

HIRE & RENTAL AUSTRALASIA

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OFFICIAL JOURNAL OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA



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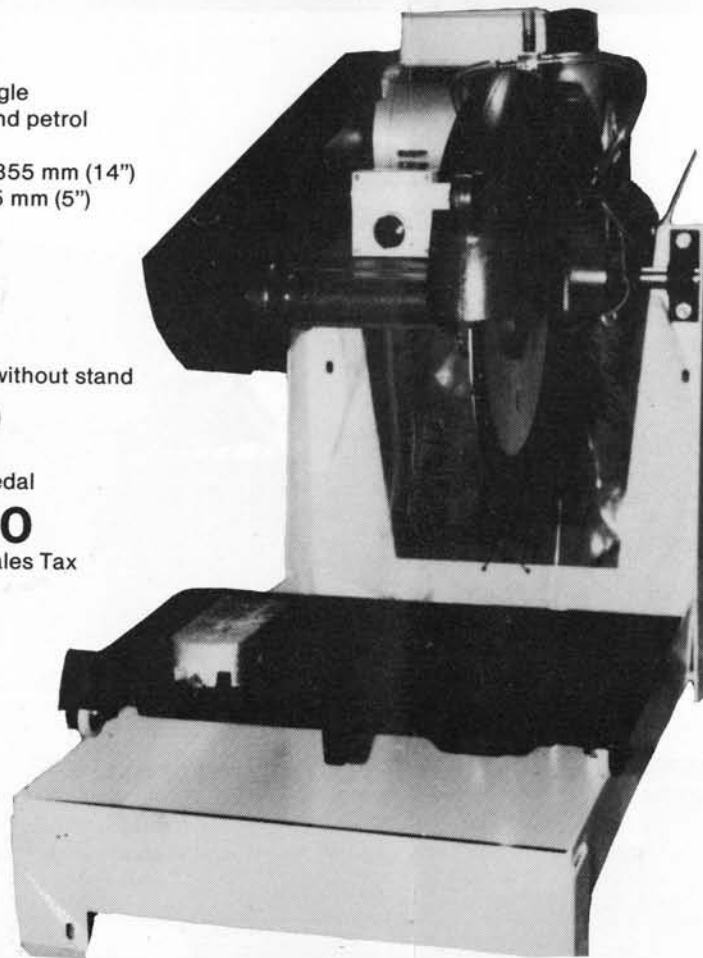
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Cover Photo:
MACFARLANES Power the Anzacs
See story Page 4



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OUR NEW INSURANCE BROKERAGE

Hire and Rental Association of Australia (Victoria Region) Ltd, for the benefit of Association Members in all Australian States, has moved to establish an Insurance Brokerage.

It's aim is to develop insurance packages specifically for the Rental Industry and to provide realistic premium rates for such cover.

An insurance survey recently conducted through the Hire and Rental Association of Australia was designed to establish the insurance requirements of the industry and to determine its claims experience.

Information compiled from the survey has been appraised and used in the drafting of the specifically tailored packages. The bulk buying power of the Association members will now be used to negotiate favourable rates from insurance companies.

These packages should be available to all Association members from early December 1984.

Hire and Rental Insurance Brokerage Pty Ltd, to be incorporated in Victoria, will establish offices in all Australian capital cities. A claims service will be provided from each office to service the interests of insured members in those states.

Association members are invited to contact Hire and Rental Insurance Brokers Pty Ltd for a quotation before they next renew their insurances.

Initial inquiries should be directed to our Melbourne Office, 24 Jeffcott Street, West Melbourne 3003, or by telephone to Robert Goldman or Maureen Hill on (03) 329 1244.

Insurance will only be available to financial members of the Hire and Rental Association of Australia.

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MACFARLANE'S POWER THE ANZACS

Article and Photographs by Heinz Schendzeilers

It's not often that one gets the opportunity to visit a film location that has been specially created, but such was the case recently at a property near Beveridge, where the film "The Anzacs" is being filmed.

During such a visit one sees and observes some of the goings on and realizes just what brilliant, creative minds the directors and producers have, particularly when it comes to an eye for detail.

You all know what the trenches of World War I looked like. Well imagine an authentic trench, all erected above ground, not unlike hills and valleys on a model train set, made from chicken wire, fibre glass and old ammo boxes lying round, etc. One reason for this is that when they are filming over a long period, there is no change in the detail due to erosion etc., and also the trenches never stay wet, as they are above the ground.

There are old tents, carts, guns trucks and cars, which have all been obtained or hired for extra detail and realism. A large tin shed has been built with barracks, trenches and rooms inside so that when the weather is poor they can re-schedule filming for the indoor shots and not be held up.

The most interesting aspect of the construction is the French village and the Australian country town. Both are the same structures they just alter the names from French to English and change verandahs etc. From the photos you will see that while the main street with the buildings looks extremely authentic, the backs show that only the front wall exists and all is propped up with large poles.

I had the privilege of watching the star 'Paul Hogan' do a small scene several times, not that he didn't do it right the first time, but the director either didn't like the movement or the camera angle was not quite right and in the end it gives him 3-4 versions to choose from to ultimately use in the film. I watched this same scene for about half an hour and the length of the final footage would equal about 15-20 seconds. When you add up all those short bits, to make a full length movie you begin to realize just why it takes so long to make and why there are so many people involved.

The other aspect of filming is that all the scenes are filmed out of sequence and are later put together in the studio cutting room to make a sensible story.

Sometimes the same follow up scene may be shot several weeks later. This is where the 'make up' experts come into their own. They take photos of all the actors at various stages, e.g. aged, grey hair, wrinkles etc. and then either each day or some time later they have to recreate that face and clothes exactly as it was. There are about 150 permanent staff on this film which includes all the actors and catering staff.

While we all take films and movies for granted, one aspect that cannot be overlooked is electricity "power". This is where MACFARLANE GENERATORS are leading in a specialized field, providing silent power



to the film and television industry. You may wonder why 'silent' power rates any importance; on film locations such as The Anzacs, on open fields the sound travels a long way and if you have a noisy diesel engine powering a generator, it would intrude into the sound track and cause problems. You may also wonder why electricity is necessary at all, but even in daylight there are shadows and these have to be eliminated, especially on faces and necks so that the person's features are not hidden by sharp contrasts in light.

Top Photo
A 90 KVA Macfarlane mobile soundproof generator at the rear of the French/Australian village at Beveridge.

The one and only Main Street, now in Australian flavour.

The rear of the buildings, show the old tin sheets and timbers holding up the facade.

Paul Hogan acting his scene in a two-up game.

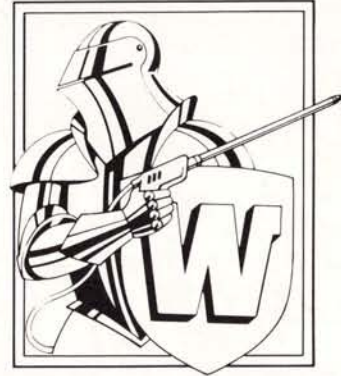
Another scene, showing the vintage cars and the rear of the buildings.

Macfarlane Generators have provided four soundproof generators for this project, one being for all general power and lighting needed for the construction work, one for the caravans and living quarters and two mobile soundproof truck mounted generators to travel over the terrain to provide power for the film crews for their lighting needs.

On the technical side, the generators need to be fitted with speed control adjustments to ensure that exactly 50 cycles is constantly supplied, because if the speed varies only half a cycle, then the lights flicker at a different speed to the film camera shutter and they would end up with flickering on the film. This of course would only show up after the film is developed and could mean a whole days filming would have to be redone.

Some other films that Macfarlane Generators have provided power for are:- "Blue Lagoon", "The Love Boat" series, "Squizzy Taylor", "All the Rivers Run", "Eureka Stockade", "Burke and Wills" and numerous other well known films.

Macfarlane Generators not only specialize in hire generators for film and the television industry, but they have the full range of generators from small portable sets for camping to the largest 750 KVA generators which require a low loader to transport them and can run a whole factory or shopping centre. They also sell, service and install new and used generators of all descriptions.



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CONVENTION SALES TOP \$760 000

Convention Week at the Southern Cross Hotel, Melbourne, was an exciting time for all who attended. Delegates travelled from all corners of Australia, Great Britain, New Zealand and the USA to participate.

All of the seminar sessions were well attended and there was plenty of interest shown in the huge range of equipment displayed at the Equipment Exhibition.

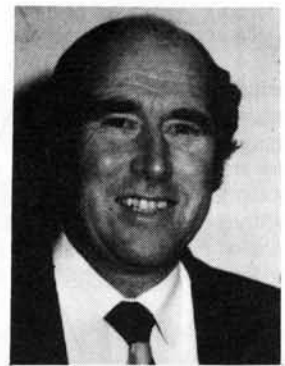
Sales of equipment, estimated from the number of lucky tickets issued to delegates, exceeded \$760,000. We acknowledge the generosity of the exhibitors who donated items of equipment for use as prizes, and congratulate the lucky ticket holders who won the prizes.

They were:

- Mikasa MT-50 Rammer
Donated by: ANI Perkins
Won by: All-Ways Hire & Rental Service.
- 10 c.f.m. 240v Air Compressor
Donated by: Compair (Australasia) Ltd.
Won by: Flextool (Qld) Pty. Ltd.
- Flextool Petrol Drive Unit
Donated by: Flextool (Aust.) Pty. Ltd.
Won by: BE Hire Pty. Ltd.

- Ansett Travel Voucher \$500
Donated by: Hire & Rental Association
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Donated by: No-Bolt Scaffolding
Won by: DG Whelan Rentals Pty. Ltd.
- Aluminium Trestle
Donated by: Ogden Industries Pty. Ltd.
Won by: BE Hire Pty. Ltd.
- ESS 400 Submersible Pump
Donated by: Wacker Australia Pty. Ltd.
Won by: BE Hire Pty. Ltd.
- Hand Truck
Donated by: Westons Packaging
Won by: BE Hire Pty. Ltd.
- Grinder
Donated by: Ronald T. Williams & Co.
Won by: BE Hire Pty. Ltd.

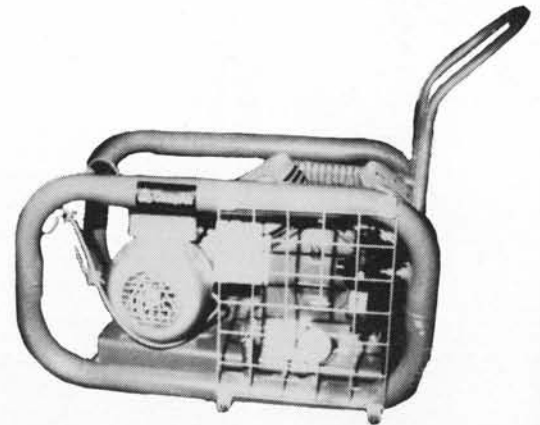
Victorian hirers took the opportunity to take their staff to the Equipment Exhibition on the Thursday evening. The chef prepared over 300 barbeque meals to feed the visitors, and the exhibitors were kept on their toes taking orders and answering questions until 11:00pm closing time.



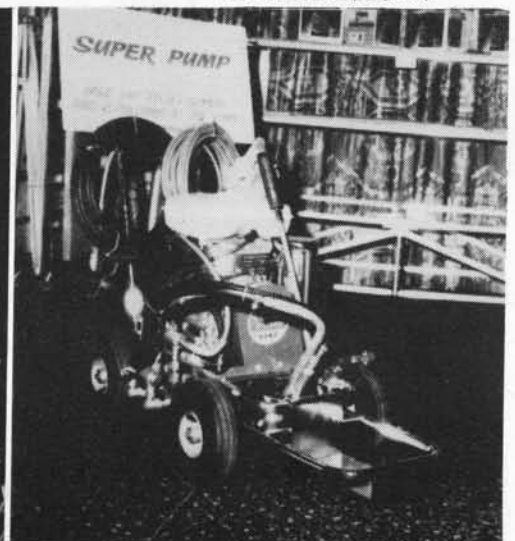
HAA PRESIDENTS AWARD 1984 Presented to Brian Elms

In presenting the award President Ron Williams acknowledged the many years of service Brian has given to the Industry and the Association through his involvement in the office of:

- Executive Committeeman with the Construction Plant Hirers Association of Victoria which in 1970 changed its' name to become the Hire Association of Victoria.
- President of the Hire and Rental Association of Australia (Victorian Region) Ltd since his election in 1977.
- Councillor, representing the Victorian Region, Hire and Rental Association of Australia since 1978.
- Editor and Publisher of the Industry Journal, Hire & Rental Australasia, since 1980.



Compair's 10 c.f.m. compressor.
The H.E.R.O Superpump





People and Exhibits at the Convention

The exhibitors made a colourful show in the ballroom at the Southern Cross. With their comprehensive range of Rental Equipment on display.

Many exhibitors released new equipment at the exhibition. Among those was Ronald T. Williams & Co's H.E.R.O. Superpump. A unique high volume paint sprayer which operates also as a deluxe pressure washer.

Compair released for comment a prototype 10 c.f.m. compressor which attracted the attention of many delegates.

Convention Week was a time for delegates to get together, to enjoy a laugh together; to view equipment or quietly talk about common items of common interest.



CROWN

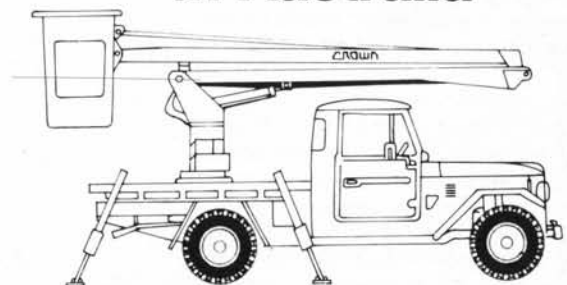
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THE ECONOMIC REALITY AHEAD OF US

A Convention Address by Mr. Alan Jones, Executive Director
The Employers Federation of New South Wales

There is much talk of economic recovery in Australia today, yet a close analysis of the costs structures that inmesh Business and Employers would demonstrate quite clearly that such recovery is illusory while these structures remain in place. Indeed, it's fair to argue that when it comes to employee benefits we are the most over-indulged country in the world.

Some amplification however is necessary.

Annual Leave: 4 weeks entitlement after one years service is now enshrined in our system. By comparison, in U.S.A., an employee enjoys 2 weeks leave up to 5 years service and qualifies for 4 weeks leave only after 15 years service.

Annual Leave Loading: Added to our full pay for leave. The leave loading is usually 17½%, but up to 25%.

When considering the issue of annual leave loading in 1974, The Full Bench of the N.S.W. Industrial Commission said: "Firstly... if an employee is to receive the maximum enjoyment, refreshment and recuperation from his holiday, a desirable objective both from his point of view and that of his employer, he needs additional money in order to meet such additional expenses as the cost of travelling to and from a holiday resort and the charges for staying at such a resort, which are often inflated at those periods when it is customary for most people to take holidays. Secondly, an annual holiday bonus would compensate for the lack of additional earnings, including overtime, which the employee normally receives while at work but which are not payable during periods when he is absent from work on annual holidays.

Long Service Leave: Private Sector: 13 weeks after 15 years. Public Sector: 13 weeks after 10 years with 3 weeks for each extra year of service. In N.S.W. however the choice, after 10 years service, is for 3 months leave on full pay or 6 months leave on half pay. Of course it is paid pro-rata after one years service. Now foreshadowed legislation will enable employees to cash in on their Long Service Leave entitlement, so much for "leave for long service" embodied in this benefit. With the exception of New Zealand, no overseas country provides anything at all in Long Service benefits. Even in N.Z. the benefit is not even half the Australian entitlement.

Sick Leave: Private Sector: It exists, but not as a right. Commonwealth Public Service: 2 weeks full pay plus 2 weeks half pay per year, and it's accumulative. N.S.W. Public Service: 10 days in the first year, 15 in the second, and 30 in the third, and it's accumulative also.

Maternity Leave: Private Sector: Usually unpaid. Commonwealth Public Service: 52 weeks is the female entitlement. After 12 months service, 12 weeks on full pay. Other leave can be taken during the period, or the period of leave can be broken. A female can be absent for 6 months, return for 2 months, and then be absent for another 4 months. N.S.W. Public Service: Female employees entitled to 6 weeks on full pay, 6 weeks on half pay.

Public Holidays: These are days paid in full, but those who work on such days enjoy penalty rates.

Compassionate Leave: Paid for jury service, funerals etc.

Flexi Time: The very spread of ordinary hours of work, a legislative provision, is of great benefit to employees. In a non wage sense it provides defined periods of leisure. In a wage sense, work outside these periods enjoy penalty rates.

Superannuation: Private Sector: Not universal although thousands of schemes exist. Public Sector: Provisions are beyond what any reasonable employer could expect to afford, and must represent a potential source of division within the community. In N.S.W. after 10 years service pensions apply, fully adjusted against C.P.I. Commonwealth Scheme: Employee receives a lump sum of his contribution, plus interest, plus a percentage of his salary as a pension, all C.P.I. adjusted. Public Servants pay a superannuation levy in their salary, fully refundable on retirement, which constitutes a tax deduction for the whole of their working life.

It is estimated that superannuation provisions by the Federal Government will cost revenue this year \$2000 million, and taxpayers pay for that.

In today's strained economic times, there is increasing relevance in what Clyde Cameron, a former Federal Minister for Labour, and himself a former union leader, said upon his retirement:

"Members of the Public Servants' Union have certainly got the game sewn up, for they have succeeded in conning their bosses into accepting their own recommendations on how union members shall be employed; where they shall be employed; how they shall be classified; how they shall be promoted, what perks they shall receive; when they shall be given early retirement with full superannuation entitlements; when they shall take an overseas trip at taxpayers' expense; the conditions relating to sick leave, short leave, compassionate leave; paid study leave; motor vehicle allowance; transfer allowance; meal allowances; travelling time allowances; subsistence allowances; district allowances; excess fares allowances; higher duty allowances; married minor's allowances; lodging allowances; education costs allowances; furniture and removal expenses; et cetera; et cetera; et cetera... When a public servant sells his home to take a transfer to another locality, the taxpayer has to pay his land agent's commission. Who else in the community gets this kind of payout? Painters and Dockers, you are mugs of the first order..."

It requires at best only a limited understanding of the way our economy works to know that we are living beyond our means; that the purpose to which taxpayers money is being put is questionable indeed; that the gulf between the benefits enjoyed by the Public Sector employees and those affordable by the Private Sector is wide indeed.

And now we have the so called Accord, the alleged blue-print for economic recovery which institutionalises not only centralised wage fixation but automatic indexation of wages by whatever movements might occur in the Consumer Price Index. That such a system is unparalleled anywhere-else in the world escapes the understanding of the government. That it is imposing upon employers and the economy generally pressures which are unsustainable, equally passes without comment. By way of illustration I would like to have a look at the building industry which has been racked with industrial dispute for years. Here a practice is enshrined, that to settle disputes, further payments must be made to employees in the industry, simply through fear of the retaliation that militant leadership might inflict if such payments are not forthcoming.

Let me address myself first to the National Building Trades and Construction Award which covers carpenters, bricklayers, building labourers, etc. This award is the major vehicle of building and construction wages in Australia and has implications well beyond its bounds for what happens in other awards.

I will seek to highlight just what the employer gets out of someone working under this award and for what costs.

Let us accept 365 days in the year.

That hasn't gone by the board yet.

Let us from that 365 days maximum subtract:

- ★ Saturdays and Sundays - 104 days.
- ★ Paid annual holidays - 20 days.
- ★ Paid sick leave, which is different under different awards - it is 10 in this award, in others it is 5 in the first year and 8 in subsequent years. You would be aware that they accumulate to, and some awards specify accumulations of 5, 10 or even 12 years sick leave. Some awards have unlimited accumulated sick leave. But let's try to put out of our minds that the bloke on 12 years accumulated sick leave could get up to 100 days off fully paid. And let's come back to the building awards and assume that the 10 days paid sick leave were taken.
- Sick leave 10 days.
- ★ Then in the Building Trades Award there are 9 paid public holidays and a paid picnic day.
- Paid public holidays and a paid picnic day, 10 days
- ★ Then there is a rostered day off due to the 38-hour week and that means another 13 days off a year and these rostered days off accumulate when you are on annual leave.
- Rostered days off, 13 days.

- ★ Then there is smoko time amounting to about 1 hour a week and paid wet weather time in this award is 32 hours a month. That is if it rained for 80 hours a month, the building worker would be paid for 32 hours.

What I have done is to take the average experience of 2½ hours wet weather a week which, together with smoko time equals about a further 20 days a year.

Summing all this up then.

- ★ Smoko and wet weather time - 20 days.
- ★ Rostered days off, due to the 38 hour week - 13 days.
- ★ Paid public holidays and the picnic day - 10 days.
- ★ Paid sick leave - 10 days.
- ★ Paid annual holidays - 20 days
- ★ Saturdays and Sundays - 104 days.

We are left with the employee working only 37.6 weeks a year with a total of 14.4 weeks lost through statutory and award provisions that the employer must meet.

But it is much worse than this.

The employer is liable for:

- ★ Annual Leave Loading.
- ★ Long Service Leave.
- ★ Payroll Tax.
- ★ Workers' Compensation; and
- ★ Bereavement and Jury Leave.

I have attempted to list these in terms of their cost to the employer and to equate that cost in terms of days and weeks.

Well,

- ★ The annual leave loading is 17½% on top of the 4 weeks' leave which, in days, is another 3.5 days, or .7 of a week.
- ★ In the building and construction industry there is a 2½% levy struck on wages for long service leave. That works out at another 5.2 days or 1.04 weeks.
- ★ Then payroll tax is 5% of total wages for payrolls under one million or 6% of the payrolls over one million and this payroll includes not just the cost to the employer of working time, but wet weather time, public holidays, sick leave, annual holidays and annual leave loading. The employer pays 6% on all of that, which, forgetting money equals 15.1 days or 3.02 weeks.
- ★ Then there is workers' compensation. In the building industry it is currently at the rate of 29.53% of the payroll which in days in a mammoth 74.3 days or 14.86 weeks.

What I am saying is that on top of the award entitlements which reduce productive time from 52 weeks to 37.6 weeks, there are other award entitlements and statutory obligations equal in cost to the employer of 19.82 weeks.

In other words, while the building worker is working 37.6 weeks, the cost to the employer of this work is almost another 32 weeks.

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Put another way, for 37.6, the employer is paying an extra 32 weeks or 84.6% of another worker's value.

Or, put another way, one worker really costs 184.6% of his own productive value.

And people wonder why business can't compete and won't employ.

In the Clerks (State) Award those total costs equal another 33.2%, so that the employer employing secretaries, telephone operators, computer operators, receptionists, typists, messengers, etc. is paying 133% of the basic award rate.

- In the Metal Industry Award, which employs boilermakers, sheet metal workers, crane drivers, process workers, etc., an award which is one of the biggest in terms of coverage in Australia, the all up on-cost is a further 45.2%.

What we have built into the cost of employing labour are things like workers' compensation and government charges like payroll tax, which simply are institutionalized escalators.

It's virtually percentage taxation, all of which the employer has to face.

And none of this shows the impact of the 38-hour week.

All of this is inadequately understood when we talk about granting a 4.3% wage increase to workers.

What the figures I have outlined to you mean is that for every \$10 the worker gets, that ends up as a cost to the employer for a clerk of \$13+, for a boilermaker a \$15+ and for a carpenter an \$18+, and all of this flows elsewhere.

And on top of all of this is the cost of taxation which I haven't yet addressed, the cost of taxation to the worker, the cost of taxation to the companies, the cost to companies of undistributed profits tax.

If these figures don't demonstrate that there is no room for companies to expand and to grow and to generate employment then simply nothing will.

And, of course, none of this says anything about emerging developments in Employment Protection Legislation and Occupational Health and Safety Legislation.

And on top of all this is the simple question of worker attitudes. We may as well ask "Who Cares!"

Certainly it is questionable as to whether we as a nation are addressing ourselves to these realities.

The position is best summed up in the mythical essay on Employment in Crisis by John Galt.

In introducing the subject, he said of the plight of employers:

"Do you want an employer, or someone to shield you from all the perils and vicissitudes of life? Are you asking me to underwrite your every whim and fancy, extravagance or fraud? If drought drives up food prices, if the Arabs charge more for oil or the government slaps a tax on clothing, will you expect

'It's fair to argue that when it comes to employee benefits we are the most over-indulged country in the world.'

me to compensate you for it? Do you expect me to pay you to go the races or your grandmother's funeral? If you drive home in a car with bald tyres and faulty brakes and run into a stobie pole at 90 km/h, or go through a red light and get hit by a bus, will you expect me to pick up the tab? To pay for your time off, medical expenses and residual injuries?

If you ruin your hearing through over-indulgence in amplified rock music, will I have to compensate you for the whole of your hearing loss, on the grounds that noise in the workplace just might have played some small part in it? Must I pay for your football knee and tennis elbow? If you injure yourself in a street brawl, or lifting a piano, will you feel entitled to nurse your injury till Monday and report it at work, knowing that even the possibility of it having been aggravated at work is enough to have me pay for the lot? After you are cleared, if you decide not to come back will I have to pay you for another three weeks? Really now, are you looking for an employer or a milch cow?"

And the essay ended;

"Frankly, I reckon that you would never dream of asking, let alone demanding, the kind of conditions which the commission has "given" you, and that you are quite capable of working out a mutually acceptable deal with your customer. Your problem is getting back the freedom to do so. I'm afraid it is something you have to do for yourselves and do soon, before too much of the industrial base has been dissipated. No-one listens to employers anymore and most of them have had their faces rubbed in the dirt too often to object again. As I said at the beginning, I'd like to give you a job, but there are some things which must be put right first. I reckon the ball is in your court and your time is running out."

Really, the ball is in the court of all of us.

This economy is fundamentally one of the strongest in the world with a limitless potential for future growth.

- An efficient agricultural sector, whose wheatfields someone described as one of the wonders of the world.
- A strong and innovative mining industry characterized by skill, technology, enterprise and risk taking.
- And in spite of what is said about inefficiency and feather-bedding in Australian Industry, much of it, given a fair go from government and unions would be competitive and challenging.

But that said, great change is needed, some of which may be painful before it is productive.

An attack on the monopolistic position of unions in this country must be high on our list of priorities.

And other problems like over-manning, restrictive practices, low productivity, unrealistic wage levels, and unaccountable educational systems - these problems are now chronic and deep seated.

The time for repair must be at hand.

We have, I fear, wasted the recession.

We sat back and hoped that things would change in spite of cries to wind back labour costs, restructure industry and analyse why an education system so big and so costly has produced such disenchantment.

Because these problems remain we can never, and I mean never, enjoy anything but slow and imperfect recovery.

The warnings of the past have not been heeded.

Wage inflation led us predominantly into the mess and now from September 1983 has taken over again.

Why then express surprise this week at the news that employment was down and unemployment was up.

There is simply no institution in Australia charged with the responsibility of taking the long term economic view.

As a result we adopt short term economic cures while the twin blights of government spending and unaffordable wage growth, rather than being checked are condoned.

Should this continue, then we will be in a new era of national management where P.R. conceals performance and the cult of personality is worshipped at the expense of national wellbeing.

It has happened elsewhere.

Why should we enjoy immunity from such folly in Australia.

The National Economic Summit brought us nothing in terms of advancing a significant national debate about where we have been and where we are going to.

In spite of the scorn that may be poured upon us we have an obligation to elevate the level of that debate immediately so that deep seated problems affecting the development of our economy in our nation can be overcome before it is too late.

In this challenge, we must not allow ourselves to be intimidated nor can we afford to fail.

Skilled Engineering Builds Two "New Generation" Tugs

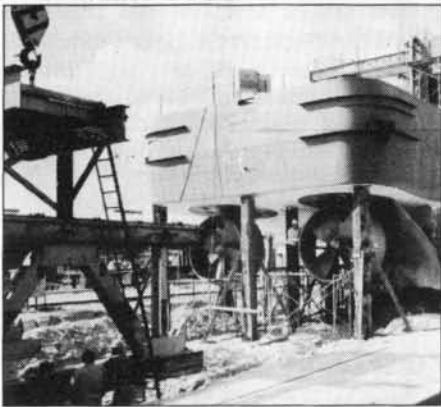
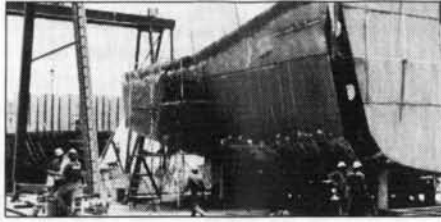
Smooth operation has been the hallmark of a project in WA involving construction of two powerful tugs for use by the iron ore industry off the north-west coast at Dampier.

The contract for supply of manpower to Ocean Shipyards Pty. Ltd. to build two \$3.5 million tugs was awarded to Skilled Engineering in September last year, and comes to close this month.

Tradesmen working on the boat-building project at Jervoise Bay, south of Fremantle, included boilermakers, fitters, riggers, scaffolders, trades assistants, crane drivers, dogmen and coded welders . . . welders had to be coded to Lloyds of London specification. The number of tradesmen employed on the project peaked at 130.

The "new generation" tugs, Pilbara Saturn and Pilbara Star, built for the Hamersley Iron Pty. Ltd., are the latest design and technology, despite their conventional appearance. At 50 tonnes bollard-pull they are amongst the most powerful and sophisticated tugs in Australia.

Both tugs are 32 metres in length and have twin 2.4 metre diameter drive pro-



pellors mounted in nozzles which can be rotated through 360 degrees. This provides added power and manoeuvrability.

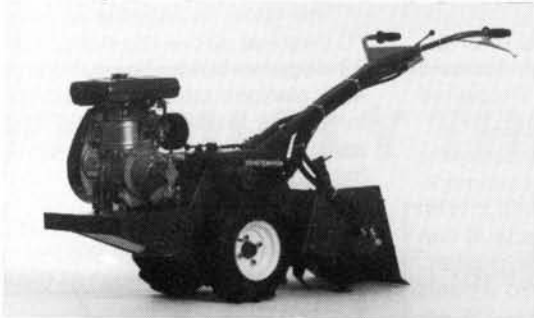
They are each powered by two eight-cylinder turbo-charged diesel engines of 2100hp each and smaller auxiliary engines. maximum speed is 12 knots and water displacement of the vessels is 480 tonnes. They are equipped with hydraulically-operated towing winches mounted on the foredeck from which the vessels can apply a pull of 50 tonnes in reverse thrust.

Each tug is fully airconditioned and operated by a crew of six.

They are also fitted as firefighting vessels and capable of projecting a jet of foam and water 35m from nozzles mounted on the wheel-house roof at a rate of two tonnes of spray every minute. For use under fire conditions, each tug is equipped with a protective curtain spray system.

The Lombardo Marine Group, of which Ocean Shipyards Pty. Ltd. is a division, will shortly form part of a new company to operate more than 160 off-shore vessels, making it the biggest service operator in South East Asia.

if you need the most rugged easy to use tiller there is . .



.. CHECK OUT THE

BARRETO

This hydraulic rear tine tiller might have been made for the hire industry. It handles hard, unbroken ground. Wheel and tine motors work independently. Direct mounted tine motor, and lots more. Get the brochure, now!

Backed in Australia by



Witch Engineering

(Part of Banbury Engineering)
15 Cambria Road, Noble Park, Victoria 3174
Telephone: (03) 798 7977 Telex: AA36391

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WALLPAPER STEAMERS

Manufactured in Australia
Specifically for the Hire Industry

Features:

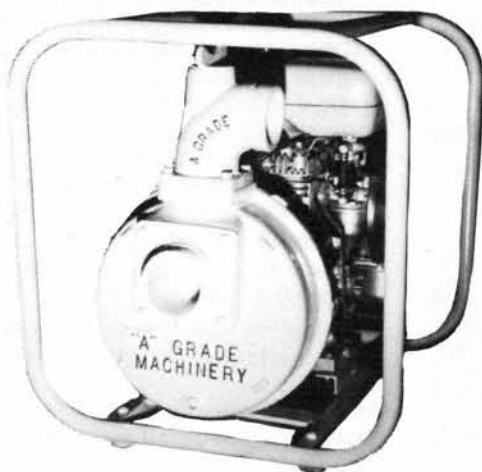
- Stainless Steel Cylinder
- Automatic Reset Thermostat
- Low Water Level Protection Cut Out
- Stainless Steel Hand Plate
- 7lb Pressure Release Valve
- Aluminium Step By Step Instruction Plate

Rental Industry Equipment Supplies
PO Box 136 Bulleen 3105 Phone (03) 850 2316

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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 3030

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FOR SALE



NEW! TARGET MINI CON SAWS

CONCRETE FLOOR SAWS
fitted with 10HP Motors

~~\$1505~~

Incl. Tax

\$1100

Del. F.O.B.

14" DIAMOND BLADES

Concrete Cutting

~~\$525~~

Incl. Tax

\$350

Del. F.O.B.

(Sorry, only 1 blade for
each machine)

Phone (07) 391 5666

ALL HIRE & TRADING

PO Box 126 East Brisbane 4169

AGILITY, EFFICIENCY AND SPEED MAKE FOR A BOOM IN DEMAND

Particularly high on-site agility, unprecedented mobility and greater diversity of use, has resulted in high demand for the Crown Series SP Self Propelled Boom in access equipment hire.

Described by Crown as 'the boom for the 80s', the Series SP displays a remarkable degree of manoeuvrability. With its ability to handle a 20% grade, it can outclimb any machine in the market. Automatic transfer of power to wheels experiencing the greatest resistance, enable it to achieve smooth movement over uneven terrain.

Manufactured by Crown, the boom is available in 30, 40 and 60 foot models, in both two- and four-wheel-drive modules.

A distinctive blend of features contributes to the boom's agility on site.

A small base area, 360 degrees continuous turret rotation, narrow turning radius, and rotating and tiltable work bucket combine to enable the operator to reach more of the workface faster.

The unit's very limited tailswing also makes it particularly suitable in tight aisle situations.

The boom is capable of elevating to 70 degrees above the horizontal, and to 20 degrees below. The tubular, all-steel work platform rated to lift 250kg, features automatic levelling and 160 degree rotation, with full operational control from the platform.

Crown Self Propelled Booms need no set up time. Outriggers are not required, so work can begin as soon as the machine is on site.

A further benefit is the unit's compact frame which, when collapsed, enables towing on site. So the unit can be utilized beneficially for a number of jobs during the hire period.

Crown encourages prospective purchasers of the Shelf Propelled Boom to contact them for a list of current owners, in order that they may talk to operators for a first hand appraisal of the machine.

For further information:
Crown Controls Pty Ltd
Telephone: (02) 604 6000

● Or write 506 on Reader Inquiry Card

Write 110 on Reader Inquiry Card

GOOD REPORTS FROM AUSTRALIAN BARRETO TILLER USERS

Manufacturers of the Barreto hydraulic rear tine tiller suggest immodestly that their's is "the most rugged, easy to use tiller there is".

Sufficient to say that Witch Engineering - no slouches when it comes to this type of machinery - have agreed to distribute the Barreto in Australia. This in itself is a pretty fair testimonial.

In fact, two of these well established thoroughbreds were sold during the recent Hire Convention, and already the users have reported favourably.

Some of the claims made by the U.S. manufacturers make interesting reading:

Unlike some lighter tillers, Barreto hydraulic, because of its weight, won't run away when tilling hard unbroken ground. Because wheel and tine motors work independently of each other, allowing the operator to match the wheel speed to soil condition.

Fingertip controls, deadman clutch and the infinitely variable wheel speed in forward or reverse make the Barreto hydraulic a safe and easy tiller to operate.

Direct mounting of the hydraulic motor to the tine shaft eliminates the need for belts, chains or gears, all trouble spots

If it's as good and as tough as it seems to be, it could well be of great interest to the Hire industry.

Full details from:

Witch Engineering

Telephone (03) 798 7977

• Or write 527 on Reader Enquiry Card.

now common to mechanical tillers.

The heavyduty dirt shield on the tine shaft prevents wire or string from damaging the tine shaft seals.

Maintenance is simple because hydraulic oil lubricates all the moving parts, leaving only one grease fitting on the entire machine. Because it has a reservoir containing 14 gallons of hydraulic oil, the working temperature of the oil is kept at 150°F, therefore eliminating the need for an oil collar and fan.

Barreto combines the quality, rugged construction and safe, easy operation demanded in rental equipment.



COMING EVENTS

HIREX Conference & Exhibition

Date: January 22-25 1985
Venue: Wembley Conference Centre
London

Contact: Mike Weston
Park House
117 Park Road
Peterborough PE1 ZTR
Tel: (0733) 63100
Telex: 32157

ARA Convention & Equipment Exhibition

Date: February 10-14 1985
Venue: Anaheim Convention Centre
Anaheim, California

Contact: American Rental Association
1900 19th St Moline Ill.
Tel: (309) 764 2475

HAA Convention Cruise

Date: July 30-August 9 1985
Venue: P&O Oriana

Cruising Sydney, Noumea, Isle of Pines, Lautoka, Sydney
Contact: Arthur Staines
P O Box 126
East Brisbane, 4169
Tel: (07) 391 5666

HIRE ASSOCIATION SOUTH AFRICA Convention

Date: April 28-May 2 1985
Contact: Duncan Trollip

P O Box 39887
Bramley, Transvall
South Africa

DO YOU FLY THE ASSOCIATION FLAG?



For the benefit of members the Hire and Rental Association of Australia has now produced it's own flag.

Distinctive and bright the 6'0" x 3'0" flag is yellow with the Association logo screen printed in black upon it.

Flags are available from the Association **now** at the cost of \$50 each including postage.

The Secretary
Hire & Rental Association of Australia
GPO Box 3968, Sydney, 2001.

Please supply only Hire & Rental Association flags at cost \$50.00 each, including postage.

Please forward them to me at

.....
.....
.....
.....

My cheque for \$ is enclosed.

The only small handlebar trencher with hydraulic ground drive, capable of trenching in all soil conditions to 0.75m deep



and "hire" tough

The Wenco Model 48H has a well established track record. Maximum production is achieved with an infinite selection of ground drive speeds: a differential lock ensures positive traction: simple controls for safe, easy operation: and best of all, it's a Wenco!



Witch Engineering

(Part of Banbury Engineering)
15 Cambria Road, Noble Park, Victoria 3174
Telephone: (03) 798 7977 Telex: AA36391

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**HIRE
BUSINESS
FOR SALE**

**No Opposition
Shows \$69,000 Clear PA
Tremendous Potential**

**Stock approx. \$160,000
ALL OFFERS CONSIDERED**

**ALICE SPRINGS
(089) 52 4932 BH**

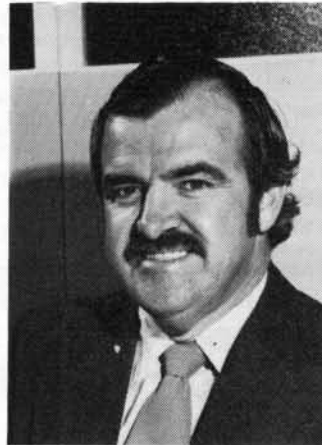
**LYNCH
(089) 52 5865 AH**

Write 107 on Reader Inquiry Card

Briefly . . .

Bob Langham Retires from the Hire Industry

Mr Robert Langham, Convention Co-ordinator of the recent successful International Hire Convention in Melbourne, has announced his proposed retirement from the hire industry.



Bob Langham

He has had wide experience in the plant and party hire industries, where most recently he has been Chairman of Directors of Abbey Rents (Australia) Pty Ltd.

Previously he was financial controller of Coates Hire Service.

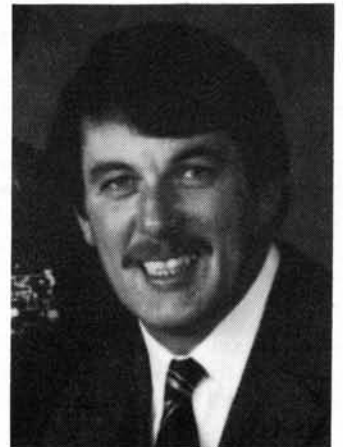
Paying tribute to his contributions to the industry, John Kroeger, Managing Director of Abbey Rents, said Bob had helped to oversee massive growth expansions for two of Australia's most exciting hire organisations.

Peter Vander Sluys

John also announced the appointment of Mr Peter Vander Sluys as Financial Controller of Abbey Rents. Peter is no newcomer to the hire industry, having been joint General Manager for five years of Studley Park Boathouse, a seven-day-a-week hire operation.

A Bachelor of Commerce, an Associate Member of the Australian Society of Accountants, Peter is also a Life Member of the Old Trinity Grammarians Association.

Married, with two children, Peter is a member of the Antique Collectors Society and spends some of his spare time canoeing and jogging.



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: _____

International Hiremen show interest in our 1985 Convention Cruise

HAA President Ron Williams found there is considerable interest overseas in our HAA Convention Cruise, July/August, 1985.

While on a recent visit to Rental Association of Canada's convention in Vancouver and to the C.R.A. convention in Reno, Nevada, Ron had to call Australia for assistance.

Cruise brochures he had distributed at the convention generated such great interest that Ron phoned Arthur Staines, the convention Co-ordinator in Brisbane to arrange for the urgent despatch of additional information to meet the demand from convention goers in our 1985 Convention Cruise details.

Have you registered for the cruise yet?

Your early registration will guarantee you the best accommodation for this cruise.

Contact your Association Secretary for full details.

Safety of Chainsaws and Operators

The Standards Association of Australia has published two new standards providing safety requirements for electrically driven or petrol driven chainsaws and guidelines for the safety of operators of the equipment.

AS 2726 Chainsaws - Safety Requirements and AS 2727 Chainsaws - Guide to Safe Working Practices were developed at the request of the Australian Forestry Council under the supervision of the Safety Standards Board.

The standards provide minimum safety requirements for the equipment intended for general woodworking operations, describe the safety features necessary to guard against hazards experienced and provide recommendations for safe use of the equipment when used for tree-felling, delimiting and crosscutting.

Copies of AS 2726 and AS 2727 can be purchased from any SAA office, each at a cost of \$14.40 plus \$2.50 postage and handling charge.

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

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RIGA'L "DINGO"

The New Riga'l Universal Loader

One Machine With Seven Hire Functions



HYDRAULIC ANGLE BLADE

Yet another attachment for the Versatile

REGA'L UNIVERSAL LOADER

- Ideal for Levelling & Blading
- Driven by One Hydraulic Ram

REGA'L UNIVERSAL LOADERS

Come complete with the bucket

OPTIONAL ATTACHMENTS INCLUDE

- Lifting Forks
- Hydraulic Rock Breakers
- Post Hole Diggers
- Levelling Attachments
- Trench Diggers

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 UNIVERSAL LOADERS PTY. LTD.

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

Contact us for Information on your local Riga'l Dealer

• Write 508 on Reader Inquiry Card

Palpac Steel Pallet A Success For Adelaide Company

More than two years development work by Adelaide based Precision Tool & Gauge Pty. Ltd. in perfecting the new Palpac pressed steel pallet has been rewarded with a marketing agreement from Australia's largest tensional strapping systems company.

Gerrard Strapping Systems Pty. Ltd., a member of the Johns Perry Group of Companies has acquired the Australian, New Zealand and South East Asia marketing rights for Palpac. Precision Tool & Gauge Pty. Ltd. will manufacture Palpac at Beverley, South Australia.

Palpac is a product with enormous appeal to the food, physical distribution and materials handling industries throughout Australia. Palpac offers significant benefits over traditional means of transporting and storing a wide range of products and fulfills needs previously uncatered for.

Pressed from a single sheet of Lysaght Galvabond steel, Palpac weighs 22kg and is approximately 60 per cent lighter than a conventional pallet. Transport savings are indicated by the fact that 1,000 Palpac steel pallets could be transported on a semi-trailer compared to around 300 conventional pallets.

Gerrard Strapping Systems has already established a specialist sales and marketing team in all states to introduce Palpac to Australian industry.

For further information

Mr Robert Kamer

Gerrard Strapping Systems Pty. Ltd.

Telephone (03) 314 0888

• Or write 526 on Reader Inquiry Card



Leo Fitch, Managing Director of Precision Tools & Gauge Pty. Ltd. and Robert Kamer, Palpac Product Manager for Gerrard Strapping Systems

Pty. Ltd. who will market the new materials handling innovation in Australia and overseas.

TRANSPEC TO DISTRIBUTE KUBOTA

Kubota Power Products are the latest of a long line of products and services to become integrated into the rapidly expanding distribution and marketing organisation of Transpec Limited.

Transpec is renowned for its leadership in the supply of equipment to the heavy transport industry and holds No. 1 market position on premium product lines such as Thermo King Refrigeration, BPW Axles and Suspensions, Edbro Hoists, ZF Transmissions and Sealco Brake Systems.

In more recent times, however, Transpec has broadened its product base to include Skil Power Tools, Hofmann Automotive & Industrial Equipment, Laminates, and now Kubota Products.

The man behind this new Division is long-standing Transpec Executive - Alfred states: "Kubota Power Products are now represented by a truly national distribution organisation, backed by a professional and aggressive team of sales

and service people, providing a solid foundation for future growth. ALONG WITH THE ESTABLISHED SALES AND SERVICE OUTLETS ALREADY ENJOYING THE SUCCESS OF KUBOTA POWER PRODUCTS, THERE ARE STILL MANY DEALER OPPORTUNITIES AVAILABLE IN ALL STATES.

Kubota Products are already well proven, having developed a reputation of being able to stand up to Australia's tough conditions. Our present range of Power Products include both Diesel and Petrol Powered Pumps, Engines, Generators and Welders for use in agriculture, manufacturing, construction as well as the domestic scene. All models have been selected to perform to Australian consumer requirements. The range pre-

sents a base of products which we will be continually reviewing and expanding.

Our commitment to dependable service to the Power Products market is a priority in our overall plan. We know how important service is, from our involvement in the various transport divisions where around-the-clock service is critical. We have already established a Toll-free (008) Phone System to handle enquiries from anywhere within the Country and our computerised Product and Spare Parts inventory ensures prompt customer satisfaction.

I feel sure that with Kubota's outstanding international reputation of developing high quality world class products and with Transpec's expertise in marketing and distribution that Kubota Power Products and its associated Dealers will enjoy a bright and profitable future."

DEALER OPPORTUNITIES ARE NOW AVAILABLE BY CONTACTING ALFRED UNGER ON (03) 314 0922.

CAUTION! WET CUT MASONRY SAW OWNERS

Members are cautioned about hiring portable electric saws in wet cut applications. Portable electric saws are items which require a "Certificate of Approval" as a "Prescribed Article" before they may be legally sold, hired or exposed for sale or hire, or advertised for sale or hire.

An article covered by a "Certificate of Approval" issued by any Australian State is considered to be an article approved in every other Australian State without the need for further formality.

A requirement for "Certificate of Approval" is to conform to Australian Standard 3160-1981 Hand-Held Portable Electric Tools.

Amendment No 1 April 1982 (Page 8 Clause 10) to Australian Standard

3160-1981 (which formed part of the specification on May 1 1984) adds a further test to which the tool must be subjected.

"In addition, the enclosure of portable tools designed for use in conjunction with water based liquids, shall provide a degree of protection IPX3M to AS1939. This provision applies to double-insulated components. Particular tools of this type are Masonry cutters".

Generally, protection IPX3M requires the masonry cutter to endure very severe testing, in its operating mode, under heavy continuous water spray without failing the current leakage test requirement of AS1939 Clause 6.12.

Welding Electrodes in New "10 Packs"

A new "10 pack" of welding rods, wrapped in plastic and carded to list recommended welding current will be ideally suited for "Sale or Return" marketing of rods when welders are hired out.

Plastic wrapping should increase shelf life of the rods. While in quantity ten rods should suit most small welding jobs.

Available initially in 2-5 mm and 3.2 mm sizes, "10 pack" rods are general purpose electrodes for welding mild steel in all positions, with a smooth running high arc stability, little splatter and easy slag removal.

These rods are approved by Lloyds Register. Register of Shipping. Approved in accordance with ASME boiler and pressure vessel codes U.S.A.

For further information
Rental Industry Equipment Supplies
Telephone: (03) 850 5878

● Or write 524 on Reader Inquiry Cards

New Double Barrel Water Blaster Lance

A new high pressure double barrel water blaster lance is now available from the Australian Pump Company. Called the XL Leuco Lance the new water blaster accessory is capable of operating pressures of up to 250 Bar (3 750 PSI) and flows of up to 27 L/M (5.9 GPM).

Designed for use in conjunction with detergent type water blasters the new lance allows independent high pressure flow and detergent application through separate barrels.

Standard 3/8 BSP nozzle thread and pistol grip fittings allow quick connection to most popular makes of hot and cold water blasters.

It is expected the new lance will be of interest to owners of high pressure water blasters at a low cost high quality replacement lance or spare.

For further information:
Australian Pump Company
Telephone: (02) 638 5000

● Or write 522 on Reader Inquiry Card

WOODEN TENT POLES

Manufacturer with capacity to produce tent poles
For all sizes of marquees

STANDARD POLES AVAILABLE FROM STOCK
SPECIAL POLES MADE TO ORDER

For enquiries regarding price and availability

Telephone (07) 390 1482 or (07) 390 1622

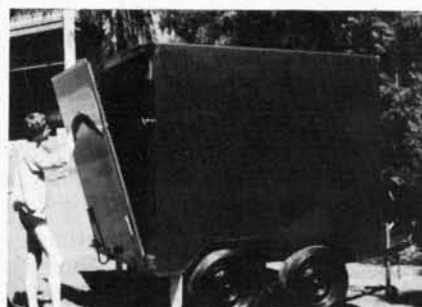
or write to

CRAIG BROWN Pty Ltd

54 Redland Bay Road Capalaba, Qld, 4157

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NEW TRAILERS

7ft x 6ft x 6ft High
Walk in, Ramp Type, Reinforced
Rear Door (Spring Loaded)
Spare Wheel Fitted at Front
Electric Brakes

~~\$3200~~

\$2500 Incl. Tax

(Add \$80 if you wish us to register)

TWO ONLY AVAILABLE

(2 Buy will attract further discount)

ALL HIRE & TRADING

PO Box 126 East Brisbane 4169

Phone (07) 391 5666

● Write 511 on Reader Inquiry Card



Hire Company Computer Package Released

The Integer Hire System, running on a computer as shown, comes equipped with all necessary software required by a Hire Company.

So far it has received great acceptance due to its simplicity, flexibility, efficiency and reliability.

For an obligation free demonstration or more detailed information, contact:

Integer Computing Pty Ltd
124 Albert Road,
South Melbourne, 3205
Telephone: (03) 699 5555

● Or write 503 on Reader Inquiry Card

THE STEAM MACHINE

Wallpaper removal is no longer a laborious job.

The Steam Machine removes wallpaper simply, with no fuss. No damage to the wall or room furnishings. It is easy to operate – no experience required. Concentrated steam dissolves the wallpaper adhesive, making the removal of wallpaper a fast and clean operation, leaving the wall ready for re-decoration.

Steam Machine is manufactured in Australia. Specifically for the Rental Industry, it has a larger aluminium plate, with step by step instructions, on the side of the machine. A stainless steel cylinder and handplate, with low level water protection cut out and automatic reset thermostat make it an ideal rental tool.

For further information:

Rental Industry Equipment Supplies
Telephone: (03) 850 5878

● Or write 505 on Reader Inquiry Card



ANNUAL LEAVE: PAYMENT ON TERMINATION (NSW)

In a recent decision the NSW Court of Appeal confirmed that a worker lost his entitlement to any leave which was not taken for a period in excess of six months of the day on which it fell due. (**Patman v Fletcher Fotografics and Anor.**)

Arising from this decision the NSW Parliament has passed legislation to overcome its effect. The Annual Holidays (Amendment) Act 1984 entitles an employee to claim all holidays acc-

rued during the term of his employment in the form of pay in lieu of holidays on the termination of his employment.

It should also be noted that the amendment does not alter the basic obligation for leave to be given and taken within six months of accrual. Both employer and employee may be liable for a penalty of up to \$1,000 for failure to comply with this obligation.

HYDRAULIC DRIVE FOR WENCO TRENCHERS

Rugged in design, ideal for tough conditions the Wenco 48 H Trencher is safe and easy to operate with its simple controls. With few moving parts this unit gives greater reliability with easy maintenance. A differential lock allows sure positive traction through tough conditions.

Wenco 48H Trencher is the only handle-bar machine available with an infinitely variable selection of ground drive speeds. This feature allows maximum production in all soil conditions. The 48 H will trench to 750 mm deep.

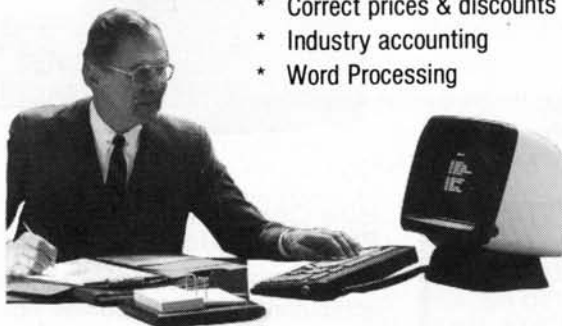
For further information
Witch Engineering
Telephone (03) 798 7977

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the **integer hire system**
has been designed especially for your business

- * Control all items
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Solve your problems tomorrow
TALK TO US TODAY

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computing
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6995555

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EZY-WAY HIRE SERVICE

Light Industrial & Handyman Equipment

Freehold Property
(Zoned Light Industrial)

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PRICE NEGOTIABLE

Contact: Mr. Bathurst
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544 Whitehorse Road, Mitcham, 3132
Telephone (03) 874 8111

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BLOCK BUSTER
SPLITS BLOCKS & PAVERS
EASILY AND EFFICIENTLY
WITH THE BLOW OF A
SLEDGE HAMMER

\$189_{ea}

NIL HAMMER INCLUDED
FREIGHT & HANDLING \$10

**Genuine Stihl
08S Spares**

Cylinder & Piston	\$81ea
Crankshaft	\$67ea
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Switches	\$3.10ea
Starter Rings:	
Metal (5 off)	\$2.60ea
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**PRECUT
FLOOR SANDING
PAPERS**
cut to fit
**HIRETECH
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24, 40, 60, 80, 100, 120 grit
Assortments Accepted

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**FLASHING
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With Mounting Brackets
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Fits 2 x 6v Batteries

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Add freight & handling costs \$

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Address:

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Now available in

10 PACKS

Yes! 10 Rods plastic wrapped and carded
Ideal for sale with each Welder Rental

General purpose Electrodes for welding
mild steel in all positions.
Approved by L.Loyds Register of Shipping.
Approved in accordance with ASME Boiler
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2.5mm Size 78¢_{ea}

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Full Range of Grits and Sizes

Example 75 x 533 (3 x 21)
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83¢_{ea}

Wrapped in 10's boxed in 50's
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STEAMERS**

- * Stainless Steel Tank & Pan
- * Detailed Instruction Plate Attached
- * Bright & Attractive In Appearance
- * A Proven Rental Unit

\$340

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**LAMBSWOOL
BONNETS**

First Quality

7" \$2.40_{ea}

9" \$3.60_{ea}

Job Lot 2nds

Ideal for Rental Use

8" Diameter

Fits 7/8 Dimple Pad

\$1.69_{ea}

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Lots 25 \$4

Hitachi
PH65A



DEMOLITION HAMMER

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A Proven Rental Winner
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Freight & Handling \$15

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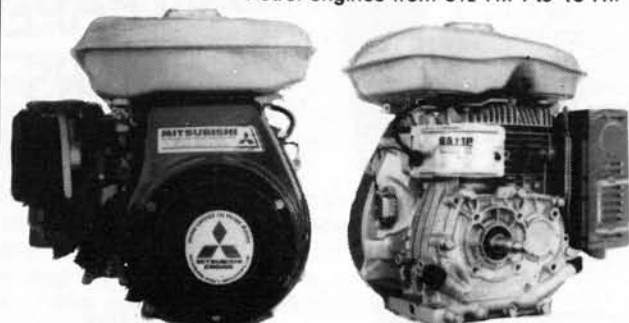
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Briefly . . .

We Regret To Announce

The passing of Robert (Bob) Neylon, Ezy-Way Hiring Service, Collingwood, on 8th November, 1984. Bob established his hire business in Collingwood in 1964 in the formative years of the industry. Over the ensuing years Bob became a friend and colleague to many in the Industry. Our sympathy is extended to his wife, Freda, and family.

Profit By The Metre

Coles is winning the retail race, ahead of its main rival Woolworths, mainly because it generates much more turnover a square metre.

Melbourne stockbrokers J.B. Were & Son state in their investment news that Coles is currently looking at about \$4400 of turnover for every square metre of floor space while Woolworths is about \$3500.

Singer enters Australian power tool market

Singer Company, who are perhaps better known for their sewing machines, plan to enter the Australian power tool market. Their range of power tools is designed for both the home handyman and the professional.

Sold under the trademark Craftsman, their 1983 sales in the USA totalled \$199.9 million making them one of the largest suppliers of power tools on the US market.

Heading up the Australian marketing operations is Mike Strange, Marketing Manager Consumer Durables, with Sales Manager Dick Pearson who joined Singer from Ryobi Australia.

Retreads exempt from sales tax

The price of retreaded tyres should drop as a result of a Federal Court ruling that they should not be subject to a 20 per cent sales tax imposed in June 1983. Mr Justice Beaumont ruled that the retreading of tyres involved no more than the repair of a product.

The executive director of the Australian Automobile Chamber of Commerce, Mr Kingsley Dignum, said every effort would be made to recover sales taxes paid since June 1983, and wherever possible it will be repaid to purchasers.



Alice Springs Hireman Retiring

After some 30 years in the Building and Construction Industry, Russell Lynch retired to establish his own hire business in Alice Springs. Now some 14 months later Russell has put the business on the market, up for sale, so that he may reluctantly retire again.

Thought for today

If you really look like your passport photo, then you're not well enough to travel!

Women like the simpler things in life ... like men!

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



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

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



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

After Sales Service Available in All States

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or

Add freight & handling costs \$

Name:

Address:

Our cheque is enclosed \$

Hitachi WALLCHASER 12" CUT-OFF MACHINE

CC 12Y CUT-OFF MACHINE
Diamond Blade NOT included

Cuts blocks, bricks etc.
using dry cut diamond blade
or abrasive disc.

\$227^{ea}

After Sales Service available all states

Freight and Handling \$13.50ea

Specially Made Heavy Duty
SEGMENTAL DIAMOND BLADES
To Suit

\$380^{ea}

Freight and Handling \$4ea

EXTENSION LEADS EXTRA HEAVY DUTY

15 Metre x 10 Amp \$11.75

15 Metre x 15 Amp \$16.25

Freight and Handling
Lots of 3 \$5.00

30 Metre x 10 Amp \$19.25

30 Metre x 15 Amp \$28.00

Freight and Handling
Lots of 3 \$7.50

Genuine 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

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

Just **20¢**
Per drive link

eg. 17" STIHL 08S
66 Drive link loop

\$13.20^{ea}

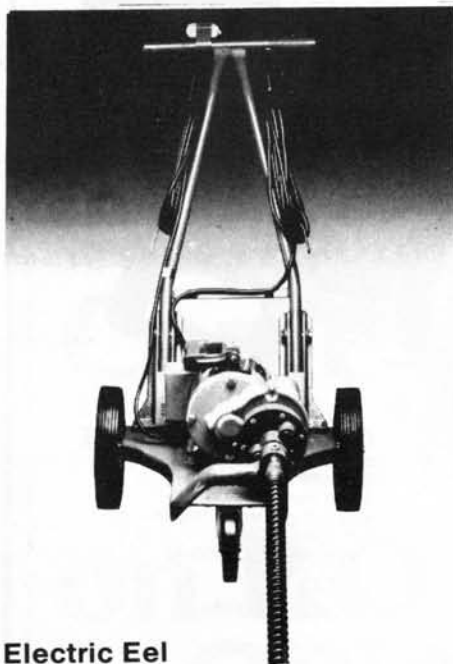
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Electric Eel

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.

For further information

Electric Eel (Aust.)
● Use Inquiry Card 53



New High Pressure Gauge

A new high pressure glycerine filled stainless steel pressure gauge is now available from the Australian Pump Company. The new gauge is calibrated to 300 bar (4,500 psi) and is suitable for use in a wide range of hydraulic closed and open circuit applications.

Offering high quality stainless steel construction the new gauge is shock proof, leak proof, and highly reliable due to its strictly limited number of moving parts. Unlike conventional gauges there are no gears, linkage joints, camms or pins to fail.

The new gauge is available in both back mount and standard bottom mount design and is ideal for both panel mounting and specialised circuit mounting situations. The gauges are fitted with a 1 1/4 npt back pressure connection as standard.

It is expected the new low cost gauges will be of particular interest to hirers of hydraulic equipment and high pressure water blasters.

For further information:

Australian Pump Company
Telephone: (02) 638 5000

● Or write 525 on Reader Inquiry Card

BlockBuster Paving Splitters

Blockbuster, new to the Australian Rental Market, is simple but effective.

Blockbuster is designed to quickly and effectively split cement blocks and pavers when struck with a heavy hammer.

Blockbuster is robust in construction, but still light and portable enough to appeal to both the contractor and the handyman.

Simple in concept and effective in its operation, Blockbuster will surely find a place in Australia's Rental fleets.

For further information:

Rental Industry Equipment Supplies
Telephone: (03) 850 5878

● Or write 502 on Reader Inquiry Card



Can Computers Help Make a Profit?

A new breed of hire computer system promises to improve efficiency and increase control

Keeping costs down and improving operational efficiencies is becoming essential for survival. Computers today are playing a major role by providing increased efficiencies, better control and improved profitability for many companies.

Until now, there has been a lack of effective systems on the market for the hire industry. Some installed systems, which have not been designed specifically for the hire industry, have not been successful.

A new system has come onto the market which is designed especially for the hire industry. It combines both the hardware (the physical computer) and the software (the computer programs) into one package, and it is effective in keeping costs down, while providing improved controls for a hire company's operation.

The hire system is very easy to use. It

operates on Honeywell micro, mini and super mini computers. It is very flexible. It can be tailored to a one man, small hire business operating in a local environment. Alternatively, it can be expanded to provide the multi screen sophistication required for a multi branch operation Australia wide.

One of the features is the way it will keep tags on all the customers, right from the time an item is hired and a contract is produced, through automatic end-of-month invoicing, to the production of statements each month, with a minimum of paperwork. Additional controls show what items are held by customer, and if any are overdue for return.

Another feature is that income is allocated against each item, so that the profitability of all items can be established. Costly items can be identified and replaced.

A vital area in most hire companies is that of pricing. Often there are many prices applicable to any one item, and control of discounting becomes difficult. This is especially true when more than one person is active at the hire counter. The new system provides for a number of discounts per customer, and shows the correct price for each hire on the screen, when the customer is actually at the counter. However, special prices or discounts can be entered. For management information, the system produces a report showing each days non standard hires, providing the essential management feedback and control.

The package is available from the people who wrote it - Integar Computing Pty. Ltd. The company has been in business for almost 12 years, a long time in the computer industry. The hire package has been installed at Donpra Hire for more than a year.

Ian Donald, Donpra's managing director says "We are extremely pleased with the Company's performance using the Integar developed on-line hire system, in that it has improved management's control over inventory, invoicing and debtors. The implementation of our hire system has, we believe been very timely. We are now starting to see the benefits in better control of the revenue and equipment utilization."

Integar Computing developed the hire system in Australia, for Australian conditions. Interlinked with Integer's other IBS-6 business packages, which cover things like creditors, general ledger and a variety of business applications, it provides the ideal solution to hire companies needs.

Integar's systems manager, Mr. Simon Alsop, says "If you want to use the system, but don't want to be bothered controlling the computer, hire time on our computer, with the terminals in your office."

Rubber Handled Sledge Hammers

A new line ranging in sizes 2lb, 4lb, 7lb, 10lb, 12lb, 14lb, 16lb and 28lb and handle sizes in ball pein, 12", 24" and 30" are now available from Handyman Hire & Sales.

Features include wet weather grip, impact absorbing, vertical plane rigidity (striking), steel cage construction inside handle, with beefed up section behind head, and of course they prevent injury to hands (no splinters), and are extremely long lasting.

For further information:
Handyman Hire & Sales
Telephone: (075) 35 1555

● Or write 501 on Reader Inquiry Card

NATURAL GAS CONVERSION TRIALS FOR DIESEL ENGINES

From a report in the Melbourne Herald we note that a Melbourne Transit Authority bus went into normal service in December last year in a project by the University of Melbourne's department of mechanical and industrial engineering, with the co-operation of the Gas and Fuel Corporation and the MTA.

The bus runs mainly on compressed natural gas ignited by diesel fuel.

A senior lecturer in mechanical engineering, Mr Eric Milkins, said it was predicted that the natural gas would substitute two-thirds of the diesel fuel, and the on-road experience was confirming this.

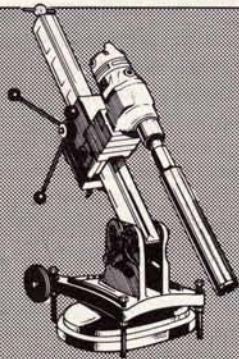
On today's costs the gas works out at 11 cents a litre against 48 cents for diesel. Conversion costs would be paid back within 18 months.

Eight steel tanks are fitted under the bus to carry the gas and diesel storage has been cut by two-thirds to 100 litres.

This is enough gas for the bus to run all day. But if the gas ran out, the control system automatically switched to full diesel power.

At full power the gas replaces 90 per cent of the fuel. When the bus operated on gas only, the noise level inside was reduced by up to three decibels.

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

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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.

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NIKKO PORTABLE GENERATORS

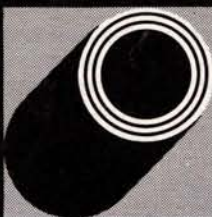
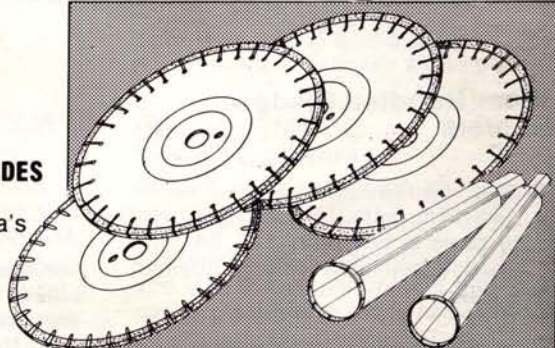
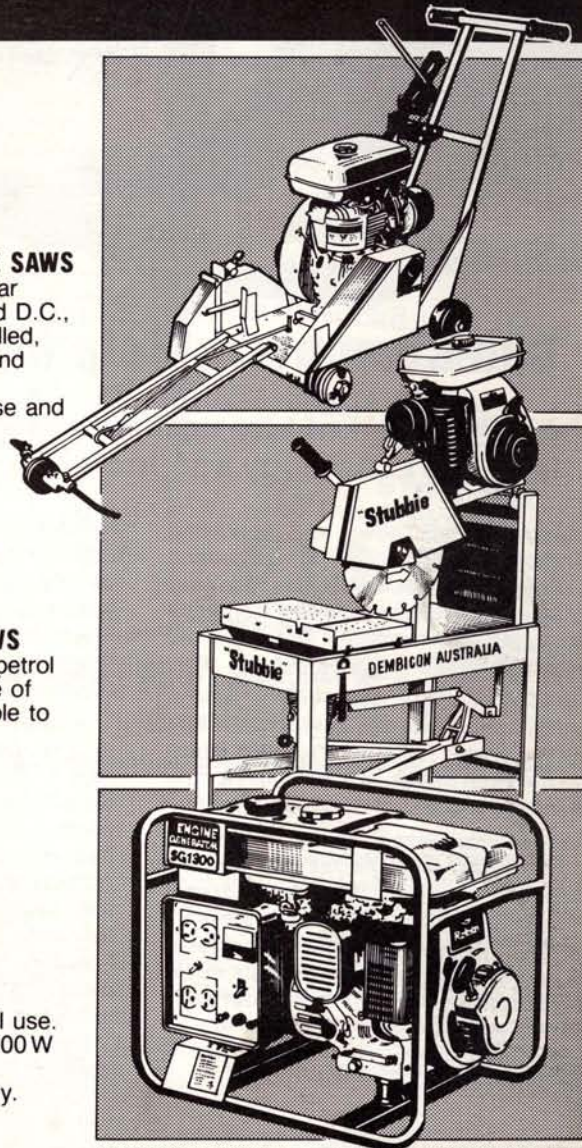
Suit leisure or industrial use. Available in 1300 W, 1900 W and 2700 W. Easy maintenance, top quality.

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

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