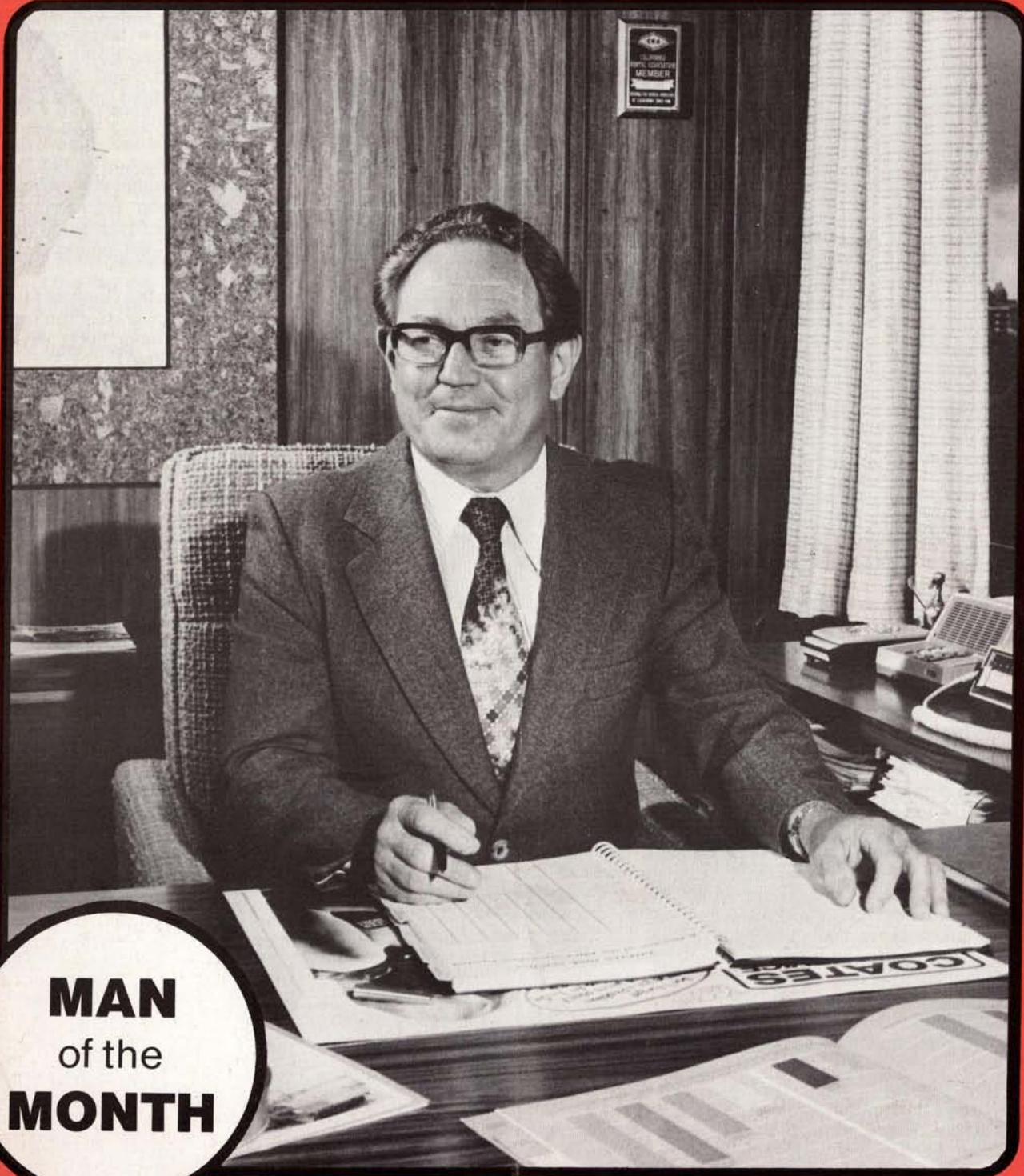


HIRE & RENTAL AUSTRALASIA

Volume 4 Number 6 1983

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



MAN
of the
MONTH

COATES HIRE

New Staff Appointments
upon the retirement of

GEORGE TANTON

MAN of the MONTH

George has been General Manager of Coates Hire, the largest hire company in Australia, from 1975 until his retirement in June 1983, and he has played a vital part in the rapid growth of Coates Hire business during this time.

George, whilst born in Canada has been a fully fledged "Aussie" for 60 years. Started with Coates as a Sales Engineer after an upbringing as an Electrical Engineer in September 1946 in Sydney on a wholesome pay of three hundred and ninety pounds per annum (\$780), and George must have been successful because three months later he received a salary increase of ten shillings per week (\$1.00) and later became the Engineering Service Manager.

George first commenced hiring Vibrating Rollers, which were introduced into Australia by Coates in 1950, as a way of making sales, after giving the potential customer a chance to use the machine and prove their advantages. Of course today, 33 years later Vibrating Rollers are used on virtually every earthworks job.

In 1955 George moved to Brisbane with the responsibility of commencing the Coates operating in Queensland where he continued to push the roller hire concept, but also expanded into other areas of hire.

When Coates commenced manufacture of the now famous Coates Trowelling machine George was well known as Australia's No. 1 expert in trowels and even today, given a chance, still expounds his knowledge.

After ANI's takeover of Coates in 1972 George was appointed to a new position of Northern Region Manager responsible for the operation of both N.S.W. and Queensland and this then led to George moving home and wife Shirley to the cold of Melbourne to become General Manager responsible for the total hire operation of Coates Nationally in 1974.

During George's time in Queensland he secured his Pilots Licence and was able to fly to many of the more remote job sites where Coates equipment was at work or perhaps in need of his very specialized knowledge.

A never to be forgotten experience for George was the complete "Wipe-out" of the entire Coates establishment in the disastrous January 1974 Brisbane floods. This occurred just as the Tanton family had committed their goods and chattels to the removalists who in turn lost everything when the floods wiped out their stores. George and Shirley were left with a private car containing a few clothes for their trip to Melbourne and establishing themselves there.

It says much for the Tantons that they took this blow on the chin, and simply got on with the job of re-establishing a home in Melbourne whilst George got on with the job of becoming General Manager.

In 1979 ANI's "tough" Managing Director decided Melbourne was too far away for Coates Head Office as Coates grew to become a very important contributor to ANI's performance and George and Coates Head Office moved to Sydney, within 100 yards of John Leard's office, so he could watch more closely the many millions of dollars Coates were investing in the fast growing business in this booming time.

For the third time George and Shirley uprooted themselves and moved back to their original home town of Sydney after being away for 24 years.

This was George's third interstate move in his 37 years he has worked out of 13 different premises as Coates grew from its engineering base.

After nearly 37 years with the company George was its longest serving and most respected employee who has seen the industry grow from virtually nothing to what it is today, which even though it is currently going through its toughest time ever, has established itself in the market place and will continue to go from strength to strength, and George's name as one of the pioneers of the industry, along with the Kennards, Wreckairs etc. will be long remembered.

The people in the industry look forward to seeing George's smiling face often in the future as he looks up the many associates and friends he has gained right throughout Australia.

Jim Brown General Manager

Jim commenced with Coates Hire as N.S.W. Service Manager in 1968 after many years of running his own Service Station and Semi-Trailers, and after a short time became Operations Manager for N.S.W.

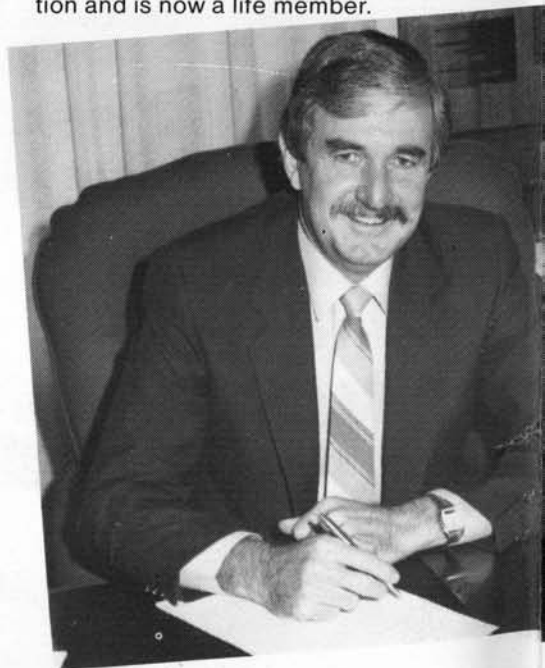
In April 1972 he became W.A. State Manager with eleven other employees and one branch. After opening three new branches and then taking over Ken Sims Kays Hire Service, Jim left W.A. after Ken pinched his job, and then moved to Melbourne to head up the Coates Victorian operation.

After three and a half years in the cold of Victoria Jim returned to N.S.W. to lead the N.S.W. operation into the now forgotten construction boom, taking over Silverwater Plant Hire along the way to finish with fifteen locations that now exist.

Jim was appointed General Manager in May 1983 to replace George Tanton who retired after nearly thirty seven years with the Company.

In the fifteen years with Coates, Jim was the inaugural President of the Hire Association of W.A. and has served on the Hire Association countless times ever since, having been Vice President in Victoria, and is currently N.S.W. President.

Jim has attended every Australian Hire convention commencing with the first N.S.W. Convention in Terrigal in approximately 1969. In his recent spare time he has ocean raced with some success being half ton champ in the 1979/80 season and ran with some success in three Sydney/Hobart Yacht races in his Yacht "Vivacious" and also served one year as a Director of the Cruising Yacht Club of Australia and also President whilst in Victoria of his Sailing Association and is now a life member.



Kerry Kulmar N.S.W. Manager

Kerry joined Coates with many years experience in both the selling and liaison of construction equipment in N.S.W. This started in the early 1970's, with involvement in the production of the world famous Favco Tower Crane. Later years Kerry sold Mobile Cranes and Earthmoving equipment. Prior to joining Coates, Kerry had specialised in the Hiring of Scaffolding.

His early years with Coates under Jim Brown's guidance were in the Sales area where Kerry developed the top team of sales people they have in the business today.

From there he took his role as Assistant Manager more into the field of Real Management and was a driving force behind the Coates N.S.W. rapid development into the mining areas. This serviced the needs of the fast developing Hunter Valley and Lithgow regions.

Kerry takes over the reins very well versed, not only in the requirements of running the N.S.W. business, but conscious of the need for ensuring that the structure of the operation caters for the needs of its customers at all levels.

Surrounding himself with a top team of people in the Accounting, Operations and Marketing fields, Kerry's aim is to continue to raise the standard of both service and equipment in the Industry.

Ian Hollingsworth Queensland Manager

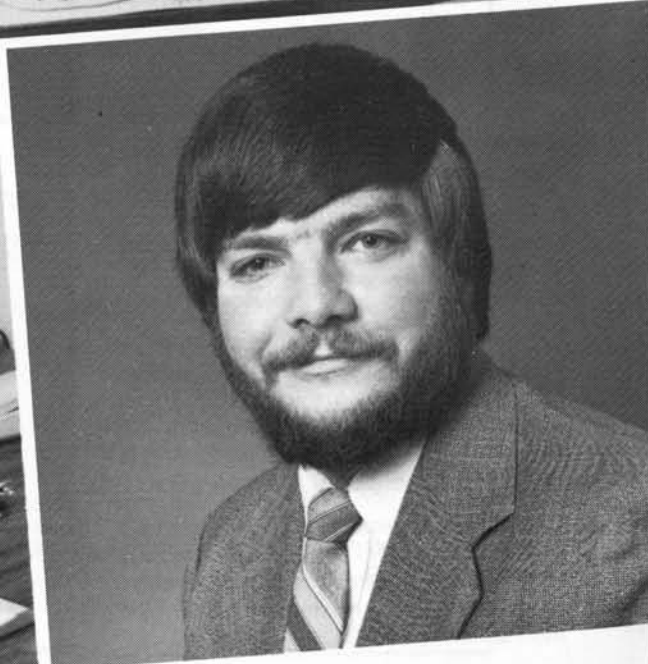
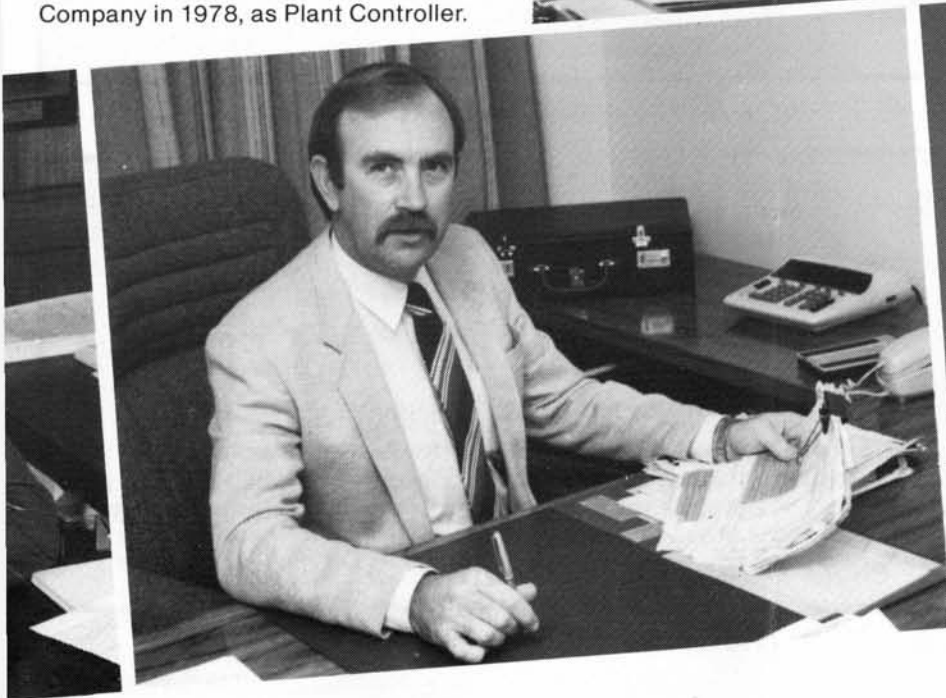
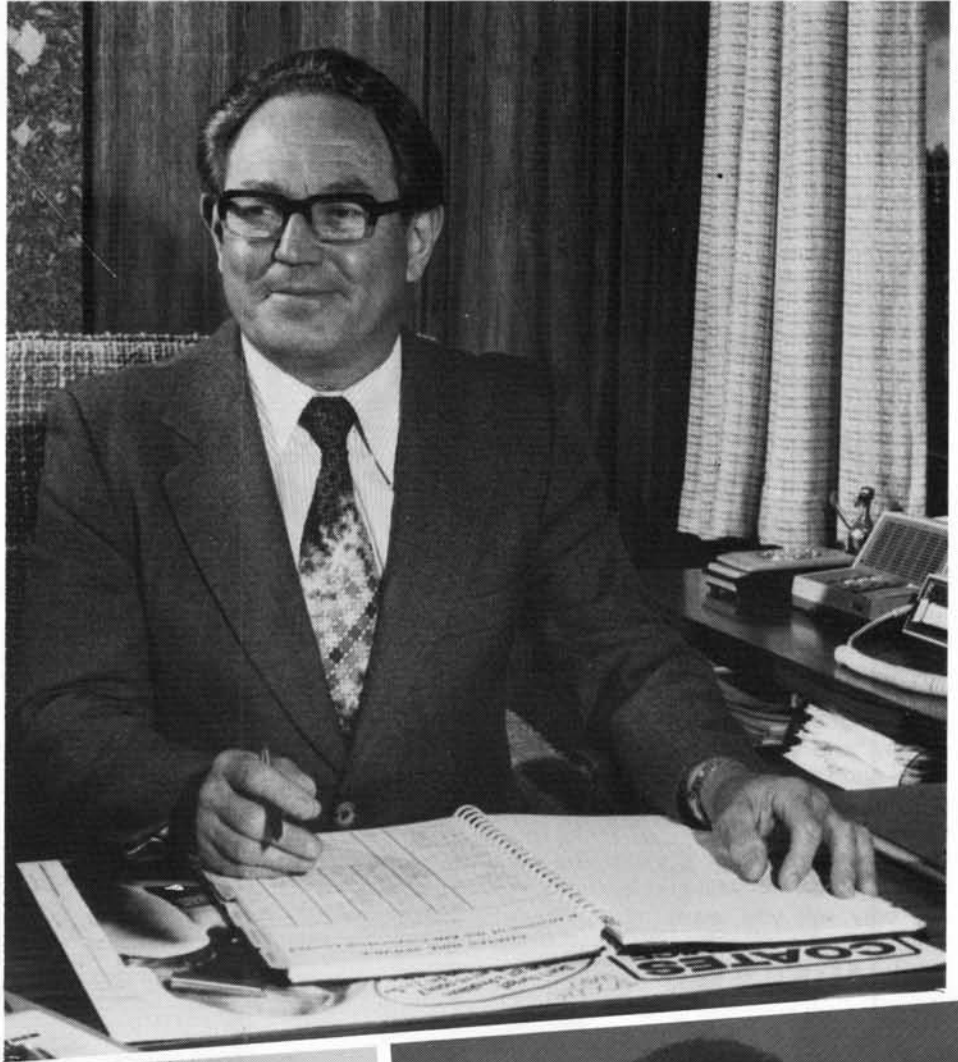
Ian gained his Hire Experience with Coates in Western Australia, joining the Company in 1978, as Plant Controller.

In 1981 he was promoted and appointed as Operations Manager, later becoming Assistant State Manager to Ken Sims.

With an engineering background, Ian blossomed under the guidance of his more informed boss Ken Sims and gained his colours looking after the logistic problems of supplying and reser- vicing hire equipment. From the far flung areas of W.A.'s north west and the goldfields of Kalgoorlie's region, to the

Aluminium refineries of the south west, Ian had a massive area fraught with difficulties to control. This he did admirably.

In 1983 Ian was promoted to State Manager of Queensland. This job needed special experience in Hire Management and this the Company thought Ian had. He already has the Queensland operation well under way and is bonding together another fine team of people to gain another Coates success.



Cover photo & top: George Tanton
Left: Jim Brown Centre: Kerry Kulmar
Right: Ian Hollingsworth

THE WAY IT WORKS

— by Peter Lawrence

A lot of hire and rental operations are at a single location and are busy enough for their size. They may employ no more than six staff members, but problems still arise when it comes to the owner and his wife getting away to that convention.

No doubt they both would like to get away but don't want to turn their back on their business. The thoughts are of all sorts of things going wrong, and the worry of years of work going down the drain complete with their hard earned cash.

There has to be a system of trust in any business. There also has to be a sound operating system, and one if adhered to, can be reliable to the owners satisfaction.

Arrangements should be well in hand for any sudden disruptions such as a serious illness or death, and to work in a more pleasant form it is nice to hand the keys over for a few weeks for that overseas holiday.

This can also lead to a healthier and happier climate in the business as the person you leave in charge is to be trusted and on your return you can be pleasantly surprised by the increase in your bank account.

"If you get up earlier in the morning than your neighbour," said the town philosopher, "and work harder and scheme more and stick to your job more closely and stay up later planning how to make more money than your neighbour and burn the midnight oil planning how to get ahead of him while he is snoozing, not only will you leave more money when you die than he will, **BUT YOU WILL LEAVE IT A LOT SOONER.**"

Methane tests in N.Z.

In New Zealand's South Island methane gas is being used to fuel vehicles in some rural communities.

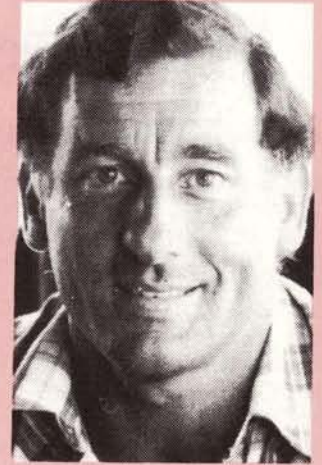
A Christian community in Cust, North Canterbury, has designed and built a methane digester which is now producing 164 litres of petrol equivalent a day.

The digester is fuelled by animal wastes from the community as well as bought-in poultry manure. Poultry manure for the digester costs about \$80 a week and is the major expense for the operation.

Gas produced from the digester is used to fuel a fleet of 15 vehicles — mostly vans, plus two diesel tractors the community has converted to run on methane.

HIRE SERVICES ASSOCIATION OF NEW ZEALAND 7th INTERNATIONAL HIRE CONVENTION AND EQUIPMENT EXHIBITION

WHEN: 11th, 12th, 13th, 14th June 1984
WHERE: Tauranga in the sunny Bay of Plenty
VENUE: Tauranga's brand new BAYCOURT complex
CONVENOR: Harvey Bryant
Tauranga Hire Service
PO Box 2233
TAURANGA
Telephone 82082



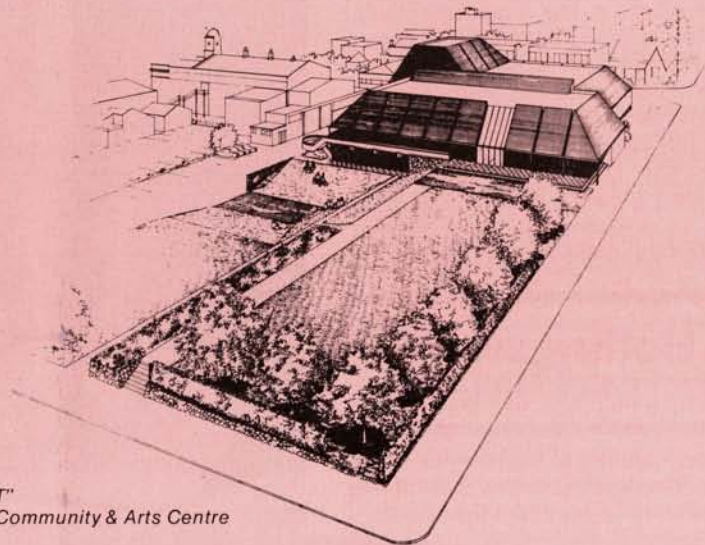
Harvey Bryant

Tauranga is the heart of New Zealand's famous Kiwifruit Industry projected to be worth \$800 million per year to the region by the 1990's. Tauranga is 2½ hours south of Auckland, 1¼ hours east of Hamilton and 1 hour north of Rotorua.

Tauranga has a beautiful harbour, distinctive Mount Maunganui, the most beautiful beaches in the country, an abundance of hot mineral pools and of course glorious Bay of Plenty weather.

A special attraction is the 16th Agricultural Fielddays at Mystery Creek near Hamilton and we will be giving you the opportunity to take in this the biggest single Fielddays in Australasia.

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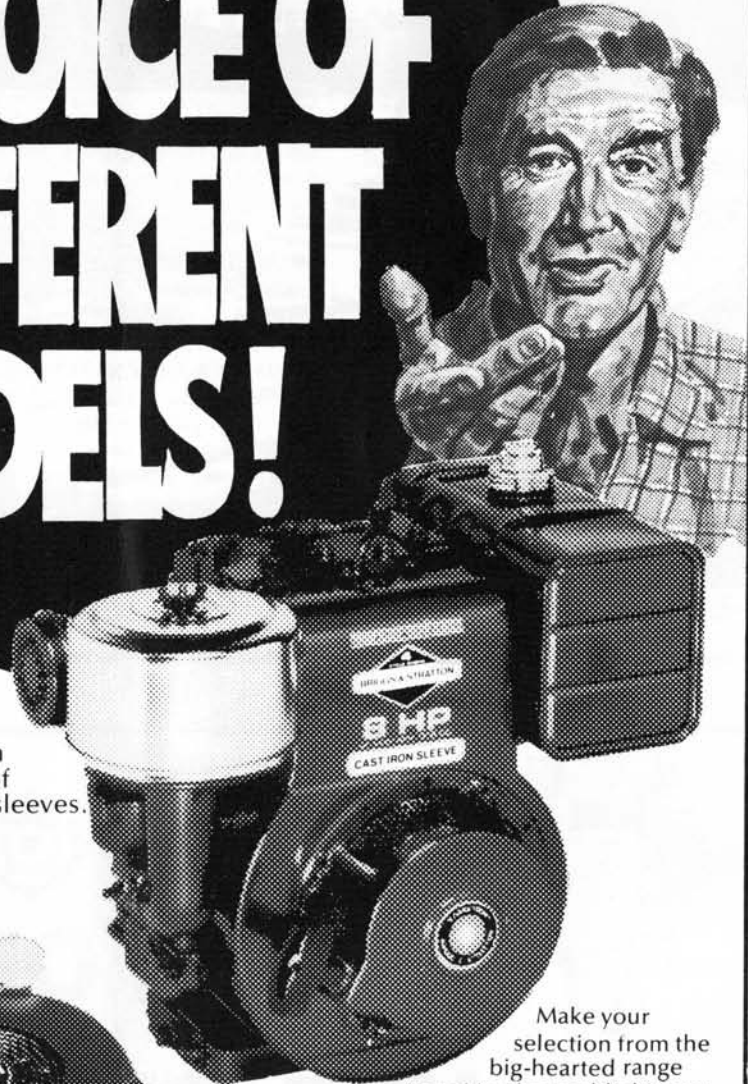
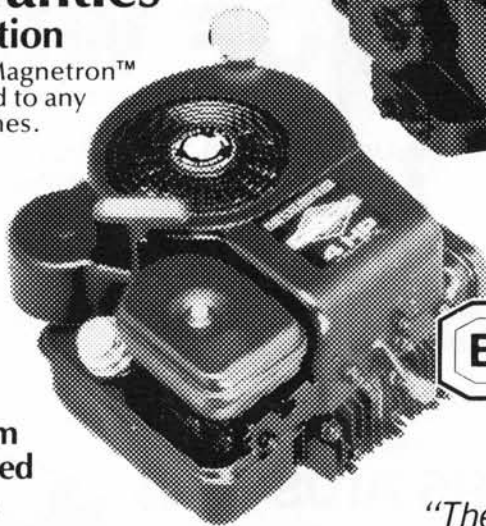
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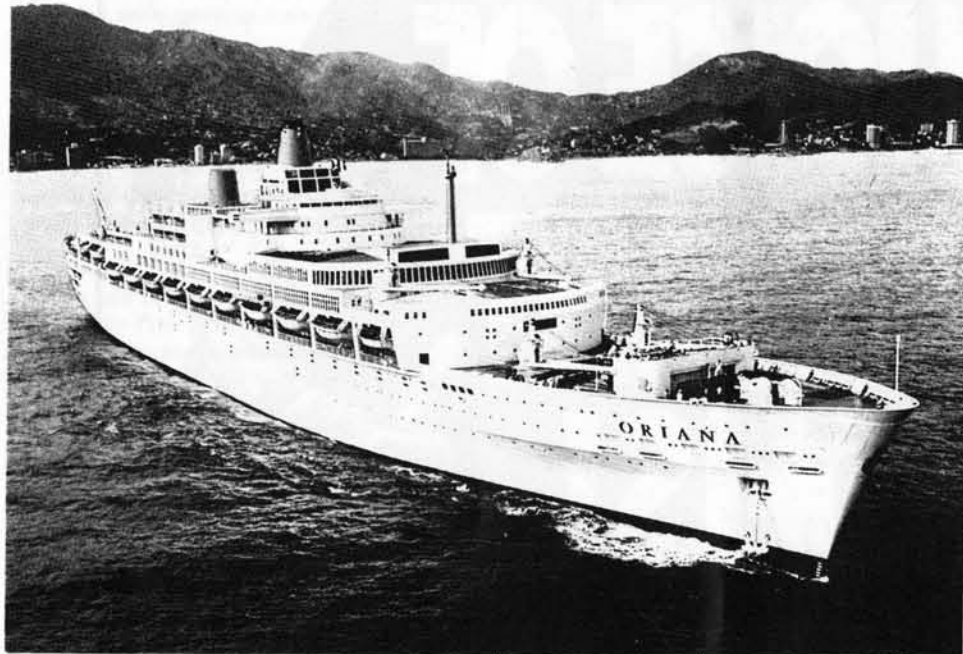
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1985 Convention Cruise on P & O Oriana

"COME ALIVE IN '85"

Join our 1985 South Pacific Convention Cruise — 9 nights at sea, visiting three exotic ports, August — September, on P & O's Oriana Cruise in **First Class Twin Bed Cabins** on top decks. The best cabins have been reserved for up to 300 H.R.A. members, their staff, friends and suppliers. **Discount price is guaranteed 2 years ahead at \$A1625 per adult**, with special rates for children who can have trundle beds in their parents cabin or two sharing twin bunk cabin. Teenagers 75% of fare; 6-12 years 50% of fare; 3-under 6 25% of fare; 1-under 3 10% of fare. Bring your family for the holiday of a lifetime while you get down to the serious business at convention. The FARE includes: All meals, morning teas, cocktail parties, entertainment, hospitality suite, convention venues

Hire & Rental Association of Australia will "TAKE YOU AWAY" for Convention. by the experts whilst on vacation. You will visit exotic ports of call. one at this Convention — from the husband and wife partnerships, to the Board. In fact, it will be what you want it to be.

and equipment, top speakers at our seminars, departure taxes, plus a **PRIZE of future cruise** for two to be drawn at our last seminar of the trip, duty free shopping, child minding facilities for those wishing to bring their families. Items not included: Private drinks, personal shopping, on shore tours, air travel to and from Sydney. **AIR FARES** from other parts of Australia to Sydney will be subsidised, for example: return fare from Brisbane or Melbourne will be \$80, Adelaide \$110, Perth \$260, Cairns \$200, Rockhampton \$130. **PASSPORTS** needed only by persons terminating voyage at a foreign port. **SUPPLIERS** are invited to join the cruise and enjoy all of the above-mentioned benefits, including the chance to win **prize of free cruise**. Imagine having a captive audience for 9 days and nights.

A BONUS for SUPPLIERS is FREE EXHIBITION SPACE. Displays will be restricted to small equipment, audio visual and free standing display. P&O will handle customs clearance and loading of equipment which is to be suitably crated. P&O will also move it from storage to display areas each day of exhibition. **DEPOSIT** \$50 per person, so register with P&O as soon as possible to obtain the choicest cabins, "First in will be best dressed". Allocation of cabins is the responsibility of H.R.A. Queensland Convention Committee, all bookings being referred to them by P&O. **We need to know your requirements before the end of this year 1983 when the cruise goes on sale to the public.** **BALANCE** 50% of balance due 4 months prior to sailing, remaining balance 56 days prior to departure.

CANCELLATIONS \$20 fee per travel document may apply if made 56 days before sailing date; if made within 56 days of sailing, all or part of passage money could be forfeited. Special P&O comprehensive holiday insurance is available. This is AN EXCITING CHANCE from the type of Convention we have held previously and we look forward to your participation. For further information contact Arthur Staines (07) 391 5666, Dorothy Verney (07) 269 9171, or P&O Cruises, 2 Castelreagh St, GPO Box 546, Sydney 2001, (02) 239 1422. **BOOK NOW in your Company Name**, the names of persons can be supplied later particularly if you wish to offer the cruise as incentive to management or sales personnel.

—Come Alive in '85—



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Spontaneous Combustion AN IMPORTANT WARNING

A potential disaster was averted late at night at the premises of All Hire & Trading, Brisbane, through the prompt action of a passerby, and the Fire Brigade. This was the result of a seemingly innocent action.



Arthur Stains

Painters drop sheets were returned from hire, and the customer informed All Hire that a quantity of Linseed Oil has been spilled on one drop sheet. The customer unrolled it, and then rolled it, tightly. They were put aside on a workbench, for later inspection and remained there for a couple of days.

However, during the second night, through the action of spontaneous combustion, a fire resulted. Cause of the fire was not apparent to the Fire Brigade Officers, but on inspection of charred remains of drop sheets, and questioning, they informed Arthur Stains that this

particular set of circumstances created a virtual "time bomb". Fortunately the equipment and workbench destroyed by the first created a huge volume of smoke which could be clearly seen because of the security lighting around the building and yard. Arthur now gives the warning **LOUD AND CLEAR**. Store all flammable materials such as used drop sheets, and waste rags, outside where they can only cause minimal damage. This especially applies to waste rags used to clean with solvents, oil, etc. especially if normally thrown in to workshop rubbish bin.



It pays to advertise in **HIRE & RENTAL AUSTRALASIA**

The Price Cutter

A summary of an address given by Jim Brown,
NSW Manager Coates Hire to the Hire Association Forum
held at The Sebel Townhouse in Sydney.

The current hire market in New South Wales and basically throughout Australia is facing some of its biggest problems in the history of the industry. Too many companies, or branches, which have blossomed in the good times, with too much equipment, in a declining market, chasing too few dollars, so the market is being attacked by the biggest price cutting war ever. Not only rate cutting, but free freight, use when you like etc., every give away deal possible, rarely any that make any profit, and it is not just the small companies doing it, and often the discounts given are off book rates which are well below the Coates, Wreckair's and Active's rates to start.

Is this the right way for the industry to go??

Have a look over the years how the car rental industry has gone with 81/82 the only year Avis and Budget have made profits and Hertz making large losses, in fact Hertz loss was \$10 Million in three years, and again they are all trying to cut each other to pieces. It is interesting also to note that Avis made above five times more profit than Budget, yet Avis prices were generally higher than Budget by far, and had a smaller share of the market. Has that got a message?

Is that the way for the general hire and construction hire industry to go, ***I am sure it is not.***

**A price cutter is worse
than a criminal.
He is a fool to himself
and to the Industry.**

In the construction hire industry the introduction of the 38 hour week last year, apart from the additional costs, also took 5% of our income away from us, as there are now only nineteen working days in a month, and the possibility that this could come down to a 36 hour week and 9 day fortnight means we may lose another 10%. Have we all increased our rates to cover not only the lost income but the increased cost.

It is a common fallacy that the customer gains by all the price cutting. Don't kid yourself that this is true, because how can the price cutter continue to keep up the service the customer demands, at what, in most cases, has got to be an unprofitable levels.

Instead of gaining, the customer has got to be browned off in the end, and is that good for the industry.

Price cutting is not a way of running a business, anymore than smallpox is a way to good health. The main who persistently cut prices in effect puts out a sign, this is the way to the junk pile, the bailiff's office is next door.

The price cutter admits that his failures are an operator. He admits he has been defeated according to the best rules of commercial procedure, and honest merchandizing.

He admits he cannot win a fair fight in salesmanship, and service, and he admits his catchword and sole inducement is price cutting.

A famous man in England once said,

"It is unwise to pay too much, but it is worse to pay too little. When you pay too much, you lose a little money that is all. When you pay too little you sometimes lose everything, because the thing you bought is incapable of doing the thing it was bought to do. The law of business balance prohibits paying a little and getting a lot. It can't be done. If you deal with the lowest bidder, it is well to add something for the risk you run and if you do that you will have enough for something better."

So the problem is not new.

The price cutter not only pulls down the standard of his own goods and service, but pulls down his competitors and his friends in the industry. He annihilates himself and skuttles the ship which helps keep him afloat.

Nothing is so easy to cut a price, and nothing so hard to get it back, once it has been pulled down.

If the business world was dominated by price cutters, there would be no business. Take the class example of 400 Amp Diesel Welders which are a very widely used piece of equipment. Ten years or so ago you could buy these machines for twelve to fifteen hundred dollars and the hire rate was about twelve to fifteen dollars per day.

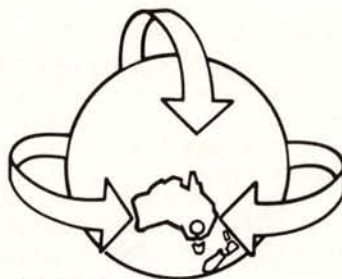
Today whilst they cost more like \$8,000 the rate has hardly changed. This was caused by over zealous price cutting, so now, how can anyone make profits at these rates.

Throughout the industry advertised rates vary greatly, and I compare the popular 75 CFM Compressor which is in most company's inventories.

Coates rate, similar to Wreckair's and Active's is \$53.00 per day yet the rates vary down to \$36.00 47% down. Doesn't make much sense does it?

**HIRE
ACTION
MELBOURNE
AUSTRALIA
1984**

13th International Hire Convention and
Equipment Exhibition
Southern Cross Hotel — Melbourne Sept. 4-7 1984



Write 105 on Reader Inquiry Card

AN EXERCISE TO SHOW THE FUTILITY OF OUTRAGEOUS PRICE CUTTING

The operator on \$36.00 has to be 47% more efficient than the major companies to make the same profit.

There is certainly no future in increasing revenue, but making less profit.

It is true that if you increased your rates by 10% and lost 10% of sales you would make more profit. Thank about it, it is true. Isn't that why we are in business, to make profit.

It must be, that some companies profits are being sacrificed for turnover. Gross profits have to be down to danger level where there is no safety margin.

Hire people would do well to think less about price cutting and more about quality, service and salesmanship and running a tight, lean operation.

In the long term nobody gets any benefit from price cutting as soon everybody is doing it. Where does it end?

Hire people seem to be gullible and cut prices on hearsay, without checking to see if what he hears is the truth. How many price cuts are rumours with no foundation. Everyone today is screwing down as hard as possible. We should all act smarter and not back down on a whim.

An apathy bordering on hostility exists between a lot of competitors. This is wrong, respect the ability of your competitor, and in particular respect his expertise and integrity.

Try to foster a free interchange of information. It will provide a guide to the state of the industry, and in particular pricing structures, if you are fair dinkum.

At first the approach may be rebuffed or you may feel you don't want to divulge market information secrets.

The only person you are fooling is yourself. Try it, you will be greatly surprised if it is handled the right way.

It's recession, you are not trying to maximise profits, but rather just to stay in business. In other words **survival**.

By talking and exchanging ideas it may help you survive.

Why don't we all in the Association, and in the industry, make a conscious effort to talk to one another and try to stamp out this crazy price cutting. You won't break any P.J.T. law by talking.

Isn't it better to talk your competitor **up**, than cut the guts out of the price, and the industry, just to win a job, as it doesn't end there.

A price cutter is worse than a criminal, he is a fool, a commercial maniac, to himself and to the industry, the industry where he gains his livelyhood.

It is up to each and every one of us to do his bit to guide the industry to a successful, profitable future.

Isn't that the way we all want the industry to go??

These examples will give you some ideas on the effect of price cutting.

Explanation

The exercise is done on the assumption that you own a piece of plant on which you can normally net \$50.00 per day. By nett I mean that is your average rate after normal discounts etc. etc., and you can average 50% utilization per year.

The direct cost is calculated at 20%, purely to get a round figure, and this is to cover all maintenance, fuel, oils and handling costs, and not fixed costs such as rents, leasing or finance charges, insurances and other fixed type costs. You can change the percentage rate up or down, but it won't make that much difference to the outcome of the exercise.

Exercise 1.

Hire Plant Rate \$50.00 per day.	
Direct Costs at 20% = 10.00 per day.	
Income at 50% utilization = 130 days per year at \$50.00 a day	\$6,500
Less direct costs at \$10.00 per day x 130	\$1,300
	Gross Income: \$5,200

Exercise 2.

When you give a further 20% discount making nett rate then \$40.00 per day.	
Direct cost still staying at \$10.00 per day because these costs don't come down because you have discounted your rate.	
Income on 50% utilization = 130 days at \$40.00 per day	\$5,200
Less direct costs on \$10.00 per day x 130 days	\$1,300
	Gross Income: \$3,900

N.B. Gross income down by 25%.

Exercise 3.

To go to the extreme and give 40% discount making nett rate \$30.00 per day.	
Direct costs still at \$10.00 per day.	
Income on 50% utilization = 130 days at \$30.00 per day	\$3,900
Less direct costs on \$10.00 per day x 130 days	\$1,300
	Gross Income: \$2,600

N.B. Gross income down by \$2,600 = 50%

Exercise 4.

To show the change price cutting makes to **Profit** we will now do a similar exercise to prove what disastrous effects it can have.

We will calculate this once again on the basis of expecting 20% profit on sales worked on getting \$50.00 per day and 50% utilization as per Exercise 1.

We have calculated fixed or other costs as \$3,900 being the difference between the gross income in Exercise 1 and the 20% profit on \$6,500 (Exercise 1) which is \$1,300 hence \$1,300 from \$5,200 = \$3,900. I hope that is clear.

Example: To show the exercise and make it clear.

Item \$50.00 per day x 50% utilization on 130 days	\$6,500
Less direct costs on \$10.00 per day x 130 days	\$1,300
	\$5,200
Less fixed other costs	\$3,900
PROFIT: (which equals 20% of sales)	\$1,300

Example 5.

If you discount by 20% but wish to make the same profit, you have to increase utilization by 34% (44 days) or nearly one day per week.

i.e. 174 days hire x \$40.00 per day	\$6,960
Less direct costs 174 x 10.00	\$1,740
	Gross Income: \$5,220
Less fixed or other costs	\$3,900
PROFIT:	\$1,320

Exercise 6.

To go to the extreme.
If you discount by 40% but wish to make the same profit you have to increase utilization to 100% exactly double, i.e. 260 days.

i.e. Item \$30.00 per day x 100% utilization = 260 days	\$7,800
Less direct costs 260 x \$10.00 per day	\$2,600
	Gross Income: \$5,200
Less fixed or other costs	\$3,900
PROFIT:	\$1,300

We all know it is impossible to get 100% utilization and in fact there are not 260 working days in the year because of holidays, roster days, break downs etc. etc.

Also if you have a machine work 260 days per year against one that has worked 130 days per year you have got a machine that is well worn and generally worth a lot less at the end of the year.



The majestic Sydney Regent provided a magnificent setting for this years Hire Convention. Delegates attended from all States, New Zealand and the United States of America.

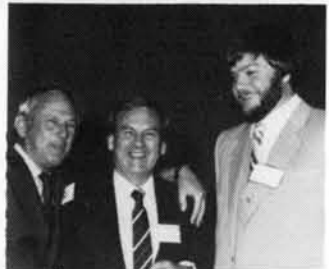
Glorious sunshine and calm weather provided superb conditions for the pre convention cruise on Sydney Harbour where delegates relaxed in the sunshine and renewed old friendships as they enjoyed the beautiful harbour views.

Socially, as always, the convention provides an opportunity for friends and associates to meet and relax together in the most pleasant of surroundings.

Commencing with the cocktail party at the official opening of the convention, continuing throughout each day until the banquet on the final night, delegates were involved and were enjoying the experience.

All of the business sessions were well attended. The seminar sessions were educational and professionally presented and appeared to motivate and challenge the delegates with ideas to improve their business and personal approach to the Rental Industry.

For those who attended the final banquet climaxed a most successful convention.



The seminar session provided for delegates with special interest in the hire of party and general equipment was also well attended.

Sydney hire personalities leading the discussion in the session were John Lance on the topic Damage Waiver—Does it apply to the Party Industry? and Michael Fahl, Plastics and Canvas in the Industry.



HIRE CONVENTION AND EQUIPMENT EXHIBITION

Sydney August 8th-11th, 1983

To convention chairman Neville Kennard and the team who organised this years convention, congratulations on a great event. To Denise Layton, Mary Marsh and the beautiful hostesses who staffed the reception desks throughout the Convention, who compiled the regis-



trations and organised the day to day running of the convention, thank you all for a job well done.



CITY SIGHTS AND YARD TOUR

A city sights tour of Sydney always has plenty to offer the visitor, and this year the tour embraced the convention yard tour.

The visit to selected hire yards in the Sydney suburbs provided something of interest to all who attended.

This lightweight materials hoist was demonstrated to these delegates by the Staff at Conveyor and Hoist Rentals.



HIREXPO EQUIPMENT DISPLAY

The Overseas Terminal at Circular Quay, just 500 metres from the Convention hotel, provided a great venue for the Hirexpo Equipment Display.

Over 60 booths were stocked with equipment supplied by exhibitors from the three eastern states and New Zealand.

Equipment exhibitors offered many show specials and eye-catching promotions to attract the attention of the delegates.



PRIZEWINNERS

We acknowledge the generosity of the following exhibitors who donated equipment for use as prizes at the Convention.

Archmould
Flextool (Aust) Pty Ltd
Kabpro Sales Pty Ltd
Polivac Australia Pty Ltd
Wacker Australia Pty Ltd

Congratulations to the lucky winners of those prizes:

ARK Hire
Colac Hire Service
F.K. Plant Hire
Flextool (NSW) Pty Ltd
Hamill Hire Co Ltd
Hi Lift Rentals Pty Ltd
Meghaven Hire

BUYERS AT THE EXPO

The traditional "Show Specials", plus the release of many new models, and a range of new equipment not previously exhibited at our conventions provided great interest at this years show.

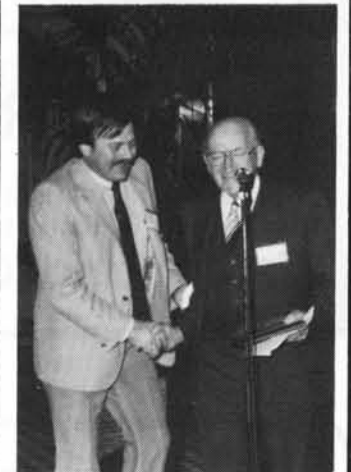
Delegates visiting the Equipment display spent thousands of dollars on the purchase of equipment despite the difficult time the industry is experiencing this year.

PRESIDENTS AWARD 1983

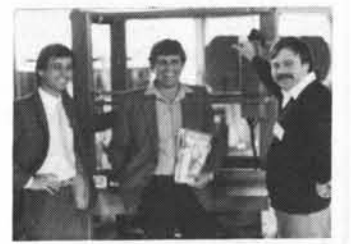
Presented to Garry Butler in recognition of his service to the Rental Industry.

Garry, currently a councillor to the HAA and a past president of the H.A.N.S.W. has managed and owned rental businesses in the Sydney area.

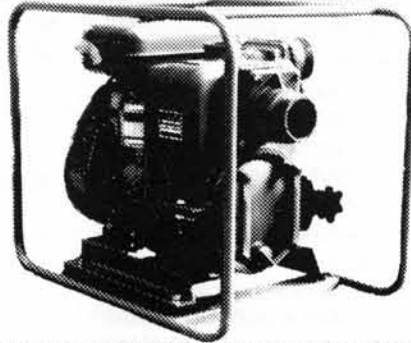
With experience as a Branch Manager and later State Manager NSW for Coates Hire, Garry moved on to operate his own business — Acme Rents and later has entered the specialised access equipment rental field.



HAA President Ron Williams (right) presenting the award to Garry Butler.



BIG RED HEAVY DUTY QP TRASH PUMPS



Ideal for construction site dewatering and a wide variety of heavy duty applications at realistic prices.

WIDE selection of trash solids handling pumps in 2', 3', 4' and 6' configuration. High performance heads of up to 28m (92ft.) and flows of 4,500 litres/minute (60,050 gph) available.

Units offer Honda and Robin petrol engines and reliable Deutz and Robin diesel engines.

APC AUSTRALIAN PUMP COMPANY
Rydalmere, N.S.W. Telephone: (02) 638 5000
Bassendean, W.A. Telephone: (09) 279 4876

AUSTRALIAN PUMP COMPANY Unit 2, 2 South St., Rydalmere, 2116
Jackson St., Bassendean, W.A. 6054


Please send me more information on
APC Heavy Duty trash solids handling pumps.

Name:
Address:
State: Postcode:
Company Name: Phone No.

Write 106 on Reader Inquiry Card



ADAPTORS



To convert most Rotary Hammers to use standard A & K Taper Hammer Drill Bits

\$17* EA.

Grinding Wheels

Aluminium Oxide Vitreous

8" x 1" x 5/8"

Set of 2
(1 only A36, 1 only A60)

\$14* SET

Hammer Drill Bits



K TAPER
Drilling depth 560mm
Special on 20mm & 22mm sizes

\$32* EA.

NEW! DIAMOND BLADES

Cut wet or dry Tiles, Brick, Block

SD 105mm **\$68***

STANDARD Segmented blades for Brick or Block

Wet cut 105mm **\$55***

Supplied By
BUILDERS AIDS PTY LTD
 (Incorporated in Victoria)
 Rental Equipment Suppliers
 PO Box 136 Bulleen 3106
Telephone (03) 850 5878

SPOT SPECIALS
 *All prices incl. Sales Tax & Freight.
 Valid for month of issue only (or while stocks last)

Please Supply:

Name:

Address:

Our cheque is enclosed \$

Write 107 on Reader Inquiry Card

GET THE EDGE WITH W71A

the most advanced "pedestrian" operated edge roller"

Here's the 710mm vibrating edge roller that gives dynamic compaction, good balance and smooth directional changes. It's got everything for superior results with less operator fatigue.

Features include:

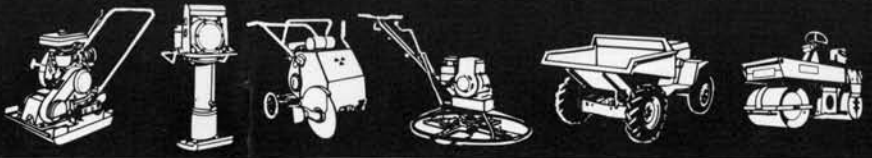
- SMOOTH TRANSMISSION. Hydrostatic drive coupled with fingertip controls
- BETTER COMPACTION. Infinitely variable
- BETTER BALANCE. Underslung counterweights reduce kick and operator fatigue
- LOWEST MAINTENANCE. Simplified transmission and vibrator drive; sealed bearings.

For Australia-wide service and spare parts contact:



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

N.S.W.: 16 Parramatta Rd., Lidcombe 2141. Phone: (02) 648 4088
 VIC: 241-255 Browns Rd., Noble Park 3174. Phone: (03) 795 5111
 QLD: Cnr. Ipswich & Grindle Rds., Rocklea 4106. Phone: (07) 275 1766
 S.A.: 322 Grange Rd., Kidman Park 5025. Phone: (08) 356 7333
 W.A.: 34 Great Eastern H'way, Redcliffe 6104. Phone: (09) 277 1944



Write 110 on Reader Inquiry Card

GLASSWARE



200 ml *
50¢
each

Beer Glasses
170 ml *



96¢
each

Champagne Glasses

Switches

Genuine Hitachi

PH65A

#937635H

Screw Terminal

\$13*

#958064Z

Tunnel Terminal

\$22*

SAWBLADES

Carbide Tipped

9" 20 Teeth

\$15*

12" 30 Teeth

\$33*

AIR CONDITIONERS

Ideally suited for installation to ON SITE OFFICES Lunch rooms etc.

(Or your own office) as required on many construction sites

HITACHI Model RA2100CA 9000 BTU/h

\$545*

Supplied By

BUILDERS AIDS PTY LTD

(Incorporated in Victoria)

Rental Equipment Suppliers

PO Box 136 Bulleen 3106

Telephone (03) 850 5878

SPOT SPECIALS

*All prices incl. Sales Tax & Freight.

Valid for month of issue only (or while stocks last)

Please Supply:

Name:

Address:

Our cheque is enclosed \$

Write 108 on Reader Inquiry Card

GENERATOR OUTPUT METER



The "Imrie 125" generator output meter is a hand held instrument designed to read the output of portable generators eg:

Frequency
Kilowatts
Volts
Amps

This enables the operator to check the output specifications of the generator to suit the equipment being supplied by the generator.

In many cases it is important

to know the frequency and voltage when the generator is used to operate some forms of electronic equipment, eg: computers, recorders, synchronous motors, clocks/timers and other types of equipment. It is also important to know what voltage, etc., is available to the equipment at the end of a long extension lead (as long, light extension leads can cause voltage and power drops to the equipment, which can influence the proper operation of the equipment).

It is also important to know the starting current and running current of some types of electrical loads eg: compressors and pumps, etc.

The kilowatt reading will also help the operator to detect faulty electric motors, and equipment, by checking the kilowatt output of the generator and comparing the reading to the equipment manufacturer's specifications name plate.

For further information
Cranford Products,
10 Eastgate Court,
Wantirna South, 3152

H85 Hammer

An exciting new release from Hitachi. Weighing 33kg (73 lbs). It is designed to use standard 1 1/8" x 6" hex shank air hammer bits as used by most hire companies.

The 1650 watt 7.3 amp motor is protected by auto-stop carbon brushes and the unit is self lubricating.

The H85 Hammer has an impact rate of 950/min. and an overall length of 807mm which provides operator comfort.

For further information

Write 109 on Reader Inquiry Card



WRECKAIR BOLSTERS GENERATOR HIRE FLEET WITH FIVE NEW GIANTS

Wreckair Hire has introduced five major 500KVA generating units into the equipment hire industry in Australia. According to Mr. Jim Hope, Wreckair's national equipment manager, the five Powerlite diesel powered hire generators are the most sophisticated available in Australia. They are designed for both single and parallel operations to give total output of 2500KVA.

This is simply achieved by connecting the output cables of two or more units together, interconnecting the control panels with a plug-in cable supplied and turning a control switch on each unit to the parallel run position. Each unit in the parallel bank will share the load evenly to prevent overload on any one machine.

The first two units have already been delivered to the North West Shelf where they are being used to provide the total electrical requirements of an offshore drilling rig.

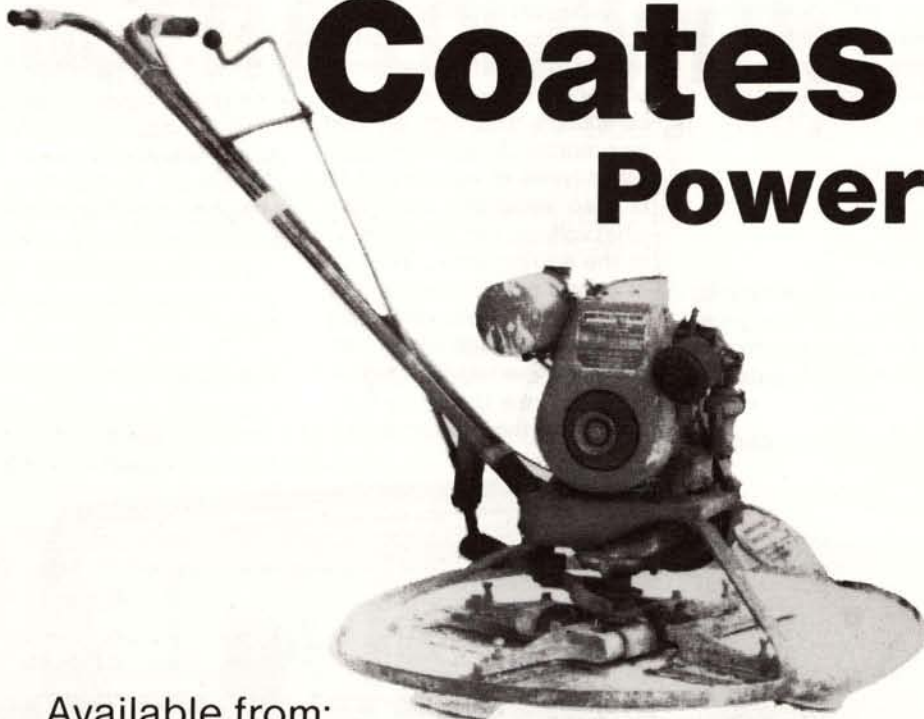
The new Wreckair 500KVA generators are built by Powerlite in New South Wales to Wreckair's specifications. They are driven by Cummins 12 cylinder diesel engines and are skid mounted, weighing approximately 12 tonnes each. They are readily transported anywhere in Australia by road or other methods. Each unit has an 800 litre fuel tank, enough for approximately nine hours operation. Where continuous operation is demanded, auxiliary fuel tanks are simply linked up to the unit.



Each generator has electronic governing at $\pm 0.25\%$ at no load to full load, automatic electronic lock-in paralleling equipment and reverse power relays. An alternator overload excitor breaker and earth leakage protection is also provided. Engine shutdown protection is provided for low oil pres-

sure, high water temperature, low water level, and over speed alternator regulation 2%. The alternator has a rating of 515KVA for continuous duty and 566KVA for standby duty and will supply either 415-440V or 240-250V. Each unit is enclosed by an acoustic canopy for noise reduction purposes.

Coates Mk II Power Trowel



Available from:

ANI Perkins — All States

K & I Distributors Pty Ltd 136 Rooks Road Nunawading 3131

Telephone (03) 873 5563

Write 113 on Reader Inquiry Card

NEW APPOINTMENTS BY STIHL

Two recent appointments by Stihl Chain Saw (Aust.) Pty. Ltd. are a new National Service Manager and a National Field Promotions Manager, to fill a newly created position.

Mr Bernie Wilson, Field Promotions Manager, will be responsible for promoting current Stihl products in the field and for new market development.

He will cover forestry and timber contracting sites, and will arrange Stihl representation in field days, shows and exhibitions, and assist Stihl dealers to participate in these.

Mr Wilson has had wide experience in the sales and marketing of small engine products.

New National Service Manager for Stihl is Max Mouzon, who joined the company six years ago as Victorian Service Manager, with many years' experience in the servicing of small motors in the outboard motor industry, Mr Mouzon replaces former service manager Geoff Mathies, now Manager of Stihl's new Tasmanian branch in Launceston.



Bernie Wilson



Max Mouzon

APC NOW OFFER FULL RANGE (QP) PUMP PARTS

The complete range of QP spare parts to suit both new APC QP and superceded Tokai QP pumps is now available from the Australian Pump Company.

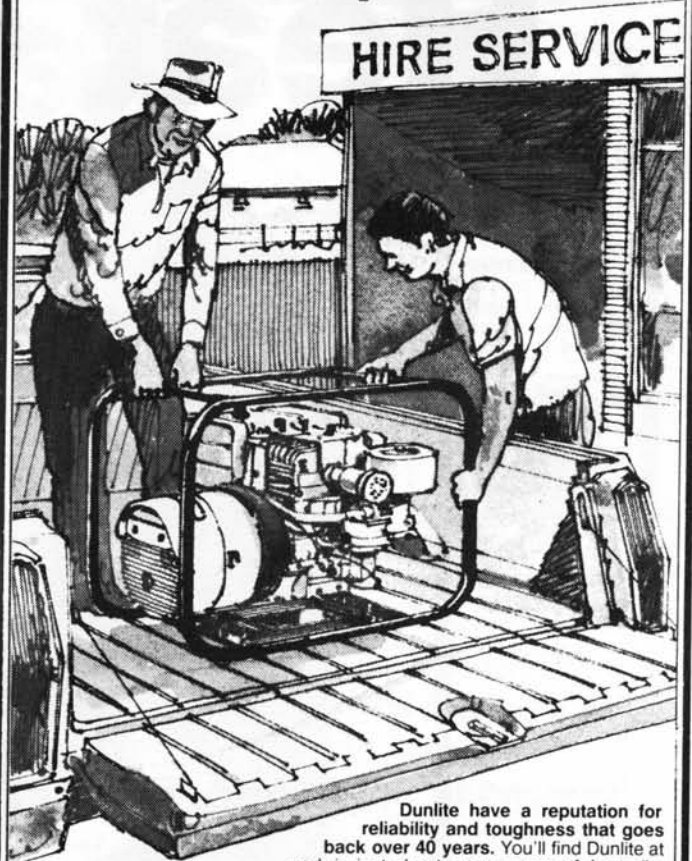
Included as standard, off the shelf stock lines, will be parts to suit all popular 25mm (1"), 50mm (2"), 80mm (3"), 100mm (4") and 150mm (6") general purpose transfer and heavy duty trash solids handling pumps. Replacement parts stock will also be available to suit new heavy duty diesel driven pumps recently introduced by the Australian Pump Company.

Officially appointed the authorised national distributor of (QP) products early in 1982, a spokesman for the Australian Pump Company said "Genuine (QP) parts will soon be available through the establishment of a nation parts distribution network, increased levels of parts stock inventories and greater emphasis being given to spare parts and after sales service."

The ultimate aim of the new (QP) parts distributor is to achieve significant reductions in downtime of equipment often associated with essential services. Parts will be available direct from the APC (QP) premises at Rydalmere, N.S.W. or through country and interstate stocking dealers operating throughout Australia. For further information, please contact the Australian Pump Company, Unit 6, 6 South Street, Rydalmere, N.S.W. 2116.

DUNLITE

The Australian made way to generate more profit!



Dunlite have a reputation for reliability and toughness that goes back over 40 years. You'll find Dunlite at work in just about every corner of Australia.

That's because Dunlite generators keep coming up with the goods time and time again, even in the worst possible conditions. The toughness and reliability of Dunlite power generators makes them ideal for hire and rental work!

Dunlite parts and service are just across the road, not across the sea. Dunlite has Australia covered when it comes to parts and service. When the generators you hire out are designed and made right here, it makes it easy to keep them hard at work earning money when other generators might be still waiting for parts.

Dunlite offer a huge range of generators from 1 kVA to 375 kVA. Dunlite has every kind of generator that you could ever want to hire out—and more. And because Dunlite is Australia's leading power generation specialist making and designing **ONLY** power generators, they can supply generators, complimentary control panels and sound attenuated canopies as a standard equipment package.

5564

TO DUNLITE, 28 Orsmond Street, HINDMARSH, S.A. 5007
Please send me information on Power Packs

NAME

ADDRESS

..... P/CODE.....

ADELAIDE 463822 BRISBANE 522937 SYDNEY 730286
MELBOURNE 5552255 PERTH 2777677 DARWIN 843558

DUNLITE

POWER GENERATION

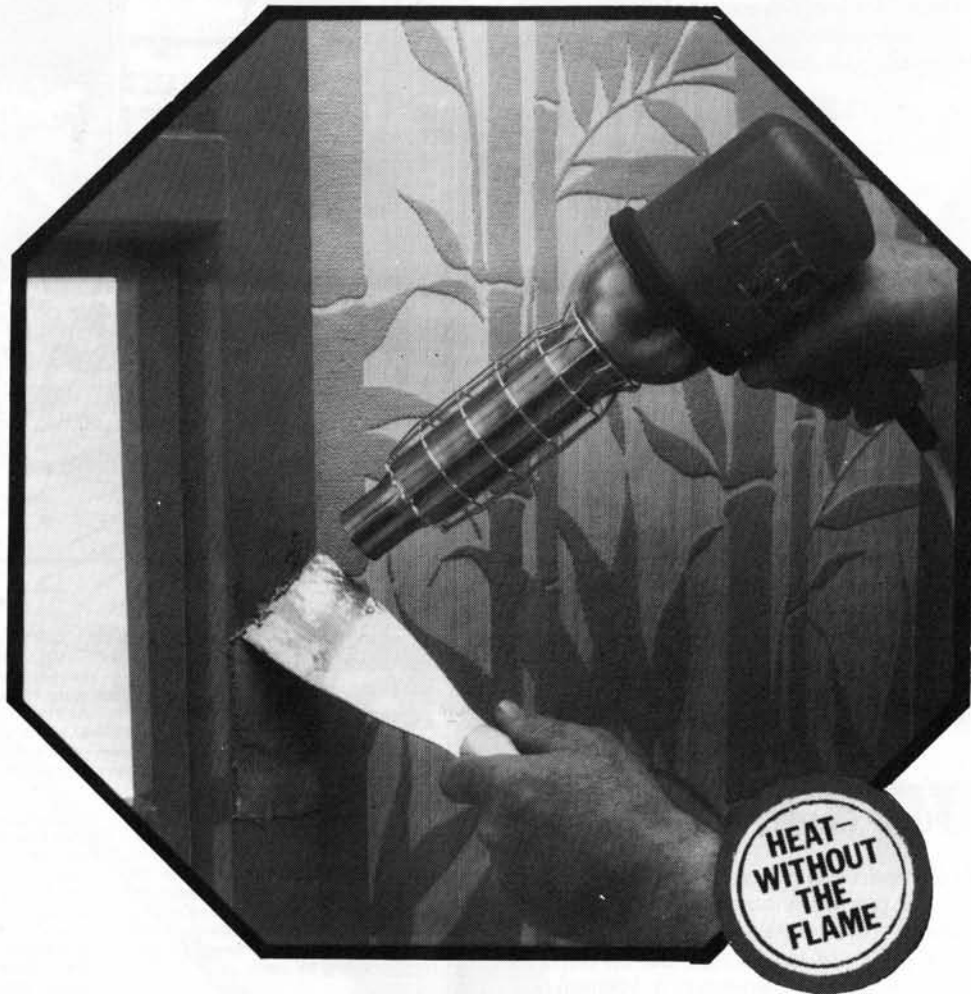
As a member of the Philips Group "we want you to have the best".

Write 112 on Reader Inquiry Card

COSTECH

\$230

Heat Guns



- 240 volt, 1500 watt.
- Easy to handle — Weight 1.2 kg
- Easy to Maintain — Spare parts available
- A robust industrial tool — Ideal for hire use

HSL SALES 253 Victoria St, Abbotsford Vic 3067
Phone (03) 419 1911

New Robin Distributor For Victoria & Tasmania

Crommelins Australia, the well known Perth importer of Robin engines, Generators and Pumps, have appointed Symonds Industrial Engines Pty. Ltd. as their Victorian/Tasmanian representative and Distributor, as from 1st September, '83.

Symonds Industrial Engines Pty. Ltd., who commenced business eighteen years ago, have handled the Robin range of products as a Dealer for fourteen years, and during the last three years distributed their spare parts successfully.

Symonds are joining the Australia wide Robin Team by establishing a dealer network throughout their territory, and have applied for a toll free telephone number, which enables any dealer to ring from anywhere in Vic/Tas for only the cost of a local call.

Incidentally should you be interested in becoming a Dealer for this popular franchise, contact Bob Symonds at 623-5 Queensberry St, North Melbourne 3051, telephone (03) 328 3832 or telex AA 34774.

INFRAPULSE the profit machine

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

The applications and flexibility of the Infrapulse Groaster are wide and varied. Everything from simple toasted sandwiches, hamburgers, casseroles, or pies, pasties and o'deuvres to a full course meal—from soup to savouries in minutes! It toasts, grills, bakes, reheats and keeps warm but requires no warm up time. The infra-red tubes reach full power in seconds.

Infrapulse can produce up to 120 toasted sandwiches per hour.

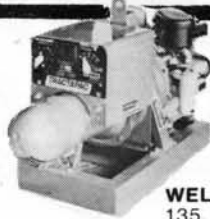
It has automatic switch-off and easy to use slide controls.

For further information
Write 100 on Reader Inquiry Card



WANTED DEALERS

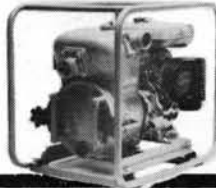
To sell



WELDERS
135, 175 & 225amp,
Petrol powered.



ENGINES
3.5HP - 16 HP Petrol
& Diesel. Directly
interchangeable with
most other brands.



GENERATORS
700 - 11000 Watt.
Petrol & Diesel



PUMPS
1"-6" Centrifugal
diaphragm, trash
& high pressure.

**Robin - one of Australia's most respected engines and engine powered products...
- Become a part of an aggressive & highly successful sales team Australia wide.**

The Robin Dealer Team

And why are Robin Dealers so successful?
Because Robin is quick and easy to sell - you just need to know the benefits that make Robin Products a bargain to buy at any price.

**ROBIN OFFERS RELIABILITY,
ROBIN OFFERS PERFORMANCE,
AT A PRICE THAT IS JUST
RIGHT!**

As a Robin Dealer you can sell with confidence, knowing full well that your customers will be more than satisfied with their purchase and happy with you the dealer.

To further strengthen Robin sales,

all Robin Products carry an exclusive 12 Month Engine Replacement Warranty.

It's little wonder then that Robin is the predominant engine in the fleets of major hire companies throughout Australia.

The accelerating demand for Robin Products has created a need to expand the Robin Dealer sales and spare parts network in Australia.

You can become a part of this very successful team today and Power Ahead Through The 80's!

For more details on how your company can benefit from the benefits of **Robin**
-post this coupon...

The Robin Dealer Team, SYMONDS INDUSTRIAL ENGINES PTY. LTD.,
P.O. BOX 188, NORTH MELBOURNE. 3051.

NAME

ADDRESS

..... P/CODE

AUSTRALIAN FACTORY REPRESENTATIVES CROMMELINS AUSTRALIA.

ROBIN POWERING AHEAD THROUGH THE 80's

RING OUR BARGAIN HOTLINE

(03) 850 5878

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. 47

Description: Concrete Dumper Diesel engine E/S HYD/TIP 4WD max load 2000 kg. Heaped capacity 1000L

Condition: New

Location: Victoria

Asking Price: \$7,800.00

Item No. 48

Description: Vibrating Plate

Compactor Robin engine 360 kg c/w forward and reverse control MVC-300G

Condition: New

Location: Vic.

Asking Price: 3,700.00

Item No. 49

Description: Double Vibrating Roller petrol driven (Robin) MDR-9G, 900 kg

Condition: New

Location: Vic.

Asking Price: \$6,600.00

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. 50

Description: Double Vibrating Roller petrol driven (Robin) MDR-7G, 700 kg

Condition: New

Location: Melbourne

Asking Price: \$5,370.00

Item No. 51

Description: Double Vibrating Roller petrol driven (Robin) MDR-T38S, 480 kg

Condition: New

Location: Melbourne

Asking Price: 4,980.00

Item No. 52

Description: MDR 20 2-2S Ton Vibrating Roller c/w Yanmar water cooled diesel hydrostatic transmission

Condition: New

Location:

Melbourne

Asking Price: \$18,700.00

Item No. 53

Description: R91 Vibrating Roller c/w Lister diesel engine 2-0 ton range

Condition: Good

Location: Melbourne

Asking Price: \$8,000.00

Item No. 54

Description: R85 Vibrating Tandem Roller c/w Lister ST2 E/S diesel engine, 1255 kg weight, hydrostatic transmission

Condition: New

Location: Melbourne

Asking Price: \$12,800.00

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. 31

Description: Tile Saw — heavy duty 2 HP electric/portable, removable legs. Takes 12" diamond blade.

Condition: New

Location: Melbourne

Asking Price: \$880.00

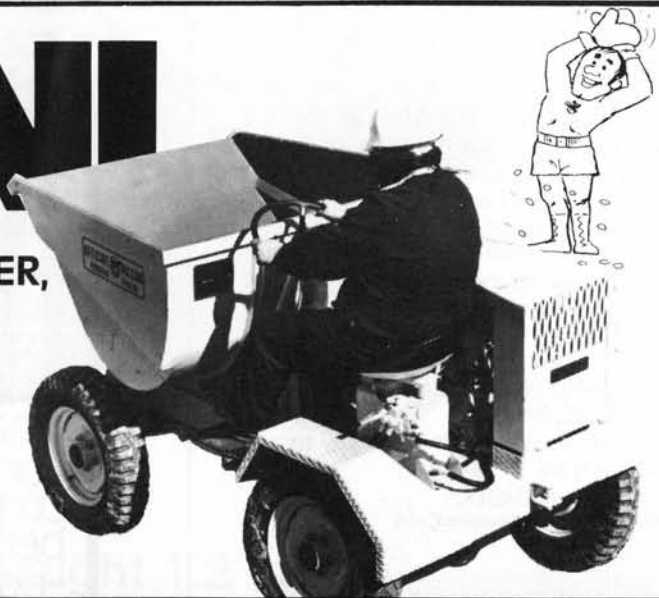
PICCINI

THE HEAVYWEIGHT ITALIAN DUMPER, WITH THE KNOCKOUT PRICE!

Now there's a dumper that's rugged, reliable, price right and has a big range of wanted features:

- 2-wheel and 4-wheel drive models
- 4-wheel brakes
- 2-cylinder Lombardini 20 h.p. engine (on 5 larger models)
- Backed by a National Distributor who offers service and spare parts supply you can rely on.

Ring, write or call for literature, demonstrations and quotes:



ani

PERKINS

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

N.S.W.: 16 Parramatta Rd., Lidcombe 2141. Phone: (02) 648 4088

VIC: 241-255 Browns Rd., Noble Park 3174. Phone: (03) 795 5111

QLD: Cnr. Ipswich & Grindle Rds., Rocklea 4106. Phone: (07) 275 1766

S.A.: 322 Grange Rd., Kidman Park 5025. Phone: (08) 356 7333

W.A.: 34 Great Eastern H'way, Redcliffe 6104. Phone: (09) 277 1944



ANI 3621E

Write 116 on Reader Inquiry Card

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. 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. 1

Description: Abbey Work Platform
20 foot, Model WP 20
Condition: Excellent
Location: Melbourne
Asking Price: \$5000

Item No. 2

Description: Distragen Generator
31 KVA, diesel, set on trailer. Single and
three phase.
Condition: Excellent
Location: Melbourne
Asking Price: \$7500

Item No. 3

Description: Hitachi H85 Hammer
Uses standard 1 1/8" x 6" Hex-shank air
hammer bits, weight 33kg, 1650 watt.
Condition: Excellent
Location: Melbourne
Asking Price: \$900

Item No. 55

Description: Trailer mounted Elevating
work platform, 200 kg capacity, 9m or
11m working height Robin petrol
driven
Condition: New
Location: Melbourne
Asking Price: \$15,700.00

Item No. 4

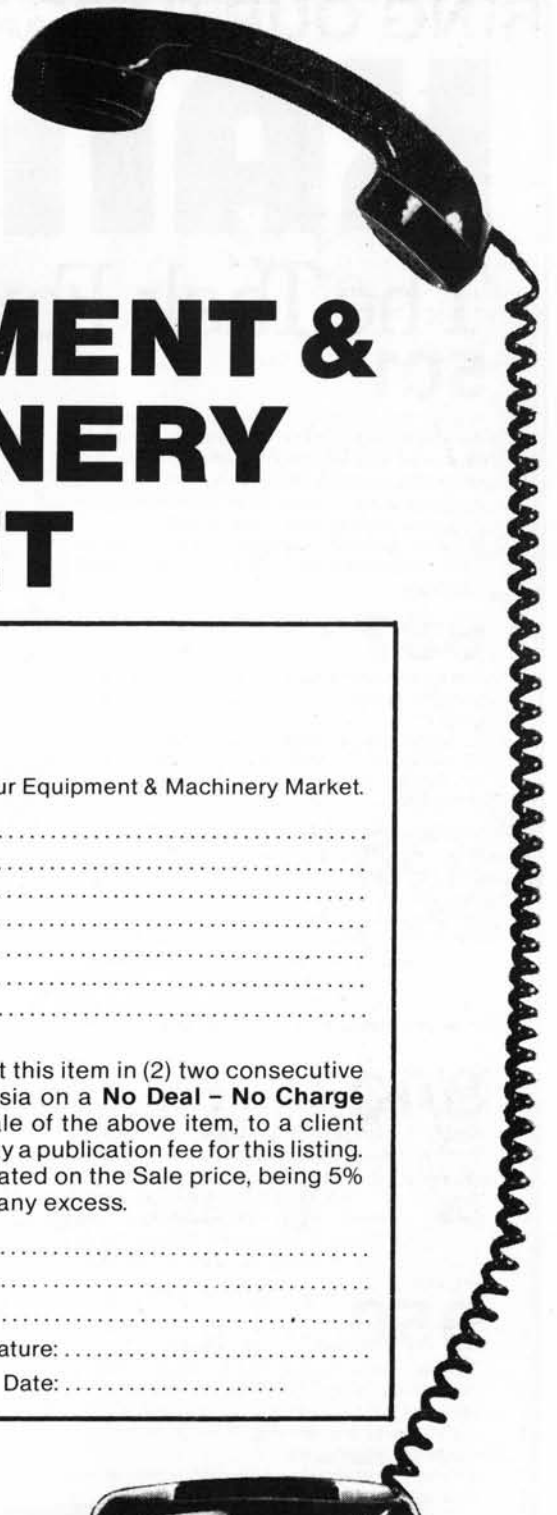
Description: Abbey Work Platform
32 foot Model WP 32
Condition: Excellent
Location: Melbourne
Asking Price: \$7000

Item No. 45

Description: Liner Giraffe site placing
vehicle fwd max load 2 ton c/w diesel
engine (Ford 47 hp) and attachments
Condition: Good
Location: Victoria
Asking Price: \$38,000.00

Item No. 5

Description: Compressor 275 cfm
Compair — silenced
Condition: Excellent
Location: Melbourne
Asking Price: \$9000



EQUIPMENT & MACHINERY MARKET

The Editor,
Hire & Rental Australasia,
PO Box 136,
BULLEEN 3105, AUSTRALIA

Please list the following item in your Equipment & Machinery Market.

Details for Publication	Description:

Condition:	
Location:	
Asking Price:	

We acknowledge your offer to list this item in (2) two consecutive issues of Hire & Rental Australasia on a **No Deal - No Charge** basis. However, upon the Sale of the above item, to a client introduced by you, we agree to pay a publication fee for this listing. The publication fee will be calculated on the Sale price, being 5% on the first \$1000, then 2½% on any excess.

Name:

Business Name:

Address:

Telephone: () Signature:

Date:

RING OUR BARGAIN HOTLINE (03) 8505878



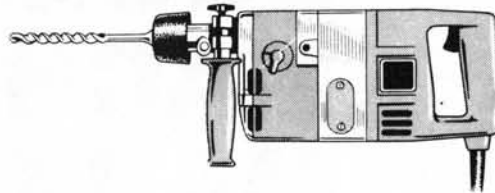
KANGO

ELECTRIC HAMMERS

The Task Force 501

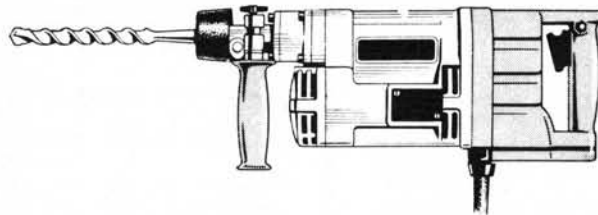
A powerful, lightweight, multipurpose rotary electric hammer, ideal for plumbers, installation engineers, and the general building trade. It can drill holes up to 65 mm with core drills in tough concrete or brick-work. It can also be used for chipping, scaling, and chasescutting.

Rotation Release — the 501 makes it easy to install self-drilling anchors in a single efficient operation.



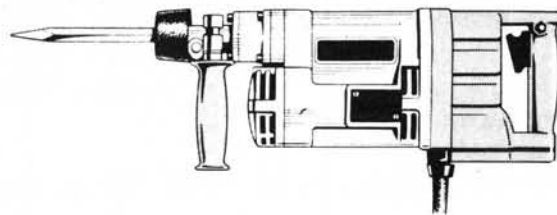
637

The dual-purpose Kango 637 is designed for medium-weight tasks. With solid drills it can drill holes of 10-38 mm diameter in concrete, brick or masonry, and core drills extend that capacity to 90 mm. Using its hammer action alone, the 637 can tackle many tasks including light cutting away, or chasing and bush-hammering.



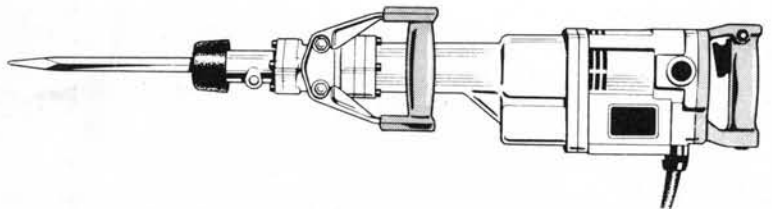
638

The 638 is a non-rotary version of the 637: consequently all its power is available for hammering. Designed specially for medium-range cutting and hammering work, the 638 deals quickly, thoroughly and powerfully with cutting away or chasing in all kinds of concrete or brick. It is suitable for bush-hammering, scaling, and for tamping dry-mix or concrete.



900

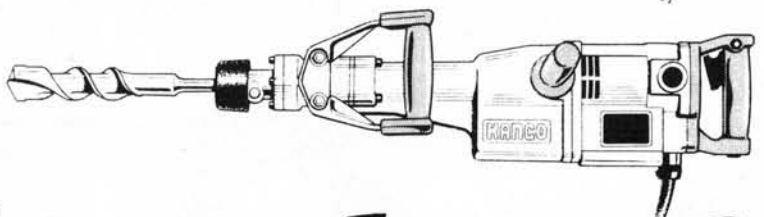
Model 900 is the most powerful hammer in its class in the world. It makes short work of all types of heavy demolition, chase cutting, tamping, digging, etc. Thanks to its patented air-cushioning system, common to all Kango hammers, no blow is struck unless the tool is held against the work. No builder can afford to be without this superb machine.



950

The very powerful 950 rotary hammer drills fast clean holes up to 125 mm (5") diameter in concrete, stone or brickwork. It is also suitable for cutting away and demolition work, tamping, vibrating, digging, etc.

An ideal combination of enormous power and astonishing versatility.



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Serviced
by

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SYDNEY

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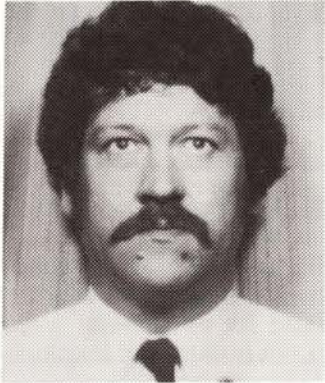
(07) 52 2306

PERTH

(09) 451 2077

Write 117 on Reader Inquiry Card

Briefly . . .



Dean Rice

New Address

The Hire & Rental Association of Australia — S.A. Region is now a Section of the Chamber of Commerce and Industry, S.A. Inc., and as such the Secretarial Service work is now performed by the Chamber.

Please note the new address:

The Secretary
C/- Mr R. Firth
Hire & Rental Association
of Australia — S.A. Region
Industry House
12 Pirie Street
ADELAIDE, S.A. 5000

New Appointment

Morrie Thomas has recently been appointed to the position of Marketing Representative, Victoria, Ogden Industries, responsible for the Kelso Range of products, which includes — ladders, aluminium planks, painters trestles, hand trolleys, wheelbarrows, aluminium pool and garden fencing.

Mr Thomas has been with Ogden Industries for four (4) years, during which time he has been involved with security and garden products to the retail trade.

For information on any of the said Kelso Products, Mr Thomas can be contacted on (03) 569 0611.



Lost a Pallet Truck?

Wally Freeman, Freeman's Hire, Mt Gravatt advises that he recently had a barbeque stolen, but was able to trace it. When he picked it up he noticed several pallet trucks which appeared to be hire equipment, also chairs, on the premises. He informed the Police, but they did not appear to be interested unless he wanted to press charges. Perhaps they are yours? For further information contact Wally Freeman, Freeman's Hire (07) 343 4600.

READER INQUIRY CARD

The Editor,
Hire & Rental Australasia,
PO Box 136, Bulleen 3105, Australia

No postage stamp is required in Australia if envelope is endorsed
FREEPOST No. 2.

Please supply further information on the items listed below.

My Name is: _____

Company: _____

Address: _____

Postcode _____

READER INQUIRY CARD

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PROMOTING THE HIRE INDUSTRY IN THE WEST

Following close on the heels of the highly successful international hire convention in Sydney, the hire industry was promoted in an excellent display at the new trades fair at Windsor, Sydney's western growth area, situated in the historic Hawkesbury basin — site, maybe, for the new international airport???

The Trades Fair was promoted by a local aggressive P.R. firm, 'Visual Difference', and, as a first time effort, the fair was to be commended as a means of encouraging people to view products and services available to them locally.

In spite of what at first appeared to be a



New 3" Trash Pump

This new 3" self priming, heavy duty, trash solids handling pump is called the APC model 30TR. The new unit is capable of heads of up to 24m (= 78ft.) and flows of 1200 L.P.M. (= 15,859 G.P.H.). Its large cast iron type non clog impeller resists choking and allows solids of up to 40mm to be passed easily. Close coupling to Robin 4 cycle engine model EY250, complete unit weighs only 65kg.

For further information
Write 118 on Reader Inquiry Card



limiting area of 8' by 8', Hire Power let their imagination run riot and decided — in terms of the new corporate jargon, that 'vertical Integration was the answer, and then went UP TO 15' and the ceiling with aluminium scaffold as the basis for an eye catching display in full view of the Trades Fair entry.

All staff of the company were actively involved in terms of ideas, execution and implementation, and the joint efforts were rewarded by winning the 2nd prize for the exhibitors display stand. (Which, incidentally would not have been out of place at the overseas terminal the week before.)

The effort, it is hoped, even in a small centre, will be instrumental in exposing hire, and what it is all about, to a few thousand people, while at the same time it was felt that the company benefited also by virtue of being forced to buy some new shiny gear, and being obliged to innovate, which resulted in the inclusion of wheelchairs of the folding type, being added to the range of gear available for hire.

The company also benefited from the exercise, especially in a period of depressed business, from the fair in its effect on revitalising interest and enthusiasm within the business, for the industry and it's prospects for the future.

It must also be said that the company was deeply indebted to that hardy breed of 'Reps' from their suppliers, who were able to convince their tough superiors that Hire Power was deserving of support, and then coming good with beautiful 'goodies' and posters to enhance the display depicted in the photo!

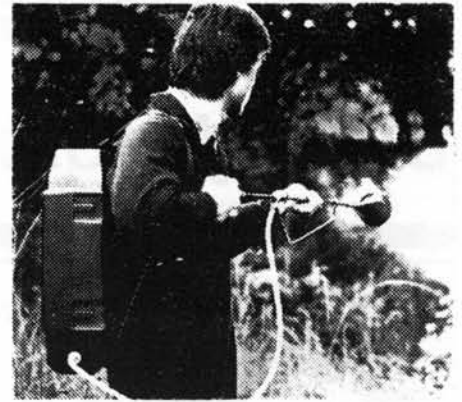
VIVA—"Wello", Gerry, 'Fred' and Charles!!

SAKURGAWA EXTEND SLUDGE PUMP RANGE

The range of Electric Submersible Sludge Pumps manufactured by Sakuragawa of Japan has now been extended to include from 4KW to 40KW, Sludge agitation is achieved by Stirrer Blade on the 4 to 11KW range and by either Stirrer Blade or Water Jet on the 20 to 40KW range. All units (as with all Sakuragawa Pumps) incorporate double mechanical seal in oil bath which is in turn protected by either labyrinth or FLA seal. Impellers are manufactured from 13% chrome steel and casings are special cast iron both of which in combination give long service life under arduous conditions. Shafts and fixing bolts are all 316 stainless steel. Current applications include the pumping of —

- Open cut mine dewatering
- Sand Dredging

For further information
Write 119 on Reader Inquiry Card



Make a date with a 14' flame.

The new Rega Helios flame thrower can throw flame bursts of up to 14 feet. Which makes it ideal for those patches of undergrowth that are hard to get at. And for all general weed destruction, fire breaks and for blackberry and lantana control. Rega Helios is lightweight and portable for simple back-pack operation, and its non pressurised tank and fuel line provide maximum safety for the wearer.

For further information
Write 120 on Reader Inquiry Card

GERONIMO HIGH PRESSURE WATER CLEANER 2200 p.s.i.

The twin cylinder pump incorporated in this design gives high performance at a low 750 r.p.m. It is constructed from non corrosive materials enabling it to accept water high in salinity. The high pressure and oil scraper seal arrangement allows the pump to run dry without over-heating, preventing damage to pump and seals. Other design advantages are its excellent self priming characteristics and the unit's ability to handle water to 80 degrees Celsius.

The Cheyenne wet sandblaster unit is the ideal companion to the H.P. cleaning unit and gives dust free operation.

The unit provides all the controls at the gun for operator convenience and faster operation.

The sand hopper is trolley mounted

The Geronimo unit has been specifically designed for continuous operation and incorporates features and accessory options that are exclusive to Lato Industries as an Australian manufacturer in this field.

For further information
Write 121 on Reader Inquiry Card

Who's Who 1983-84

Now being compiled

Do You Operate Several Branches?

In the next issue of who's who it is proposed to include a listing of the branches operated by association members.

Following the principal listing of the member the location (town/city) and phone number for each branch will be listed.

If you wish your listing to include your branch details, please complete the form below and return to the Editor, who is currently compiling the 1983-84 issue of who's who.

Have you also checked your current entry for accuracy, coding etc?



HIRE & RENTAL AUSTRALASIA

Published by Brian Elms Pty Ltd (Inc. in Vic.) trading as

RENTAL INDUSTRY PUBLICATIONS

10 Manningham Road,
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New Zealand Agent: Peter Lawrence
932 Dominion Road
Mount Roskill, Auckland.
Telephone (09) 69 9740

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Brian Elms, c-Box 136,
Bulleen, 3105, Australia.

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ADVERTISING

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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

193 Spey Street, Invercargill
President: Peter Lawrence (09) 69 9740
Secretary: Stephen Robertson 82 666

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

P.O. Box 3, Sandgate, 4017.
President: Brian Telfer (07) 277 8566
Secretary: Dorothy Verney (07) 269 9171

REGION 5

Hire and Rental Association of Australia — South Australian Region

12 Pirie Street, Adelaide, 5000
President: Neil Hilett (08) 336 2466
Secretary: Mr R. Firth (08) 212 4691

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

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

Branches at:

City/Town Phone ()

..... Phone ()

..... Phone ()

..... Phone ()

..... Phone ()

New Brick Saw

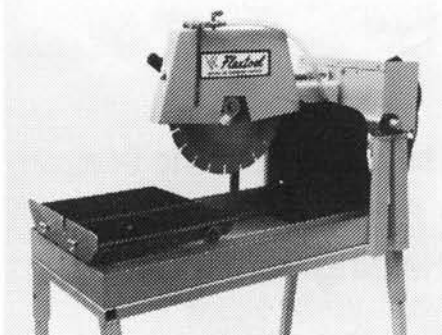
The "BRICKY" has been designed and manufactured by Flextool to meet the needs of today's hirer.

Powered by a 2HP 240 volt electric motor with overload protection, the unit is mounted on four "clip in" sturdy legs

The precision cutting table is fitted with sealed ball bearing wheels and runs on heavy duty guide rails designed to take abuse.

Motor is protected from water spray by rubber aprons.

For further information
Write 122 on Reader Inquiry Card



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.

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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.

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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.

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