

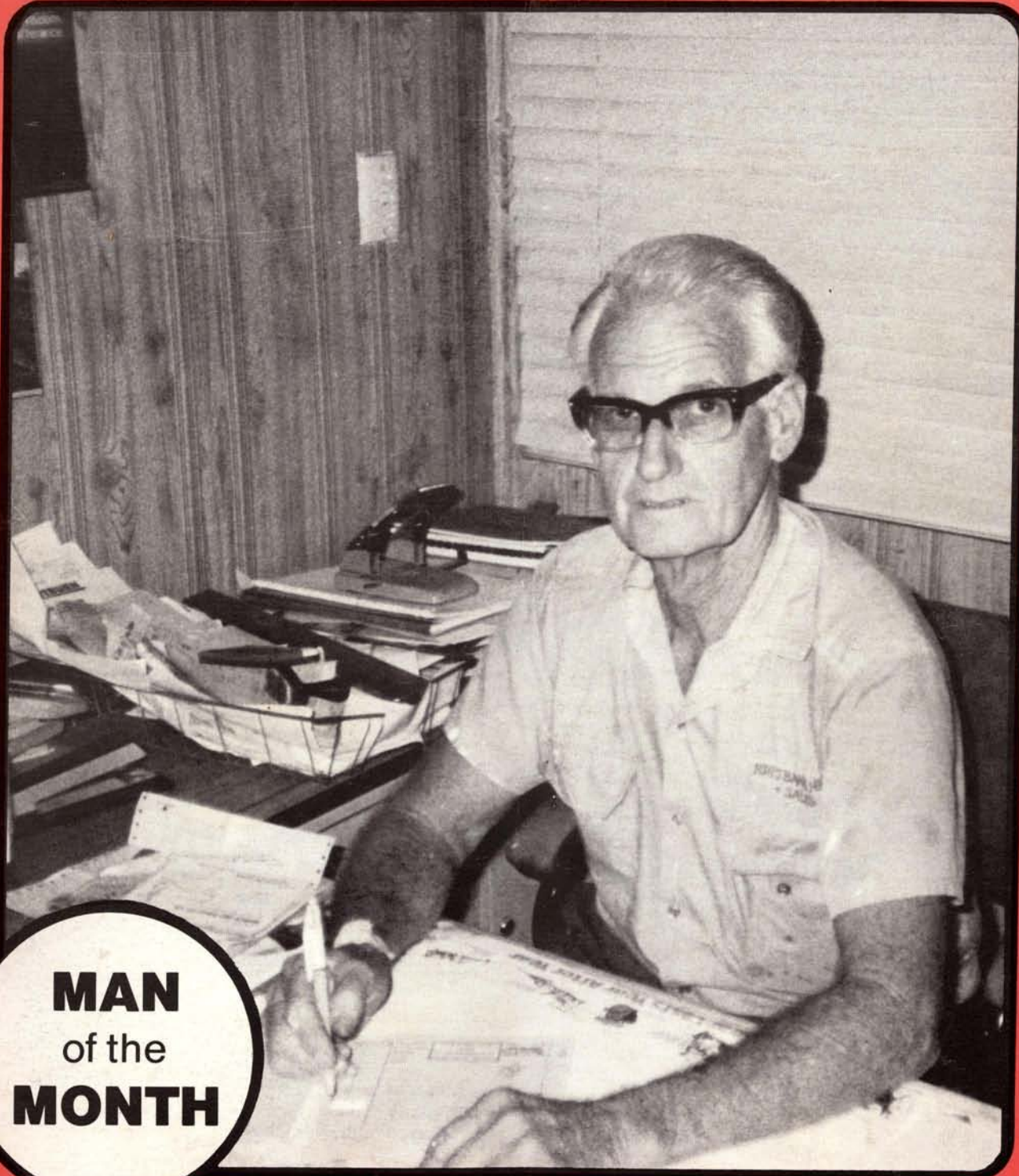
HIRE & RENTAL

AUSTRALASIA

Volume 5 Number 2 1984

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



MAN
of the
MONTH

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Brian Elms, c-Box 136,
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Editorial:

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Secretary: Stephen Robertson 82 666

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President: Ron Williams (03) 211 9488
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Man of the Month Robert (Bob) Lawler

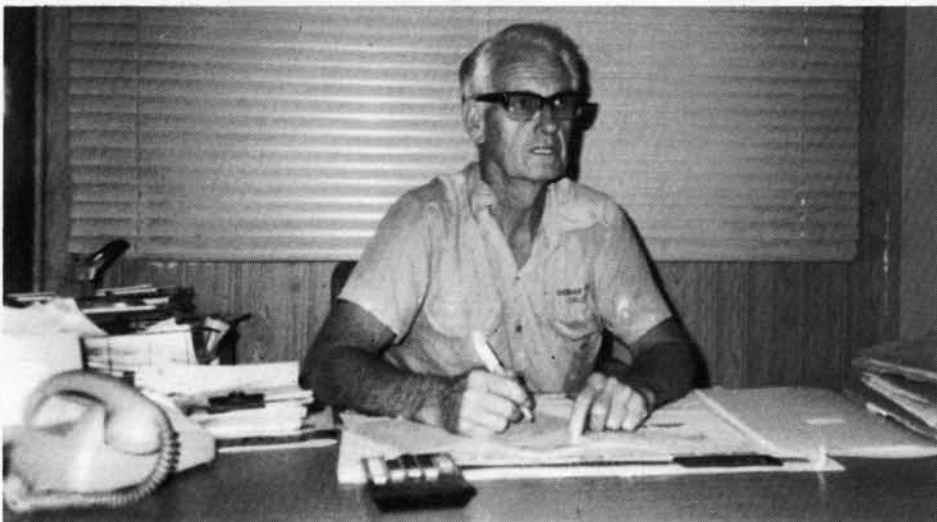
BRISBANE HIRE SERVICE

Robert (Bob) Lawler's introduction to the Hire industry occurred some 23 years ago when he joined the original proprietor of Brisbane Hire Service in operating the struggling new enterprise. Bob, a newsagent for 6 years, had become a little weary of riding a motor bike and throwing papers and magazines 365 days a year! With 8 children to feed, clothe and educate, Bob had always felt that he needed to remain self-employed. The invitation he received to join Brisbane Hire Service seemed to offer the opportunity he needed to get out of the newsagency.

Bob and his wife Thora, thus became the proud owners of half the business which included 2 new Holden utes on lease, an

L.P. Spray Unit, a pair of 16 ft Trestles and a plank, a couple of bottle jacks and a few other bits and pieces. "In those days, it was much less expensive to set up a hire service than today" Bob recalls.

However, the injection of Bob's money into the business provided funds for much needed equipment — the first item purchased being a H. type Kango hammer. Bob had been a building contractor for some years previously and his carpentry skills were soon put to good use in manufacturing wooden painter's trestles to meet increasing demand. The business was soon taking \$140 per week, but after paying all commitments they had only \$4.00 left over each week!



However, that situation was not to last very long, for Brisbane Hire Service in the suburb of Stafford, became part of the explosion of the new Hire industry across the nation and like many other small operators could not buy enough equipment to cope with demand.

Brisbane Hire was incorporated into a private Company in 1962 and its shareholders now number more than 20 — fairly unique but has worked well for all concerned.

Under Bob's hard-working leadership the Company continued to grow both in the range and quantity of Hire plant available to its customers. In 1970 an additional outlet was established 9 miles north of Stafford in the rapidly developing area of Strathpine. The Company has since transferred this Branch to the adjacent suburb of Lawnton where modern premises were designed and built on a large industrial block previously purchased.

The range of equipment is very wide, seeking to meet the needs of builders and small contractors, home handymen, some party and domestic requirements. Today the Company also operates an extensive Sales section, selling power tools and other machinery. While this idea seems unpopular with some hire people, Brisbane Hire Service has proved there is no conflict of interest and that sales certainly compliment the hire business quite profitably.

Bob Lawler helped to found the Hire Association of Queensland back in 1964 when Brisbane Hire became one of the first few to join. He has always been active in supporting the Association, occupying the position of Secretary/Treasurer for some 12 years and later became President for a term in 1980 when there were then more than 70 members. Bob has always valued his friendly relationship with others in the industry through our Association and there are many members who have been greatly helped by his honest exchange of information. His long experience and knowledge has always been freely available to other Association members.

Bob and Thora now look forward to their retirement when they plan to travel overseas attending conferences for Moral Re-Armament in Japan, Switzerland and U.K. Bob will be missed by his friends in the industry, by the staff at Brisbane Hire and by many of his customers some of whom have dealt with the Company since its inception.

They have all valued and appreciated his integrity in business affairs and his warm friendship and wish he and Thora a very fulfilling and relaxing retirement together.

Cover: Robert (Bob) Lawler, Man of the Month.

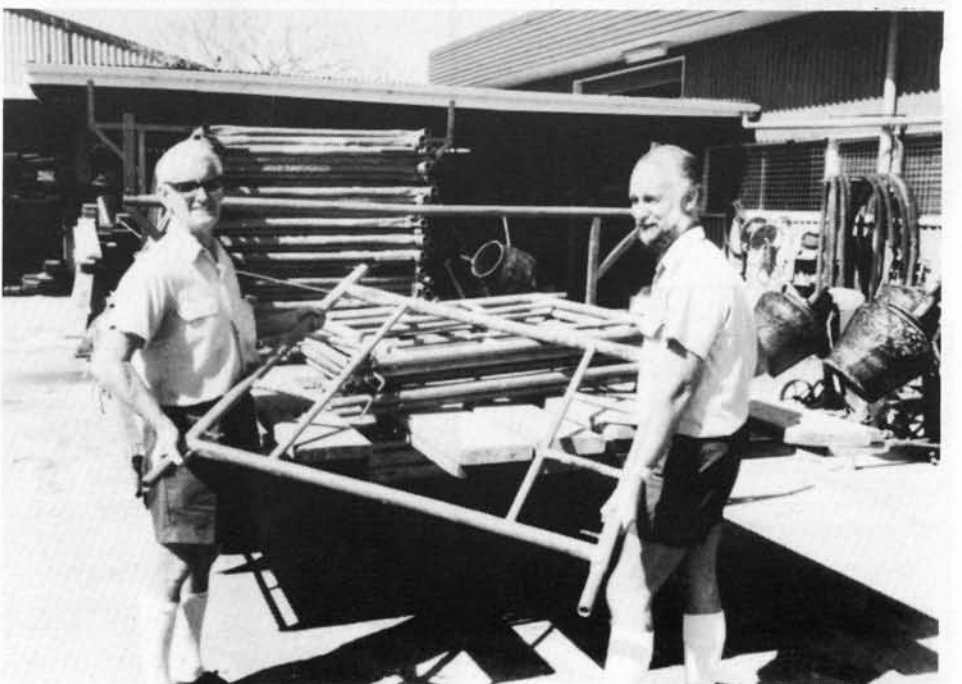
Top left: Our Stafford premises built 1967.

Lower left: Bob at work in his office.

Top: Our new Lawnton premises are 3 years old.

Centre: Barry Rawlingson & Bob at the counter.

Right: Alan Thompson & Bob at work in the yard.



Gallup Gazes into Crystal Ball

Published by courtesy: Rental Age.

(Part I of this article, published in Vol 5 No. 1, 1984, reported on the results of two polls the American Rental Association commissioned the Gallup Organization, Princeton, N.J., to conduct in 1976 and 1982. The polls were taken to determine the market penetration made by the equipment rental industry during those six years. This article is a deeper analysis of the polls.—ED.)

Even though Part I reported just a one percent increase in the percentage of respondents who had ever rented equipment, it pointed out that the increase in the total potential market would tend to put any percentage calculation on the low side. The article pinpointed the rental customer by sex, age, annual income, home ownership, size of community and region. This enabled Doug Classen, A-1 Rental, Salinas, Calif., to analyze the data and draw a profile of the "Ideal Rental Customer." Part II will analyze the habits of consumers and reveal what they know about rental locations. Classen's observation, that the key to marketing is education of the consumer, remains a basic tenet as we delve further into the Gallup report.

To test the likelihood of buying, renting or borrowing equipment, the Gallup poll asked the question: "If you needed some equipment for occasional use would you be most likely to buy it, to rent it or to borrow it?"

Why the drop in "most likely to rent" and the increase in "most likely

The A.R.A./ Gallup Poll II Yes No Don't Recall

A Project of the General Tool & Equipment Council

to borrow?" Classen feels this can be attributed directly to the poor economy when money became tighter and forced people to search for cheaper alternatives, one of which was to borrow. The economy underscored the fact that people will "make do" as best they can in certain instances.

Think of the volume of business that could be created if the 12 percent of the "don't know" group of adults in Fig. 2 could be converted to rental over buying or borrowing! The chart shows that men are more discriminating than women when it comes to borrowing. Women tend to be in a

social environment more often than men, especially in their neighborhoods, which causes a higher rate of interchange of items.

By Age: Younger people tend to have more contact with people who have specific items to borrow. Classen says renting or purchasing is a last resort for them. Because they move more often, it keeps them from being burdened with the responsibility of owning. The older respondent is more likely to rent over buying or borrowing. Yet, as noted in Part I, Classen found that the 50-year and older group does not rent as often as other age groups. Promotion of the advantages of renting to this age group would be beneficial.

By Income: Low income householders show a tendency to buy rather than rent. If properly educated, these people would see the advantages of renting over buying. It's up to the rental firm to show those advantages by making

Fig. 2: Most Likely to:

	Buy %	Rent %	Borrow %	Don't Know %	Total %	Number of Interviews
All Adults	21	27	40	12	100	1,519
Sex of Respondent						
Men	23	28	38	11	100	765
Women	18	26	42	14	100	754
Age of Respondent						
18-34 years	17	21	50	12	100	528
35-49 years	20	29	43	8	100	368
50 years & older	25	32	28	15	100	616
Annual Household Income						
\$40,000 & more	17	34	38	11	100	143
\$25,000 - \$39,999	20	30	43	7	100	284
\$20,000 - \$24,999	18	29	44	9	100	177
\$15,000 - \$19,999	21	29	35	15	100	216
\$10,000 - \$14,999	22	25	40	13	100	268
Under \$10,000	23	22	40	15	100	343
Home Ownership						
Own	22	29	38	11	100	1,074
Rent/Other Arrangement	18	24	44	14	100	437

Fig. 1: Most Likely To:

	All Adults 1976 %	All Adults 1982 %	Change In % Points
Buy	22	21	-1
Rent	32	27	-5
Borrow	36	40	+4
Don't know	10	12	+2
Total	100	100	
Number of Interviews	1,578	1,519	

proper customer contacts, Classen says.

By Home Ownership: Homeowners are in a more marketable situation for the rental industry. Almost one in every three would rather rent than borrow or purchase.

By Size of Community: Smaller communities tend to be close-knit, with more interchange of goods. Smaller communities have not been exposed to the rental concept as much as the larger communities.

The ability to beat the cost of borrowing is difficult. Rental firms must emphasize the ability of their businesses to make it more convenient to rent rather than borrow. Once again, Classen says, "educate the consumer by expounding on the 12 sound reasons for renting."

To determine the knowledge of where to find rental equipment, Gallup asked: "Do you happen to know the location of a firm where you can obtain rental equipment?"

More than two-thirds of the respondents (Fig. 3) knew where they could go to obtain rental equipment. The drop of 2 percent from 1976 to 1982 most likely can be attributed directly to the poor economy. When people can borrow equipment successfully, they forget where to find a rental firm, perhaps because they do not pay attention to a service they do not need.

One-third of the possible market still remains to be reached through advertising. Perhaps emphasis should be placed on the location when advertising or promoting to the public.

An interesting statistic to keep in mind is that, of all adults who responded to this question, 68 percent said they knew where to rent—but only 36 percent had ever rented. There is great potential here!

By Sex: Classen believes men are more likely to be aware of a location because they've been more active in the rental market than women. Advertisements, he says, usually have been directed towards men.

By Age: Awareness is high for the 35-49 age group, most likely because they are young family homeowners. They have taken the initiative to locate a rental firm.

By Income: Most advertising is di-

Fig. 3: Know Location of Equipment Rental Firm

	All Adults		Change In % Points
	1976 %	1982 %	
Yes, know Location	70	68	-2
Don't know Location	30	32	+2
Total	100	100	
Number of Interviews	1,578	1,519	

rected to higher income people and is the reason they are more aware of rental locations, according to Classen. Since lower income groups are more likely to borrow, they don't seek rental location information as often.

By Home Ownership: Homeowners

appear to pursue the task of finding a rental firm more actively than those who rent or have made other arrangements. Homeowners obviously have more do-it-yourself projects to perform.

By Size of Community: Throughout the report it remains evident that people tend to know the location of rental firms in smaller communities and in the western part of the nation.

To determine how people learn where to rent equipment, the survey asked: "If you wanted to rent something, just how would you go about finding where to rent it?" Gallup pollsters directed this question to people who did not know where rental equipment could be obtained.

The Yellow Pages is the No. 1 choice by a high margin. The gain of 8

(Continued on Next Page)

Fig. 4: Know Location Where You Can Obtain Rental Equipment

	Yes %	No %	Total %	Number of Interviews
All Adults	68	32	100	1,519
Sex of Respondent				
Men	77	23	100	765
Women	60	40	100	754
Age of Respondent				
18-34 years	67	33	100	528
35-49 years	81	19	100	368
50 years and older	62	38	100	616
Annual Household Income				
\$40,000 and more	79	21	100	143
\$25,000 - \$39,999	80	20	100	284
\$20,000 - \$23,999	75	25	100	177
\$15,000 - \$19,999	71	29	100	216
\$10,000 - \$14,999	64	36	100	268
Under \$10,000	53	47	100	343
Home Ownership				
Own	73	27	100	1,074
Rent/other arrangement	59	41	100	437
Size of Community				
1,000,000 or more	55	45	100	314
250,000 - 999,999	70	30	100	339
50,000 - 249,999	74	26	100	257
2,500 - 49,999	79	21	100	231
Under 2,500	68	32	100	378
Region of Country				
East	64	36	100	403
Midwest	69	31	100	424
South	65	35	100	427
West	79	21	100	265

Fig. 5: How Would One Find Out Where to Rent?

	1976 %	1982 %	Change in % Points
Look in Yellow Pages of telephone book	61	69	+8
Ask a friend or acquaintance	23	20	-3
Look up ads in newspaper	4	3	-1
Ask in hardware store	3	3	0
Some other way	4	3	-1
Don't know	13	8	-5
Total	108*	106*	
Number of Interviews	481	455	

*Total exceeds 100% due to multiple responses.

(Continued from Preceding Page)

percent also suggests the Yellow Pages are becoming a much more reliable and dependable source to find information. An eye-catching, effectively written advertisement, according to Classen, probably will be an effective form of advertising. (Keep in mind that A.R.A. does not recommend a large display ad to go in the Yellow

Pages.—ED.) "Ask a friend" is another way of saying customer satisfaction. Present customers must be satisfied customers in order to gain references this way.

By Sex, Age, Income: It is interesting to note that women will look at the Yellow Pages more often than men, but women rent less than men do. It may be that rental firms would want to

consider directing their Yellow Pages advertising toward women, without taking away any masculinity.

The 35-49 age group rents the most. Close to one-third of this group would ask a friend for a referral; it all goes back to customer satisfaction.

Almost four-fifths of the \$20,000-plus income group would look in the Yellow Pages. The under \$10,000 group are those who borrow more often. Generally, when borrowing people will talk to their peers first. It is important, Classen says, to serve the lower income groups with affordable items that make them feel like they're getting their money's worth because their budgets have to stretch further than the higher income groups.

The "Rent Other" category of home ownership implies a closer-knit social environment; those people are in a position to secure references before use. Again, it goes back to customer satisfaction. Homeowners reflect the norm of the overall poll.

Extremely large and extremely small

Fig. 6: How Would You Find Out Where To Rent Equipment?

	Look: Yellow Pages %	Ask Friend %	News- paper Ads %	Ask In Hdwe. Store %	Other %	Don't Know %	Total* %	No. of Int'views
Those Who Don't Know Where Rental Equipment Can Be Obtained	69	20	3	3	3	8	106	455
Sex of Respondent								
Men	64	22	3	6	3	6	104	171
Women	71	19	4	1	2	10	107	284
Age of Respondent								
18-34 years	73	20	3	4	4	6	110	164
35-49 years	69	28	0	2	1	3	103	65
50 and older	66	18	5	2	2	11	104	223
Annual Household Income								
\$20,000 and more	78	13	5	3	1	3	103	125
\$10,000 - \$19,999	69	22	2	5	4	7	109	153
Under \$10,000	62	27	4	1	2	12	108	155
Home Ownership								
Own	74	13	5	2	2	9	105	280
Rent/Other	62	31	2	4	3	7	109	171
Size of Community								
1,000,000 plus	64	24	5	4	1	8	106	135
250,000 - 999,999	72	16	1	1	5	10	105	86
50,000 - 249,999	82	10	1	3	1	8	105	69
2,500 - 49,999	67	20	5	2	7	5	106	47
Under 2,500	70	26	4	3	2	9	114	118

*Totals exceed 100% due to multiple responses.

Fig. 7: Type of Equipment*

	All Adults Rented in	
	Ever Rented %	Past 12 Months %
Floor care	30	11
Lawn & garden	18	6
Moving equip.	16	5
Plumbing	10	3
Power tools	9	3
Party equipment	7	3
Auto repair	7	2
Convalescent equipment	7	1
Camping equip.	6	1
Painting & decorating	5	2
Masonry	4	1
Electrical	2	1
Exercise equip.	1	**
None of these/ have not rented	42	67
Don't know	2	6
Number of Interviews	1,519	1,519

*Totals exceed 100% due to multiple responses.

**Less than 1%

communities rely on personal references much more because of close relations of inner city groups and rural areas.

Classen reiterates that rental firms have to know their customers; they have to know their environment; and they have to know their products. In marketing, rental firms must satisfy a need! The sequence should follow this pattern: (1.) show the features of your equipment or your rental firm; (2.) show the benefits of the features; (3.) show how these benefits fulfill the customer's needs.

Next, the Gallup poll wanted to determine the types of equipment persons had ever rented and what they had rented in the past 12 months. Respondents were shown a card which listed the types of equipment shown in Fig. 7.

Although persons in all types of households have rented each kind of equipment, the following types of people are more likely to have ever rented each of the kinds of equipment listed:

Floor care equipment: 35-49 year olds, those with higher family incomes and homeowners.

Lawn and garden equipment: men, 35-49 year olds, those with higher family incomes, homeowners and Westerners.

Moving equipment: men, 18-49 year olds, and non-homeowners.

Plumbing equipment: those with higher family incomes.

Power tools: men, 18-49 year olds and those with higher family incomes.

Party equipment: those with higher family incomes.

Auto repair equipment: men and non-homeowners.

Conclusions: Classen concludes his analysis with the following remarks: "Basically, you could write volumes and go in a number of directions with the findings of the Gallup Poll. This has been a brief overview that attempts to offer some analyses, reasoning and suggestions.

"I believe that a key item I've emphasized throughout is education; ed-

ucation not only to the customer but for management and employees, also. It has to be a constant effort to best understand your product as well as your customer. In this way you can educate your customer and develop a long-lasting business relationship."

The essential purpose of using the Gallup Organization poll as a management tool has been accomplished. The poll has given the equipment rental industry an in-depth look at the consumer. The customer's likes, dislikes and methods of completing projects all add up to information that needs to be analyzed by everyone in the rental industry. The opinions expressed in the two installments are just that, strictly opinions. It is obvious that the equipment rental industry needs to promote its services—and heavily. True, the economy always plays a part in any poll, but this poll tells it as it is. This is what has been accomplished... an appraisal of where we have been and where we are now. The question is, where do we want to be? □

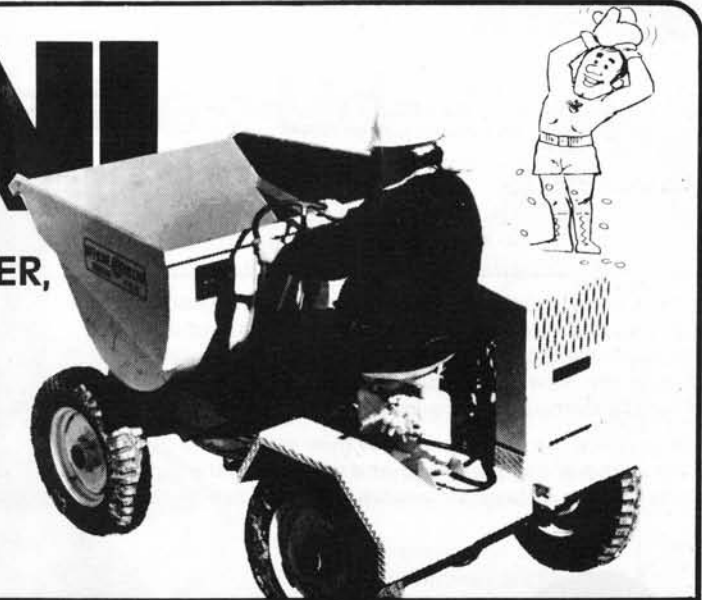
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THE HEAVYWEIGHT ITALIAN DUMPER, WITH THE KNOCKOUT PRICE!

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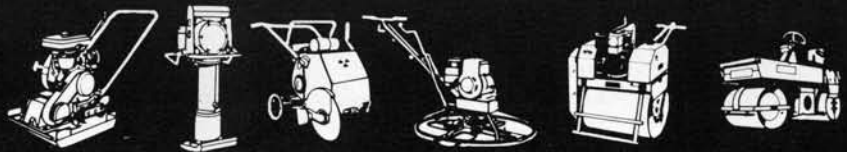
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HSANZ 7th Annual Convention

Tauranga June 11-14 1984

SPEAKER PROGRAMME

MR NOEL POPE — *His Worship the Mayor of Tauranga, will officially open this the 7th Annual Convention and Exhibition of the Hire Services Association of New Zealand inc.*

MR TREVOR V. ROGERS — **"RECOVERING THOSE BAD DEBTS"**

An Auckland City Councillor, Mr Rogers has had a wealth of experience in the area of national and international debt collection and his advice on this ever present problem, will be delivered in an enlightening and informative way.



MR GRAEME CROSSMAN — **"MARKETING"**
Graeme Crossman is well versed in the area of Marketing and will present a paper on this subject as it may apply to the hire industry and the importance of sound marketing of goods and services.

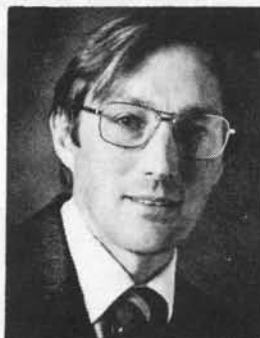
39 years old, married with two children, Graeme is New Zealand Operations Manager for Auckland Export Limited (a licensed kiwifruit exporting company), Director of Auckland Export Limited, Executive Director of Export Cold Storage Limited and holds executive membership and Chairmanship of a number of industry related companies.

MR IAN F. FARRANT — **KEYNOTE SPEAKER** — **"TAXATION AND THE HIRE INDUSTRY"**

Ian has an excellent reputation in the field of Taxation and as a speaker. For 12 years he has been a chartered accountant and Dunedin partner in the International firm of Peat Marwick Mitchell & Co. He has also had 7 years with the Department of Inland Revenue.

Currently a lecturer in taxation at the University of Otago, Ian is a frequent speaker on taxation and a director or financial advisor to a number of companies, including the New Zealand Salmon Company Limited and the Canterbury Frozen Meat Company Limited.

"New Zealand may be the land of milk and honey, but it is also a land of high taxation and we in the hire industry have our share of taxation problems," says Ian.



DR PAT HERTNON — **"HEALTH WEALTH AND HAPPINESS"**

What good wealth without our health? Pat Hertnon will present a perspective on the phenomenon of stress — a valuable driving force. He is certain to come up with something for you to think about! Born in Timaru, Pat Hertnon spent his tertiary years at Otago University studying medicine. After graduating (M.B., Ch.B.) he began a career in General Practice lasting 13 years. During this time he was actively involved in medical administration and teaching.

SEE YOU IN TAURANGA?

Baycourt Community & Arts Centre in Tauranga is the venue for this year's HSANZ Convention and Equipment Display.

Delegates will be accommodated at the Willow Park Motor Hotel, where registrations will be made as delegates arrive on Monday June 11 1984.

An interesting seminar programme has been planned for the three morning sessions, while an extensive range of equipment will be available for inspection at the Equipment Display each afternoon.

The Social programme will include a Kiwi Fruit Tour, visiting the Durham Light Winery, Local Kiwifruit orchards and the Massive B.O.P. Fruitpackers Coolstore/Packhouse operation.

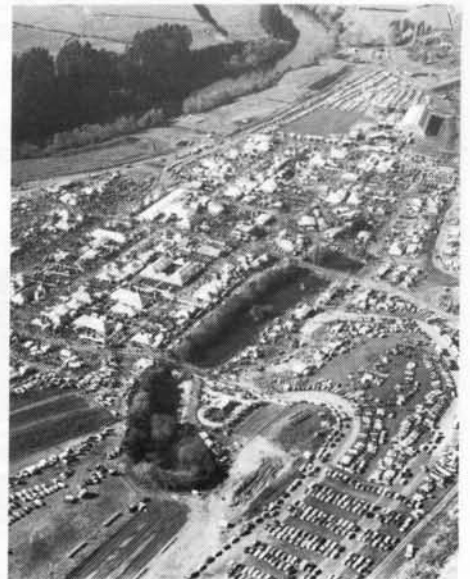
The Ladies programme includes a relaxing 2½ hour cruise around Lake Rotoiti, taking in the world famous Moose Ledge, beautiful scenic bays and a visit to the Manupirua Hot Springs.

A Casino night is also included! This is a great opportunity for all Hire people to get together. Further details are available from Harvey Bryant — Telephone Tauranga 82 082

FRIDAY'S FIELDAY VISIT

NZ National Agricultural Fieldays, held annually at Mystery Creek, in the centre of NZ's lush Waikato region, attract some 400 exhibitors and a crowd of 7500 visitors, some 300 of whom are from overseas.

With emphasis on the demonstration of products and static display, this fielday is one of the finest agricultural shows in the world, and is well worth including in your convention programme.



CORY-WRIGHT & SALMON LTD
Branches throughout New Zealand
Tel: 865 169 Telex: NZ 3311

Cory-Wright & Salmon will again feature the very successful Tokai Trash pumps at the equipment exhibition. These pumps, well known within the hire industry, have enjoyed considerable success in the five years since they were introduced. The common 50mm and 75mm sizes remain on an ex stock basis and enquiries will be taken for the shipment of 150mm and 100mm units due to arrive in the near future. The larger pumps are powered by the new generation Izuzu diesel engines which are ideal for the situation where a large amount of water is to be moved in the shortest possible time.

A range of electric submersible pumps, new to the New Zealand market, in 25mm, 40mm and 50mm sizes will be featured at the equipment exhibition and special prices will be offered to conference delegates.

TRACTOR EQUIPMENT CO LTD
357 Tremain Avenue,
Palmerston Nth
Tel: 78 006 Telex: NZ 31557

Tractor Equipment Coy will be exhibiting a range of Vibromax Compaction Machines.

The introduction of two new models to the range will certainly interest the Hire Industry.

The W50 Double Vibratory Roller

This diesel powered hydrostatic drive roller has infinitely variable travel speed control — forward and reverse — and velvet smooth move off and braking in both directions. Easily transportable, the double drum W50 gives twice the productivity of the single drum roller with added operation safety and comfort. The W50 is easily steered with its vibration-free guide bar which incorporates a patented "Dead Man's" handle.

The AT20 Plate Compactor

Designed for maximum compaction efficiency, this multi purpose reversible plate is ideal for use in trenches. Unobstructed sides compact right up to the edges. Rugged and well proven, the AT20 is reliable under the toughest of conditions.

Special "Convention" prices will be available to the Hire Industry.

YOUNGMAN RICHARDSON & CO LTD
8a Goldfield, Glenfield,
Auckland
Tel: (09) 444 6028

Robin Diesel Engines will feature in the range of Robin engines to be exhibited at this years' convention

Hire & Rental Australas



THIS MARQUEE WILL MAKE YOU MONEY!

Baytex Marquees are distinctive and attractive enough to make people want to hire them. You can charge good hire rates and get more frequent hires into the bargain.

Baytex Marquees are a perfect compliment to your expensive party hire asset. Make your functions look a million dollars in a Baytex Marquee.

Never be stuck for a shortage of space. Baytex Marquees comprise a comprehensive system of interchangeable components. You can add to or subtract from them at will. They're foolproof.

Baytex Marquees have an outstanding record for economy of design, efficiency of performance and durable good looks. They offer a variety of colourful walls and provision for your Company name or Logo to be clearly marked on the valance.

Baytex Marquees make minimum demands on your hire staff — ultimately that's money in your pocket.

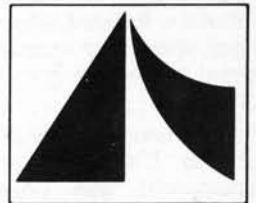
For Marquee Design, Marquee Manufacture,
Marquee Hire, Consult the experts!

MANUFACTURED BY:

Bay Textiles Ltd

Canvas Goods Manufacturers & Hirers

64 8th Avenue Tauranga Phones 88022 81526



Write 102 on Reader Inquiry Card



BRISBANE PARTY EXPO An Outstanding Success

Party hirers from all over Queensland assembled in Brisbane for a most successful Party Hire Expo. Hosted by Betty and Wally Freeman at their spacious premises at Mt Gravatt the expo drew support from 21 exhibitors, all suppliers to the Party Hire Industry in Queensland.

Reportedly the largest crowd ever to assemble at a hire function in Queensland, with the exception of the Conventions, gathered for the event. In all 44 companies were represented of whom 13 were non-member guests of the Association.

A spit roast, complemented with a fine spread of Pork dishes was provided with the compliments of Active Distributors. Active Distributors from West End supply Disposal tableware for use in party hire.

A fine working demonstration of the CIG beer chilling equipment was produced throughout the night with the Keg on the CIG stand becoming a focal point for

For 15 country members who visited Brisbane for the Expo, the yard tour created a lot of interest.

First call was to Richlands Hire & Sales. Joyce and Harry Morris welcomed the visitors and showed them through their premises. The showroom is beautifully appointed with a large range of disposable tableware and wedding accessories prominently displayed for sale.

Joyce and Harry served a excellent Luncheon before farewelling the visitors on their way to Moreton Hire's new premises at East Brisbane.

Marlene and Peter Morahan showed the visitors through their premises, with its Pine Showroom and large, well appointed warehouse. They answered many questions relating to Party Hire in the Brisbane area and their own methods of operation.

Top photo: Freeman's Hire at Mt Gravatt, venue for the Party Hire Expo.

Lower: One of the 21 Expo

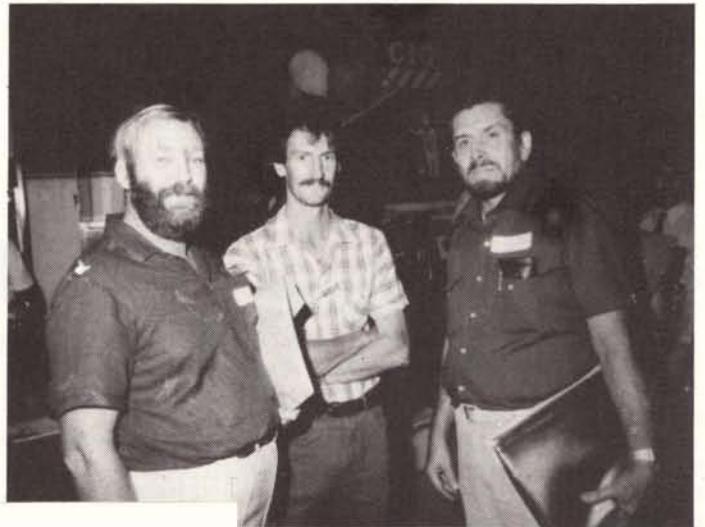
The Visitors returned to Freeman's Hire in time for the Expo, and what a great night it was. The large enthusiastic crowd getting together to talk and swap ideas with suppliers and fellow hirers. A promotional film from P & O Cruises was screened during the evening to promote the forthcoming Convention Cruise in 1985.

To Peter Morahan who made the initial contact with suppliers and members, and particularly to Wally and Betty

Freeman, who did a splendid job in hosting the Expo, and did such a tremendous amount of work behind the scenes to have everything ready for the Exhibition, not to mention the clean up afterwards and to all who contributed — Congratulations on a great event!

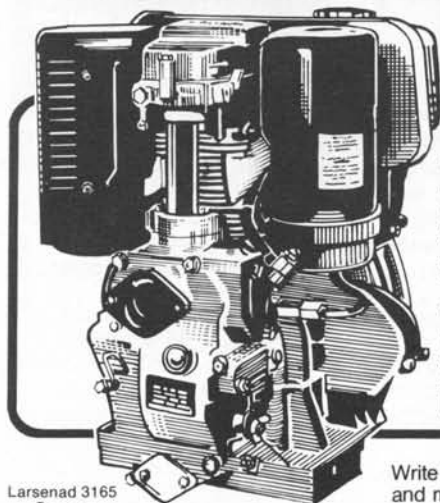
Lower: L-R Dave Eastwick from Gympie chats with Owen Staines, Brisbane, and Don Neate from Cairns.

Right: Sandra & Andrew Lambie, Gold Coast, chat with Marlene Morahan & her daughter Anne-Marie.



Robin DIESEL

WITH THE
BEST
AFTER SALES
SERVICE IN
NEW ZEALAND



This air-cooled 299cc 4 stroke diesel engine provides outstanding fuel efficiency. The automatic compression release means easy and sure starting even in low temperatures.

Write for a free brochure and more information

Larsenad 3165

YR **YOUNG/MAN RICHARDSON & CO. LTD.** 8a Goldfield, Glenfield, Auckland 10. Phone 444-6028

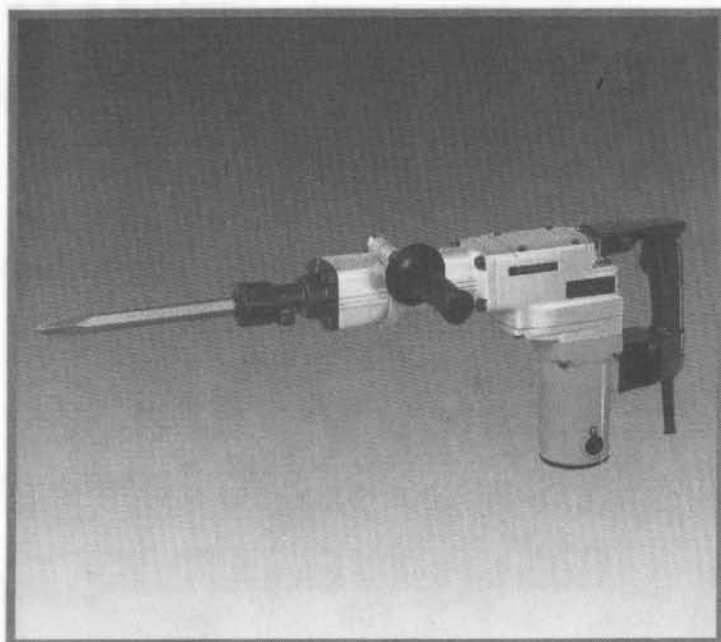
Please send me information on Robin diesel engines

NAME: _____

ADDRESS: _____

PHONE: _____

Write 103 on Reader Inquiry Card



Hitachi's New Hammer Released

The new H55 SA Hammer from Hitachi should prove an ideal tool for rental use. A double insulated, grease packed hammer, the H55 SA is fitted with shock absorber handle, and can be used with Kango points and chisels.

Weighing 9.5kg (20.9lbs) with an overall length of 560mm and an impact rate 1450/min, this hammer's feature is its fast chipping action.

The H55 SA has a powerful 1140 wall motor, is compact in design and has an adjustable (360°) side handle for better control.

For further information
Write 106 on Inquiry Card

FOR CONCRETE RESULTS SPECIFY THE COATES MARK II TROWELLING & FINISHING MACHINE

Distributed throughout Australia by:



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



Here's the heavy duty trowel for contractors and hire companies. Over 20 years' production in Australia has proved out these features:

- ★ 5 hp cast-iron sleeve Briggs & Stratton engine backed by Australia-wide parts and service (another make optional).
- ★ Direct-acting fingertip blade control offers easier action and fewer wearing parts.
- ★ Safety runaway switch as standard fitting to avoid operator injury.
- ★ Heavy cast-steel blade arms for maximum strength and resistance to accidental damage.
- ★ Heavy duty gear box with large taper roller bearings for longer life.
- ★ Rugged rectangular tubing handle minimises accidental damage.

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 8273

Write 105 on Reader Inquiry Card



WAXLE

'OIL WAX' RUST STOP

RUST PREVENTATIVE FOR HIRE & RENTAL EQUIPMENT

CONTACTS

AUSTRALIA:

WAXLE SALES PTY. LTD., MR LEN LANGAN
TEL. 429 2366 A.H. 729 9055

NEW ZEALAND:

WESTERN ENGINEERING SERVICES LTD.,
79 PATAKI ROAD AVONDALE 8
TEL. 88 5964 MR. GAVIN FAZAKERLEY

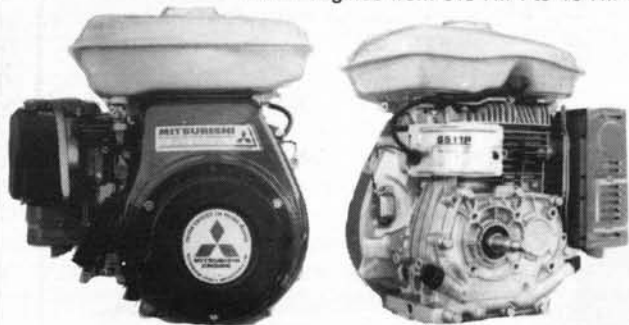
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POWER IT OR RE-POWER IT WITH

MITSUBISHI

THE ENGINEERED
ENGINE

Petrol engines from 3½ H.P. to 15 H.P.



SOME SPECIAL FEATURES ON NEW MODELS

- ☆ Electronic Ignition (M.T.I.)
- ☆ Dual-Element Air Cleaner
- ☆ Bricksaw (Clockwise-rotation) engines & Anti-clockwise
- ☆ Crankshaft extensions for replacement of most other makes

Australia-Wide Sales & Service

★ Also Available:

Self-Priming, Water Pumps, 1½" to 3" / Petrol or Diesel
Generator Sets, 1.5 kW to 8 kW

Hire & Rental Trade enquiries only to the Distributor

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

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Milperra 2214
(02) 774 1462
Telex: AA74391

QUEENSLAND:
55 Railway Pde
Rocklea 4106
(07) 277 8044
Telex: AA44966

SOUTH AUSTRALIA:
33-47 Holland St
Thebarton 5031
(08) 354 0880
Telex: AA87529

WESTERN AUSTRALIA:

D.G. Engine Sales
Sereko (09) 277 7533
(09) 444 5688

TASMANIA:

E. & I. Wholesale (003) 31 4086

Write 110 on Reader Inquiry Card

ENDANGERED SPECIES

We know that construction and mining sites are rugged places, but we often forget that our greatest enemy is at work twenty four hours a day.

Climatic changes, and chemically charged salt laden atmospheres, work constantly to destroy chassis, body shells and componentry. The "Demon Rust" eats away at our valuable equipment for breakfast, lunch, dinner and supper, an expensive and unwanted, guest!

To treat our equipment before we place it into such punishing environments makes sound economic sense.

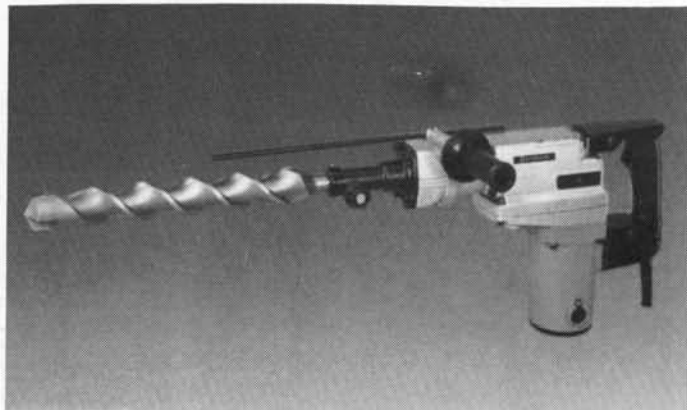
WAXLE — Oil Wax Rust Stop, an Australian made product, offers an effective, low cost, easy to apply solution to corrosion problems. 2es030 WAXLE can, if the situation demands it, be brush applied. Normal application is by atomised spray using a conventional spray gun, and the product goes a long way giving a coverage of five square metres to the litre. Being non toxic no special precautions or protective clothing is required. The protective film can be sprayed on in your workshop, or yard, and even applied on site.

Owing to the strong attraction to the surrounding surfaces, the 'WAXLE' is caused to spread over the surface, on the wax particles, causing an outward pressure — due to mutual repulsion of like charges. The chain molecules completely coat all reactive points on the metal, preventing further reaction with oxygen, water or other chemicals. Since the action is physical and not chemical it does not become exhausted with time.

Originally formulated for marine use, WAXLE is now meeting demands from a wide range of Industries. The tests, the findings, the testimonials, will convince you that WAXLE has something really worthwhile to offer to the hire and rental industry.

This remarkable product is available in Australia and New Zealand. Contact them now at the addresses and telephone numbers given in the advertisement on the page. Or use the reader enquiry card in this edition. This is a contact you will never regret!

For further information write 31 or Reader Inquiry Card.



New from Hitachi with Hammer & Drill Features

Hitachi's new DH50 SA with hammer and drilling features should be ideal for rental use. DH50 SA is grease packed and has a safety clutch to protect gears against overload damage. It has drill bit capacity 50mm and core bit capacity 125mm with an impact rate of 2300/min to provide fast drilling speeds.

Compact in design DH50 SA is just 495mm overall in length, with powerful 1140 wall motor, shock absorber handles and weighs 8.5 kg (18.7lbs).

It has adjustable (360°) side handle for better control and can be used with Kango bits and chisels.

For further information.
Write 109 on Inquiry Card



\$230 ea
ALLOVER
Model 2000
HEAT GUN
 Freight & Handling \$4 ea

SPECIALS

ALL PRICES INCLUDE SALES TAX
 Valid for month of issue only (or while stocks last)

Please Supply

Consign by Road/Rail/Air, charge freight to us
 or
 Add freight & handling costs \$

Name:

Address:

Our cheque is enclosed \$

STIHL 08S POWER HEADS

(no side cover)
 Suitable for

REPOWERING
CUTQUICKS ETC.

\$315 ea

After Sales Service available in all States
 Freight & Handling \$5 ea

OREGON 17" GUIDE BARS

\$24 ea

will fit Stihl 08S
 Chainsaws
 Freight & Handling \$4 ea

OREGON 404 x .063 Chain Saw Chains

60 Drive Links
 per Loop
 will fit Stihl 08S

\$12 ea

Freight & Handling \$2 ea

NEW!



Hitachi

DH50SA ROTARY HAMMER

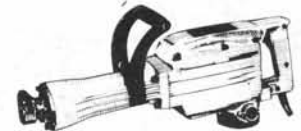
Capacity Drill bit: 50 mm Core bit: 125 mm
 Power input: 1140 w
 Impact rate: 2300/min.
 Weight: 8.5 kg
 Length: 495 mm

\$464 ea

Can be used with Kango bits & chisels

After Sales Service available in all States
 Freight & Handling \$10 ea

PH65A HAMMER



Power input: 1500 w Weight: 15 kg
 Impact rate: 1200/min. Length: 664 mm

Hitachi \$485 ea

After Sales Service available in all States
 Freight & Handling \$12.50 ea

NEW!



Hitachi

H55SA HAMMER

Power input: 1140 w
 Impact rate: 1450/min
 Weight: 9.5 kg
 Length: 560 mm

\$390 ea

Can be used with Kango Chisels

After Sales Service available in all States
 Freight & Handling \$10 ea

FLOOR SANDING ROLLS

Carborundum Brand
 200mm x 50 metre rolls
 20 grit combination

\$71 ea

Freight & Handling \$10 ea

FLOOR SANDING ROLLS

Carborundum Brand
 200mm x 50 metre rolls
 30 grit paper

\$65 ea

300mm x 40 metre rolls
 60 grit paper

\$65 ea

300mm x 40 metre rolls
 100 grit paper

\$52 ea

Freight & Handling \$7 ea



7" DUSTLESS EDGER

Model LV175

Freight & Handling \$10 ea

\$799 ea



Hitachi

H85 HAMMER

uses standard
 1 1/8" x 6" Hex-
 shank Air
 Hammer Bits

Power input: 1650 w
 Impact rate: 950/min
 Weight: 33 kg
 Length: 807 mm

\$990 ea

After Sales Service available in all States
 Freight & Handling \$20 ea

RENTAL INDUSTRY EQUIPMENT SUPPLIES

PO Box 136, Bulleen 3105. 10 Manningham Road, Bulleen. Telephone: (03) 850 2316

Write 107 on Reader Inquiry Card

in stock for
**IMMEDIATE
SALE**

FOLDING TABLE.
HEAVY DUTY.



Built to last.
Strong plywood top,
riveted to 16g steel tube frame.



PEDESTAL LEG
FOLDING TABLE.

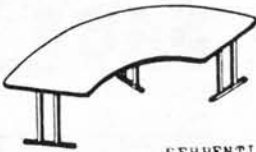
Lightweight, sturdy, folds
compactly. Polished ply top,
exclusive leg lock,
4' 6" 7' 8' x 2'6".



CLUB.
30"x30"

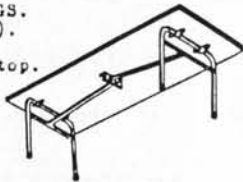


ROUND.
3' 4' 5' 6' Diam.



SERPENTINE.

KITSET LEGS.
(FOLDING).
Fit to
your own top.



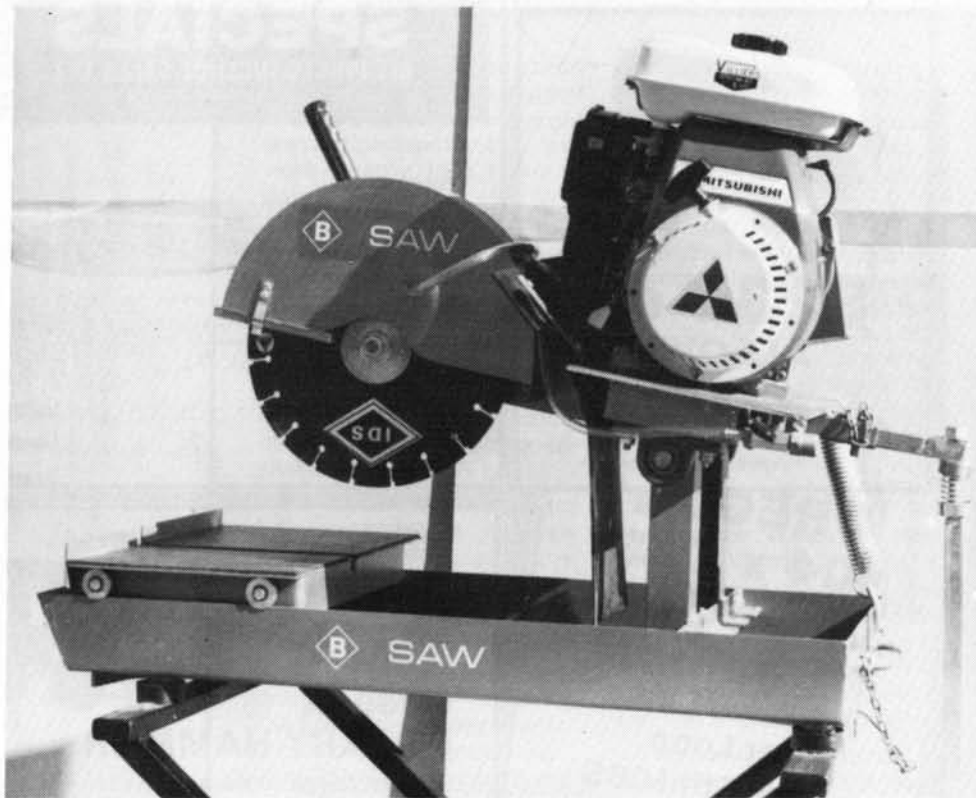
FOLDING CHAIRS.

Chromed steel tube frame,
Padded vinyl seat and backrest.

Write Today:
FREE CATALOG

Abbey Rents

FOLDING PRODUCTS
567 BRIDGE ROAD, RICHMOND,
VICTORIA, 3121
Telephone: 429 6666



BRICKSAW ENGINE WITH CLOCKWISE ROTATION.

The Adelaide manufacturer of the "B" Saw, Bianco Builders Hardware, has chosen the Mitsubishi G511-M-BMN Clockwise-Rotation Petrol Engine for its 14" Diamond Brick Cutting Saw.

The new model G511-M-BMN, which replaces the G501-M-85, is now fitted with Electronic Ignition and Dual Element Air Cleaner.

Bianco management states that, like other brick saw manufacturers, it has found that the Mitsubishi "G" Series is sturdily-built for trouble-free, reliable performance in heavy-duty conditions.

A special advantage is the well-balanced, smooth-running characteristic of the Mitsubishi, which ensures minimum vibration of the saw framework under operating conditions.

The new "B" Saw is proving very popular in South Australia. Bianco is now willing to discuss distributorships in

other States for both the petrol and the electric motor-driven versions of its "B" Saws.

Mitsubishi G511-M-BMN Petrol Engines are also available as change-over engines for other makes of brick-saws. Enquiries should be directed to:

Brisbane: (07) 277 8044

Graeme Tupp

Sydney: (02) 774 1462

Barry Donovan

Ballarat: (053) 39 1111

Merv. Pickford

Adelaide: (08) 354 0880

Brian Hay

For further information

Write 100 on Reader Inquiry Card

FOR SALE
FORD F250 '73 Model
6 cylinder 4 speed

Fitted with 2 Ton FMAC Hyd/Elec. Crane, New 9' Steel Tray,
New Tyres, Registered, RWC, Good Condition

\$5300 ONO

Phone **S G HIRE & SALES** (056) 62 3783
15 Anderson Street, Leongatha 3953

Write 25 on Reader Inquiry Card

Write 112 on Reader Inquiry Card

Item No. 1

Description: McDonald U5 Head Scabblers 2 off. New pistons, heads, liners, etc.
Condition: Re-conditioned/guarantee
Location: Sydney
Asking Price: \$2650 each

Item No. 2

Description: 4 only BIL-JAX XLR1651 Cougar lifts 16' lift battery, hydraulic push around
Condition: Good
Location: Sydney
Asking Price: \$2500 each

Item No. 3

Description: '73 Ford F250 6cyl. 4 speed, Reg., RWC, new tyres. Has 2 ton F.Mac Hyd/Elec Crane & new 9' steel tray
Condition: Good
Location: Leongatha
Asking Price: \$5300 ONO

Item No. 4

Description: Gardner Devner 250CFM Compressor - unsilenced
Condition: Very good
Location: Gippsland, Victoria
Asking Price: \$3500

Item No. 5

Description: Generating set 130 KVA (cont.) Dunlite - HINO, control panel, fuel tank base.
Condition: Excellent (Engine fully reconditioned)
Location: Newcastle
Asking Price: \$12 000

Item No. 6

Description: 7" Dustless Edger Mounted on adjustable castors, has own light.
Condition: As New
Location: Melbourne
Asking Price: \$800

Item No. 7

Description: Generating set 25 KVA (cont.) Modra brushless alt. with Kirloskar RDA 44 engine, control panel, 10 hour fuel tank base.
Condition: New
Location: Newcastle/Sydney
Asking Price: \$6500

Item No. 8

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 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:

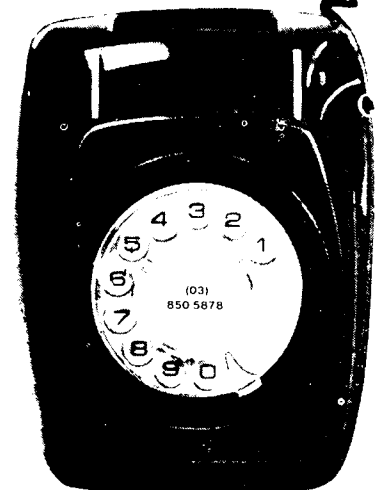
Business Name:

Address:

Telephone: () Signature:

Date:

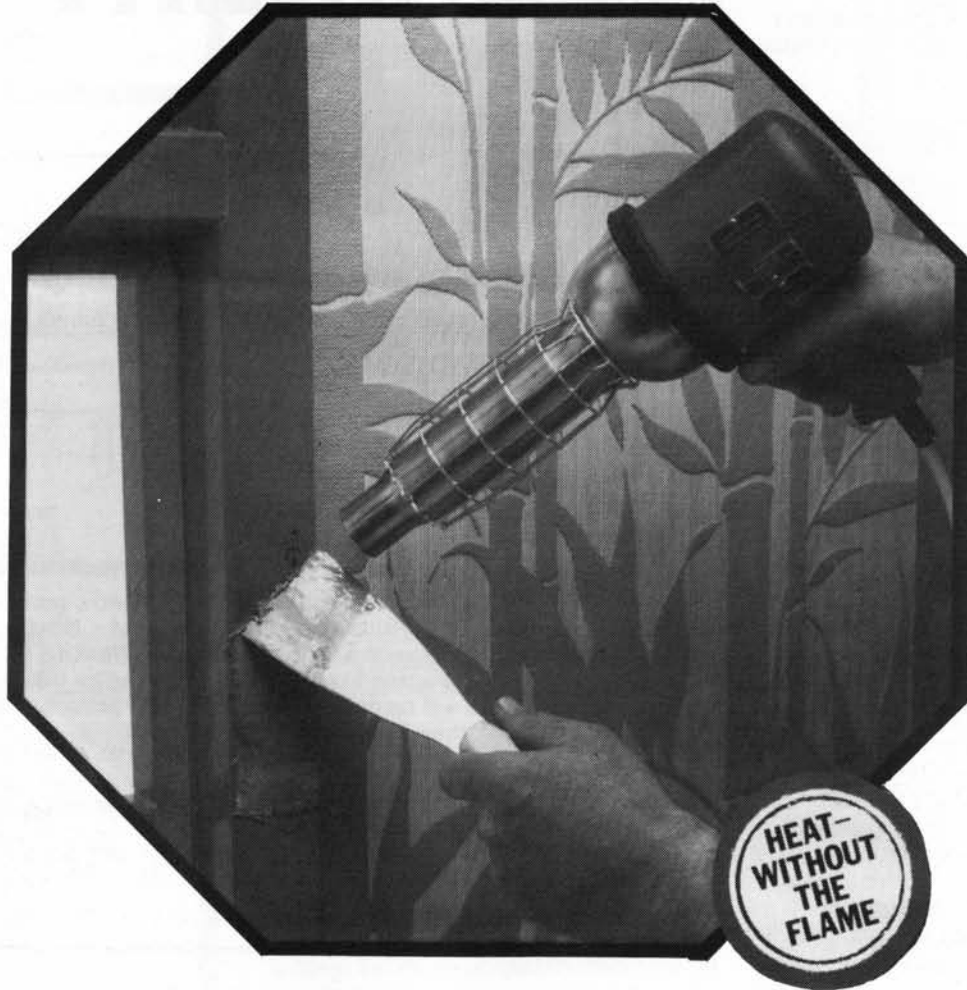
RING OUR BARGAIN HOTLINE (03) 8505878



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



**JOHN LEARD
RESIGNS**

Mr John Leard has announced his resignation as chief executive of ANI effective 1st July, and from the board after the annual meeting in October.

John, aged 49 years, has been ANI's chief executive since 1972 since which time

ANI's sales have soared from \$62 million to over a billion dollars last year.

Mr Neil Jones, a 46 year old former B.H.P. engineer will take over as managing director on July 1st.

**Management Changes
at Compair**

CompAir (Australasia) Ltd has announced management appointments following the retirement of managing director, **Mr F J Kevin**.

Kevin will remain on the board as non-executive chairman.

The managing director is **Mr R Le Gear**.

Mr A B Lyons has been appointed general manager administration and finance director.

Mr Don McCurdy has been appointed sales director, while **Mr Noel Fogarty** has been appointed Victorian branch manager.

CROWN
Access Equipment



**Working to new
heights of efficiency**

Crown has revolutionised access equipment with the MHP series hydraulic platform. When trailer mounted it can be towed behind any 6-cylinder car. Workmen can reach up to 12 metres fully controlled from the work basket, in just a few minutes after reaching the site . . . and it costs surprisingly little.

A demonstration will convince you that there is a better way to paint, clean, repair, wire, prune, or replace in comfort and safety. A full range in the MHP series has been engineered by Crown, to include trailer and truck mounted versions and a variety of power sources to suit you.

For a free demonstration

Phone—	Brisbane	345 7300	
Sydney	604 6000	Adelaide	277 3011
Melbourne	560 5144	Perth	451 7966

TAW C002-00151

**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.

AUSTRALIAN PUMP COMPANY
N.S.W. Telephone: (02) 638 5000
VIC. Telephone: (03) 561 7547
W.A. Telephone: (09) 279 4876

APC

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.:.....

APCI

Write 115 on Reader Inquiry Card

Write 117 on Reader Inquiry Card

Small percussive tools

Part number	Weight	Stroke	Impact
210001	1.5kg	12.5	1200
210002	1.5kg	12.5	1200
210003	1.5kg	12.5	1200
210004	1.5kg	12.5	1200
210005	1.5kg	12.5	1200
210006	1.5kg	12.5	1200
210007	1.5kg	12.5	1200
210008	1.5kg	12.5	1200
210009	1.5kg	12.5	1200
210010	1.5kg	12.5	1200

Quiet Life breaker tools

For RW120, Silver Feather 120

Part number	Weight	Stroke	Impact
210011	1.5kg	12.5	1200
210012	1.5kg	12.5	1200
210013	1.5kg	12.5	1200
210014	1.5kg	12.5	1200
210015	1.5kg	12.5	1200
210016	1.5kg	12.5	1200
210017	1.5kg	12.5	1200
210018	1.5kg	12.5	1200
210019	1.5kg	12.5	1200
210020	1.5kg	12.5	1200

PADLEY & VENABLES TOOL CATALOGUE

A comprehensive wall poster is available from Birco Equipment Sales Pty Ltd, Australian distributors of Padley & Venables pneumatic tools.

The poster shows shank sizes and shapes of most tools by Hire Companies. This includes electric hammers, moils and chisels etc.

For further information Write 120 on Reader Inquiry Card

A NEW RAMMER FROM MIKASA

The totally new MT-50 Rammer weighs only 52KG yet has more compactability than many heavier rammers due to its longer stroke and higher impact. Its light weight makes it ideal for handling in confined spaces and suitable for road patching work where the rammer is frequently on and off loaded from the truck.

The new MT-50 is fitted with the latest Robin ECO8G 3.3 HP 2 stroke petrol engine, with solid-state maintenance and low noise level muffler with operator shield.

The MT-50 has an oil bath lubrication system and fully enclosed mechanism shielded by a polyurethane bellows mounted high on the leg away from possible damage. The Engine protection is by a tabular guard, complete with lifting attachment. An adjustable height handle gives comfortable operation and newly designed rubber mountings reduce vibration to the operator.

For further information: Write 119 on Reader Inquiry Card



"LOW COST HIGH PRESSURE COLD WATER BLASTER"

A new cold water high pressure washer is now available. Called the APC Model XL50F, the new unit is capable of operating at pressures of up to 50 Bar (725 PSI) and flows of 8.1 L/M (1.8 GPM).

Featuring revolutionary new compact design principles the new model's primary components consist of a single phase 240 Volt 50HZ electric motor, close coupled to a high pressure triplex design piston pump. The complete unit weighs a low 21 kgs.

Included as standard equipment are a protective steel tube base and carry handle, pressure regulator, bypass valve, 8 metres of high pressure delivery hose, pistol grip and thermic lance with

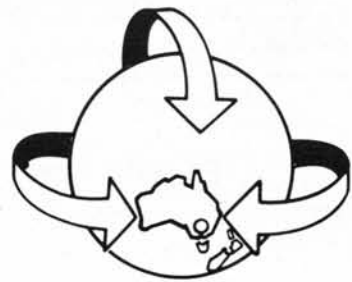
nozzle. Other equipment incorporated in the design includes an insulated on-off switch, high pressure gauge and inline strainer for maximum pump and operator protection.

Ideal uses include machinery cleaning, vehicle cleaning, engine degreasing, general building washdown and many more.

For further information: Write 121 on Reader Inquiry Card

HIRE ACTION MELBOURNE AUSTRALIA 1984

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



Write 122 on Reader Inquiry Card

THE WRIGHT HIRE INTRODUCES KING MARQUEE

The Wright Hire and Sales, on Queensland's Gold Coast announce their recent acquisition of a large "King" Marquee which is now available to the general hire industry.

King Marquee is available in the following sizes:

- 7 500 sq. ft. one King Pole
- 25 000 sq. ft. two king poles
- 32 500 sq. ft. three king poles
- 47 500 sq. ft. six king poles

King Marquee is blue with blue and red walls.

Wright Hire are able to arrange erection of this marquee anywhere in Australia dependant of course upon the terrain.

The two "poler" has recently been erected at Collinsville to house a function in relation to the mining

industry. Approximately 2/3 of the space was occupied by 3000 guests seated at tables and the other 1/3 was left as open area for reception etc. It was a totally successful operation and was mutually satisfying to both parties.

Any member of Wright Hire Staff will be only too pleased to discuss any aspect of the "King" and look forward to hearing from all fellow hirers.

The Wright Hire & Sales may be contacted by telephone (075) 39 8591 (075) 38 8061 or by mail to 28 Strathaird Road, Bundall 4217.

LETTER TO THE EDITOR

International Tent Rental, Marquee Hire Symposium

Dear Sir,

The Tent Rental Division of IFAI is sponsoring an International Tent Rental Marquee Hirer Symposium for late February, 1985 in Orlando, Florida. At this time we are looking for companies and associations from around the world that will help cooperate in promoting this event.

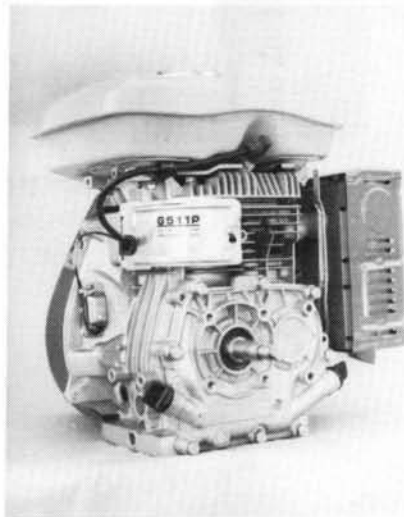
The program will be a three day event with presentations on the different tent rental industries from around the world as well as the installation and field demonstrations of rental tents and accessories.

At this time I would need to know how many companies are interested. We should have a brochure developed in early 1984.

STEVE WARNER
Director, Tent Rental Division

**Industrial Fabrics
Association International**
345 CEDAR BUILDING,
SUITE 450, ST. PAUL,
MINNESOTA 55101 USA.

Interested parties should register their interest directly with Steve Warner at IFAI or with Spencer Tankard, Bay Textiles Ltd., 64 8th Avenue Tauranga, N.Z. Telephone 88-022.



NEW MODEL MITSUBISHI PETROL ENGINES

Norton Villiers has announced the arrival of new models in the Mitsubishi 3½ H.P., 5 H.P. and 7 H.P. sizes. Models G351, G511 and G711 now feature:

- ★ Dual Element Air Cleaner.
- ★ Electronic Ignition (M.T.I.: Mitsubishi Transistor Ignition).
- ★ More compact designs.
- ★ Easy interchangeability with other engines makes, due to common bolt-hole centres and crankshaft heights.
- ★ Removable Crankcase End Cover to facilitate access to bearings, crankshaft etc.
- ★ 2:1 Reduction models for Cement Mixer, Air Compressor and General Duties.

Mitsubishi Engines have already become popular as Original Equipment and Changeover Engines for Cement Mixers, Pumps, Generators and Brick-saws. The G511-M-BMN (previously

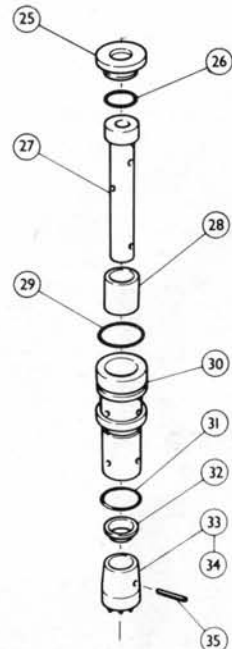
G501-M-85) provides *clockwise* rotation at 4,000 R.P.M. for Bricksaw applications.

Larger models: G800, G1050, G1500 are fitted with Contact Points Ignition (Dust-Resistant), as standard. However M.T.I. is also available on request.

Norton Villiers serves the Hire & Rental Industry from its branches at Ballarat, Brisbane, Sydney and Adelaide. In Western Australia and Tasmania Sales and Service are handled by:

Sereko Engineering (Perth)
D. G. Engine Sales (Perth)
E. & I. Wholesale (Launceston)

For further information:
Write 118 on Reader Inquiry Card



Spares for Scabblers

Birco Equipment Sales Pty Ltd have announced the availability of spare parts to suit McDonald Scabbling equipment. Parts include heads (cross and button), pistons, liners, wiper rings etc. Prices are said to be in excess of 30% cheaper than the original.

For further information
Write 123 on Reader Inquiry Card



HITACHI

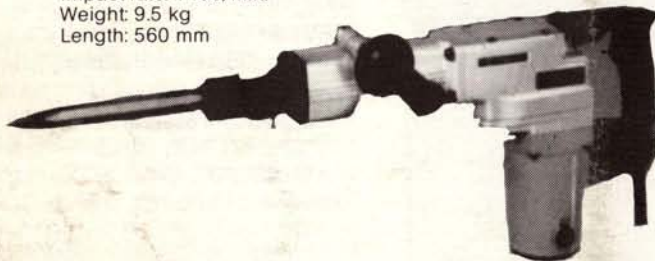
5 1800
1 1400
1 1200

EXPANDS ITS RANGE OF RENTAL TOOLS



H55SA

Power input: 1140 w
Impact rate: 1450/min.
Weight: 9.5 kg
Length: 560 mm

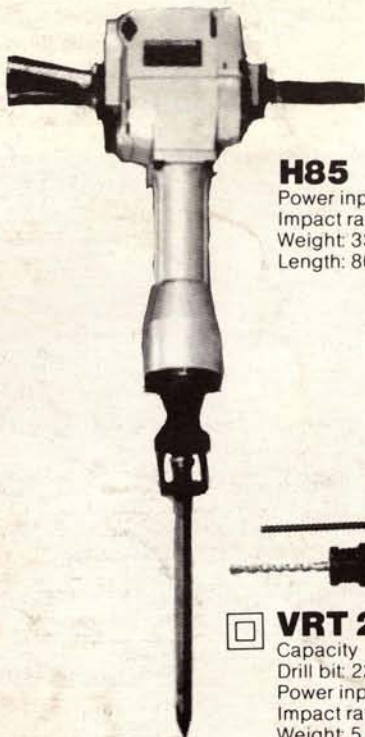


DH50SA

Capacity
Drill bit: 50 mm
Core bit: 125 mm
Power input: 1140 w
Impact rate: 2300/min.
Weight: 8.5 kg
Length: 495 mm



H55SA Hammers and DH50SA Rotary Hammers,
new from Hitachi, hammers and rotary hammers that can be used
with Kango bits and chisels.



H85

Power input: 1650 w
Impact rate: 950/min
Weight: 33 kg
Length: 807 mm



PH65A

Power input: 1500 w
Impact rate: 1200/min.
Weight: 15 kg
Length: 664 mm



VRY 38

Capacity
Drill bit: 38 mm
Core bit: 105 mm
Power input: 1000 w
Impact rate: 2500/min.
Weight: 7.3 kg
Length: 459 mm



VRT 22A

Capacity
Drill bit: 22 mm
Power input: 650 w
Impact rate: 2500/2000/min.
Weight: 5.3 kg
Length: 434 mm



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PRECISION POWER.

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