

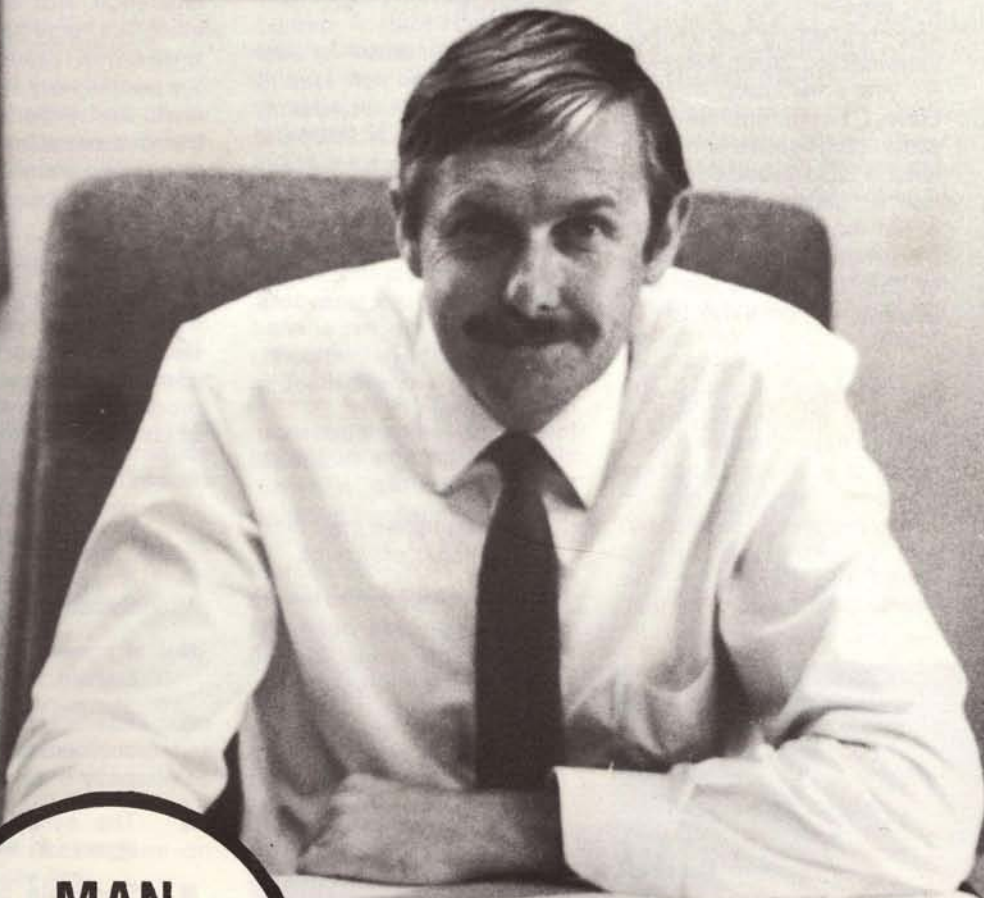
# HIRE & RENTAL

Volume 4 Number 3 1983

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## AUSTRALASIA

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



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



Leigh Hammond.

Cover photo: Leigh Hammond, Man of the Month, at work in his office.

Lower: One of Instant Scaffolds Swing Stages with optional Air or Electric Winch and twin Cable Suspension.



## Leigh L. Hammond, J.P. General Manager

**Instant Scaffolds**  
(Div. of W.R. Carpenter & Co. Ltd.)

### MAN OF THE MONTH

If it wasn't for BP's exclusive use of the phrase "The Quiet Achiever", Leigh could easily fall into this category. He has been in the scaffolding hire business for the past twenty (20) years, commencing with G.K.N. in Brisbane, Queensland, where he quickly learned the ground rules for hiring and contracting scaffolding, formwork, etc. During the seven (7) years he spent in Brisbane, Leigh obtained his scaffolding licence and a diploma in Building and Construction at college, so that he could more easily relate to the problems and the needs of the customers he was dealing with on a day to day basis.

In 1970 Leigh moved to the U.K. still with G.K.N., with a view to extending his knowledge of scaffolding, access equipment and the hire industry in general. His intention was to stay one year but was talked into staying for nine years. One reason for this,

was an English girl by the name of Trina who happened to attend an "in-house" barbecue where Leigh was living in London. As a result of this "gathering", marriage took place in 1973 and now two English/Australian daughters — Victoria and Aimee, control their lives.

One particular reason for staying in the U.K. was Leigh's acceptance of an offer to manage the G.K.N. branch in Leicester. Then, as a result of this success he was transferred from branch to branch, as manager, for four years to turn non-profit branches into organised and profitable ones. Leigh feels the experience and knowledge gained during this period was excellent. In the main he:

1. Set up new operating procedures.
2. Established staff motivational programs.
3. Developed the theme "do the job right and only do it once" in each organisation.

All branches Leigh was associated with, responded accordingly and returned, at least, to normal, profitable trading.

In 1975 another national scaffolding company, Stephens & Carter offered Leigh a senior management position, which he accepted. This new position exposed Leigh to a different style of management and a broader range of products including: aluminium mobile towers, swinging stages, etc.

In 1979 Leigh turned down a further promotion to return to Australia.

It appeared, Leigh reflects, that after nine years "it was time I went home."

Upon his arrival in Australia, Leigh was immediately "grabbed" by Instant Scaffolds for his vast knowledge and experience of the scaffolding industry. As N.S.W. Sales Manager Leigh could see the tremendous potential for both the company and himself. Leigh's faith in his decision was justified, as twelve months later the General Manager, Martin Wallis resigned after 11 years service to turn his hand to farming. Martin had guided the company from a backyard business to a thriving multi-million dollar organisation. The position of General Manager was offered to Leigh who welcomed such a challenge. Not only did Instant Scaffolds have a world wide proven product line but the people were very enthusiastic and experienced and the company had a special chemistry about it, bubbling with energy.

During the past three years as General manager Leigh has transformed this small thriving company into an efficient, organised, profitable organisation by acquisition and product diversification. Some of his achievements include:

- The establishment of a corporate image and corporate policies.
- A second branch in Sydney.
- A new branch in Darwin, N.T.
- The acquisition of another scaffolding company in Queensland.
- The establishment of agents in N.Z.
- Complete product diversification, i.e., from aluminium mobile towers to scissor lifts, vertical man lifts, independent scaffolding, swinging stages, etc.
- The acquisition of a "general hire" company in Sydney.





Top: Head Office in the Sydney suburb of Artarmon.

Lower: Warringah Hire, Instant Scaffolds' first general hire outlet.

Recent innovations which mean better value for money and increased safety are:

- (a) new platforms that have sealed 11 layer non slip plywood decking;
- (b) new 200mm dia polyurethane castor wheels;
- (c) a guarantee with sales that is sure to reduce after-sales repairs costs;
- (d) self-propelled mobile towers that are driven from the platform;
- (e) a wider range of vertical lifts;
- (f) swinging stages with electric and air winches with twin suspension cables;
- (g) power to platform on scissor lifts;
- (h) spandek staging with spans up to 7.2m;
- (i) our own engineer to do all design work;
- (j) our own factory to manufacture all specials, stage platforms and framing.

The recent acquisition of Warringah Hire, soon to be named "Instant Hire" is the first of many general hire outlets to be established throughout Australia. Instant Scaffolds, now a truly national company, have successfully maintained a large market share of aluminium scaffolding despite fierce competition from other national scaffold companies.

Being the pioneer of aluminium scaffolding and scissor lifts in Australia, has meant constant pressure on Instant Scaffolds and its people, and Leigh is the first to admit that the success of the company is due to its depth of human resources, who at all levels are very loyal and dedi-

cated. He looks at his role in the organization not as the Manager, but as the organizer and co-ordinator of the company's people.

All branch managers, other than Sydney branch, have almost ten years service with the company. Quite a remarkable performance for a company that is only fifteen years old. It is this experience which has put the company where it is today.

As the company's hire income has almost doubled over the past three years, Leigh is intent on expanding the general hire plant hire side of the business throughout Australia and can see no reason why this cannot be obtained, as Instant Scaffolds

are already in every State, have experienced personnel and an in depth knowledge of the hire industry.

Over recent years Instant Scaffolds have supplied scaffolding to many major hire companies throughout Australia and will maintain this good working relationship in the future as they expand and diversify into other areas.

Leigh is very optimistic about the future of the company despite the current downturn in the building and construction industry and believes that as a company committed to top service, INSTANT SCAFFOLDS will remain market leader.



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**STRIP  
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FAST!**

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**BUILDERS AIDS PTY. LTD.**

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Tel: (03) 850 2316.

Check for these additional uses at your Rental Store.

- Tarpaulin Repairs Heatbond patches to vinyl tarps.
- Decal Removal from tools and equipment.
- Shrink-wrap packaging of rental stock.
- Soften Adhesives to lift Vinyl tiles etc.
- Heat Bending of plastic conduits etc.
- Drying of paints, ignition systems etc.



## FREE SUBSCRIPTION

Do your Branch Managers receive Hire and Rental Australasia each month?

If you wish to have their name(s) added to our free mailing list, please fill in this coupon and return it to

The Editor, P.O. Box 136, Bulleen, 3105, Australia

Name .....

Address .....

Postcode .....

### A TAXING QUESTION

Despite every-increasing vehicle owning and operating costs, it now takes only 41 weeks to earn enough money (after tax) to buy a new car — compared with 85 weeks in 1952.

On the other hand, to pay for car registration and third party insurance in 1982 requires 36 hours work against only 29 hours 30 years ago. In fact, of 12 examples of goods and services, registration and compulsory insurance is the only item which has increased in cost more rapidly than earnings since 1952.

The comparison was compiled by the Institute of Public Affairs. The figures also show that, while average weekly earnings in 1982 are 10 times those of 1952, the amount of tax paid on average earnings is now 17 times higher!



# Letters to the Editor

**Office of the Division of Occupational  
Safety & Weights and Measures,**  
G.P.O. Box 69,  
BRISBANE 4001.

## DEPARTMENT OF LABOUR RELATIONS

The Secretary,  
Hire Association of Q'ld.,  
39 Caswell St.,  
EAST BRISBANE 4169.

Our Ref: HWB:AE 28th February, 1983

Dear Sir,

Under the terms of the Construction Safety Act 1971-1982, persons operating hoisting appliances are required to hold a Hoist Driver's Certificate. Boom lifts, scissor lifts and other similar appliances come within the definition of a "hoisting Appliance" as set out in the Act.

To obtain a Hoist Driver's Certificate, it is first necessary for a person to take out a learner's permit which is valid for a period of three months. During this period, the person can obtain his forty (40) hours experience which is one of the requirements necessary for a Certificate of Competency as a Hoist Driver.

On obtaining his forty (40) hours experience, the person can then make application for his Certificate. It is necessary that the person receive his training under the supervision of a certificated hoist driver.

The use of boom lifts, scissor lifts and other similar appliances are being used more frequently on construction sites and it is realised that difficulties may be experienced by some of your clients in having a certificated person in their employment to operate these hoisting appliances. To overcome this problem, the following procedures can be adopted to facilitate the use of these appliances.

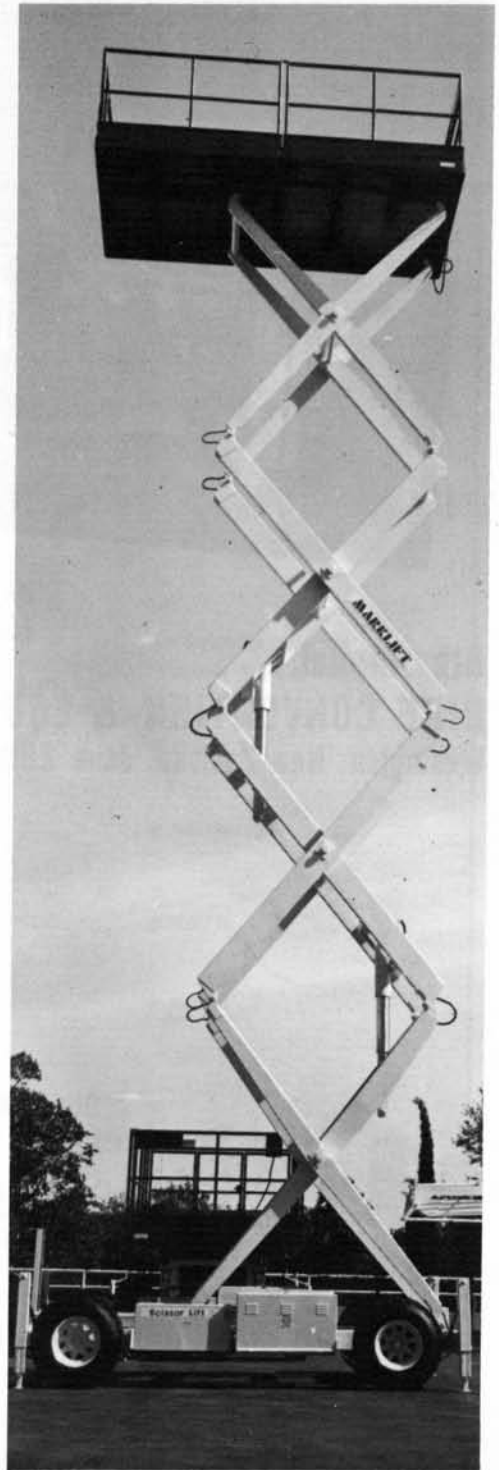
Please note that these procedures are to be adopted only in the case where your client does not have a certificated operator to operate the hoist.

(a) It is necessary that the person from your firm giving instructions in the operation and use of these appliances leading to a Permit to fulfil, hold a Hoist Driver's Certificate.

(b) **Procedure to Obtain a Permit to Fulfil**

1. The representative of the firm hiring the hoisting appliance is to give the workman who is to use the appliance thorough instruction in the operation, use and safety features and procedures of the appliance. It is expected that this could take up to four (4) hours on some appliances.
2. Upon the representative being satisfied that the workman can operate the appliance in a safe and satisfactory manner, he is to give to the employer of the workman a letter, on company headed letter paper, stating that the workman (name and address to be inserted) has been trained and is proficient in the operation and use of the appliance.
3. The letter, together with the application for the permit to fulfil and the fee is to be forwarded to this Division by the employer of the workman.
4. When the workman has had his forty (40) hours experience, he can then make application for his Certificate in the usual manner.

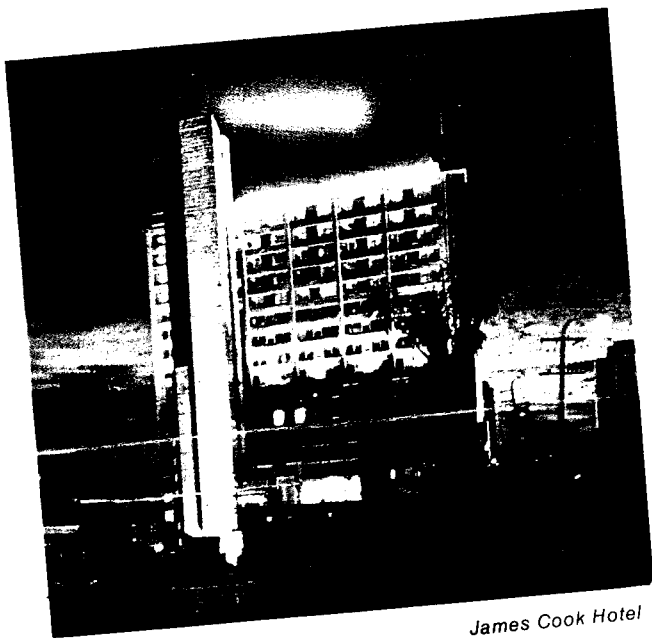
(c) If your client has a certificated operator, it is the responsibility of your client to train other persons by using the learner's permit system. It is possible to have up to four (4) persons who hold learners' permits to be trained by one certificated holder.



Please note that any violations of the above procedures could cause the non-recognition of your firm's training. This means that any of your clients using a hoisting appliance without a certificated operator would be stopped from using the appliance.

Copies of the various forms are enclosed and further supplies or queries you may have can be directed to the nearest office of the Inspector of Construction Work.

Yours faithfully,  
(sgd.) R. L. Hitchcock  
Chief Inspector of  
Construction Work.



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.

## WELCOME TO WELLINGTON

An opportunity arrives each year for hire and rental people, traders people and overseas visitors to get together and make contact with each other to share ideas and experiences.

The N.Z. Sixth Annual Conference to be held in Wellington this year, holds a wonderful opportunity for not only that, but it also allows a break for friendly relaxation and something perhaps a little different.

The city itself is in fine style for a convention and with the present building boom going on it is surely worth a visit.

Come along and have a capital time in a capital city.

**Peter Lawrence**  
President H.S.A.N.Z.

## 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.

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.

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.

## 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.....

Company .....

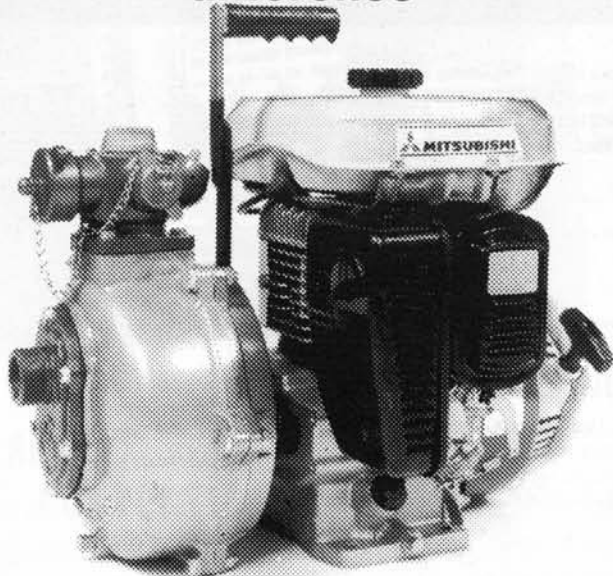
Address .....

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

Phone ( ) .....

# FIRE PUMPS

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1½" HIGH PRESSURE Model NM HP 40

## "PUMP-RITE"

100 P.S.I.G. ALL METAL.  
HEAVY DUTY. QUALITY

- Pressure die cast aluminium pump body
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## MITSUBISHI Engine Model G501

- Camshaft and crankshaft fitted with ball races both ends
- Steel forged camshaft
- Wide helical cut crankshaft and camshaft gears
- 5mm thick cast iron cylinder sleeve
- Full service and spare parts backup are readily available.

Who else can offer the heavy duty features of

"PUMP-RITE" AND **MITSUBISHI**

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.

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ADDRESS .....

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

- My/Our Industry Category:  Dealer  O.E.M.  User  Government
- I am interested in:  Auth. Service  Engine Recond.  Equipment Hire  Mitsubishi  Villiers  Wisconsin  Engines  Spare Parts  Pumps  Generators

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Circle 16 on Reader Service Card.



## MESSAGE FROM THE PRESIDENT Sydney Hirexpo — Great value for money

Looking through the program for the Sydney Hirexpo, I can say that the Convention Committee of the H.A.NSW have developed an excellent value-for-money program.

The location for the Convention, right at Circular Quay, next to the Rocks and overlooking the harbour and the Opera House, is without parallel anywhere in the world.

Acclaimed as Australia's finest, the new Regent of Sydney Hotel offers rooms, views and service at a price comparable to what we paid at Surfers last year.

The overseas Shipping Terminal is the venue for the Expo. This pleasant spot will provide ample space where exhibitors and delegates may talk business at "Show Special" prices.

Flexible registration should make the convention attractive to every hire company in Australia — you can tailor the convention to suit your time and your pocket-book — and bring your staff.

On the "Workshop-on-Wheels" yard and sight-seeing tour we will see and discuss features of Sydney's best rental yards.

The Seminar Program itself features top speakers and interesting topics to help us improve our businesses.

Add to this the opportunity to meet and talk business with fellow rental people from all over the world and have fun, this event you can't afford to miss. It's a tax deductible holiday and educational experience at a value-for-money price.

See you at Sydney Hirexpo.  
Ron Williams,  
President,  
Hire & Rental Association of Australia.

Advertisement:

### Hire the Best!

**PARTNER** Multi-purpose petrol driven portable Power Cutters for Concrete and Steel. Wheel-along Cart available for conversion for road work.

Ex stock from Australian Distributors:  
**CHICAGO COMPANY PTY. LTD.**  
Tel: (02) 630 7333.



## DONPRA HIRE MEETS THE CHALLENGE WITH 'TRUDI'

Celebrations hailed the recent arrival and "hand over of keys ceremony" of another of La Trobe Valley Firsts — a **TR**ansport Unit with a **D**ifference, a tilting semi-trailer crane truck, affectionately named 'Trudi'.

The unique concept of a semi-trailer drop neck tilting tray crane truck has been developed by Donpra Hire, in conjunction with Massaro Motors and Jones Engineering, to efficiently self load, deliver and unload heavy Donpra Hire equipment.

Semi-trailer transport is no new concept, even with the incorporation of a truck mounted crane, however 'Trudi' is unique in that it incorporates a fully tilting trailer bed, enabling loads of up to 13 tons to be handled in less than four minutes, transported securely to its destination and then unloaded again by only one man — its driver.

Equipped with its own 4 ton self loading crane, 'Trudi' becomes extremely versatile and efficient in its mechanical handling operation.

The specially designed trailer is coupled to a Mitsubishi FM Series prime mover, which offers the very latest in mechanical features together with driver comforts, and was supplied through Massaro Motors, Morwell.

Neatly constructed by Jones Engineering of Warragul, the trailer concept was developed through the need by Donpra Hire to efficiently and economically transport the increasing range of larger and heavier hire equipment now being offered by the hire company.

The range includes and boasts the very modern 11 ton self propelled compaction rollers, the latest in high pressure mobile (750 cfm @ 250 psi) air compressors, and air conditioned transportable building accommodation to 40 feet in length.

With 'Trudi' Donpra Hire are again meeting the challenge for more efficient and economic methods demanded by the society of today.



Mr Haruna Yoshida, Truck Adviser with Mitsubishi Corporation, and Mr Lyle Stoodley and Mr Kym Batty of Mitsubishi Motors, officially handed over the new truck to Mr Ian Donald, Managing Director of Donpra Pty. Ltd., Morwell.



**SYDNEY HIREXPO**  
August 1983



**HOLD OFF!  
DON'T BUY YET!**

Money will be Saved if you spend your dollars at the Convention.

Special Convention deals will be available on Equipment purchased from the Exhibitors at the Convention Equipment Exhibition.



# 12th International HIRE CONVENTION AND EQUIPMENT EXHIBITION Sydney August 8th - 11th, 1983

## HEALTH, WEALTH & RENTALS

### Convention Programme

#### Monday August 8

10.00 - 5.00 pm

**Registrations.**  
Venue: Ballroom Foyer.

11.00 - 12.30 pm

**The Rocks Walk**  
Guided walking tour of the historic Rocks area. Assemble Hotel Foyer.

2.00 - 5.00 pm

**Harbour Cruise.**  
See Sydney from the Harbour.  
Assemble Hotel Foyer.

6.30 - 7.30 pm

**Hire Store and City Tour.**  
The 'Workshop on Wheels' visiting some of the Companies that compete in Sydney's fierce market. Luncheon included.  
Assemble Hotel Foyer Level 3.

6.30 - 7.30 pm

**Early arrivals Cocktail Party.**  
Venue: Ballroom 1.

#### Tuesday August 9

11.00 - 4.00 pm

**Hire Store and City Tour.** The 'Workshop on Wheels' visiting some of the Companies that compete in Sydney's fierce market. Luncheon included. Assemble: Hotel Foyer Level 3.

5.00 - 6.30 pm

**Official Opening.**  
Speaker: Philip Jeeves.  
Venue: Ballroom 2.  
A historian, Philip will recount the early days of Sydney.

6.30 - 7.30 pm

**Cocktail Party.**  
Venue: Ballroom 1.

8.00 pm

**A free evening tonight.**  
Dinner at delegate cost.



#### Wednesday August 10

6.45 - 7.15 am

**Joggers & Walkers exercise.**  
Assemble front steps of Regent Hotel.

8.30 - 10.30 am

**Will it be WOE or GROW.**  
Speaker: Mr. Joe Byrnes.  
An address to excite and motivate you with Sales and Marketing ideas to increase profits.  
Venue: Ballroom 2.

10.30 - 11.00 am

**Recess - Coffeebreak.**  
Venue: Ballroom Foyer.

Venue: Ballroom 2.

11.00 - 1.00 pm

**Seminar Session 2.**  
Venue: Ballroom 2.

1.00 - 2.30 pm

**Luncheon.**  
Venue: Overseas Terminal.

1.00 - 9.00 pm

**Hireexpo.**  
Venue: Overseas Terminal.  
Cashbar available.

6.00 - 9.00 pm

**Drinks & Nibbles**  
Venue: Hireexpo - Overseas Terminal.

#### Thursday August 11

7.00 - 7.30 am

**Joggers & Walkers exercise.**  
Assemble front steps Regent Hotel.

8.30 - 10.20 am

**Halting the Time Bandits.**  
Speaker: Stig Ehnbohm, B.E. More effective use of your time will save you money and improve your results.  
Venue: Ballroom 2.

10.30 - 11.00 am

10.30 - 11.00 am

**Recess - Coffeebreak.**  
Venue: Ballroom Foyer.

11.00 - 1.00 pm

**Party Rentals Workshop.**  
Co-ordinators: Greg Page & Gordon Johnstone. An open forum on problem solving.  
Venue: Ballroom 1.

11.00 - 1.00 pm

**Seminar Session 5.**  
Venue: Ballroom 2.

11.00 - 1.00 pm

**Opera House & Sydney Cultural Tour.** Buses depart Hotel Foyer, Level 3.

1.00 - 2.30 pm

**Luncheon for Party and Soft-goods Delegates.**  
Venue: Regency Hotel.

1.00 - 2.30 pm

**Luncheon at Hireexpo for Delegates and exhibitors.**  
Venue: Overseas Terminal.

1.00 - 5.00 pm

**Hireexpo Equipment Exhibit.**  
Cash Bar available.  
Venue: Overseas Terminal.

7.30 - 10.00 pm

**Banquet.**  
Presentations, entertainment and dancing. Venue: Ballroom 5.



**Will it be WOE or GROW — 8.30 a.m. Wednesday**



Joe Byrnes

Joe Byrnes is recognised by many as the most dynamic and interesting Conference speaker in Australia. He is a speaker with a message, who can excite and motivate you with Sales and Marketing ideas to increase profits. He can inspire and stimulate you with sheer energy and enthusiasm to increase personal profit. He has been profiled in the ABC's Four Corners program, written for Australian Business Fortnightly, addressed the Hire and Rental Association of NSW several times, and worked in conjunction with a number of local Rental companies. He knows our Industry. He is our Key-note Speaker.

**Halting the Time Bandits 8.30 a.m. Thursday**



Stig Ehnbohm

Time is money, the saying goes, and mismanaged time costs you and your business money. Effective Rental people hardly ever do what is generally expected according to the textbook. Behaviour, not theories and intentions, create results in our industry, and in this session every delegate will get some very useful ideas to test immediately based on what we Rental people really do! Mr. Stig Ehnbohm, B.E., Chalmers University of Technology, Sweden address will have you well on the way to being happily and creatively organised.

**Stress at Work — 11.00 am Wednesday**

Recession is a corporate pressure cooker, and Rental people fighting to stay afloat are coming under increasing stress. And those aware of the dangers are getting fit to cope. Fit or unfit, Dr. John Tickell, medical director and co-founder of Corporate Health Evaluation and Research Centres (Sydney and Melbourne) talk will relate to the need for Exercise, Diet

and relaxation to help us on the job. As a Stress and Heart attack victim said, "Ultimately, the choice is individual, and fairly clear. Keep up the pace without looking after yourself and your health will suffer. The intensive-care ward has a certain acoustic quality that drives messages deep into the subconscious." Can you wait that long?

**Party Rentals Workshop**

— 11.00 am Thursday 11th  
Local Party Rental identities Greg Page and Gordon Johnstone have planned an open forum problem solving session to be conducted separate to the main seminar program. This session will deal with the day to day operational problems in party rental.



# CONVENTION REGISTRATION

## SYDNEY HIREXPO REGISTRATION

### STANDARD REGISTRATION

(Tuesday - Thursday)

Registration Type	Before		After	
	May 30	June 1	May 30	June 1
(A) Member .....	only @ \$100	\$115	\$ .....	\$ .....
(B) Non-Member...	only @ \$125	\$140	\$ .....	\$ .....
(C) Spouse .....	only @ \$ 80	\$ 95	\$ .....	\$ .....
(D) Wednesday only Registration				
All day .....	only @ \$ 75	\$ .....	\$ .....	\$ .....
(E) Wednesday only Registration				
Evening .....	only @ \$ 10	\$ .....	\$ .....	\$ .....
(F) Thursday only Registration				
.....	only @ \$ 75	\$ .....	\$ .....	\$ .....

### OPTIONAL ACTIVITIES (Not included above)

#### Monday 8th

Rocks Walk .....	only @ \$ 6	\$ .....	\$ .....
Harbour Cruise .....	only @ \$ 12	\$ .....	\$ .....
Early Arrivals Cocktails .....	only @ \$ 16	\$ .....	\$ .....

#### Tuesday 9th

Yard & City Tour (incl.lunch)...	only @ \$ 19	\$ .....	\$ .....
Opening Cocktail Party .....	only @ \$ 19	\$ .....	\$ .....

#### Thursday 11th

Opera House & Sydney Cultural			
Tour .....	only @ \$ 12	\$ .....	\$ .....
Banquet .....	only @ \$ 34	\$ .....	\$ .....

(Make cheques payable to  
Hire & Rental Association  
of N.S.W.)

TOTAL \$ .....

Aust.

Company ..... Phone ( ) .....

Address .....

City ..... Postcode .....

Reg.  
Type

Name .....

Spouse .....

Additional .....

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Mail To:


Hire & Rental Assoc. N.S.W.,  
P.O. Box 129, Beecroft, 2119.  
Telephone (02) 848 9817.

# WALSH'S HOTEL-MOTEL EQUIPMENT

## HIRE INDUSTRY CUTLERY

TABLE  
KNIFE 52¢ ea. 

TABLE  
FORK 35¢ ea. 

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

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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

## Briefly . . .



### NEW APPOINTMENT

Wreckair Hire, part of the Repco group has appointed Mr. Ian Campbell as Victorian engineering and service manager.

A qualified mechanical engineer and member of the Institution of Engineers, Australia, Mr. Campbell has more than 20 years experience in senior engineering positions with leading companies.

Mr. Campbell's principal task will be to ensure all equipment in the extensive Wreckair Hire fleet in Victoria is maintained to the highest standard. He will also review all equipment in use and opportunities for expansion of the range of construction and mechanical equipment available for hire.

### New Appointment

Norton Villiers Australia Pty. Ltd., distributors of the MITSUBISHI range of engines, have a new Managing Director, Mr. Bob Upjohn.

Bob Upjohn has had 20 years experience in the pump industry as an engineer, manager and consultant.

With his family, Bob moved to Ballarat only 4 weeks prior to the Ash Wednesday fires in Victoria. His family home at St. Georges Road, Upper Beaconsfield was lost in the fires.

### SHOPLIFTING

A \$40 million tab for shoplifting may be responsible for a \$30 per week hike to shoppers' weekly bills, according to a study by criminologist Mr. Dennis Challenger.

Mr. Challenger thinks up to 6 per cent of goods in shops are taken off the premises without full payment.

The study estimates that only one in ten offenders is detected, indicating there are perhaps 250,000 shop thefts annually in Victoria alone.



Ian Campbell

### New Address:

P.O. Box 3, Sandgate, 4017 is the new mailing address of the Hire & Rental Association of Australia — Queensland Region.



## 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.**

Circle 90 Reader Service Card

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 ..... (.....)

Service Codes .....

Members Index Listing .....

Business Name Index .....

## HIRE SERVICES ASSOCIATION NEW ZEALAND CONVENTION JUNE, 1983.



For all information contact:  
**GEM TOURS & TRAVEL SERVICE**  
North Croydon Shopping Plaza, 3136.  
Telephone: (03) 726 0444

Circle 71 Reader Service Card



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



(Both A and K tapers)

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

Circle 67 Reader Service Card

## WRECKAIR HIRE INTRODUCE ON-SITE COMPOUNDS

Wreckair Hire, part of the Repco Group, has introduced On-Site Compounds to its equipment hire fleet. The Compound is designed to provide a complete equipment and maintenance facility and store area for companies or industries undertaking a major plant shutdown, renewal or maintenance project.

The Compound can be easily set up on the job site and provides complete workshop facilities. Wreckair Hire has fitted out a number of shipping containers as a workshop centre. Typical facilities included in the workshop container are workbench, bench grinder, pedestal drill, bench vice, arc and oxy welding kits, pipe vice and tool lockers. Safety aspects are not overlooked and include first aid kits and fire extinguisher. The second container is fitted out as a storage area including wall to wall shelving for tool or component storage. Additional mechanical equipment can be supplied to suit individual requirements and the containers can even be air conditioned if necessary.

The workshop and storage containers are linked together with lockable, security fencing to provide a holding area or store for bulky items of machinery.

Because both the workshop and storage containers are based on standard shipping containers they are highly portable and can quickly be transported to any location.

## HEARING PROTECTION DEVICES

The Standards Association of Australia has published a new edition of its standard for hearing protection devices.

AS 1270 has been revised to update the testing procedure, found necessary from experience gained since the 1975 edition. Certification marking will also be facilitated by the revision.

## CERTIFICATION OF WELDERS AND WELDING SUPERVISORS

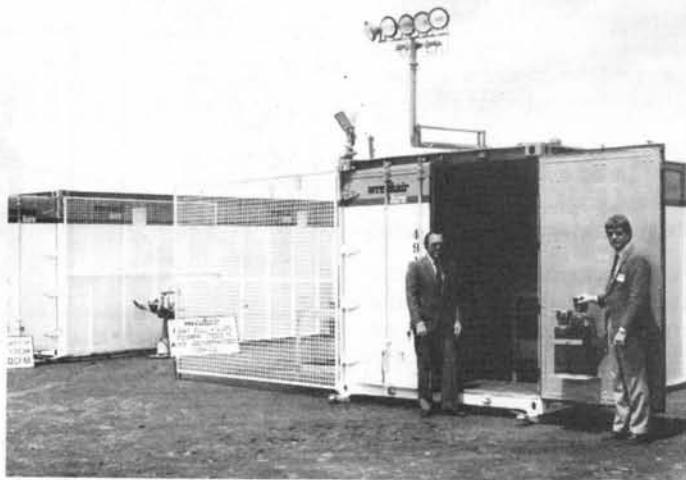
The Standards Association of Australia has published a new edition of its standard for the certification of welders and welding supervisors.

AS 1796 has been revised at the request of DLI's in all States to meet present day educational requirements.

This standard sets out the requirements necessary for the granting of certificates to people engaged in the operation of various welding processes used in the manufacture of boilers, pressure vessels and other special applications requiring a prescribed standard in the theory and practice of welding. It also provides for uniformity of examinations across Australia.

This new edition simplifies the pre-examination requirements for a candidate; includes an illustrated table to assist in the visual examination; and extends the number of certificates a welder may hold without further examination or tests. The opportunity has also been taken to clarify the requirements and to change the format to facilitate information retrieval.

Copies of AS 1796 can be purchased from any SAA office at a cost of \$16.00 plus a \$2.50 postage and handling charge.



## DAMVIT AIR COMPACTORS

The new Damvit air compactors offer the rental industry, as well as the contractor, a series of distinct advantages: A more versatile compaction equipment selection, extremely low maintenance costs, years of reliable service, single person portability, only one moving part and low noise levels. In addition, the operator is not subjected to continuous shock forces or exhaust fumes as experienced on other engine driven compactors.

The Damvit design offers virtually no maintenance or upkeep, reliable and more efficient than engine or electrically operated compactors. All five Damvit models (DM 40, 60, 90, 110 and 200) feature easy connect, swivel couplings for air lines, manual valves to control air volume and piston speed (200-800 blows per minute). For larger jobs, the Damvit DM 200 can compact 5,382 sq. ft. per hour with a striking force of 4,360 pounds per blow at 1600 vibrations per minute. If your operation already has an air compressor, then the Damvit compactors are ready to go to work immediately without the need for fuel, oil or other start-up requirements. Damvit compactors are perfect for jobs where engine driven compactors are prohibited due to explosion possibilities. (Examples include tunnels and other underground applications.)

For further information:  
**Handyman Hire & Sales,  
Ozone Parade, Miami 4220  
Circle 141 on Service Card.**

## Degreasing of Equipment

Possibly the most versatile degreaser available, Redic N42 combines the safety of a detergent with the power degreasing of a solvent.

Used at 1 to 10 with water it is ideal for washing down oil or gasoline tankers.

For in-situ engine cleaning, it is used at 1 to 4 with water. For soak tank clean-

ing of engine components, 1 part N42 to 4 parts water provides an ideal combination.

And it is an excellent oil spill remover for garage floors. Enquiries about specific problems or general information should be directed to Redic Industries Pty. Ltd., P.O. Box 160, Bayswater, Victoria, 3153. Telephone (03) 729 6511. Or circle 23 on Card.



## FOR WHAT WE ARE ABOUT TO RECEIVE

One hears a lot these days of inflation, recessions and stagnation that is affecting the lives and habits of the majority of the worlds population and some of it appears to be just pure bad news.

But what of the hire operation? It is inflatingly recessed or stagnantly depressed. The local climate of course can vary as to what sort of action is taking place. If the operation is near an oilfield or a go-ahead government project, the rub-off should keep the local hire operator very busy and very happy.

Some areas which don't have the same luck to be situated as above, could find an ominous quiet in and around their area, and this is where the hire operator should shine. A look around the shelves to see what is working (and what a selection to choose from) and give those items a lift. An increase in the inventory at this time is important enough, though it may seem strange when everyone is closing down on their spending. It is also a good time to buy as there could be many generous offers around on new equipment. But buy to suit the climate.

Another part of the scene is diversity and looking at the amount of modifications a good hireman does to improve his equipment to protect it from the perils of

the general public shows just how diverse he is. But now he must use his diversity in a different form.

There is always something new happening in any district and it could entail the hire operator getting in on the act of hiring equipment that is quite probably alien to his senses.

New ideas and new stocking need not go astray if some ground work is done first. A few phone calls to local work schemes and social centres can easily trigger some gear into action and helpful suggestions can do nothing but good if the right questions are asked.

There is also diversity in using the workshop equipment you already have. Many operations have chain-saw and other sharpening equipment, but how many sell this service to the general public and pull in extra cash and prospective customers?

And speaking of diversity, a local operator received a phone call for the hire of a brief-case. He went without his own for ten weeks and received it back plus \$30.00 for the hire.

We are an adaptable lot you know, and whatever we do may we be truly thankful.

— Peter Lawrence



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



(Both A and K tapers)

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

Circle 67 Reader Service Card

# "A Muddy Miracle"

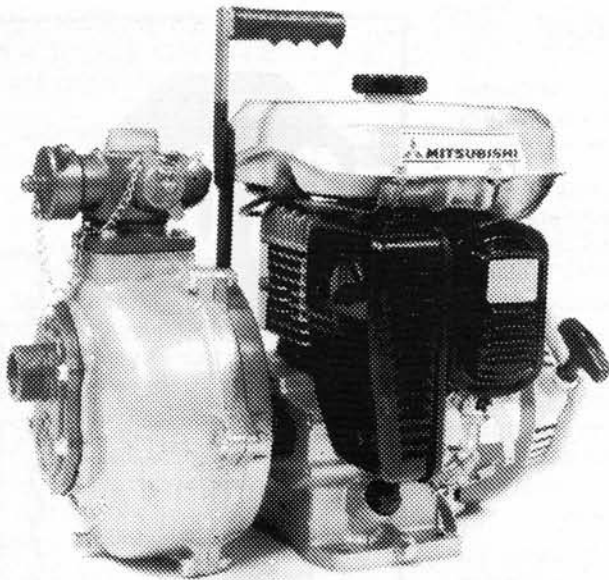


**Flextool**  
50 mm 212 Submersible Pump  
Flexible shaft drive  
Pumps mud, sludge, oil  
Totally self-priming  
Highly choke resistant  
No costly suction hose

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(09) 451 2077

Circle 88 Reader Service Card



**1 1/2" HIGH PRESSURE Model NM HP 40**

## NSW EMPLOYMENT PROTECTION ACT 1982

The MTIA has initiated proceedings in the High Court of Australia seeking a declaration that the NSW Employment Protection Act, a State Act, does not apply to employees working under the Federal Metal Industry Award.

Members involved in terminating employment in NSW are reminded that they should file appropriate notices pending the outcome of the case. The Association recommended that notices should include a statement in the following terms:

This notice relates to an employee employed under a

Federal Award and it is contended that the Employment Protection Act 1982 accordingly does not apply to this employee. This notice is lodged without prejudice to such position and without any admission that the termination of this employee's services are within the jurisdiction of such Act.

## AGRO-TRENCHER

Agro-Industries, have developed a robust 3-point linkage trench digger. The Agro-Trencher features left and right hand augers to remove the spoils, a hydraulic chain adjustment made quickly with a grease gun, adjustable width chain which digs from 4" to 18" wide, up to 1.5 metres deep.

The machine is manufactured in Queensland, is fully guaranteed, and is backed by an Australia wide spare parts and accessories service.

Negotiations are under way to fill export requirements in New Zealand, Canada and the U.S.A.

Further details:  
Circle 50 on Card.



## PUMP-RITE PUMPS

A new fire pump, driven by a Mitsubishi petrol engine has been introduced by Norton Villiers Australia Pty. Ltd.

The new pump, known as the 1 1/2" High Pressure 'Pump-Rite' is fitted with the heavy-duty 5 hp Mitsubishi petrol engine, yet weighs only 30 kg.

A well finished pressure die-cast pump casing is the key to the lighter weight, yet maintains the heavy duty features.

Further details:  
Norton Villiers Australia Pty. Ltd., P.O. Box 237, Ballarat, 2350.

Circle 61 on Card.

## SOUND LEVEL METERS

The Standards Association of Australia has published a three part standard which provides for four types of sound level meters.

The standard provides for four types of sound level meters — types 0 and 1 intended for laboratory and precision use; type 2 intended for general field applications; and type 3 primarily intended for field noise survey applications.

Copies of AS 1259 can be purchased from any SAA office at a cost of \$11.60 plus a \$2.50 postage

## FREEZER TEST PACKAGES

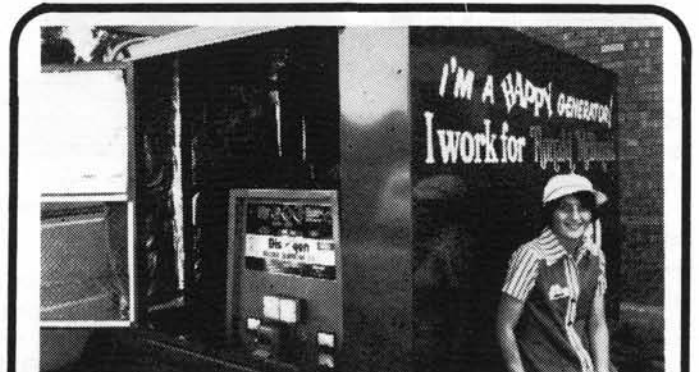
The Standards Association of Australia has published a standard dealing with freezer test packages.

This standard specifies requirements for the construction of freezer test packages intended for use in the determination of performance of frozen food retail cabinets (AS 1731), and any freezer compartment of household refrigerators (AS 1430), or similar appliances. Three alternative types are given, but one is preferred, and the standard encourages the phasing out of the old stocks of the alternatives.

AS 2605 can be purchased from any SAA office at a cost of \$4.60 plus \$1.25 postage



Gilpat has now developed the "Duragold" line with a protective coating to ensure that the gold design will normally last the life of the product.



The Lincoln Electric Co. (Aust) Pty Ltd has supplied a mobile Dis-gen diesel-powered electric generating set in an insulated, noise-proof van (above) to McDonald's Family Restaurant, Auburn, to combat power restrictions. According to the restaurant one particular blackout last year caused a 30% fall-off in trade. Another nine McDonald's franchise operators have taken delivery of Lincoln Electric Dis-gen 31 kVA generators to ensure "business as usual" during anticipated blackouts. ○○○○



# YOUR EYE AND SPEEDS

Almost all of the information needed for riding a motor cycle is obtained through the eyes.

Ability to see moving objects or ability to see something while you are moving, is called "dynamic sight". On the other hand, eyesight as rated by the test of visual power is defined as "static sight". Generally speaking, dynamic sight is poorer than static sight. The higher speed decreases the ability of dynamic sight.

Thus, while riding, either you or the objects you see, or in some cases both, are moving, thereby reducing visual power.

**Visual power changes all the time.**

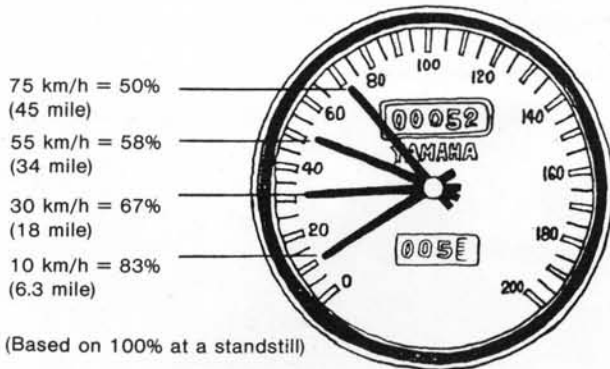
Visual power can not be kept constant, it varies under different conditions (becomes poorer).

- (a) **Fatigue**  
Staying up late prevents eyes from recovering smoothly from fatigue. In this case eyes are kept in a condition of chronic fatigue.
- (b) **Physical conditions**  
If something is wrong with your health, it will directly affect your eyes.
- (c) **Visual power begins to lessen when one passes the age of 40.**

## Speed and ability to see

Relationship between increasing speed and decreasing

ability to discern moving objects.

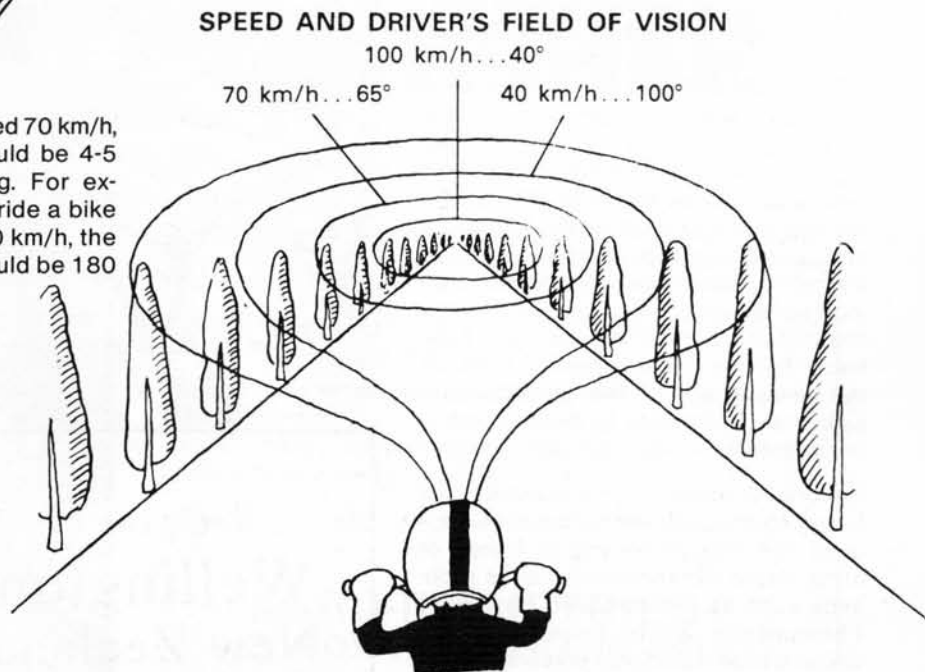


## Increasing speed narrows range of vision.

One's range of vision covers approx. 200 degrees when he is at a standstill. The range of vision begins to become narrower when moving speed exceeds 40 km/h. Increasing speed narrows the rider's field of vision. Therefore, while running at high speeds, you will feel as if you were looking ahead through a pipe. That is to say, you will feel it harder to see the objects around you and only a point far ahead, on which your eyes rest, will become clear.

While running at speeds under 60 km/h, you must set your eyes on the point at a distance three times the reading on the speedometer. In

case speeds exceed 70 km/h, the distance should be 4-5 times the reading. For example, when you ride a bike at the speed of 60 km/h, the said distance should be 180 metres.



As speed increases, the rider's field of vision becomes narrowed.

# CLASSIFIED DIRECTORY

## Equipment Suppliers

**Hire the Best!**  
**PARTNER** Multi-purpose petrol driven portable Power Cutters for concrete and steel. Wheel-along Cart available for conversion for road work. Ex stock from Australian Distributors:  
**CHICAGO COMPANY Pty. Ltd.**  
(02) 630 7333

## Missing Equipment

**ATLAS COPCO COMPRESSOR XAS160.** Serial 690686  
Engine 5634353. Brian Elms  
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## Wanted to Buy

**Air Compressor**  
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Hydraulic Paving Breakers  
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**Hammer Drill Bits**  
(Both A & K Taper)  
**Builders Aids Pty. Ltd.**  
(03) 850 5878

Classified Directory listings are available at \$8 per col. centimetre.

Advance payment required.  
Post Copy to: The Editor,  
P.O. Box 136, Bulleen, 3105.

## For A Better Tomorrow Support HAA Today

Since its introduction as a "tree felling machine" in the mid-twenties, the chainsaw has been generally accepted as a very useful, portable wood-cutting machine.

However, despite the usefulness and versatility of chainsaws, there are some lesser appreciated and disturbing accident conditions created, which are directly related to the use of this type of tool.

Whilst true accident statistics are not readily available, it is a fact that a trail of injuries to operators of chainsaws, some very serious or fatal, has followed the successful sales of increasing numbers of chainsaws. A number of surveys have been carried out in the U.S.A. and some European countries of chainsaw manufacture and the applicable safety regulations available to the consumer. In a number of instances this led to the introduction of new safety regulations and the undertaking of the development of appropriate safety standards.

Chainsaws, by their nature, have certain inherent features, which could affect the health and physical well-being of their operators, although the nature of the work being carried out also contributes.

One particular alarming feature of the chainsaw is its ability to "kick-back". Kick-back is one of the most common causes of chainsaw accidents. It occurs when the moving saw chain on the top of the guidebar, or above the centreline of the guidebar nose, makes contact with an object. This creates a sudden rapid upward and backward motion of the chainsaw, which is caused by the interference with the high speed of the sawchain and the high energy system and results in an abnormally rapid transfer of energy into a rotation of the entire chainsaw, creating immediate thrust-back of the guidebar nose. Serious accidents can result from physical contact by the operator with the uncontrolled moving saw chain. However, counter measures can be taken to reduce the incidence of kick-back by the fitting of a handguard which prevents slipping of the hands into the moving chain and by incorporating a chain-brake which stops the motion of the chain during a kick-back. Further improvements, such as the re-designing of the guidebar and saw chain contribute to solving part of the problem.

Prolonged operation of chainsaws can, owing to their inherent vibrations, produce the loss of feeling in hands or arms. Rapid vibrations can cause problems such as the so-called Raynaud's Phenomenon where fingers become white or blue, numb or powerless. This is a particular problem with all vibrating tools including chainsaws and is aggravated by cold weather. Conditions of

# CHAINSAWS

## A godsend or a potential occupational hazard?

by Adrian Konings, SAA Executive Officer, SF/33 — Chainsaw Safety.  
Published by Courtesy: Australian Standard.

vibrations vary with the type of timber cut, e.g. hardwood or softwood and may be more of a problem to people prone to Raynaud's Phenomenon. Appropriate balancing of the various moving parts, the incorporation of anti-vibration handle mountings and heating and handles are some of the latest improvements. It helps when gloves are worn. Chainsaws, and in particular the petrol driven types, also generate noise levels which could interfere with the operator's hearing ability and a risk of permanent damage to hearing is likely if hearing protection is not used. Everyone perceives sound differently. A sound which may seem extremely loud to one person may appear to be only mildly irritating to another. Intensity levels measured in decibels provide for some of the indicators for the determination of exposure levels. However, as with vibration, the length of the exposure period is extremely important.

Generally it can be said that above 100 decibels, the noise level produced is decidedly too high for unprotected hearing.

The noise level output of newly manufactured chainsaws receives constant attention and serious attempts are being made to reduce the output to safer levels. Currently produced chainsaws have noise levels of between 100 and 130 decibels and this highlights the fact that hearing protection is a necessity.

In conclusion it can be said that as a tool a chainsaw is a godsent piece of equipment, but continuing attempts must be made to avoid it becoming an occupational hazard and the foremost consideration must be the incorporation of appropriate safety features. Last but not least, operator education and training in the use of the chainsaw are essential.

*An experienced operator using a large engine-capacity chainsaw to fell a 2.4 to 2.7m girth tree.*



See you in  
**Wellington  
New Zealand**  
June 20th — June 24th,

at the  
**James Cook Hotel**  
for the  
6th Annual Convention  
**CONVENTION**  
& Equipment Exhibition

## PARTNER MULTI- PURPOSE POWER CUTTERS

Partner Multi-Purpose Power Cutters are made by Partner AB, Sweden, a division of the well-known international company, Electrolux Motor AB.

Partner has been around a long time and is recognised as one of the most reliable and effective machines of its types.

Rescue service organisations throughout the world choose Partner for use at vehicle accident scenes. Construction companies find it almost a must for building and demolition work. The scrap metal industry recognised the Partner as a robust and reliable unit and Government bodies use Partner in their many service divisions.

Hire companies find Partner a valuable addition to their plant for hire, as Partner, used with the correct disc, will cut concrete, clay brick, reinforced concrete, asphalt and steel.

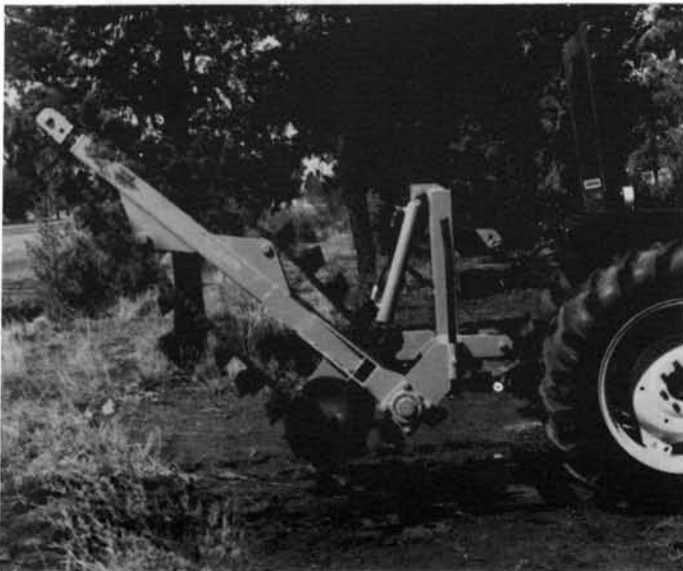
Circle 46 Service Card.



The Partner K650 is the lightweight power cutter which makes easy work of cutting through concrete, asphalt and steel and is ideal for various types of rescue work. It has a reversible cutter arm, vibration-damped handle system and three-stage air filter. The K650 is the power cutter for smaller jobs.

# **NEW** AGRO-TRENCHER

(PATENT PENDING)



At last, a high quality, 3 point linkage trench-digger that hirer and contractors etc. have been waiting for for years . . . . .

- **FITS ANY TRACTOR** from 15 hp to 100 hp, with 3-point linkage, creeper gears and remote hydraulics. Includes: Iseki, Kubota, Ford, International, Bolens, Shibaura, Yanmar and Massey Ferguson.
- **AGRO-TRENCHERS** available in two models: 15-40 hp unit \$3200; 40-100 hp unit \$4985.
- **AUSTRALIA WIDE DEALERSHIPS** stock chains, accessories and spare parts.
- **AGRO TRENCHERS** Australian made, fully patented. May be attached or removed in seconds.
- **SPECIAL ATTENTION** given to bona-fide Hire Companies.

Available from:

**AGRO-INDUSTRIES**  
P.O. BOX 161, NERANG 4211  
Telephone (075) 58 2746  
Agro-Industries "we're right behind you."



**Item No. 9**

**Description:** Compressor—100 CFM  
Reliable, Broomwade model CA1-5,  
motor excellent.  
**Condition:** Good  
**Location:** Melbourne  
**Asking Price:** \$3500.00 ONO

**Item No. 10**

**Description:** 2" QP Trash Pump  
Robin powered 40,000 litres per hour.  
Demonstration unit.  
**Condition:** New  
**Location:** Melbourne  
**Asking Price:** \$630.00

**Item No. 11**

**Description:** Vibrating Roller  
Model 66T Davelco. Towed sheeps  
foot roller, complete with smooth drum.  
**Condition:** Good  
**Location:** Melbourne  
**Asking Price:** \$5,000.00

**Item No. 12**

**Description:** Wacker Electric Hammer  
240 volt, weight 8.7kg, model  
EHV8Y-220  
**Condition:** New  
**Location:** Melbourne  
**Asking Price:** \$375.00

**Item No. 13**

**Description:** Toro Super Pro  
Surrounds Mower  
**Condition:** Fair — Good  
**Location:** Melbourne  
**Asking Price:** \$2,900.00

**Item No. 14**

**Description:** Brick Saw — heavy duty  
5 HP petrol motor, hand or foot  
operated. Takes 14" diamond blade.  
**Condition:** New  
**Location:** Melbourne  
**Asking Price:** \$1850.00

**Item No. 15**

**Description:** Wacker Petrol Driven  
Drill-Breaker  
Weight 14kg, model BHB 14  
**Condition:** New  
**Location:** Melbourne  
**Asking Price:** \$795.00

**Item No. 16**

**Description:** Wacker Petrol Driven  
Drill-Breaker  
Weight 25kg, model BHB 25  
**Condition:** New  
**Location:** Melbourne  
**Asking Price:** \$995.00

**Item No. 17**

**Description:** Toro GM 3 Greens  
Mower hydraulic. Good buy for parts.  
**Condition:** As traded  
**Location:** Melbourne  
**Asking Price:** \$950.00

**Item No. 18**

**Description:** Vibrating Roller  
Walk behind 28" Pedistran roller —  
superseded model.  
**Condition:** Good — Near new  
**Location:** Melbourne  
**Asking Price:** \$1,100.00

**Item No. 19**

**Description:** Vibrating Plate  
220kg F/R, vibrating plate 400x560mm  
diesel powered.  
**Condition:** Very good  
**Location:** Melbourne  
**Asking Price:** \$1,999.00

**Item No. 20**

**Description:** Toro Super Pro  
Surrounds mower  
**Condition:** Fair  
**Location:** Melbourne  
**Asking Price:** \$2,000.00

**Item No. 21**

**Description:** Telescopic Concrete  
Screed. Twin Beams, adjustable for  
3.6 to 6.0 metre.  
**Condition:** New  
**Location:** Melbourne  
**Asking Price:** \$420.00

**Item No. 22**

**Description:** Wacker Electric Driven  
Breakers 240 volt, weight 25kg, model  
EHU25-220  
**Condition:** New  
**Location:** Melbourne  
**Asking Price:** \$895.00

**Item No. 23**

**Description:** Wacker Diesel Driven  
Reversible Vibrating Plate  
Weight 300kg, plate width 440mm,  
model DVU1500  
**Condition:** Reconditioned  
**Location:** Melbourne  
**Asking Price:** \$995.00

**Item No. 24**

**Description:** Concrete Vibrator  
Wacker 2¼" internal concrete vibrator.  
**Condition:** New  
**Location:** Melbourne  
**Asking Price:** \$410.00

**Item No. 25**

**Description:** Portable Compressor  
Fully silenced, model DR250  
**Condition:** Good  
**Location:** Melbourne  
**Asking Price:** \$6,000.00

**Item No. 26**

**Description:** Wacker Walk Behind  
Double Drum Vibration Roller  
Weight 770kg, drum width 550mm,  
model W55  
**Condition:** Used  
**Location:** Melbourne  
**Asking Price:** \$1,895.00

**Item No. 27**

**Description:** Portable Compressor  
Fully silenced, model PT250WD  
**Condition:** Top condition  
**Location:** Melbourne  
**Asking Price:** \$13,500.00

**Item No. 28**

**Description:** McDonald 3 point 10/  
12 ton Roller  
**Condition:** As traded  
**Location:** Melbourne  
**Asking Price:** \$2,750.00

**Item No. 29**

**Description:** Toro Turf Pro 84  
Hydraulic surrounds mower  
**Condition:** Good  
**Location:** Melbourne  
**Asking Price:** \$5,000.00

**Item No. 30**

**Description:** Wacker Diesel Driven  
Reversible Vibrating Plate  
Weight 300kg, plate width 440mm,  
model DVU1500  
**Condition:** Used  
**Location:** Melbourne  
**Asking Price:** \$795.00

**Item No. 31**

**Description:** Tile Saw — heavy duty  
2 HP electric/portable, removable legs.  
Takes 12" diamond blade.  
**Condition:** New  
**Location:** Melbourne  
**Asking Price:** \$880.00

**Item No. 32**

**Description:** Wacker Walk Behind  
Double Drum Vibration Roller  
Weight 770kg, drum width 550mm,  
model W55  
**Condition:** Reconditioned  
**Location:** Melbourne  
**Asking Price:** \$2,295

**Item No. 33**

**Description:** Wacker Petrol Driven  
Vibro Rammer Weight 96kg, shoe  
width 400mm, model BS100Y  
**Condition:** Used  
**Location:** Melbourne  
**Asking Price:** \$395.00

**Item No. 34**

**Description:** Portable Compressor  
Fully silenced, model P175WD  
**Condition:** Good  
**Location:** Melbourne  
**Asking Price:** \$9,000.00

**Item No. 35**

**Description:** Wacker Petrol Driven  
Vibro Rammer Weight 96kg, shoe  
width 400mm, model BS100Y  
**Condition:** Reconditioned  
**Location:** Melbourne  
**Asking Price:** \$695.00

# MACHINERY & EQUIPMENT REGISTER

**Item No. 1**

**Description:** Wacker Rammer Model BS50K Clean reliable machine.  
**Condition:** Excellent  
**Location:** Melbourne  
**Asking Price:** \$500.00

**Item No. 2**

**Description:** Kanga 1800 Breakers 2 only, complete with 2 points each  
**Condition:** Good working order  
**Location:** Brisbane  
**Asking Price:** \$500.00 each

**Item No. 3**

**Description:** Crawler Drill Reg LM100 Complete with YD90 drifter  
**Condition:** Top condition  
**Location:** Melbourne  
**Asking Price:** \$11,000

**Item No. 4**

**Description:** Self Propelled Roller Model SPF54 sheeps foot  
**Condition:** Average  
**Location:** Melbourne  
**Asking Price:** \$19,000.00

**Item No. 5**

**Description:** Toro Spartan Gangs set of 5  
**Condition:** Fully re-conditioned  
**Location:** Melbourne  
**Asking Price:** \$4,500.00

**Item No. 6**

**Description:** Horwell Tractor with 3 gangs under slung.  
**Condition:** Good  
**Location:** Melbourne  
**Asking Price:** \$2,750.00

**Item No. 7**

**Description:** Dynapac Model CG11 Roller Double drum 1.7 ton roller.  
**Condition:** Excellent  
**Location:** Melbourne  
**Asking Price:** \$8,750.00

**Item No. 8**

**Description:** Submersible Pumps Flexible shaft driven sludge type self priming. 68,000 litres per hour.  
**Condition:** New  
**Location:** NEW ZEALAND  
**Asking Price:** Price on application

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## MACHINERY & EQUIPMENT REGISTER — Continued

### Item No. 36

**Description:** Wacker Diesel Driven Reversible Vibrating Plate

Weight 300kg, plate width 440mm, model DVU1500

**Condition:** New

**Location:** Melbourne

**Asking Price:** \$1,795.00

### Item No. 37

**Description:** 3 Gangs and Frame

Scott Bonnar gang mower on hydraulic frame.

**Condition:** Good

**Location:** Melbourne

**Asking Price:** \$3,500.00

### Item No. 38

**Description:** Toro Rak-O-Vac

Kohler engine with all attachments.

**Condition:** As new

**Location:** Melbourne

**Asking Price:** \$10,000.00

### Item No. 39

**Description:** Toro Sand Pro

Bunker rake

**Condition:** Excellent

**Location:** Melbourne

**Asking Price:** \$3,000.00

### Item No. 40

**Description:** Toro Super Pro

Surrounds mower

**Condition:** Fair — Good

**Location:** Melbourne

**Asking Price:** \$4,000.00

### Item No. 41

**Description:** 12" Cut Off Machine

Ideal for workshop or building site, 240V electric.

**Condition:** New

**Location:** Melbourne

**Asking Price:** \$175.00

### Item No. 42

**Description:** Wacker Diesel Driven Reversible Vibrating Plate

Weight 570kg, plate width 600mm, model DVU3001

**Condition:** Reconditioned

**Location:** Melbourne

**Asking Price:** \$1,295.00

### Item No. 43

**Description:** Wacker Diesel Driven Reversible Vibrating Plate

Weight 570kg, plate width 600mm, model DVU3001

**Condition:** Used

**Location:** Melbourne

**Asking Price:** \$1,095.00

### Item No. 44

**Description:** Wacker Diesel Driven Reversible Vibrating Plate

Weight 570kg, plate width 600mm, model DVU3001

**Condition:** New

**Location:** Melbourne

**Asking Price:** \$2,195.00

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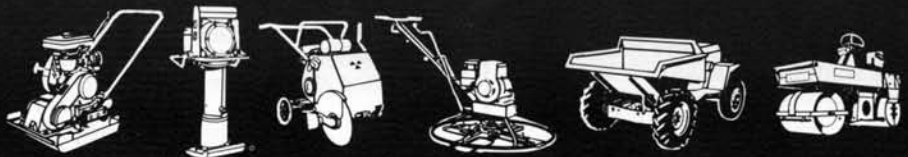
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