

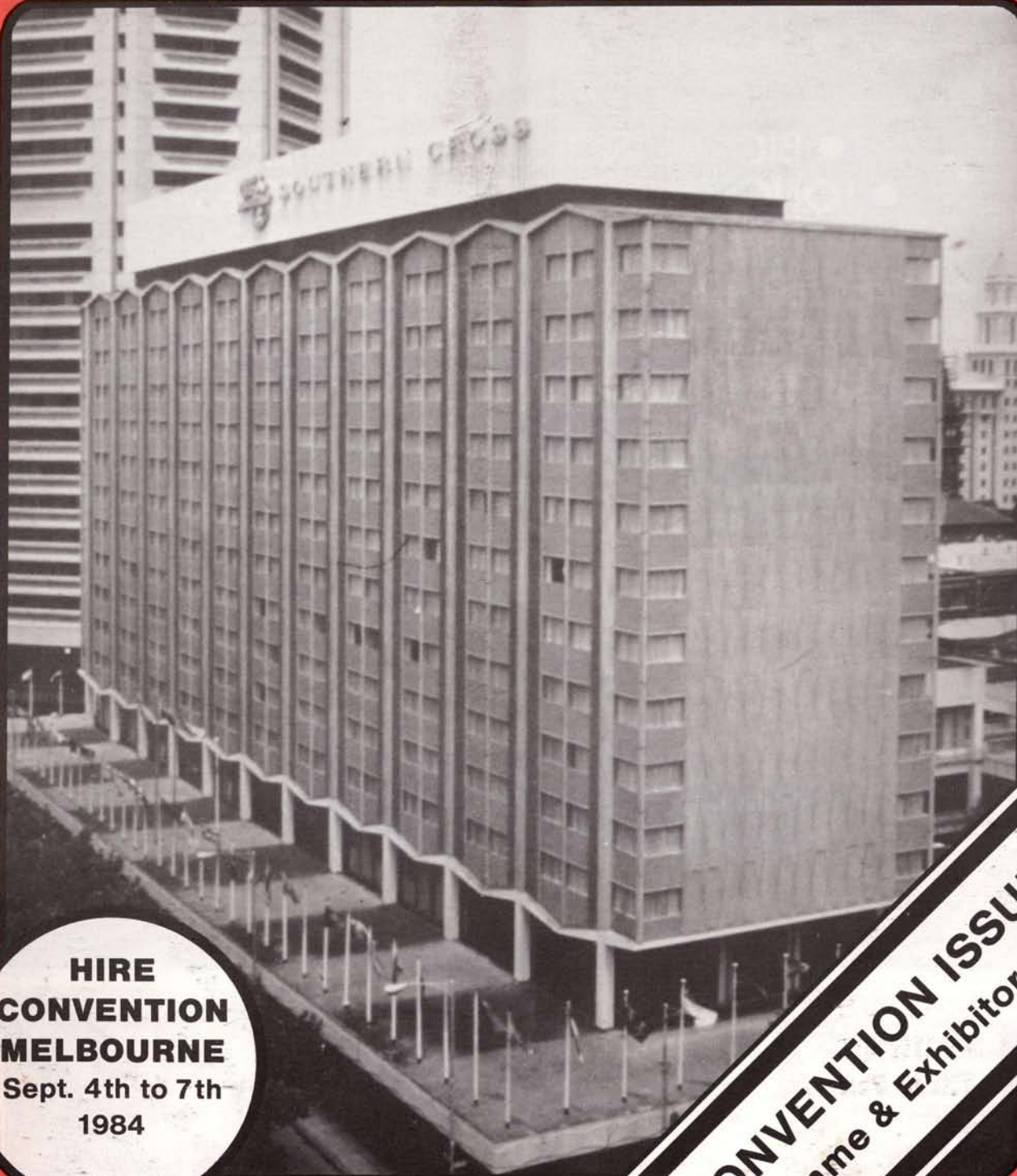
# HIRE & RENTAL

## AUSTRALASIA

Volume 5 Number 4 1984

Registered by Australia Post — Publication No. VBP3839

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



**HIRE  
CONVENTION  
MELBOURNE**  
Sept. 4th to 7th  
1984

**CONVENTION ISSUE**  
Programme & Exhibitors News

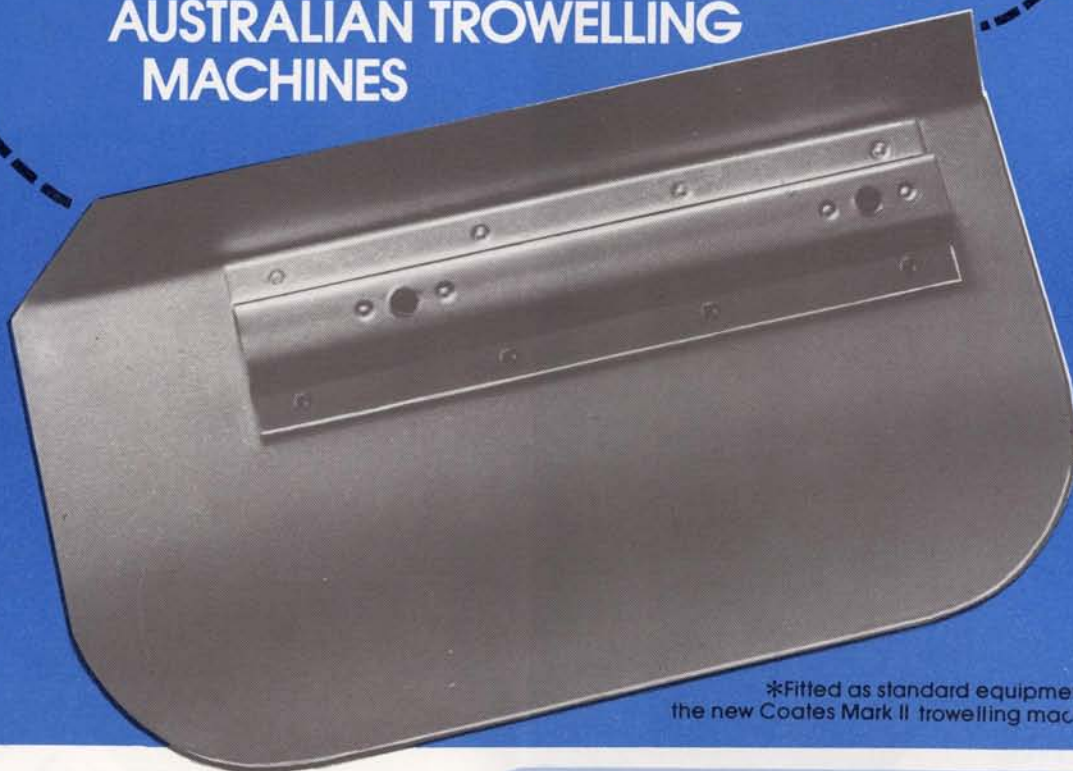


# Shave costs with these blades!

## NEW DESIGN

### ANI TROWEL BLADES GIVE:

- BIG SAVINGS TO CUSTOMERS
- LONGER LIFE THROUGH THICKNESS OF HIGH STRENGTH ALLOY STEEL
- GREATER IMPACT & ABRASION RESISTANCE
- INTERCHANGEABILITY ON MOST AUSTRALIAN TROWELLING MACHINES



\*Fitted as standard equipment on the new Coates Mark II trowelling machine.



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

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WA: (09) 277 1944

**\$20\*** per set of 4  
Discounts for quantity purchases.

\*Price may vary slightly in some States.



OUR COVER PHOTO:  
Southern Cross Hotel, Exhibition Street,  
Melbourne. Venue for the 13th International Hire Convention & Equipment Exhibition, September 4th to 7th 1984.

**OFFICIAL JOURNAL OF:**  
Hire & Rental Association  
of Australia  
Hire Services Association  
of New Zealand

Published by:  
**RENTAL INDUSTRY PUBLICATIONS**  
A division of  
Brian M. Elms Pty Ltd (Inc. in Vic.)  
10 Manningham Road,  
Bulleen, 3105, Australia.

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**ADVERTISING & CORRESPONDENCE**  
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P.O. Box 136,  
Bulleen, 3105, Australia.

**DISTRIBUTION**  
Direct mail to all members of  
Hire & Rental Association of Australia,  
Hire Services Association of New  
Zealand,  
and most major equipment hirers  
throughout Australia.

**EDITORIAL**  
Editorial submissions are welcome and  
should reach our office by the 10th day  
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publication.

**ADVERTISING**  
Advertising copy, bromides,  
transparencies or colour separations  
should reach our office by the 10th day  
of the month preceding the month of  
publication.

**SUBSCRIPTION**  
Postage rate for each issue to:  
Australia: \$A1.50  
New Zealand:  
Seamail: \$A1.60  
Airmail: \$A2.20  
Other Countries:  
Seamail: \$A2.00  
Airmail: \$A3.75

## Welcome . . .

**Think Big** is the theme for this  
Convention.

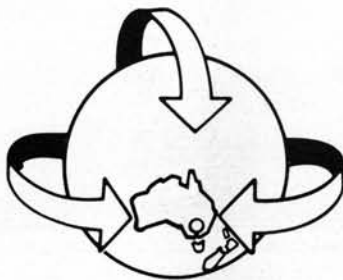
**Think Big** as you listen to our guest  
speakers. Each has a positive message to  
help you plan, operate and expand your  
rental market.

**Think Big** as you view the equipment at  
the Exhibition. There are lots of  
opportunities in the market place for the  
hirer who thinks big in his selection of  
equipment.

**Think Big** as you talk with your  
colleagues. Your fellow hirer has much to  
contribute, and its all gained from  
experience in the industry.

**Think Big**, and welcome to Melbourne

Ronald T. Williams  
President  
Hire and Rental Association of Australia



### Hire Association Directory

#### REGION 1

**Hire Services Association of  
New Zealand**  
P.O. Box 12-013, Wellington  
President: Colin Taylor (04) 85 8632  
Secretary: Simon Stephens (04) 736 514.

**Hire and Rental Association of Australia  
-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 Ltd.**  
P.O. Box 59, Forest Hill, 3131  
President: Brian Telfer (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: Pat Pearce (08) 272 5422  
Secretary: Frank Beecham (08) 212 4681

#### 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



# CONVENTION PROGRAMME

for all business & social events at the  
Southern Cross Hotel Melbourne

## Tuesday September 4

10.00 – 6.00 pm

**Registrations.**

Venue: Ballroom Foyer.

2.00 – 5.00 pm

**Visit selected hire yards.**

Register for tour/s of your choice at Registration desk.

Assemble: Hotel Foyer, Ground floor.

6.30 – 7.30 pm

**Cocktail Hour.**

Venue: Ballroom Foyer.

8.00 pm

**A free evening tonight.**

Dinner at delegates cost.

## Wednesday September 5

8.30 – 5.30 pm

**Registrations.**

Venue: Ballroom Foyer.

9.00 – 9.30 am

**Official opening.**

Speaker: Hon. Evan Walker, M.L.C.

Minister for Planning & Environment.

Minister for Public Works.

Venue: Ballroom Foyer.

9.30 – 10.45 am

**Keynote Address:**

**Think Big, Get your Strategy right in these unusual economic times.**

Speaker: Mr. Phil Ruthven, I.B.I.S. Corporate Services Pty. Ltd.

Venue: Ballroom Foyer.

10.45 – 11.15 am

**Recess – Coffeebreak.**

Venue: Ballroom Foyer.

11.15 – 12.30 pm

**Worker Compensation – What does the future hold?**

Speaker: Mr. Alan Jones.

Executive Director, Employers Federation of N.S.W.

Venue: Ballroom Foyer.

12.35 – 1.15 pm

**Hire Industry Insurance Scheme**

Speaker: Robert J. Goldman.

Robinson Insurances Australia Pty. Ltd.

Venue: Epsilon Room.

1.00 – 5.00 pm

**Equipment Exhibition**

Cashbar available.

Venue: Ballroom.

1.00 – 2.00 pm

**Luncheon**

Venue: Ballroom

2.30 – 5.00 pm

**Tour of City Sights/Como House**

Assemble Hotel Foyer, Ground floor.

6.30 pm

**Dinner dance and Show**

Assemble Hotel Foyer, Ground floor.

Buses depart 6.30 pm

Return buses from 11.00 pm

Venue: Last Laugh Theatre Restaurant, 645 Smith Street, Collingwood.

## Thursday September 6

9.00 – 11.00 pm

**Registrations.**

Venue: Ballroom Foyer.

9.30 – 10.00 am

**The American Rental Scene.**

Speaker: Mr. S.G. Walker,

President, A.R.A., A.A.A.

Rental, Knoxville, Tennessee.

Venue: Ballroom Foyer.

10.00 – 11.00 am

**Opportunities and Attitudes.**

Speaker: Fr. Vincent Kiss.

A.N.Z. Executors & Trustee Ltd.

Venue: Ballroom Foyer.

11.00 – 11.30 am

**Recess – Coffeebreak**

Venue: Ballroom Foyer.

11.30 – 1.00 pm

**Body Language.**

Speaker: Mr. Allan Pease.

Pease Training Corporation Pty. Ltd.

Venue: Ballroom Foyer.

1.00 – 5.00 pm

**Equipment Exhibition.**

Cashbar available.

Venue: Ballroom.

1.00 – 2.00 pm

**Luncheon.**

Venue: Ballroom.

2.30 – 5.00 pm

**Tour to Cultural Centre/Gardens**

Assemble Hotel Foyer, Ground floor.

6.00 – 11.00 pm

**Equipment Exhibition.**

Cashbar available.

Venue: Ballroom.

7.00 – 8.00 pm

**Barbeque Meal.**

Venue: Ballroom

## THINK BIG MELBOURNE CONVENTION SEPT. 4-7 1984

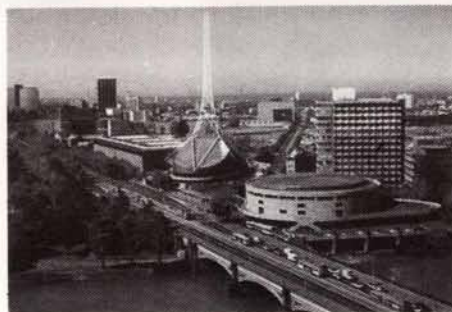
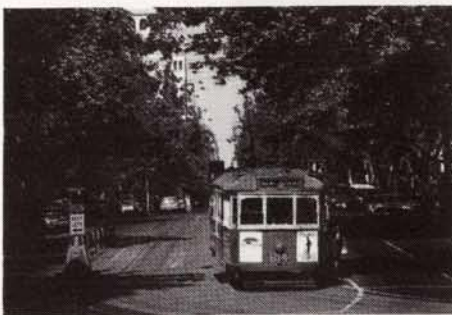
### AFTERNOON TOURS

#### CITY SIGHTS/COMO HOUSE TOUR

Wednesday 5th September, 2.30 pm.

Come tour Melbourne and admire the grace and elegance of its wide tree lined streets, its parks and its gardens. See its skyscrapers, its business centre and its stately homes, as well as its historic buildings, preserved for the people of Australia by the National Trust.

We visit one such property – Como, a substantially intact home of the 1840's, furnished in the main with furniture acquired by the socially prominent Charles and Caroline Armytage between 1864 and 1909. Como now stands on 5½ of its original 54½ acres, but much of the original 19th century garden has been retained.



#### TOUR OF GARDENS & CULTURAL CENTRE

Thursday 6th September, 2.30 pm.

Join us today for a walk through our beautiful Botanical Gardens. Discover the tranquility and beauty that abounds in the 35 hectares of these gardens. Stroll by the ornamental lake to the kiosk. Afternoon tea will be served here before our visit to Melbourne's Cultural Centre in St Kilda Road.

You may care to view some of the State's treasures at the National Gallery or walk through the beautiful Concert Hall and the Opera and Ballet Theatre Complex which has just been completed.

Some may care to walk back to the Southern Cross from here, via the city centre. It's only about 1.5 km and a very pleasant walk, or you may await the bus for the return trip.

## Friday September 7

8.30 – 5.00 pm

**Registrations**

Venue: Ballroom Foyer

9.00 – 10.00 am

**Winning.**

Speaker: Mr. Laurie Hayden,  
Laurie Hayden & Associates Pty.  
Ltd.

Venue: Ballroom Foyer.

10.00 – 10.30 am

**Recess – Coffeebreak**

Venue: Ballroom Foyer.

10.30 – 11.30 am

**What are the major factors  
affecting the Australian economy  
in the next two years?**

Speaker: Mr. Alan M. Carroll,  
Economist and Current Affairs  
Commentator.

Venue: Ballroom Foyer.

11.30 – 1.00 pm

**Keynote Address.**

Speaker: Dynamic International  
Rental Industry expert.

Details not yet finalised.

Venue: Ballroom Foyer.

1.00 – 2.30 pm

**Luncheon.**

Venue: Omega Room.

7.00 – 8.00 pm

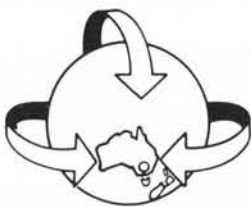
**Cocktail Party.**

Venue: Ballroom Foyer.

8.00 – 12.00 pm

**Official Banquet.**

Venue: Ballroom.



## DINNER DANCE AND SHOW

Wednesday 5th September, 6.30 pm.

A night at the Last Laugh can be memorable for many reasons, but what they are famous for is their show. Each night they set out to surprise and delight their audience with 'a delicious cartoon of a night club'. The lights go down after dinner.

When the show's finished, don't forget the late licence allows you to stay and drink coffee and liqueurs or indulge in a little cheek to cheek on the dance floor till the wee hours.

Yes! Our night at the Last Laugh will be a good 'night out'.

# LAST LAUGH

THEATRE RESTAURANT

## Hire Convention & Equip. Exhibition

Melburne Sept. 4-7 1984

## THINK BIG SPEAKER PROGRAMME

### "GET YOUR STRATEGY RIGHT" says PHIL RUTHVEN

– Wednesday 5th Sept 9.30 a.m.

*"Think Big – Get your strategy right in these unusual economic times" says Keynote speaker Phil Ruthven.*

*A Director of IBIS, Australia's leading business strategy consultants, Phil is well known to our regular convention goers who have followed with interest his informed comment over recent years.*

*Phil contributes regularly to leading Australian newspapers, is a frequent guest speaker and commentator on radio and television.*

*IBIS has earned the reputation as Australia's most accurate forecaster of business trends and statistics. Their mainstream activity is strategic planning and their clients include many of the top 200 corporations in Australia.*



### WORKERS COMPENSATION, WHAT DOES THE FUTURE HOLD?

– Wednesday 5th Sept 11.00 a.m.

*This is an issue close to the heart of every employer in the nation. We are all confronted with the inevitable spiral in costs which results from industrial accidents.*

*We are all overwhelmed by the demands of the new legislation which determines new standards for health and safety in the workplace. We all have an interest to ask what does the future hold?*

*Mr Alan Jones, Executive Director of The Employers Federation N.S.W. will address the question of Workers Compensation on Wednesday 5th September at 11.00 a.m.*

*Alan has had wide experience in Employer/Union relationships and as an expert in Industrial Relations will give a stimulating, thought provoking address.*



### FACTORS EFFECTING THE AUSTRALIAN ECONOMY – Analyst Alan Carroll comments.

– Friday 7th Sept 10.00 a.m.

*Prominent economist and current affairs commentator Alan M. Carroll is possibly best known in his capacity as a business analyst on radio and television.*

*Expert in economic and commercial matters, Alan is a consulting councillor to the Committee for Economic Development (CEDA) and is involved in various small advisory groups to both Government and Opposition Economic and Industry Ministers. "What are the major factors effecting the Australian economy in the next two years." the theme of Alan's address may clarify for delegates some of the conflicting views projected in the media in relation to Australia's growth prospects in the next few years.*





## Hire Convention & Equip. Exhibition Melburne Sept. 4-7 1984

### THINK BIG SPEAKER PROGRAMME

#### WINNING WITH AUSTRALIA II SYNDICATE'S SPORTS PSYCHOLOGIST

- Friday 7th Sept 9.00 a.m.

*Whether its racing yachts or running rental one needs to engender a positive frame of mind in the whole crew to get results.*

*In this session we will look to developing positive Employer-Employee relationships with staff, dealing with clients, in fact most aspects in Human Relations will be addressed by Laurie Hayden's in his address "Winning". Laurie was consultant sport psychologist to the Australia II Syndicate for the 1983 America's Cup Challenge.*

*A principal partner of Laurie Hayden & Associates Pty Ltd, Human Resources Consultants, Laurie is a specialist in Stress Management and a consultant to both business and the sporting fraternity.*



#### THE AMERICAN RENTAL SCENE

- Thursday 6th Sept 9.30 a.m.

*Visiting President of the ARA S.G. Walker Jr from AAA Rental Centre, Knoxville, Tennessee will provide a personal insight into "The American Rental Scene".*



S.G. Walker Jr.

#### OPPORTUNITIES AND ATTITUDES

- Thursday 6th Sept 10.00 a.m.

*An address by Fr. Vincent Kiss, Manager Charitable Trusts Department ANZ Executive & Trustee Company Ltd. A motivational speaker, Fr. Vincent Kiss is well known for his addresses to Lions Club, Rotary, Apex and Jaycee Conventions, and from speaking to both industry and the business world.*

#### BODY LANGUAGE, INTERPRETED BY ALLAN PEASE

- Thursday 6th Sept 11.30 a.m.

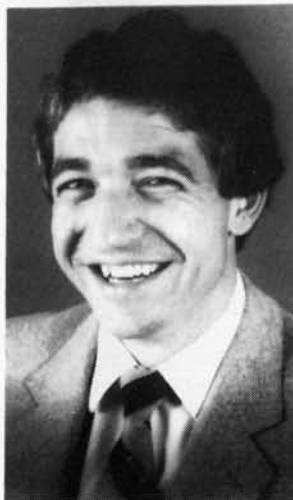
*An international best selling book "Body Language - How To Read Others' Thoughts By Their Gestures" by Allan Pease is now in its 10th printing, with over 150000 copies now published worldwide.*

*Its successful author Allan Pease is Managing Director of Pease Training Corporation Pty Ltd, a training and management consultancy based in Sydney. Body Language, a communication skill Allan has developed, will be explored and expanded when he addresses delegates on the morning of Thursday 6th September.*

#### KEYNOTE ADDRESS

- Friday 7th Sept 11.30 a.m.

*We report that negotiations are being finalised with a dynamic International Rental industry expert to present the final Keynote Address.*



### SPECIAL SESSION

#### HIRE INDUSTRY INSURANCE

Wednesday 5th September, 12.35 pm.

The Hire & Rental Association of Australia (Victorian Region) Ltd, for the benefit of all HAA members, is currently negotiating for the establishment of its own Insurance Brokerage.

Mr Robert Goldman, Robinson Insurances Australia Pty Ltd will detail this proposal to interested members at a special seminar session, 12.35 pm, Wednesday 5th September, in the Epsilon Room.

Benefits from our own Insurance Brokerage include:

- Policies designed for the special requirements of members. Realistic rates to be charged.
- A claims service to be provided by the Brokerage to overcome the inefficiencies of the underwriter
- Policies, where possible, to be arranged on a profit sharing basis, i.e. Should the business as a whole be profitable to the underwriter, a share of the profit to flow back to the member.
- The Brokerage is owned and controlled by the Association. All profit of the Brokerage available for distribution after expenses.

#### Thursday Night is your night!

Thursday night is a big night at the Convention. Hirers and their staff, unable to attend during the day are encouraged to attend this session.

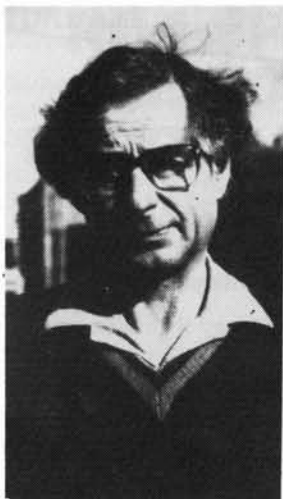
It is your opportunity to talk with the industry suppliers and to view together the comprehensive range of rental equipment on display.

Share in the bargains being offered by the exhibitors for equipment ordered at the Convention. Win a prize if your lucky ticket is drawn. Lucky tickets are issued against receipts for equipment purchased. One ticket for each \$500, or part thereof, of value of equipment purchased. e.g. \$1050 purchase, 3 tickets issued. You've just got to be in it to win it!

A barbeque meal will be served at 7.00 pm and all exhibits will be staffed until 11.00 pm.

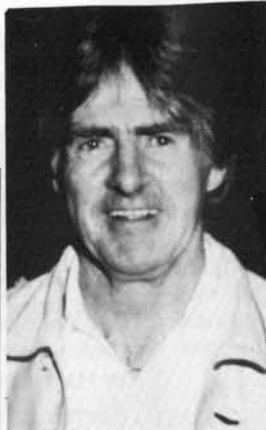
#### Equipment Exhibition is a Sellout!

Eager exhibitors wishing to promote their wares at the Melbourne Convention snapped up all available floor space within days of its release. Memories of \$1.3 million in sales recorded at the 1981 Convention may have been the stimulus, but whatever it was, all looks well for a successful Convention.



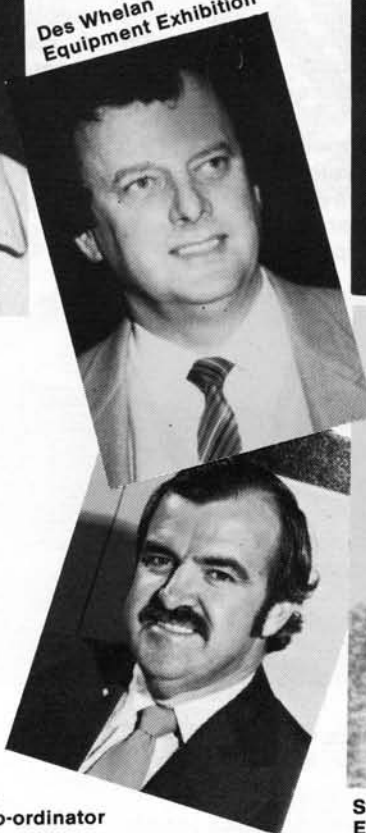
**Jim Nilsson**  
Guest Speakers

**Lois Ziebell**  
Convention Secretary  
Registration Desk



**Jack Parker**  
Social Programme

**Des Whelan**  
Equipment Exhibition



**Brian Elms**  
Hotel Liaison



**Stan Jessup**  
Equipment Exhibition

**Bob Langham**  
Convention Co-ordinator  
Seminar Chairman

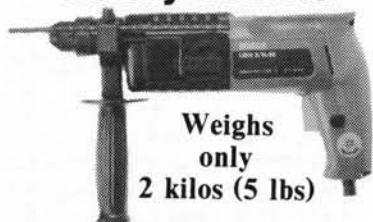
## We're at your service. . .

To assist communication at the convention we introduce the key people on the Convention Committee and note their particular area of responsibility. Please feel free to seek their assistance at any time.

## Here are 3 examples from the Bosch range of 5 Rotary & 2 Demolition Hammers to cover most requirements.

**Incredibly light!  
Unbelievably Powerful!**

### New Electronic Drill/ Rotary Hammer

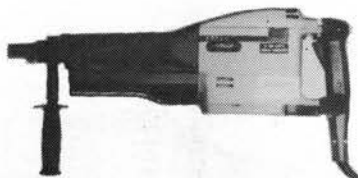


**Weights  
only  
2 kilos (5 lbs)**

- Drills concrete fast!
- Drilling range from 4-14 mm
- Ideal for setting wall plugs.
- Safety clutch.
- Impact stop - for drilling steel & timber.

Model 11210.7

### 50 mm (125 mm) Electro- Pneumatic Rotary Hammer (Also suitable for chiselling)



- Safety lock for insert tools.
- Shock absorbent handle.
- Sealed tool holder and dust protector.
- Permanent lubrication.

Model 11209



### Demolition Hammer

- Shock absorbent hand grips.
- Enclosed tool holder - for dust protection.
- Designed for breaking up concrete and asphalt surfaces.
- Robust design for long life.

Model 11304

For further details

**Robert Bosch (Australia) Pty. Ltd.**

Incorporated in Victoria

• Melbourne 544 0655 • Sydney 660 1103 • Adelaide 44 6888 • Brisbane 52 5811

• Perth 328 3088



**BOSCH**

Write 4 on Reader Inquiry Card

## D.G. WHELAN RENTALS PTY LTD

North Road, Huntingdale

Whelan Rentals commenced business in March of 1979. Rental inventory includes construction equipment such as compressors, welders, pumps and scaffolding plus the normal range of home use equipment. Trucks and trailers are also included. A separate division of the company

operating in the neighbouring suburb specialising in the rental of mechanical access equipment such as scissor lifts, booms and associated equipment.

Items of interest may include the "online" computer system used for delivery dockets, invoices, general ledger, etc.



## ABBEY RENTS (AUSTRALIA) PTY LTD

Bridge Road, Richmond

ABBEY RENTS is the largest party hire organisation in the southern hemisphere, headquartered at 567 Bridge Road, Richmond. The company, which has two main warehouses and two agency branches, is the combination of two organisations — Abbey Rents established ten years ago by John Kroeger, and Miller Bros Hirings, the oldest hire organisation in Australia, established in 1862. John Kroeger is today assisted by Bob Langham, his partner, and the ex-chief

of Miller Bros, John McKechnie.

Abbey Rents both hires and sells. It hires a wide range of party, exhibition and medical products, and its latest hire venture is in huge prefabricated domes which can be used for emergency factory warehousing. Other companies throughout Australia are used as agents. Sale products include convention aids, namecard holders and a wide range of folding furniture.

# YARD TOURS FOR PARTY PEOPLE & EQUIPMENT HIRERS

Tuesday September 4th, 2.00 pm.

Two yard tours have been arranged this year

For the party people we will visit Abbey Rents in Richmond and the new Turners Hire Service premises in Hawthorn.

For the equipment hirers the tour will include three yards, D.G. Whelan Rentals in Huntingdale, B.E. Hire, South Oakleigh and Coates Hire Service at Dandenong.

## B.E. HIRE PTY. LTD.

Centre Road, South Oakleigh

B.E. Hire Pty. Ltd., formerly traded as Builders Equipment Hire. They have been in the industry for a period of 30 years and were foundation members of the Hire Association of Victoria.

From their humble beginning, operating from one yard, they now trade from six locations and have an annual turnover currently running at

\$3.5 million.

B.E. Hire are planning to open additional yards both locally and interstate in the near future. They attribute their success to their excellent staff and to having the most comprehensive range of rental equipment available in Victoria. This covers most facets of the hire industry.





## TURNERS HIRING SERVICE

Burwood Road, Hawthorn

Turners originally began as a catering service in the early 30's.

Base Hiring began operations about 1958 as a back yard, part time operation, founded by partners Ken & Marj Stephens with Bob & June Jamieson.

Bob and June were very wise and due to work pressures on Bob who was a budding executive, sold out to Ken & Marj in 1966.

Bob and June have two sons who founded Harry the Hirer in the mid 70's.

Turners moved to its present

address in January '84 and is still settling in. It is currently operated by Stephens Bros. Trevor & Geoff who are quickly pushing the old boy aside. They are ably assisted by a competent staff of twelve slaves.

We specialise in Party Hire, a little Exhibition work and the like.

The Company has grown considerably over the past two years and in that time has about doubled its problems and its turnover.

We look forward to a bright and prosperous future.



## COATES HIRE SERVICES

Coates Dandenong is the Victorian Headquarters of Coates Hire. This branch operation is very similar to the 7 other branches situated in Victoria.

Headquarters comprises a second floor administration area where all computer punching, invoicing, accounting, credit and sales administration is carried out.

Part of the lower office area

houses central purchasing with storage, adjoining a large workshop area. The workshop undertakes all major repairs for the Victorian fleet including all aspects of equipment and engine repairs, rebuilding, modification and painting.

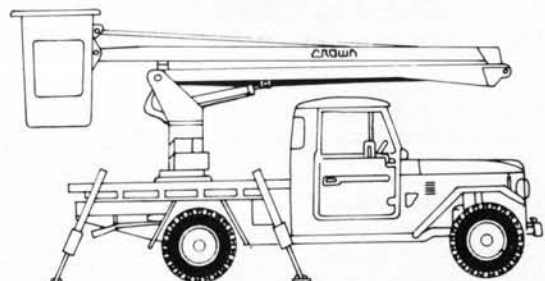
The workshop incorporates a fabrication shop, engine shop, general workshop, paint shop, washbay and electrical service area.



**The largest range of telescopic boom and scissor lift access equipment**



**in Australia**



**For a free demonstration**

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

TAW C002-151 D

Write 8 on Reader Inquiry Card

# Big prizes to be won by delegates who purchase equipment at the Convention!

## BIG PRIZES TO BE WON!

You've got to be In it to Win it.

Prizes worth thousands of dollars will be won by delegates purchasing equipment at the Equipment Exhibition.

A receipt for equipment purchased will be issued by the exhibitors. Present these receipts at the reception desk to collect your lucky tickets. One ticket will be issued for each \$500 of receipt value, or part thereof. i.e. \$550 receipt - two tickets, \$1050 receipt - three tickets.

A major prize has been provided by the Hire Association and many exhibitors have donated items of equipment for use as prizes.

A comprehensive range of rental equipment will be on display and many convention specials will be offered by the exhibitors.

## Donated Equipment Acknowledged

The Convention Committee greatly acknowledges the donation of equipment for use as prizes for delegates who purchase equipment at the Equipment Exhibition.

When this publication was compiled, 4 weeks prior to the Convention, the following units had been promised.

ANI Perkins  
Compair (Australasia) Ltd  
Flextool (Aust.) Pty Ltd  
Hire & Rental Australasia  
L.T. Kennett Ladders (Vic)  
No-Bolt Scaffolding  
Ogden Industries Pty Ltd  
Wacker Australia Pty Ltd  
Westons Packaging

Mikasa MT-50 Rammer  
10 c.f.m. 240V Air Compressor  
Flextool Petrol Drive Unit  
Ansett Travel Voucher \$500  
Extension Ladder  
Cadet Scaffold  
Aluminium Trestle  
ESS 400 Submersible Pump  
Hand Truck

# Kelso

## Kelso

### ALUMINIUM LADDERS

Manufactured from the highest quality materials and to the strictest safety standards, Kelso aluminium ladders conform to the test requirements set out in the Australian Standard for Portable Metal Ladders.

#### SAFETY FEATURES

1. Fail-safe gravity latch — positive catch that never fails
2. Elevator rope positioned clear of rungs for added safety
3. Rot-proof rope feeds through nylon grummett — no fraying
4. Anti-slip rung positively locked into the stile by a special method
5. Specially designed stile for easier, more comfortable handling
6. Protective caps
7. 8 mm bolt in foot assembly in accordance with regulations



**Ogden Industries Pty Ltd**

(Incorporated in Victoria)

**Lockwood**

**Janitor**

**Kelso**

**Neta**

Built to a quality, Not to a price!

## Kelso

### BARROWS

#### FEATURES:

Heavy gauge, no-bolt tray  
Tubular legs and front tray supports — No nose sag  
Extra support undercarriage  
Pneumatic-tyred wheel

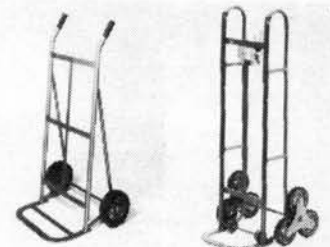


THE K 51 DELUXE

## Kelso

### HAND TRUCKS

- Over 50 types available
- Move refrigerators, cartons, boxes, pianos, sacks, furniture, 44 gallon drums
- Heavy loads, awkward loads, upstairs, down stairs. **KELSO WILL CARRY IT**



**OGDEN INDUSTRIES PTY. LTD. Edward St, Huntingdale, Vic Tel: (03) 569 0611**

NSW (02) 736 3666 Q'ld. (07) 370 7161 S.A. (08) 294 5466 W.A. (09) 328 4350 TAS. (003) 317 022 A.C.T. (062) 80 4004

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# BOMAG

## The new class. Fast and manoeuvrable.

### **The correct single-drum wheel drive vibratory roller for each application area**

The new BOMAG series of single-drum wheel drive vibratory rollers has consistently been divided into performance classes in consideration of their tasks to perform. The range comprises more than 20 rollers up to 20 t. Optionally with smooth or pad foot drum, drum drive and profiled or smooth tyres, the right roller type is available for each application area.

### **The proper technology for highest performance**

BOMAG rollers are distinguished by modern technology and their compact design. They offer maximum reliability, are easy to operate and require little

maintenance. Construction is according to a modular design principle. Frequency, amplitude and vibrating mass have been selected with the compaction requirements in mind.

### **Simple operation**

A great deal of importance was attached to simple operation.

The clearly arranged instrument console allows monitoring of all important operation functions for the vibration and the control of the diesel engine. All elements are of modern and rugged design. The lever for infinite control of travel and working speed is located on the right of the suspended seat. With a thumb button switch on the same lever, vibration can be switched on or off.

Steering is accomplished through an articulated, oscillating center joint.

If desired, the operator's station can be fitted with a noise-protected cab, a sunshade cover or with a roll-over protection.



**BOMAG  
AMCA  
INTERNATIONAL**

**BOMAG AUSTRALIA PTY. LTD.**

5 Lucca Road, North Wyong, NSW 2259.

Phone 043 52 2144. Telex 23260.

**DEALERS:** QLD. Central and Far North 070 61 2188,

Central 079 52 2722, Southern 07 205 2388.

VIC 03 791 3300. S.A. 08 260 1422. W.A. 09 381 3733.

TAS 003 44 5111.



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# BUYERS GUIDE

## to Convention Exhibits. . . .

### VIKING EQUIPMENT PTY. LIMITED

Cnr. Newbridge Road & Kelso Crescent,  
Moorebank N.S.W. 2170

Tel: (02) 60 2366

Branches in Vic. (03) 793 1892, Qld. (07) 275 1683,  
S.A. (08) 268 7981

Distributors of Gerni high pressure washers, Airlessco airless paint sprayers, Hiretech wallpaper strippers, floor sanders and edgers.

These products are proven in Australia's hire industry.

They are available Australia wide along with a speedy and efficient service back-up in every State.

People ask for our product, they don't have to be convinced.

All this considered, you can't go past Viking Equipment (Aust.) Pty. Ltd.

### L.T. KENNETT LADDERS (VIC)

129 Northern Road, West Heidelberg, Victoria 3081

Tel: (03) 45 1234

The name L.T. Kennett has been synonymous with timber ladders and access equipment for nearly 100 years. Now, together with their premium quality aluminium "Mote Ladders", they are both built to conform with the relevant D.L.I. codes and Australian Standards. L.T. Kennett Ladders will present a wide range of their well known products at the 13th International Convention.

For all your hire & rental needs, contact Australias' leading ladder manufacturer. Offices Melbourne. Sydney. Adelaide. Perth & Brisbane.

### TORQUEMATE ENGINEERING

158 O'Shanassy Street, Sunbury, Victoria 3429

Tel: (03) 744 1266

We shall be exhibiting the *Torquemate* Post Hole Digger Attachment. This unit was originally designed specifically for the hire industry, to provide a hand held post hole digger that would handle heavy ground with safety. Torquemate is currently in use with S.E.C., M.M.B.W., R.C.A. Hire Companies, Shire Councils, fencing contractors, etc. Torquemate is a proven rental unit.

### A.N.I. PERKINS

241 Browns Road, Noble Park, Victoria 3174

Tel: (03) 795 5111 Telex: 32022

This company has had a long association with the hire industry, and will be exhibiting a wide range of equipment which has been soundly proven in the hire industry —

- \* The Mikasa range of rammers, plate compactors, vibrators and pumps will be featured.

- \* The new industrial commercial range of Briggs & Stratton engines, these engines include the new Magnatron electronic ignition, heavy duty replaceable bearings and cast iron sleeve.

- \* The W71A pedestrian operated edge roller, features include smooth transmission, better compaction, better balance, lowest maintenance.

### JAMBRO PTY. LTD.

43-45 Connell Road, Oakleigh, Victoria 3166

Tel: (03) 568 3488 Telex: AA 38212 JAMVIC

Jambro fastening systems with Head Office in Sydney and offices in most states, have a product range encompassing a multitude of industries, from the building sector through to most product assembly and packaging areas. On display Jambro have a variety of Fasco & Hitachi pneumatic stapling and nailing guns together with the Hysol 'one second connection' hot melt glue guns. Jambro market the popular Fasco staple and nail guns included in the range are the 80F2 Light Trade Tacker (capacity 3mm to 14mm) through to the RHN100 Framing Nailer driving 50mm to 100mm barbed head nails. Jambro will feature the popular Hitachi VH 650 Coil Nailer "The Fencers Friend" firing full round head nails from 38mm to 65mm with a magazine capacity of up to 380 nails.

### ARIENS ECHO AUSTRALIA PTY. LTD.

17 Millicent Street, Burwood, Victoria 3125

Tel: (03) 288 9022

Four of Echo's chain saws are now fitted with Stepped Advance Ignition System (S.A.I.S.) which provides advance and retard sparking. Retarded sparking for easy starting, automatically advanced as the engine r.p.m. increase.

Saws using S.A.I.S. technology are the new CS550EVL, CS610EVL and CS660EVL as well as the popular Farm Ace 510.

These are a full range of Echo products together with selected Ariens products will be exhibited at the Convention.

### FLEXIBLE PIPE CLEANING TOOLS PTY. LTD.

6A Aristoc Road, Glen Waverley, Victoria 3160

Tel: (03) 560 2344

Flexible Pipe Cleaning Tools Pty. Ltd. have been servicing the Hire Industry both in sales and service for many years. We offer machines operating cables or rods for the servicing of sewers and storm water pipes from 2" to 18" diameter.

Our new release to the Hire Industry is the new German product ROTHENBERGER MODEL 75/32. This machine is highly efficient and operates with our own special cables. The unit can be seen at our stand at the exhibition.

### STIHL CHAIN SAW (AUST) PTY. LTD.

2 Forbes Close, Scoresby, Victoria 3156

Tel: (03) 765 1455 Telex: 33474

Branches in all States

This year, together with our proven range of chain saws, including the reliable 085 and the 032 AV Farmboss, we will exhibit the Stihl SG17 back-pack mist-sprayer with the new ultra-low volume control which can restrict the flow of sprayed material.

Stihl BG60 Air Broom, our motor driven hand held broom for quick and efficient removal of debris, leaves etc., will also be displayed.

Our range of Stihl chainsaws, attachments and equipment suitable for rental use will be on display at the Equipment Exhibition.

### CRANFORD PRODUCTS

10 Eastgate Court, Wantirna South, Victoria 3152

Tel: (03) 221 4348 Telex: AA38263

Cranford Products will be exhibiting a comprehensive range of Oleo-Mac chain saws and Efco brushcutters.

Oleo-Mac chain saws range in size from 33cc to 81cc with several models ideally suited to the hire industry.

Efco brushcutters are available in the back-pack style as well as the conventional models.

Some models of chain saws and brushcutters will be offered at special prices during the exhibition.

Also on display will be a range of workshop equipment including the Imrie 750 Coil-Condenser-CDI Tester.

### N.V. PRATT PTY. LTD.

184 Christmas Street, Fairfield, Victoria 3078

Tel: (03) 489 4122 Telex: AA 37021

(28 Cowper Street, Granville, N.S.W. 2142)

Pratt (Aust) Import and Market the "General" brand of Drain Cleaning Equipment — in both Drum and Sectional types. This is a complete range covering both large and small machines — together with small hand held models plus fittings and accessories. New release for the Hire Industry!! "Generals" MODEL 82 — fresh from the States — MODEL 82 offers you bigger, better cables — the exclusive 'Flexi-Chain' — the cable with the chain down the centre. Ask our Showstopper price.





# Mikasa

## ...THE RELIABLE RAMMERS AND PLATE COMPACTORS ...

Mikasa rammers offer a range for all applications. Choose from 3 models including the MTR-80 (illustrated), MTR-55 and MTR-120.

Choose from the range of plate compactors from 53kg to 370kg. Model MVC 90G illustrated.

Concrete vibrators and pumps also available.



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 6111  
**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 363 E

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### KARCHER AUST. PTY. LTD.

1/401 Princes Highway, Noble Park, Victoria 3174  
Tel: (03) 546 9842

Karcher Quality Cleaning Equipment, with 30 years world wide experience, offers a wide range of High Pressure Water Cleaners, Wet & Dry Industrial Vacuums, and Water Extraction units designed for all applications.

For performance, reliability and most important unbeatable service, we invite you to see our equipment at the Convention in Melbourne.

### BAILEY ALUMINIUM PRODUCTS

1 Monomeeth Drive, Mitcham, Victoria 3136  
Tel: (03) 873 4066 Telex: AA 30297  
Offices in Brisbane, Sydney, Adelaide, Perth

Bailey Ladders who have been established in the timber and aluminium ladder field for many years are exhibiting for the first time.

On Display will be aluminium, timber and fibreglass ladder products as well as scaffold planks, in accordance with relevant Australian standards and D.L.I. codes.

Substantial discounts are available for quantity.

### MACFARLANE GENERATORS

109 Carinish Road, Clayton, Victoria 3168  
Tel: (03) 544 1700

MacFarlane Generators specialise in just generators, large ones, small ones, quiet ones, mobile ones, sets for hire, new ones for sale, even the occasional traded-in unit for sale.

Do you need a small portable for camping? A rugged workhorse on a building site? A whisper quiet unit for film shooting, or a massive power plant big enough to light up a town? Then MacFarlane Generators are the best.

Specialising in the generator business for many years, MacFarlane owe their name to one of the early manufacturers of generators in the U.K. and are agents for the supply of the Markon range of alternators and spare parts.

### NORTON - CLIPPER PTY. LTD.

Cnr. Dundas & Sheppard Streets, Thornbury, Victoria 3071  
Tel: (03) 480 2356 Telex: 30092

Norton-Clipper will be exhibiting a Hire Company Package. Proven Clipper Brick-Tile-Concrete cutting machinery Diamond Products featuring latest technique in Laser Weld Segmental Saws, Bonded Abrasives - including Cut-Off and Depressed Centre Wheels.

Safety Products for Eye - Ear - Hand and Head Protection. Come and See Norton Clipper at the Convention for a package to suit your needs.

SPECIAL CONVENTION PRICES.

### NORTON VILLIERS AUSTRALIA PTY. LTD.

Gillies Street, Ballarat, Victoria 3350  
Tel: (03) 39 1111 Telex: AA32018 NORVIL

Once the Australian engine-manufacturing/marketing subsidiary of the Villiers (U.K.) organization, Norton Villiers Australia Pty. Ltd. (N.V.A.) is now 100% Australian-owned. N.V.A.'s original engine-manufacturing facilities, at Ballarat, have been converted to an Iron Foundry and a Machine Shop, which now serve general industry as N.V.A.'s Manufacturing Division.

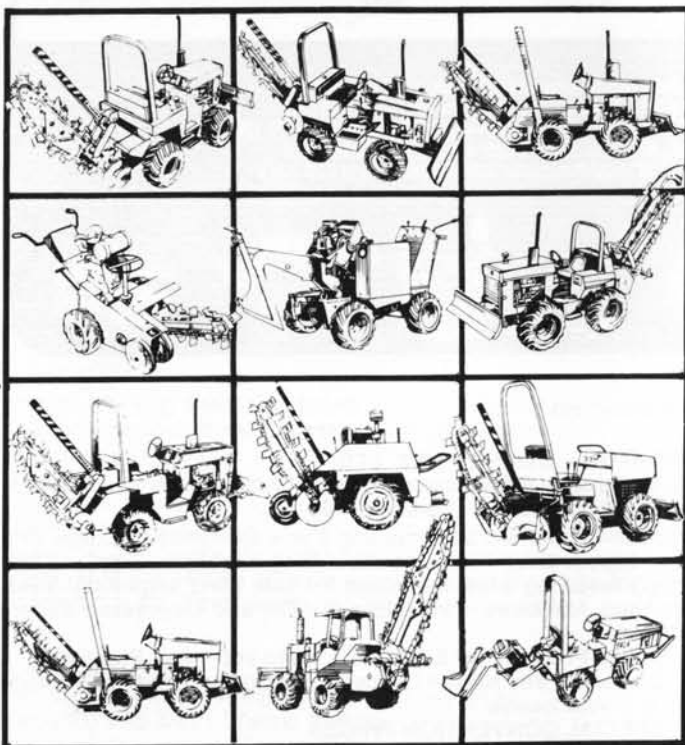
N.V.A.'s Marketing Division operates principally as the importer/distributor of Mitsubishi, Wisconsin and Villiers engines. An Australia-wide network of Branches, State Distributors and Servicing Dealers provides Sales, Spare Parts and Service backup.

Mitsubishi, Air-Cooled, Petrol Engines in particular, have become popular as replacement units in the Hire and Rental Industry, with consequently increased numbers supplied with Original Equipment: such as those exhibited.

In addition to engines, N.V.A. also markets a range of Engine-Driven Equipment, such as Water Pumps, Trash Pumps, Generator Sets and ancillary equipment.

The N.V.A. national organization includes the Ballarat office, which serves Victoria and Southern N.S.W., as well as:  
N.V.A. Brisbane (07) 277 8044 : Sydney (02) 774 1462 :  
Adelaide (08) 354 0880 : Perth (09) 444 5688  
Launceston (003) 31 4086 :

# Why are there more Ditch Witch® trenchers working for Australia than all competitive makes put together?




The overwhelming majority of Australian trenching machine operators insist - Ditch Witch is the most professional choice in trenching machinery. After all, there are more Ditch Witch trenching machines working for Australia than all other makes put together.

For the largest government instrumentalities, or small neighbourhood contractors, Ditch Witch delivers proven power and practical technology in the most innovative and versatile trenching machine range available.

And service? Proven Mole Engineering nationwide backup covers government fleets of 2000 Ditch Witches, and drainlayers' fleets of one. That's why Ditch Witch just keeps growing.

AUTHORISED DEALER  
**MOLE**  
ENGINEERING PTY LTD

Rodborough Road (P.O. Box 91) FRENCH'S FOREST NSW 2086  
Telephone: (02) 451-1222 Telex: AA 20075 Branches in all states.

Ditch Witch &  are registered trademarks of The Charles Machine Works, Inc. MEDW 8301

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## RENTAL INDUSTRY EQUIPMENT SUPPLIES

P.O. Box 136, Bulleen, Victoria 3105

Tel: (03) 850 2316

Mail order service to the Rental Industry for Tools & Equipment  
Let us locate that hard to find spare or accessory for your fleet  
At the Equipment Exhibition we will exhibit:

- Hitachi's range of rental tools including the new CC12Y 12" Cut off saw for effortless masonry cutting to 4" deep.
- Hitachi HD50SA Hammer drills & H55SA Hammers (both 1140W input) which can be used with Kango points and bits.
- Mignon range of dustless Floor Sanders and Edgers.
- Master Heatguns for paint burning, shrink packing, etc.
- Our range of Rental Industry Accessories.

## RUG DOCTOR AUSTRALIA

P.O. Box 235, Jamison, A.C.T. 2614

Tel. (062) 51 3449

We will be exhibiting three items:

- (1) rental steam carpet cleaners and chemicals. You can buy them outright or we will place them in your hire plant at a 30% commission.
- (2) air movers for cement drying
- (3) vacuum: hose, motors and spare parts

## ELECTRIC EEL (AUST.)

11 Carrington Road, Marrickville, N.S.W. 2204

Tel. (02) 559 5622

A complete range of sewer and drain cleaning equipment from 1¼" to 18" is sold and serviced by Electric Eel (Aust.) including the various designs of Drum type, sectional rodding, flexible cable and solid steel rods.

The company has had a long association with the Hire Industry and its Model C Units reputation for safety, reliability and cable strength has made it the most popular drain cleaning unit in the Industry.

Our complete range will be on display at the exhibition and our experienced staff will be on hand to discuss your needs in this growing area of the hire industry.

## FLEXTOOL (AUST.) PTY. LTD.

191 Wellington Street, Collingwood, Vic. 3066

Tel. (03) 419 6300

Flextool will be exhibiting a wide range of equipment which has been soundly proven in the hire industry. Together with their own manufactured products (flexible shaft vibrators and pumps) they will have a comprehensive range of agency lines which includes Hitachi Power Tools, Kango Hammers and Bosch Breakers.

Also on display will be the "BRICKY" brick saw completely designed and manufactured by Flextool to suit the needs of todays hirer.

## MacDONALD AIR TOOLS

Airdraulic Pty. Ltd., 5 Whiting Street, Artarmon, N.S.W. 2136

Hope Air Equipment, 17 Tennyson Court, Templestowe, Victoria, 3106

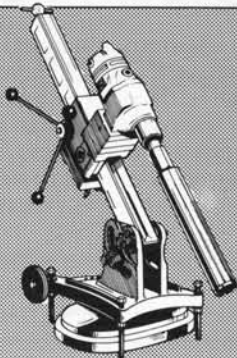
Tel: N.S.W. (02) 438 1025 Vic. (03) 842 1182

John MacDonald, one of the leading air tool manufacturers in the world today and the makers of the now famous range of MacDonald Concrete Scabbling machines will be launching their new range of "Light" Scabblers. Unlike the "U" Series, these machines operate with the wheels in contact with the working surface. They deliver a lighter blow than the "U" Series and are particularly suitable for work on suspended floors or where a very fine finish is required.

The very latest 'State of the Art' MacDonald Paving Breaker will also be introduced at the Convention. This machine comes in three sizes, 48, 64 and 88 lbs. weight. Replacement front head bushings allow them to use the common steel shank sizes.



# SPECIALISED CONSTRUCTION EQUIPMENT, DIAMOND TOOLS & ASSOCIATED MACHINERY.



## DRILLING MACHINES

A complete range of diamond core drilling machines for all applications including electric, hydraulic and pneumatic powered. Robust construction.

## DEMBICON CONCRETE SAWS

Australia's most popular range—the Midget and D.C., manual and self propelled, 7 to 65 H.P. Robust and reliable, featuring the exclusive hydraulic raise and lower system.

## HAYASHI VIBRATORS AND FLEXIBLE PUMPS

Various engine options, latest electronic technology delivers superior performance.

## DEMBICON BRICK SAWS

Available in electric or petrol driven. Complete range of diamond blades available to suit any material.

## SANTO VIBRATION RAMMERS

Low maintenance, top quality, lightweight. Features include centrifugal clutch, oil lubrication system.

## NIKKO PORTABLE GENERATORS

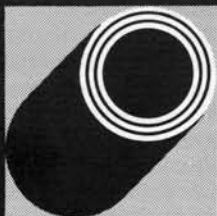
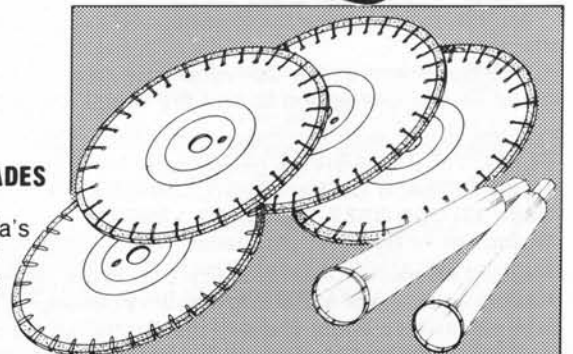
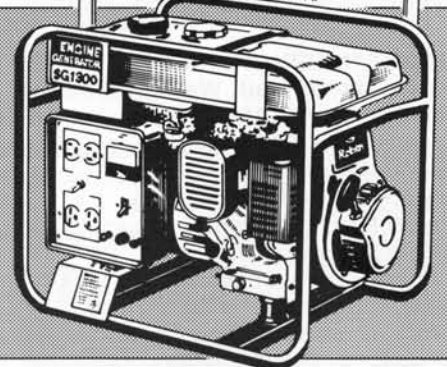
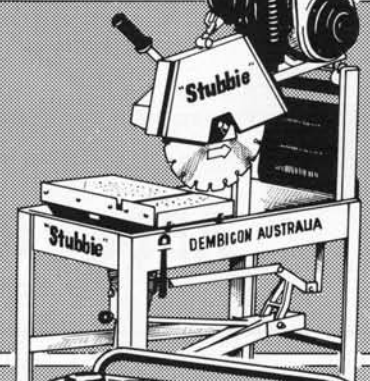
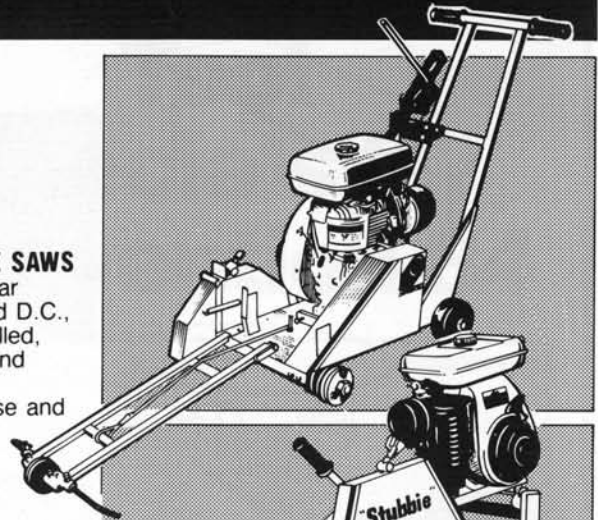
Suit leisure or industrial use. Available in 1300 W, 1900 W and 2700 W. Easy maintenance, top quality.

## SANTO VIBRATION PLATE COMPACTORS

Equivalent to 6 ton road roller. Easy to use, low maintenance. A reliable performer.

## DEMBICON DIAMOND BLADES AND THIN WALL BITS

Manufacturers of Australia's largest range of diamond blades, and thin wall bits. Colour coded for easy replacement. Full service back up and advice.



# DEMBICON AUST.

**HEAD OFFICE**  
29 Kinkaid Avenue, North Plympton,  
South Australia 5037  
Tel. (08) 297 4022 Country Code (61)  
Telex: AA88857

**VICTORIA**  
11 Terang Avenue,  
East Burwood, VIC. 3151  
Telephone (03) 288 1700  
Telex AA36639

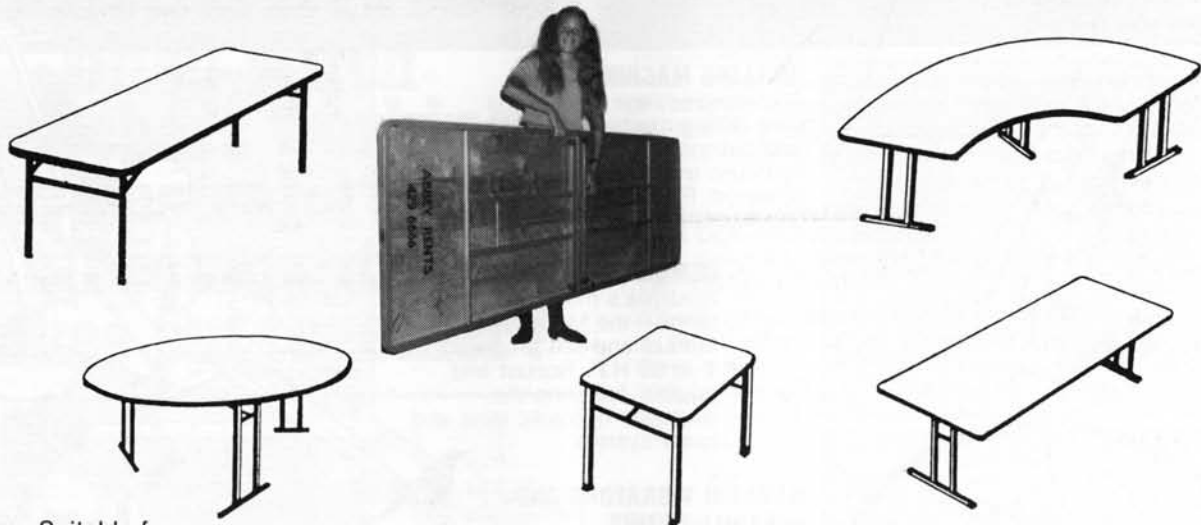
**NEW SOUTH WALES**  
Unit 2, 9 Works Place,  
Milperra, N.S.W. 2214  
Telephone (02) 772 3166  
(02) 772 3976  
Telex AA74954

**QUEENSLAND**  
154 Compton Road,  
Woodridge, QLD. 4114  
Telephone (07) 208 4249  
Telex AA145046

AUSTRALIA'S  
DIAMOND  
TOOL  
SPECIALISTS

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## ABBEY FOLDING TABLES ARE SO LIGHT EVEN A CHILD CAN LIFT THEM



Suitable for:

\* Home \* Clubs \* Caterers \* Hirers \* Associations \* Display \* Hotels \* Halls \* Markets \* etc.

**STRONG — LIGHT — ATTRACTIVE**

### ABBEY RENTS (AUSTRALIA) PTY. LTD.

P.O. Box 190, Richmond 3121 Telephone (03) 429 6666

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#### AUSBIT INTERNATIONAL PTY. LTD.

3-5 Crissane Road, West Heidelberg, Victoria 3081  
Telephone (03) 458 3022 Telex AA 10104

Ausbit, a name synonymous with diamond drilling in Australia. Now Ausbit International P/L also manufactures diamond saws to suit all known applications.

Ausbit, combining over 60 years experience in the diamond drilling industry.

Ausbit, a privately owned company managed and guided every working day by the owners.

Ausbit, using computer controlled machines to achieve consistency day in and day out.

Ausbit, your supplier for the best and most economical diamond tools.

Visit our stand at the Convention to see our range of diamond blades developed to suit the rental market.

#### FLEXOVIT ABRASIVES (AUSTRALIA) PTY. LTD.

Head Office, 6 Colbert Road, Campbellfield, Victoria  
Tel: (03) 359 0377 Telex: AA 139639

Branches — Sydney, Brisbane, Townsville, Perth, Hobart  
Flexovit Abrasives (Australia) Pty. Ltd., is the largest manufacturer in Australia of metal and masonry cutting — off wheels. As well as having a major share of the Australian market, Flexovit exports to countries such as Singapore, Malaysia, Thailand, Philippines, New Guinea, New Zealand and Japan.

The Flexovit manufacturing plant in Melbourne is regarded as one of the most automated in the world and has earned a reputation for manufacturing high quality abrasives, giving consistent performance and safety.

Flexovit has been a supplier to the Australian hire industry for many years offering a complete range of bonded and coated abrasive products.

During the Hire Exhibition, Flexovit will offer "special prices" for goods ordered at the Flexovit Stand.

#### RIGA'L UNIVERSAL LOADERS PTY. LTD.

P.O. Box 1026, Southport, Queensland  
Tel: (075) 32 9400

Introducing the new Riga'l Universal Loader "Dingo", especially designed for Australian conditions.

1. The four Wheel drive Riga'l Dingo with Hydraulic Transmission is designed for rugged use, long life and low maintenance.

2. With its hydraulic power take-off implements can be removed and replaced quickly making the Mini Loader is versatile and profitable machine for the Hire Industry.

3. The Loader is designed to fit through an 820mm opening. It can also be fitted with additional wheels, which are available in 4", 6", 8" and dual Wheels.

4. The Riga'l "Dingo" with all its attachments means that one machine can be hired out as 7 separate Hire Uses, which means Hire Productivity for the Hire Company, and better utilisation of hire equipment.

Specifications: Motor: 10 HP petrol driven Motor; Transmission: Dual Hydraulic Motors; Length: 1400mm (1950 with bucket); Width: 760mm; Height: 1200mm; Weight: 500 kg; Lifting Capacity: 225 kg; Lifting Height: 1700mm; Ground Speed: 5 k.p.h.

#### WACKER AUSTRALIA PTY. LTD.

(Incorporated in Victoria)

913 Princes Highway, Springvale, Victoria 3171  
Tel: (03) 547 4033 Telex 31159

WACKER AUSTRALIA PTY. LTD. manufacture a large range of: Petrol cutting saws, electric hammers/drills, pneumatic hammers/drills, petrol breakers/drills, vibrating rammers, vibrating plates, vibrating rollers, internal concrete vibrators, centrifugal pumps, trash pumps, diaphragm pumps, submersible pumps.

We also have branches located in Adelaide, Brisbane, Perth and Sydney.



**WESTONS PACKAGING**  
(Incorporating Paslode Nailing)  
18-24 Geddes Street, Mulgrave, Victoria 3170  
Tel: (03) 561 6422

Australia wide suppliers of industrial products including:-

- Stencils, Inks and Applicators
- Cargo Restraint equipment
- Hand Trucks and Trolleys
- Plastic Storage and Tote Bins
- Nailing & Staple Guns
- Chain & Webbing lifting slings
- Strapping tools for steel & plastic straps
- Lashings, Marking Pens
- Bag Closing Sewing Machines

Many of our products are for use in your hiring business, such as stencils to identify ownership, cargo restraint for the safe transportation of loads, and plastic tote bins for every day use.

These, and other products are also money earners as Nailing guns, Hand Trucks and Trolleys, along with lifting slings can become part of your hiring range.

Discounts available for orders placed during the Exhibition.

**DEMBICON (AUSTRALIA)**  
Head Office, 29 Kinkaid Avenue, North Plympton, S.A.  
Tel: (08) 297 4022

Branches in all States. Victoria, Tel: (03) 288 1700

Dembicon are Australia's diamond tool specialists, manufacturing the largest range of diamond tipped blades, and thin wall bits in the country.

Dembicon also construct, or are agents for, a wide range of specialised construction equipment and drilling machines connected with diamond tools.

The range available from branch offices around Australia includes: Large and small concrete saws, from hand held models to self propelled; Brick and refractory saws, from small to large frame mounted models; portable generators, rammers, vibrators, tile saws, and much more.

Dembicon are proud of their reputation of around the clock replacement service to minimise costly down town. Dembicon believe that nothing is impossible.

**MOLE ENGINEERING PTY. LTD.**  
Rodborough Road, Frenchs Forest, N.S.W. 2086  
Telephone (02) 451 1222 Telex AA 20075  
Branches in all States

Mole Engineering Pty. Ltd., a major national supplier of trenching, drilling and boring equipment, is the Australian distributor of the world-famous Ditch Witch range of trenching machines.

The range includes pedestrian-controlled vibratory plows and tracots to 10.4kw (14kp), ride-on trenchers to 22kw (30hp) and the versatile "Modularmatic" series tractors, rising from the 22kw Model 3210 to the top-of-the-line 74.6kw (100hp) Model R100, which can be fitted with either a trenching attachment, a "Combo" trencher-plow module, an earth saw or a front-mounted backhoe attachment capable of digging 2.28m (7'6") deep.

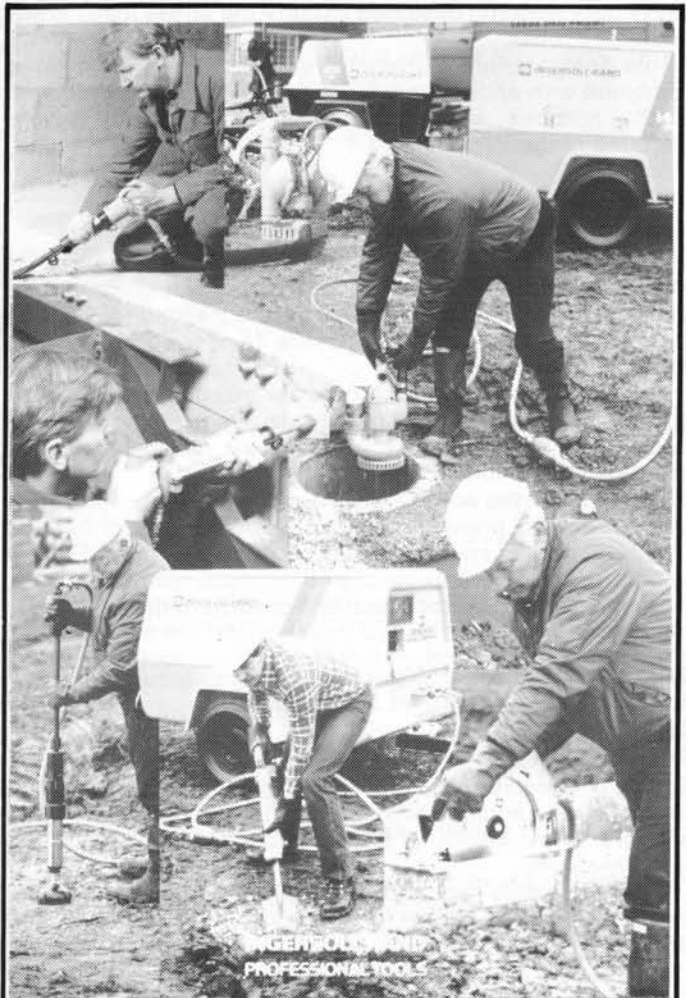
Mole manufactures and markets an extensive range of mobile and portable drill rigs and under-road borers. The new Mole Model PF1 horizontal borer, is a compact hydraulic power feed unit ideally suited to high-speed installation of telephone, power, water and gas services and readily convertible to a trailer mounted multi-purpose portable drilling rig.

Mole's stand will be two Ditch Witch machines of particular interest to plant hirers; the C99 pedestrian-controlled trencher, a 6.9kw (9.2hp) unit capable of trenching to 0.6m (24in) depth at speeds up to 5.9kph (3.7mph) and the 1400 Series pedestrian-controlled 2-wheel tractor, a compact, versatile unit designed to accommodate a variety of agricultural and trenching attachments.

Mole Engineering is offering attractive cash discounts to Association members purchasing equipment exhibited or offered at the Exhibition.

# INGERSOLL-RAND®

## Construction Tool Specials for Convention 84



Talk to Terry Markham and Frank Fewster  
at the Convention or phone **NOW** 699 6544  
(Offer lasts until stocks run out).

**INGERSOLL-RAND®**

42 Moray Street, South Melbourne, Victoria.  
Telephone (03) 699 6544

Write 117 on Reader Inquiry Card

**BAY TEXTILES LTD.****64 8th Avenue, Tauranga, New Zealand.****Tel: 88022 or 81526**

All New Baytex 30m x 30m Marquee. Bay Textiles will be introducing to you their all new 20m Marquee which is extendable to any length and to a maximum width of 30m. It is therefore possible to erect the marquee in any one of 4 configurations depending on requirements, these are:- 20m x 20m, 20m x 30m, 20m x 40m and 30m x 30m.

The marquee roof sections are jointed by a simple but strong latchet lacing system coupled with a Velcro fastener covering strip or rain flap. The marquee roof sections are assembled together and attached to a bail ring around each King Pole. These bail rings provide the means of hauling the marquee roof up to its correct height by attachment to steel cables connected to a winch at the base of each King Pole.

The marquee is manufactured from top quality Fire Retardant Polyester/Cotton Corespun Canvas specially produced by Birkmyres of Australia and is fully supported by a network of heavy duty webbing designed to carry the stress loads down to the guy ropes.

This design offers extremely versatile size combinations combined with enormous interior space and incorporates all of the features which are the hallmark of our Baytex Marquee range.

**ATLAS COPCO AUSTRALIA PTY. LIMITED****3 Bessemer Street, Blacktown, N.S.W. 2148****Tel: (02) 622 4444 Telex: 20389**

Atlas Copco presents the widest range of portable compressors on the market. There's a unit to meet every need, in capacities from 28 l/s to 430 l/s in the XA series and up to 570 l/s in oil free PTS units.

The XA's, oil lubricated rotary screw machines, are reliable and efficient. High fuel cost recovery is due to the unit's single stage screw element, with the "no friction, no wear" principle ensuring long machine life.

Teamed with the Atlas Copco portable range are Tex series silenced paving breakers, RH series rock drills and Dip and Dop pumps for a variety of light construction work. And where a compressor is not appropriate Atlas Copco offers the Cobra, the best all-round petrol driven drill-breaker in the business.

**BOMAG AUSTRALIA PTY. LTD.****5 Lucca Road, Wyong, N.S.W. 2259****Tel: (043) 52 2144****Dealers in all States**

Bomag of Germany produces the most comprehensive range of compaction equipment in the world. From diminutive 55kg tampers to mammoth 37.8 tonne landfill compactors, the range includes:

- \* the extremely popular light/medium tandem series ranging from 1.5 tonne up to 10 tonne, each featuring vibration and drive on both rolls and articulated steering;

- \* the self propelled series in both smooth drum and pad foot configuration, ranging from 5.5 tonne up to and including 18 tonne, and featuring dual amplitude/frequency vibrator systems with trouble free selection of the required output being made by press button selection switches on the operator console;

- \* drawn rollers in both smooth and pad in 5.5, 10, and 16 tonne capacities;

- \* multi wheeled pneumatic tyred rollers in the 16 tonne and 20 tonne class, specifically designed for Australian operation, yet incorporating the European design advantages of iso-static suspensions, twin point steer and solid ballasting;

- \* two models of soil stabilising machines and vibrating plates complete the product range.

Bomag Australia sell direct into New South Wales from their Wyong depot at 5 Lucca Road, Wyong and are represented in all States of Australia by strong equipment dealers, the addresses and contacts of whom can be obtained by contacting Bomag Australia.

**ABBEY RENTS (AUSTRALIA) PTY. LTD.****576 Bridge Road, Richmond, Victoria 3121****Tel: (03) 429 6666**

Abbey Rents Folding Furniture Sales Department is well known as suppliers to the Hire and the Catering industry of lightweight folding tables. They are now releasing their new range.

The 'Golden DeLuxe' range of folding tables are extremely lightweight, very attractive and sturdy. They fold away in seconds, and are easy to transport and store. The top is constructed of polyurethane finished waterproof ply, or a wood grain Koratone finish. The steel frame extends to lip over the top, giving the edges protection against damage. The patented self locking stays automatically locked when the legs are opened out. The 'Golden DeLuxe' folding tables comes in a large range of shapes and sizes.

Abbey Rents are importing and selling a new range of New Zealand Lightweight Marquees. These marquees will cut transport costs, handling and erection times because they are lighter. They look attractive and last longer. Sizes range from 40' x 40' to 40' x 180'.

**RONALD T. WILLIAMS & CO.****1076 Dandenong Road, Carnegie, Victoria 3163****Tel: (03) 211 9488**

Super Pump by H.E.R.O. is a unique piece of equipment with great potential in the Rental Industry.

A high volume airless paint sprayer, super pump is capable of running up to 10 guns plus two paint colours simultaneously. Super Pump will also double as a deluxe pressure washer, delivery pressures to 3000 psi.

Super Pump, along with other H.E.R.O. Airless spray equipment will be on display at the Convention.

Our range of Cougar Hydraulic Hoists, now well proven in the rental industry, will also be displayed again this year.

**HSL SALES****253 Victoria Street, Abbotsford, Victoria 3067****Tel: (03) 419 1911**

HSL Sales is a subsidiary of Hire Service & Leasing Pty Ltd, one of the oldest hire firms in Melbourne, having been established in 1950.

Owners Jim Nilsson and Graham Hoinville are well-known members of the hire and rental industry, and the function of HSL Sales is the marketing of equipment aimed primarily at the hire and rental industry. Essentially an importer and distributor of equipment, HSL Sales has been responsible for the introduction of a number of new items of rental equipment to our industry over recent years, and the lines offered at 1984 Equipment Exhibition are:-

1. The BlueBird range of lifting and lawn-care equipment, manufactured in U.S.A. and including:- KD1500 Knock-down Engine Crane - with over 500 in use in Australia, this is the undisputed market leader; Engine Stands; Lawn Combers.

2. Costech Heat Guns, manufactured in the U.K.

3. Stihl Chainsaws & Products - HSL Sales is a Stihl Dealer and can offer after-sales service and repairs.

**INGERSOLL-RAND (AUSTRALIA) LTD.****42 Moray Street, South Melbourne, Victoria 3205****Tel: (03) 699 6544**

Ingersoll-Rand manufacture a diverse range of products applicable to the rental industry embracing portable and stationary compressors of all sizes, air tools, hoists and winches and a widely accepted range of compaction equipment.

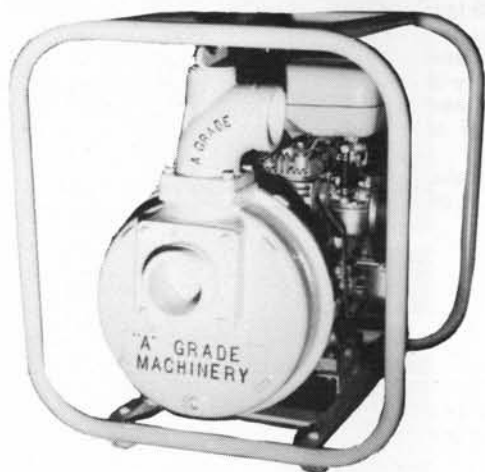
The newly introduced range of construction tools will be on display alongside the new electric and petrol powered 8, 10 and 12 cfm compressors that are clearly the industry standard for this class of compressor.

Our staff look forward to an opportunity of welcoming you to our exhibit which will include the latest addition to our compaction range, the DA28.



# It's Impossible!

for a column of water to be drawn above 33.95 feet! But ...



## an **A Grade** **Centrifugal pump** **has self primed to 30'**

The "A" Grade is a robust portable pump, with high output. All parts are fully accessible. The seal is separately housed and grease packed, and is capable of 2 hours continuous running from a dry source, without damage. Large non-clogging waterways allow remarkable solids handling capacity. The pump is fully guaranteed.

**'A' GRADE MACHINERY PTY. LTD.**  
**9 Percy Street, West Heidelberg 3081**  
**Telephone: (03) 458 2030**

Write 120 on Reader Inquiry Card

### **NO-BOLT SCAFFOLDING**

195 Princes Highway, Dandenong, Victoria 3175  
Tel: (03) 793 2355 Telex: 371106

No-Bolt Scaffolding are proud to be involved with the hire industry convention, and we are offering a discount of 12½% off any one of our scaffolding products purchased during the convention.

No-Bolt have a vast range of aluminium scaffolding, all of which is D.L.I. approved and designed for minimum maintenance and ease of erection.

No-Bolt Scaffolding have specialised in mobile scaffolding for over twenty years.

### **OGDEN INDUSTRIES PTY. LTD.**

Edward Street, Huntingdale, Victoria 3166  
Tel: (03) 569 0611 Telex: AA 134892  
Branches in all States

Ogden Industries Pty. Ltd., the manufacturers of the Kelso brand Australian made wheelbarrows, present their "Seamless" range of builders and contractors barrows.

Apart from the "Seamless" feature in the range exhibited, all models are standard with heavier gauge trays and incorporate the proven Kelso feature of recessed bolt heads in the trays.

Replacement trays are available, also undrilled, so as to repair any make or model.

At the same stand you can view the Kelso range of Aluminium Ladders, the only aluminium ladders manufactured in Australia, to conform with all State and Territory safety department regulations.

Hire industry companies requiring information regarding Distributor/Reseller appointments for the Kelso product range, will be made most welcome.

Remember too, Federal manufacture the comprehensive range of Kelso Hand Trucks, both Stairclimbing and Pneumatic, Brick Buggies and other special purpose materials handling equipment.

### **POLIVAC AUSTRALIA PTY. LTD.**

17 Shipley Street, Box Hill, Victoria 3128  
Tel: (03) 890 0493

Polivac Australia Pty. Limited are suppliers to the cleaning industry. We will be displaying our manufactured lines of floor polishers, floor sanders, wet and dry vacs, and chemicals. Also our imported lines of floor scrubbing machines, carpet shampooers and steam cleaners.

We have branches throughout Australia and would welcome any inquiries during the Convention.

### **A & N EQUIPMENT PTY. LTD.**

19 Manton Road, South Oakleigh, Victoria  
Tel: (03) 544 4066

A & N Equipment shall be exhibiting their new Mang Reverse Tyne Tiller and the popular Mang JR2000 Rotary Tiller. Mange are the only tillers especially developed for the Rental Industry.

Yard Marvel tillers and Airators and A & N's new CT Super 10 wood chipper and their trailer mounted 7CT chipper will also be on display.

## **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.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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My Name is: \_\_\_\_\_

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

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

# PRODUCT NEWS

## from the Exhibitors. . . .



### New 'D' Rung Ladders

Bailey Ladders who are well established in the aluminium and timber ladder field are introducing a new product.

'D' Rung Aluminium Extension Ladder: Increasing resistance to rung twist — a larger flat surface area for comfort and safety — leads to a major improvement on side and torsional movement. All extension ladder side rails are 'I' beam section.

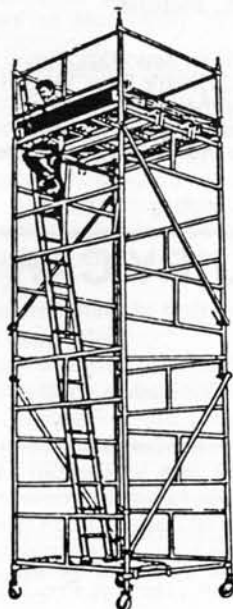
Bailey Ladders provide minimum movement, stability and long life.

This unit is exhibited by

**Bailey Aluminium Products**

● Use Inquiry Card 16

### Aluminium Mobile Scaffolds



No-Bolt have built in versatility, safety and ease of erection in their mobile scaffolding to help the customer complete his job faster at a lower cost.

All No-Bolt Scaffolding, ladders and decking are manufactured with quality in mind, it is a proven product and is designed for minimum maintenance and ease of erection.

D.L.I. Approved in all states of Australia. Victorian medium duty 25 lbs. per sq. ft. on working platform.

These items exhibited by

**No-Bolt Scaffolding**

● Use Inquiry Card 10

### Brick Saw

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

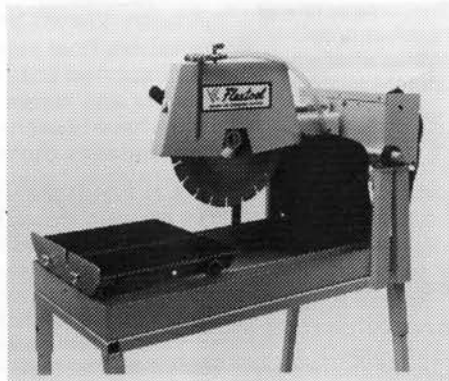
Powered by a 2HP 240 volt electric motor with overload protection, the unit is mounted on four "clip in" sturdy legs and comes complete with a reliable flexible shaft driven water pump. The precision rubber covered cutting table is fitted with sealed ball bearing wheels and runs on heavy duty guide rails designed to take abuse.

Motor is protected from water spray by rubber aprons.

The unit is exhibited by

**Flextool (Aust.) Pty. Ltd.**

● Use Inquiry Card 6



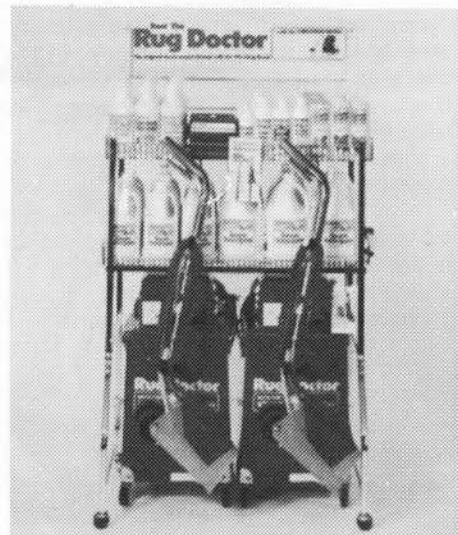
### "Steam" Machine Display

The Rug Doctor rental station rack is a proven profit centre. It carries a complete line of professional carpet and upholstery cleaning products which are formulated in Canberra. The company does co-op advertising to promote its products as well as supplying colorful point of sale materials and promotional advice and assistance. Bendigo Hire, Vic. finds that out of all of their many and varied items, this is their number one profit earner.

This unit is exhibited by

**Rug Doctor Australia**

● Use Inquiry Card 58



### New Drain Cleaner - Model 82

Our New Model 82 Powered Drain Cleaner with 1/2 HP motor, gear reduced to 520 r.p.m., with a slip-clutch is designed to clear lines from 75 mm to 250 mm. Cables self feed to a distance 61 metres. Extra strength cables have either a chain or spring centre. The chain combines strength and flexibility, while inner spring can handle greater twist on long difficult jobs. Standard equipment, complete set cutters, air actuated power switch and folding handle. Weight 35 kg.

This unit is exhibited by

**Pratt (Aust.) Pty. Ltd.**

● Use Inquiry Card 21



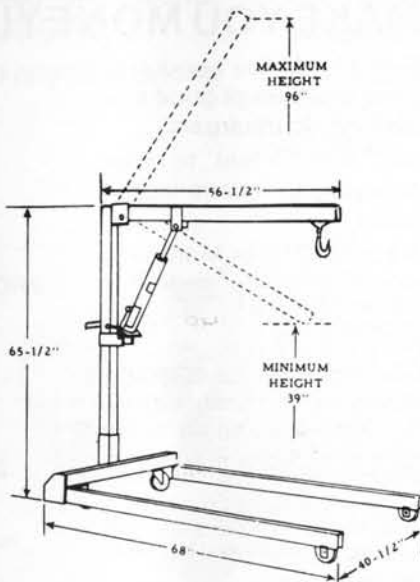




## BlueBird Kaydee 1500

Kaydee 1500 lifts an **honest** 1500 lbs. to a height of 8 feet. Built of heavy wall steel tubing, lift never bends or twists, withstands all the abuse its users give it. Built for rugged rental use, it has a long ram

jack, bypass valve and slow release valve for safety and ease of handling. Knocks down or sets up in less than 60 seconds, stores in trunk of any car, goes up and down stairways, elevators, mineshafts.



### Specifications

**Long Ram Jack:** 3 ton, chrome plated ram. Bypass valve becomes operative at 1500 lbs. Slow release valve provides positive control when lowering load.

**Swivel Hook:** turns your engines 360° and makes engine removal and installation easy.

**Caster and Wheels:** 4-inch steel.

**Clearance:** A low 5½ inches from floor to top of leg.

**Shipping Weight:** 230 lbs.

**Shipping Carton Size:** 8½" x 20" x 70".

**Lifting Height:** 96 inches

**Other Features:** ¾-inch extra strength steel shafting used at all pivot points. A positive fit every time.

**H.S.L. SALES 235 Victoria St., Abbotsford, 3067**  
**Tel. (03) 419 1911**

Write 100 on Reader Inquiry Card

### Laser Welded Diamond Blades

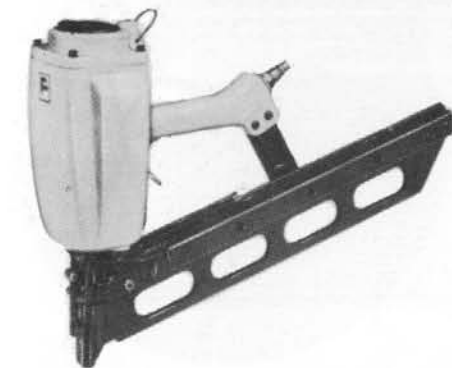
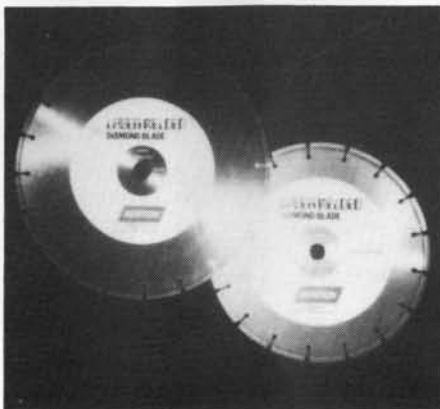
Laser welded produces a weld between the segment and the steel centre, that is actually stronger than the Steel or Segment itself.

Field tests proved the laser welded diamond blade had a significant reduction in segment loss against ordinary brazed welded blades.

Norton uses tomorrow's Technology to produce Diamond Blades today.

This unit is exhibited by

**Norton Clipper Pty. Ltd.**  
● Use Inquiry Card 13



### 100mm Builders Nailer

The new RHN 100 is a powerful new 100 mm pneumatic Builders Nailer from Jambro. It offers advantages in design, capacity and weight distribution. The RHN 100 will take the full range of D-head nails from 50 mm incl. 60, 75, 87 and now 100 mm in the one tool.

Reputedly one of the most powerful nailers on the Australian market, RHN 100 is fitted with a safety device to prevent the gun firing when the nail magazine is empty, preventing driver blade damage.

This unit is exhibited by

**Jambro Pty. Ltd.**  
● Use Inquiry Card 11



### Kelso Aluminium Hand Trucks

The new aluminium hand trucks are now available from Kelso. The Kelso range comprises a small unit ideal for light couriers or household use and two larger models ideal for taxi truck use, removal vans and warehouse or office use.

The aluminium construction of the frame makes the hand trucks remarkably light and completely rust proof.

These units are exhibited by

**Ogden Industries Pty. Ltd.**  
**Aluminium & Garden Products**  
**Division**  
● Use Inquiry Card 22



## 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.

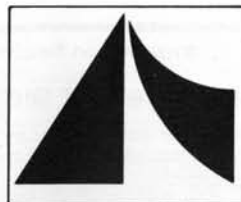
For Marquee Design, Marquee Manufacture,  
Marquee Hire, Consult the experts!

MANUFACTURED BY:

# Bay Textiles Ltd

Canvas Goods Manufacturers & Hirers

64 8th Avenue, Tauranga, New Zealand  
Telephone (075) 88022 (075) 81526



Circle 95 on Reader Service Card

## Wacker Plate Model DPU 2430

WACKER's new hydraulically reversible vibration plate — model DPU 2430. Base plate 300 mm wide x 700 mm.

The application:

Long and narrow trenches where no other plate would fit.

The advantage:

Forward and reverse infinitely variable speed on up to 25 m per minute, and a compaction depth of up to 400 mm, gives you a compaction area of 450 m<sup>2</sup> per hour. The centrifugal force of 24 kN or 2400 kP. The operating weight of the machine is 138 kg.

This unit is exhibited by:

**Wacker Australia Pty. Ltd.**

● Use Inquiry Card 14



## Mikasa MT-50 Rammers

The new Mikasa MT-50 Rammer offers

- Operating weight only 52 kg.
- Fully-sealed operating mechanism with oil bath lubrication and visible oil level indicator.
- Dependable Robin 2 stroke petrol engine.
- Double element air cleaner.
- Dual fuel filtration.
- Engine fully protected by tubular steel frame with integral lifting point.

This unit is exhibited by

**ANI Perkins**

● Use Inquiry Card 15



## Fox 2200 a sensation!

The Gerni 2200, single phase, hot and cold water pressure washer develops 1300 p.s.i. at 90°C, with stainless steel construction of chassis, fuel tanks, boiler, with roll frame protection with lifting point and small dimensions. It fits in the rear of a Falcon station wagon and only weighs 102 kg. Fitted with a Gerni turbo lance it gives equivalent performance to a three phase machine. With easy to read control panel — all this, plus easy operation.

This unit is exhibited by

**Viking Equipment Pty. Ltd.**

● Use Inquiry Card 12



# HIGH INVESTMENT RETURN OPPORTUNITY

Transpec Limited is proud to announce, as newly appointed national distributor for Kubota Power Products, the availability of a dynamic range of petrol and diesel engines, pumps, generators and welders.

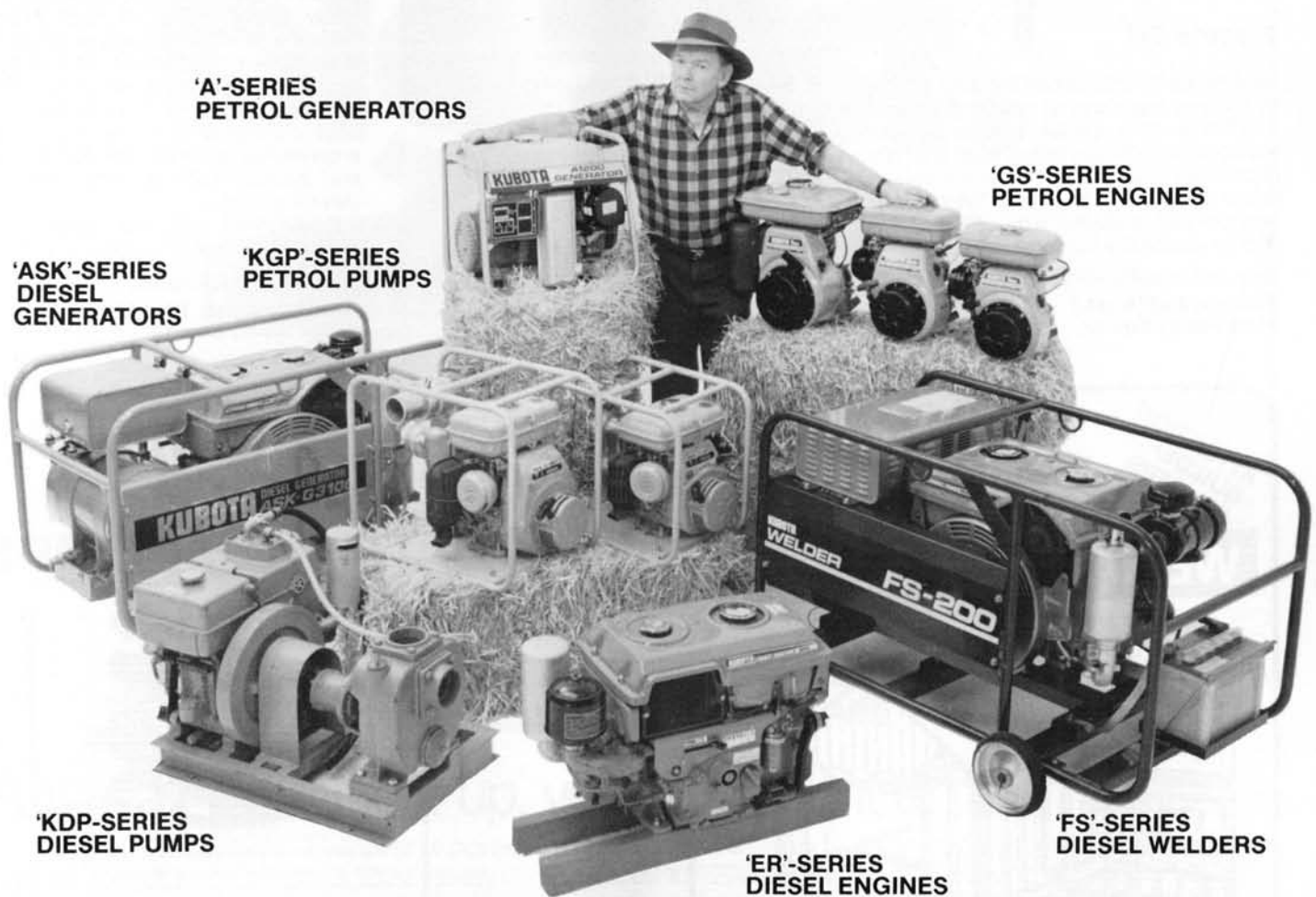
This range of equipment has the world-renowned quality stamp of "KUBOTA".

All are designed for durable, go anywhere, long lasting performance.

Transpec have established a national sales and service team to support its product sales with service back-up geared towards prompt customer satisfaction.

The purchase of Kubota Power Products will see long term profitable return on your investment dollar.

For information on our product range and pricing contact your state sales and service centres.



'A'-SERIES  
PETROL GENERATORS

'GS'-SERIES  
PETROL ENGINES

'ASK'-SERIES  
DIESEL  
GENERATORS

'KGP'-SERIES  
PETROL PUMPS

'KDP'-SERIES  
DIESEL PUMPS

'ER'-SERIES  
DIESEL ENGINES

'FS'-SERIES  
DIESEL WELDERS

## AUTHORISED SALES & SERVICE DEALERS

VICTORIA:  
TRANSPec LIMITED  
570 GEELONG ROAD  
BROOKLYN, 3012  
PHONE: (03) 314 0922

NEW SOUTH WALES:  
TRANSPec LIMITED  
180 SILVERWATER ROAD,  
LIDCOMBE, 2141  
PHONE: (02) 648 2892

QUEENSLAND:  
TRANSPec LIMITED  
20 COLEBARD STREET  
EAST, ARCHERFIELD, 4108  
PHONE: (07) 277 9455

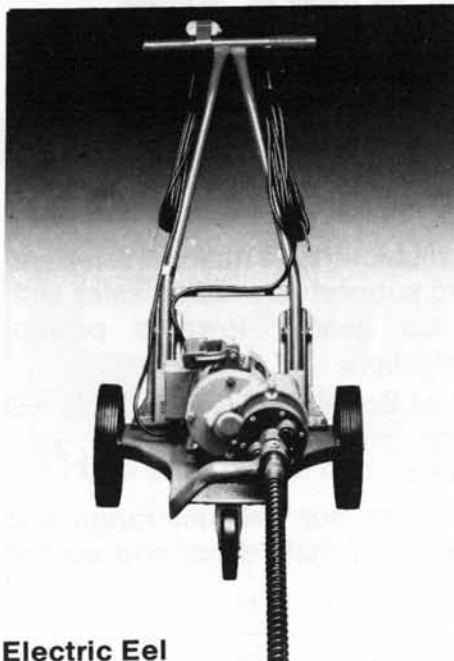
SOUTH AUSTRALIA:  
(STATE DEALER)  
M.B. SERVICE PTY. LTD.  
539 GRAND JUNCTION  
ROAD, WINGFIELD, 5013  
PHONE: (08) 262 6115

NORTHERN TERRITORY:  
(STATE DEALER)  
AIRPOWER PTY. LTD.  
COONAWARRA ROAD  
WINNELLIE, 5789  
PHONE: (08) 984 3655

WESTERN AUSTRALIA:  
TRANSPec LIMITED  
18 HARVEST TERRACE  
WEST PERTH, 6005  
PHONE: (09) 322 7788

KUBOTA POWER PRODUCTS - A DIVISION OF TRANSPec LTD.

RST 1006



### Electric Eel

Electric Eel's unique self feeding action eliminates handling of rotating cables. The 8 ft lengths of cable may be inspected upon return from hire and all are fully repairable. Our safety clutch minimises cable damage. To eliminate loss of cutting tools a 'Hire plate' is mounted on the unit to attach the cutters.

This unit is exhibited by

**Electric Eel (Aust.)**

● Use Inquiry Card 53

### Air Broom makes quick clean-up

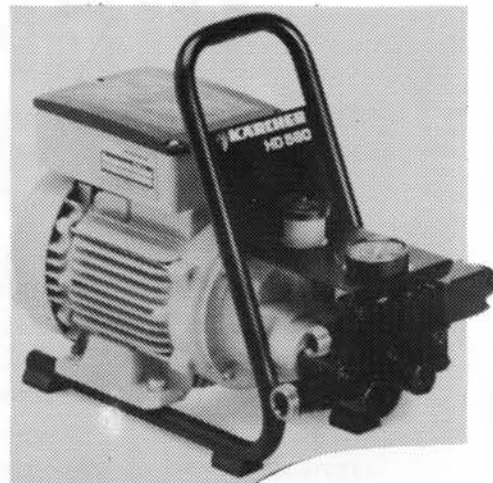
Stihl BG60 Air Broom, a motor-driven, hand-held blower is designed for quick and efficient removal of debris, leaves, grass cuttings, loose dust and dirt from pavements, floors, lawns, parking areas, etc.

The BG60 is light weight at 4 kg. Its 19.8 cc two-stroke motor enables it to deliver 365 c.f.m. of air at a velocity of 102 f.p.s. at 6300 r.p.m. and operate for 45 minutes at full throttle on a tankful of fuel.

This unit is exhibited by

**Stihl Chain Saw (Aust.) Pty. Ltd.**

● Use Inquiry Card 70



### HD580 Pressure Cleaner

Karcher's development of small, compact, high powered units means an increasing number of users can now enjoy the benefits of high pressure cleaning. The HD580, a typical example, is designed specifically for the private sector, small workshops and cleaning contractors. Simple to operate, rugged, easy to transport and embodying refined engineering features, the HD580 quickly and economically accomplishes most cleaning jobs.

Detergents may be added to the Spray Jet.

This unit is exhibited by

**Karcher Aust. Pty. Ltd.**

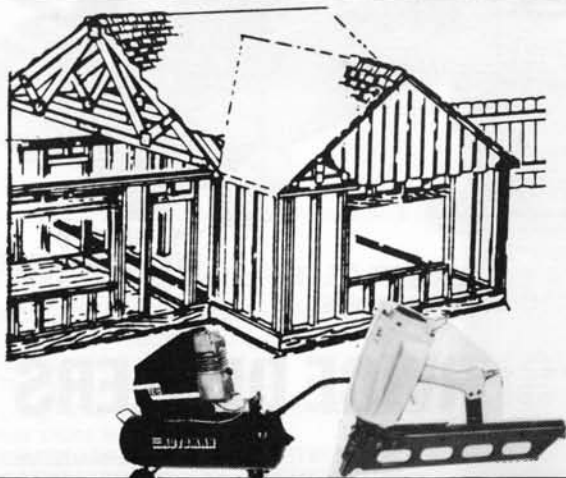
● Use Inquiry Card 19

**ATTENTION BUILDERS - FENCERS**

### STOP PRESS BUILDING REVIVAL

*Are you knocking back work?*

**WE HAVE A SOLUTION!**



### STAPLING & NAILING

Systems for the Building Industry



PTY. LTD. (INC. NSW)

PHONE **568 3488**

43-45 Connell Road,  
Oakleigh 3166

## 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

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. ....

APC1

Write 32 on Reader Inquiry Card

Write 6 on Reader Inquiry Card



# small... bigger...



Compact 75  
Rotary Vane.  
75 cfm/70dBA.



CR330SEQ  
Rotary Screw.  
330 cfm/70dBA.

# biggest.



RO120-100S  
Rotary Screw.  
1200 cfm/76dBA.

## Any way you size it up, you can count on CompAir.

CompAir is Australia's No. 1 supplier of portable air compressors — and we can supply the correct capacity for your job. There's a wide variety of models, 60 to 1200 cfm, from hard-working compacts right through to the big-power giants. And in every case, you're backed by CompAir's Australia-wide service network.

**COMPAIR (AUSTRALASIA) LTD.**  
VICTORIA (HEAD OFFICE)  
34-40 Ricketts Rd., Mt. Waverley 3149  
Phone 544 1755 Telex AA31126  
**NEW SOUTH WALES**  
4 Harbord Street, Granville 2142 Phone 637 8200  
184 Gaffney Street, Broken Hill 2880 Phone 88 3344  
**SOUTH AUSTRALIA**  
Diana Street, Woodville 5011 Phone 268 3166  
**QUEENSLAND**  
32 Flanders Street, Salisbury 4107 Phone 275 2022  
9 Ryan Road, Mt. Isa 4825 Phone 43 6649  
**TASMANIA**  
19 Pearl Street, Moonah, Hobart 7009 Phone 72 2100

**WESTERN AUSTRALIA**  
221 Plain Street, East Perth 6000 Phone 325 2099  
184 Dugan Street, Kalgoorlie 6430 Phone 21 1588  
**AUCKLAND — HEAD OFFICE**  
689 Great South Road, Penrose Phone 59 1359  
Telex NZ 60203  
**WELLINGTON**  
7 Aglionby Street, Lower Hutt Phone 69 5532, 66 1168  
Telex NZ 3273  
**CHRISTCHURCH**  
13-17 Mandeville Street Phone 48 8762 Telex NZ 4506



## CompAir

the compressed air specialists  
you can count on.

7476R

Write 3 on Reader Inquiry Card

## Ditch with 1400 Series Pedestrian-Controlled 2-Wheel Tractor

Marketed by Mole Engineering Pty. Ltd., the Ditch Witch 1400 Series Pedestrian Controlled 2-Wheel Tractor is a compact, steerable unit which passes comfortably through a 900mm (36in) gateway and can be fitted with a variety of agricultural and trenching attachments.

The new tractor is powered by a single cylinder Kohler E321 petrol engine, developing 9.7kw (13.0hp) at 3000rpm, and features hydrostatic ground drive and hydraulic raising and lowering of the implement boom.

Rigged as a trencher, and fitted with a mechanically driven digging chain, the 1400 Series machine can trench to a maximum depth of 1.5m (5ft).

This unit is exhibited by

**Mole Engineering Pty. Ltd.**

● Use Inquiry Card 23



## New Lubricating System from Atlas Copco

Atlas Copco is offering a new central lubrication system for pneumatic equipment, such as paving breakers and rock drills. It combines SLG 2 (up to 80 l/s) and SLG 5 (up to 160 l/s) lubricators with the synthetic AIR-OIL reducing component wear and oil consumption to a minimum. Icing risk is eliminated because AIR-OIL absorbs condensate preventing ice forming.

Suitable for temperatures as varied as -30° and -50°C.

Decomposable and thus harmless to the environment.

This unit is exhibited by

**Atlas Copco Australia Pty. Ltd.**

● Use Inquiry Card 27



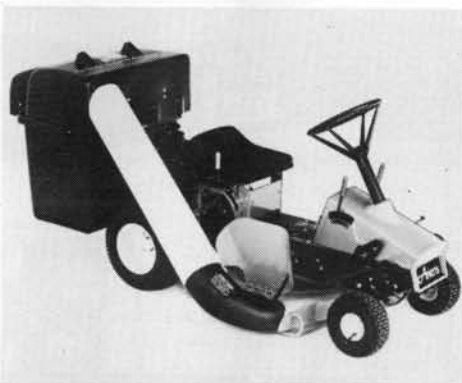
## Bomag BW75E Single Drum Vibrating Roller

Only one of Bomag's vast range of compaction equipment, the BW75E single drum vibratory roller has an operating weight of 461kgs and can be supplied with such optional equipment as castor wheel, full engine canopy, and support trailer. Diesel power and mechanical transmission ensure a long trouble free life and ease of maintenance, features critical to the hire industry.

This unit is exhibited by

**Bomag Australia Pty. Ltd.**

● Use Inquiry Card 31



## Ride on Mowers for Rental Use

Ariens Echo Australia import from Ariens USA a range of ride on mowers in both front and rear engine configurations. Ariens mowers, when fitted with bagger/collectors, have the capacity to vacuum up clippings as they are cut and to blow them into the huge rear bagger.

This unit is exhibited by

**Ariens Echo Australia Pty. Ltd.**

● Use Inquiry Card 40

## Ausbit Diamond Saw Blades

A complete range is available for cutting of: concrete, granite, marble, terazzo, sandstone, basalt, house bricks, refractory bricks, concrete bricks and many more applications. Diameters range from 200mm (8") to 1600mm (63").

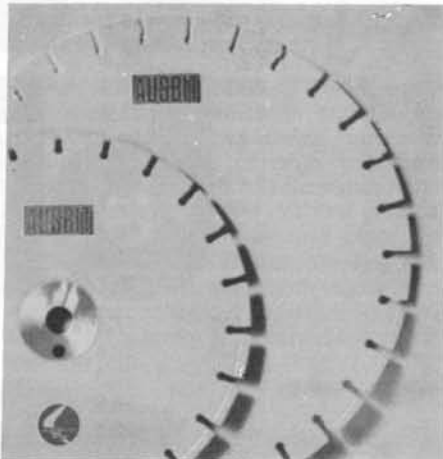
All blades are tensioned and dynamically balanced to ensure vibration free performance before despatch. Both wet and dry cut blades are available.

Ausbit will recommend the most suitable diamond saw blade for your particular application.

These items are exhibited by

**Ausbit International Pty. Ltd.**

● Use Inquiry Card 24



## Convertamatic 20E

The 20E floor scrubber lays solution onto the floor, the attached brush scrubs the floor, then the squeegee and vac pick up the slurry and return it to a tank on the machine. The operator is walking on a clean dry floor.

See it at Polivac Australia's stand.

This unit is exhibited by

**Polivac Australia Pty. Ltd.**

● Use Inquiry Card 41



## SPECIAL OFFER DIAMOND BLADES

# TARGET®

4320 Clary Boulevard Kansas City, Missouri

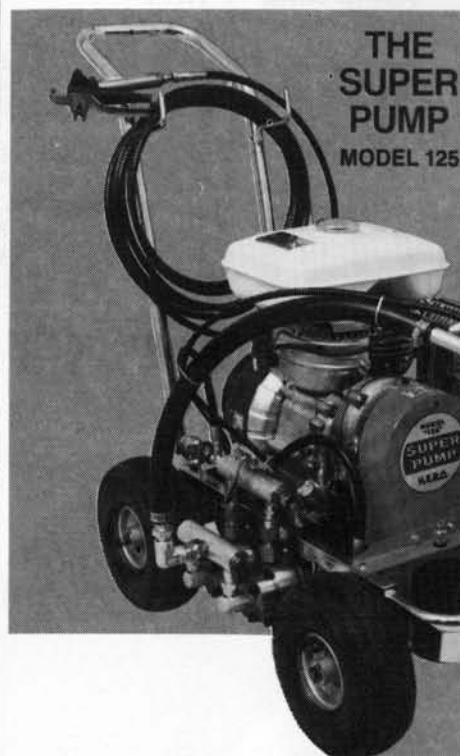
14" Concrete Cutting ~~\$525~~ \$350 incl. Sales Tax F.O.B.  
14" Masonry Cutting ~~\$335~~ \$250 incl. Sales Tax F.O.B.

## ALL HIRE & TRADING

PO Box 126 East Brisbane  
Telephone (07) 391 5666

Write 9 on Reader Inquiry Card





An Adjustable Pressure Washer — capable of pumping muddy water and detergents.



A Paint Sprayer — unlimited volume from a compact portable unit.

## SUPER PUMP

Free Flow Output:	6 Gals./Min.
Pressure:	Adjustable to 3,000 PSI
Engine:	Special Drive 7 H.P. Gasoline Engine
Tip Range:	10 Guns with .018 tip 2 Guns with .033 tip 1 Gun with .047 tip
Delivery:	3 Gals. at 2,500 PSI

The Super Pump's numerous features make it a unique piece of equipment. It is a high volume airless paint sprayer and it is also a deluxe pressure washer. This pump is the answer to complete building restoration. Take it out to the job and blast the oxidation and loose paint off the surface. Change to the paint hose and gun and then paint the building. A simple kit also allows you to add another hose and gun to spray two different paints at the same time. Unlike other pressure washers, the pressure of the Super Pump is fully adjustable. This allows you to turn the pressure down if a surface being washed might be damaged at high pressure. The Super Pump revolutionizes the use of soaps when cleaning. The correct concentrations of soap can be mixed and run right through the pump. Turn the pressure down to apply the cleaner neatly without mess, and then turn the pressure up to wash the grime off the surface. Unlike other washers, chemicals can be run directly through the unit. The Super Pump is one of the only pressure washers that can be run dry without damaging the pump.

Super Pump is Distributed by

**RONALD T. WILLIAMS & CO.** 1076 Dandenong Road, Carnegie 3163  
Telephone (03) 211 9488

Write 108 on Reader Inquiry Card

## New Scaling Hammer released by MacDonald

The new MacDonald Triple Headed Scaling Hammer is ideally suited for laitence removal and all concrete surface preparation.

Industrial applications also include the removal of paint, rust & scale from ship's hulls and all metal surfaces.

This light weight tool features easily replaceable lines and front cylinder bushes.

The unit is marketed in N.S.W. by Airdraulic Pty. Ltd. (02) 438 1025 and in Victoria by Hope Air Equipment (03) 842 1182

This unit is exhibited by

**Hope Air Equipment**

● Use Inquiry Card 25



## Rothenberger R 75/32 Pipe and Drain Cleaning Machine

The R 75/32, a one man operated professional machine, mounted on wheels or a swivel stand. The unit is sturdy, strong and safe. Its electro mechanical drive can be used with 8, 16, 22 and 32 mm spirals by interchanging of the clutch spiral. Rotation is reversible. Pipe bends can be easily negotiated with its highly flexible but strong spirals. The spirals are connected by special couplings.

This unit is exhibited by

**Flexible Pipe Cleaning Tools Pty. Ltd.**

● Use Inquiry Card 39



## Personnel Lifts

Cougar hydraulic, vertical rise personnel lifts are designed for overhead work that could formerly only be reached by extension ladders. The lifts are available in two types, floor entry and ladder entry, and also in four platform heights, 10, 15, 24 and 29 feet. All models, regardless of the platform height, will roll through standard industrial doorways and are equipped with 8 in. diameter casters for ease of movement from job to job.

This unit is exhibited by

**Ronald T. Williams & Co.**

● Use Inquiry Card 30

## New Riga'l Universal Loader "Dingo"

The Riga'l "Dingo" with all its attachments means that one machine can be hired out as 7 separate Hire Uses, which means Hire Productivity for the Hire Company, and better utilisation of hire equipment. As it has hydraulic power take-off implements can be removed and replaced quickly.

This unit is exhibited by

**Riga'l Universal Loaders Pty. Ltd.**

● Use Inquiry Card 80



## Diamond Tools

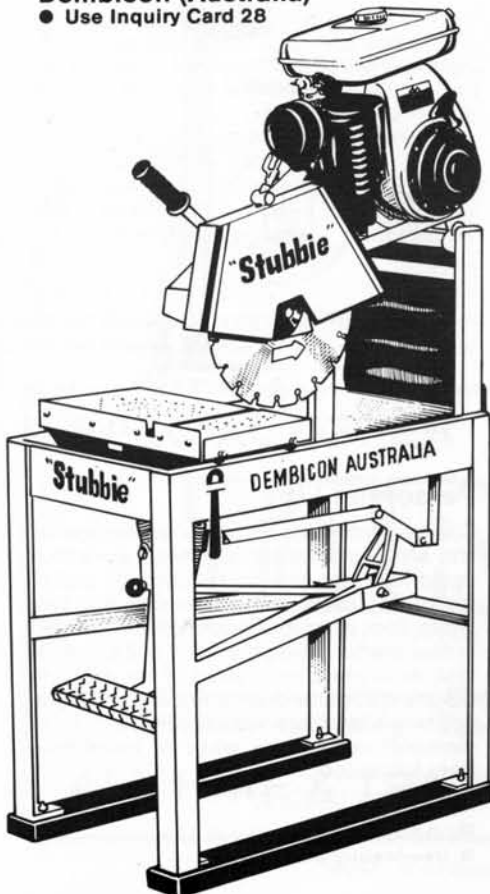
Dembicon (Australia) manufacture Australia's largest range of diamond blades. The range is colour coded for easy selection, and includes concrete saws, brick saws, mining bits and associated light machinery.

Dembicon has recently been appointed distributors of a complimentary range of portable generators, vibration equipment and compactors.

These units exhibited by

**Dembicon (Australia)**

● Use Inquiry Card 28



## The Ingersoll-Rand DA-28 Tandem Vibratory Roller



## The Ingersoll-Rand DA-28 Tandem Vibratory Roller

The DA28 is a new generation roller evolving from the popular DA30 tandem vibratory roller. It produces both asphalt and soil compaction density to specification in a minimum number of passes. It's got all the top fleet features of automatic vibration control with manual override, turning radius of only 2.65 metres, pressurised water system and excellent traction. DA28 can even be used behind a paver. DA28 can operate with only one drum vibrating. When rolling areas with severe cross-gradient switching off the front drum can control sideslip.

This unit is exhibited by

**Intersoll Rand Aust. Pty. Ltd.**

● Use Inquiry Card 34



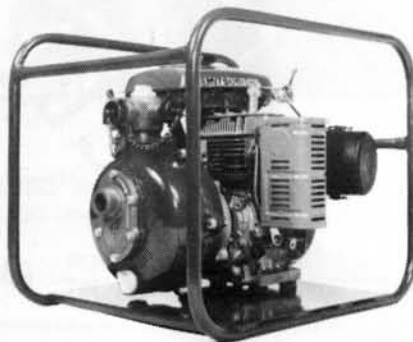
## New 20m and 30m Marquee from Baytex

The Baytex 20m x 30m (65' x 100') Marquee shown is an all new tent from the specialists in the design and manufacture of large marquees. Ruggedly designed to withstand the harshest of weather conditions this marquee features a centre line lacing joint and fire retardant roof materials. It is extendable out to 30m (100') square and is specifically designed for large functions, where it is necessary to accommodate upwards of 1000 people.

This unit is exhibited by

**Bay Textiles Limited**

● Use Inquiry Card 29



## "Pump-King" 7 H.P. High-Pressure Pump

"Hire & Rental" reports that Norton Villiers is now sole Australian distributor for the "Pump-King" range of Portable, Self-Priming, Water Pumps.

When close-coupled to Mitsubishi Air-Cooled Petrol Engines, 5 H.P. and 7 H.P., these pumps are available in 38mm (1½") and 50mm (2") sizes, with heads up to approx. 74m (105 p.s.i.) and flowrates to approx. 500 L/m (110 g.p.m.)

This unit is exhibited by

**Norton Villiers Australia Pty. Ltd.**

● Use Inquiry Card 20



## Costech Heat Guns

Made in the U.K. where it has been in hire use for over 4 years, the Costech Heat Gun now has a successful track record of over 2 years in Australia. 1500 Watts means it is ideal for stripping paint from timber surfaces such as skirting boards, architraves, doors, etc. A very popular tool with renovators of Victorian homes.

This unit is exhibited by

**HSL Sales**

● Use Inquiry Card 26



## Powerlite, Honda and Briggs and Stratton Portables

The Best Buy, the Best Profit earner for the hire industry.

This robust, hard working, reliable, low maintenance portable generator cannot be beaten. Simple in design, with no unnecessary frills, which so often go wrong in the hands of the average hirer.

See MacFarlanes today for the Best Deal in Generators.

These items are exhibited by

**MacFarlane Generators**

● Use Inquiry Card 18



**NEW RELEASES**  
IDEAL FOR RENTAL



# HITACHI Rental Tools

your profit winners

## Hammer features:

- Can be used with Kango bits and chisels
- Fast chipping speed with compact design
- Grease packed lubrication
- Side handle adjusts 360°
- Auto-stop carbon brushes

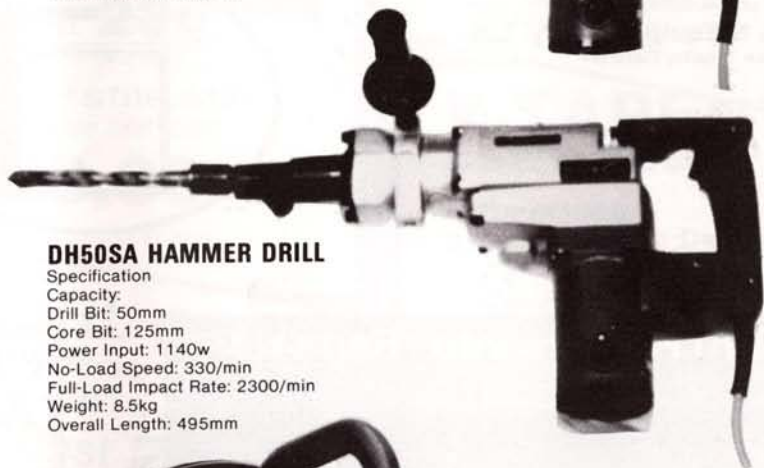
## Cut-off Machine features:

- Spindle lock for easy replacement of blades
- High cutting efficiency. Cut 4" into bricks, blocks etc using dry-cut diamond blade or abrasive disc
- Auto-stop carbon brushes
- All ball/needle bearings for longer service life



### H55SA HAMMER

Specification  
Power Input: 1140w  
Full-Load Input Rate: 1450/min  
Weight: 9.5kg  
Overall Length: 560mm



### DH50SA HAMMER DRILL

Specification  
Capacity:  
Drill Bit: 50mm  
Core Bit: 125mm  
Power Input: 1140w  
No-Load Speed: 330/min  
Full-Load Impact Rate: 2300/min  
Weight: 8.5kg  
Overall Length: 495mm



### CC12Y CUT-OFF MACHINE

Specification  
Capacity:  
Wheel diameter: 305mm  
Max Cutting Depth: 100mm  
Power Input: 2000w  
No-Load Speed: 5000/min  
Arbour: 25.4mm  
Weight: 5-6kg  
Overall Length: 595mm

Supplied and Serviced by

**BUILDERS AIDS PTY LTD**

(incorporated in Victoria)

Rental Equipment Suppliers

P.O. Box 136, Bulleen 3105

Telephone: (03) 850 2316

**Our Convention  
Specials**

Write 106 on Reader Inquiry Card



### Trailer Mounted 7 C.T. Chipper

The 7 C.T. is an ideal Rental machine. It is now used by many hire yards with great success. Since introducing Chipper Shredders A & N have identified and rectified the design weaknesses found in previous machines.

The potential for Chipper Shredders now in the hire field is enormous and a must in any hire yard that caters for the serious gardener.

This unit is exhibited by

**A & N Equipment Pty. Ltd.**

● Use Inquiry Card 84

### Super Lightweight Tables

Now with a new option, a steel edge to take the knocks. Our new steel edge section provides full protection to the plywood top.

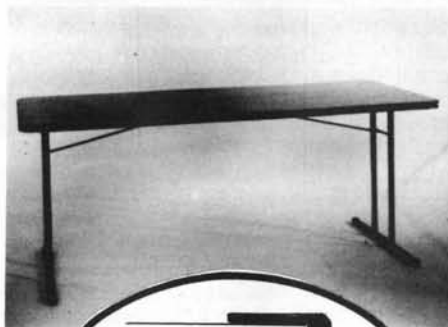
The screwed frame may be separated laterally to allow new plywood to be inserted should repairs be required to the tables.

See this and other folding tables on display at the Convention.

This unit exhibited by

**Abbey Rents (Australia) Pty. Ltd.**

● Use Inquiry Card 33



### TORQUEMATE — A New Rental Unit

The Torquemate frame as shown is equipped with the popular Stihl 4308 earth auger.

The Torquemate increases power, comfort and safety — with one man operation!

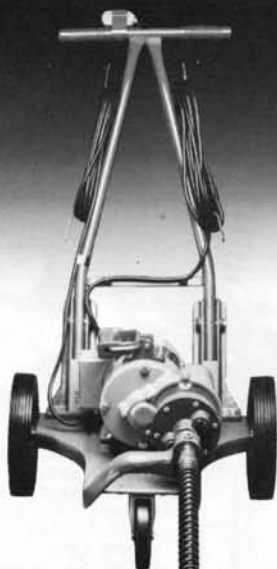
Purpose built for the hire industry the Torquemate has received great customer acceptance as a hire unit.

This unit is exhibited by

**Torquemate Engineering**

● Use Inquiry Card 59

### Turn Renters into "Repeaters"



### Put an EEL™ on your team

Customers come back for easy-to-use equipment like this rugged, professional-quality Electric Eel® Model C. It quickly and easily clears tough stoppages in 3" to 10" lines up to 200' long. And its self-feeding action means custom-

ers never have to touch the patented dual cable while it's rotating. The handle folds to fit car boots, and the cable can be repaired or replaced fast and inexpensively.

Call or write today for a free Rental Information Kit with product details.

Phone: 559 5622

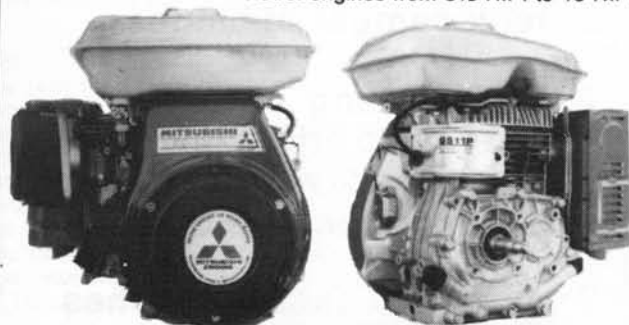


**Electric Eel (Aust.)**  
11 Carrington Rd.,  
Marrickville 2204

Write 110 on Reader Inquiry Card

### 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

### NORTON VILLIERS AUSTRALIA PTY. LTD.

#### VICTORIA:

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Ballarat 3350  
(053) 39 1111  
Telex: AA32018

#### N.S.W.:

4/358 Horsley Rd  
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

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

**OREGON**  
**404 x .063**  
**Chain Saw**  
**Chains**  
 60 Drive Links  
 per Loop  
 will fit Stihl 08S  
**\$12** ea  
 Freight & Handling \$2ea

**FLOOR SANDING**  
**ROLLS**  
 Carborundum Brand  
 200mm x 50 metre rolls  
 20 grit combination  
**\$71** ea  
 Freight & Handling \$10ea

**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

## 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 CHAIN

RAPID MICRO (semi chisel)  
 404" x .063

Just **23¢**  
 Per drive link

eg. 17" STIHL 08S  
 60 Drive link loop

**\$13.80** ea

Freight & Handling \$2.00 ea

## STIHL CHAIN

RAPID MICRO (semi chisel)  
 3/8" x .063

Just **20¢**  
 Per drive link

eg. 17" STIHL 08S  
 66 Drive link loop

**\$13.20** ea

Freight & Handling \$2.00 ea

## STIHL CHAIN

RAPID MICRO (semi chisel)  
 Picco Pitch

Just **20¢**  
 per drive link

eg. 12" STIHL 010AV  
 44 Drive link loop

**\$8.80** ea

Freight & Handling \$2.00 ea

Genuine  
**STIHL 08S**  
**SHORT MOTORS**  
**\$225** ea

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

**STIHL 08S**  
**POWER HEADS**  
 (no side cover)  
 Suitable for  
**REPOWERING**  
 CUTQUICKS ETC.

**\$315** ea

After Sales Service available in all States  
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## K TAPER HAMMER DRILL BITS

400mm long  
 355mm Drilling Depth

12mm \$14.20 ea  
 13mm \$14.55 ea  
 16mm \$15.30 ea  
 19mm \$17.10 ea  
 22mm \$20.55 ea  
 25mm \$23.45 ea  
 28mm \$26.25 ea  
 32mm \$38.35 ea  
 35mm \$43.30 ea  
 38mm \$55.35 ea

Freight & Handling \$2 ea

## A TAPER HAMMER DRILL BITS

400mm long  
 327mm Drilling Depth

10mm \$ 7.85 ea  
 13mm \$10.65 ea  
 16mm \$10.65 ea  
 19mm \$17.75 ea  
 20mm \$19.20 ea

Freight & Handling \$2 ea

# RENTAL INDUSTRY EQUIPMENT SUPPLIES

PO Box 136, Bulleen 3105.

10 Manningham Road, Bulleen.

Telephone: (03) 850 2316

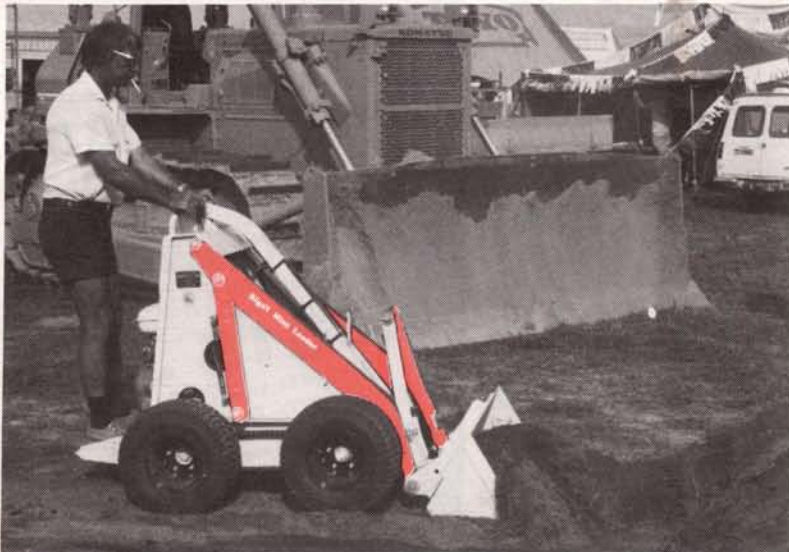
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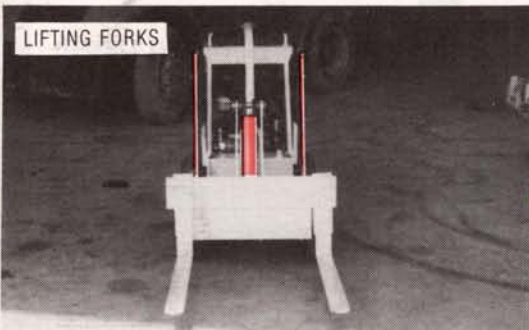
# RIGA'L "DINGO"

Versatile, Economical, Low Maintenance, Super Loader

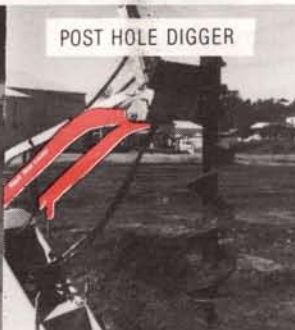
**Introducing the New Riga'l Universal Loader "Dingo", Especially Designed for Australian Conditions.**



1. The four wheel drive Riga'l Dingo with Hydraulic Transmission is designed for rugged use, long life and low maintenance.
2. With its hydraulic power take-off implements can be removed and replaced quickly making the Mini Loader a versatile and profitable machine for the Hire Industry.
3. The Loader is designed to fit through an 820mm opening. It can also be fitted with additional wheels, which are available in 4", 6", 8" and dual Wheels.
4. The Riga'l "Dingo" with all its attachments means that one machine can be hired out as 7 separate Hire Uses, which means Hire productivity for the Hire Company, and better utilisation of hire equipment.



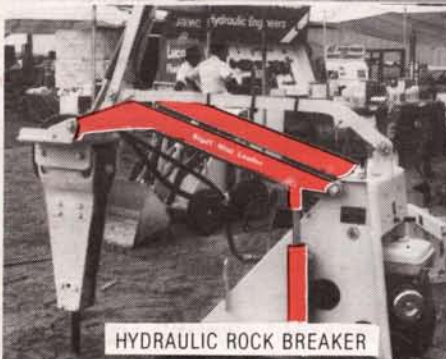
LIFTING FORKS



POST HOLE DIGGER



LEVELING ATTACHMENT



HYDRAULIC ROCK BREAKER



ROTARY BROOM



TRENCH DIGGER

## Specifications:

Motor: 10 HP petrol driven Motor; Transmission: Dual Hydraulic Motors; Length: 1400mm (1950 with bucket); Width: 760mm; Height: 1200mm; Weight: 500kg; Lifting Capacity: 225kg; Lifting Height: 1700mm; Ground Speed: 5 k.p.h.

Riga'l "Dingo's" are sold throughout - Australia, U.S.A., Canada, United Kingdom, Saudia Arabia, New Zealand, Hawaii, Singapore, Hong Kong, Malaysia, Indonesia, Phillipines, Afghanistan and Mexico.

## RIGA'L UNIVERSAL LOADERS PTY. LTD.

P.O. Box 1026, Southport, Qld. Tel: (075) 32 9400

Contact us for Information on your local Riga'l Dealer

See us at all Major Shows

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