		_____
	TOTAL	NZ \$
		=====

Please forward completed registration form and fees to:

**THE CONVENTION SECRETARY  
HIRE SERVICE ASSOCIATION OF NZ Inc.,  
P.O. Box 9353, WELLINGTON, NEW ZEALAND**

**REGISTRATIONS CLOSE MAY 16th, 1983**