

HIRE & RENTAL AUSTRALASIA

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OFFICIAL JOURNAL OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA.



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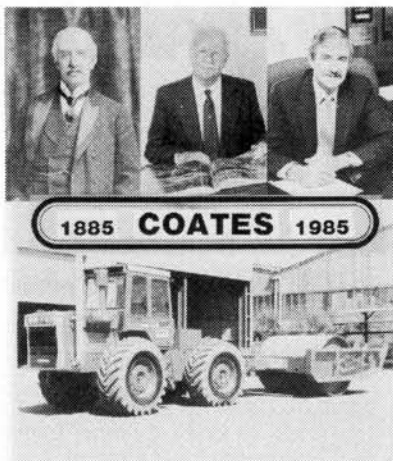
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*Hire and Rental Insurance Brokerage Pty Ltd



Cover Photo:
Coates and Co Ltd, 100 years in Australia.
Top left: the founder of Coates and Co Ltd, Mr John Coates.
Centre: the first general manager of Coates Hire, Mr C.W. (Bill) Coates.
Left: the present Coates Hire general manager, Mr Jim Brown.
Lower: one of the Coates Hire Massey Ferguson tractors towing a smooth drum vibrating compaction roller.
See the Coates story, page 6.



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WE WERE WRONG

Yes! We were wrong.

We published incorrect phone numbers and addresses for several of the Hire and Rental Insurance Brokerage Pty. Ltd. state offices.

We apologise for any inconvenience caused by this error and confirm the correct phone numbers and addresses are:

Victoria: 24 Jeffcott St., West Melbourne 3003. Tel: (03) 329 1244.
Telex: 31488.

New South Wales: Suite 8, 190 George St., Parramatta 2150.
Tel: (02) 635 9777. Telex: 73215

Queensland: Suite 60, 2 Benson St., Toowong 4066. Tel: (07) 371 9188.
Telex: 44715.

Western Australia: Suite 11, 6-10 Duro Pl., West Perth 6005.
Tel: (09) 322 4954. Telex: 94307.

South Australia: 178 Fullarton Rd., Dulwich 5065. Tel: (08) 333 2444.
Telex: 82543.

Tasmania: 51 Elizabeth St., Launceston 7250. Tel: (003) 31 3055.

Northern Victoria/Riverina: 28 Reid St., Wangaratta 3677. Tel: (057) 21 7688.

Hire and Rental Insurance Brokerage Pty. Ltd. (HARIB) is now fully operative. HARIB has been specifically designed for the Hire Industry and it features:

- ★ Wide insurance cover for hire stock/plant anywhere in Australia. It can even compliment your damage waiver.
- ★ "Theft by Hirer" cover.
- ★ Marquees insured against storm damage.
- ★ Cover for burglary, including in a locked yard.
- ★ A unique motor vehicle Hire and Lease programme.

If you have any questions, or would like further details of the Programme, contact HARIB on the above phone numbers.

Hire Association Directory

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, Beecraft, 2119
President: Mal Williams (02) 58 2288
Executive Director:
Denise Layton (02) 85 6800

REGION 3

Hire and Rental Association of Australia
- Victorian Region Ltd.
P.O. Box 59, Forest Hill, 3131
President: Des Whelan (03) 543 2455
Secretary: Lois Ziebell (03) 877 5453

REGION 4

Hire and Rental Association of Australia
- Queensland Region
P.O. Box 3, Sandgate, 4017
President: Dave Miller (07) 209 3852
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: Bob Osborne (08) 212 4691

REGION 6

Hire and Rental Association of Australia
- West Australian Region
P.O. Box 569, Cloverdale, 6105
President: Rob Lowry (09) 277 4144
Secretary: Dave Braidwood (09) 451 7744

IT'S CONVENTION TIME IN NEW ZEALAND

Hire Services Association of New Zealand 8th Annual Convention and Equipment Exhibition THC Waitangi - Bay of Islands: June 24-28, 1985

It's convention time in New Zealand again! The Hire Services Association of New Zealand extends a cordial invitation to Australian companies who supply equipment to the hire industry to exhibit that equipment this year at their Convention in Paihia (Bay of Islands). This invitation also extends to Australia's hirers to join with their New Zealand counterparts at the THC Waitangi, June 24, 1985. Full Convention details are available from: Kelvin Strong, HSA NZ, PO Box 12-013, Wellington, NZ. Telephone (04) 736-514.

Safety: Hire Alive '85 is the theme for the Convention and Equipment Exhibition to be held at Paihia (Bay of Islands) from June 20-24, 1985.

Guest speakers will include:

Tuesday 25 June:

Mr Bill Illott, Fire Safety Officer. Mr Illott is well versed in the area of Fire Safety and will present a paper on this subject as it may apply to the hire industry.

Mr B.K. Plowright, Accident Compensation Corporation. Mr Plowright is very well versed in the area of safety in the work place and will present a paper on this subject as it may apply to the hire industry.

Wednesday 26 June:

Mr Richard Ahlers, Insurance Consultant. Mr Ahlers will speak on insurance as it applies to the hire industry, and the importance of good insurance cover. Mr Ahlers is currently chairman of the N.Z. Independent Insurance Agents Inc.

Thursday 27 June:

Mr Bruce Mathews, Bomag Limited. Mr Mathews will speak on "All facets of soil compaction and stabilisation as a viable proposition for hire companies".

The Workshop Session on Wednesday 26 June will embrace many topics including:

Whats new? . . . from our trade suppliers.
Tuesday 25 June.

This session will give delegates an insight into what their suppliers will be offering this year.

Tue. 25, Wed. 26 & Thur. 27 June:

On each of these days the Equipment Exhibition will be open. A comprehensive range of equipment for the rental industry will be on display.

Wednesday 26 June:

Today is the day to relax and enjoy a Boat tour with Fullers P&O.

A full afternoon tour aboard "Tokerau" to the beautiful Bay of Islands. Stopover at Historic Russell for approx. one hour. Dinner will be a barbecue at the Zane Grey Restaurant, situated at Otehei Bay on beautiful Urupukapuka Island before returning to THC Waitangi at 9.00pm.

A special Ladies Programme will provide activities for the ladies while their men are at the business sessions.

**COME TO NEW ZEALAND
FOR THE CONVENTION IN JUNE.
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Hire Contracts - Your Legal Liability

by Rob Goldman, Group Marketing Executive
HIRE & RENTAL INSURANCE BROKERAGE PTY. LTD.

Your legal liability to hirers and other members of the public can be a most frightening area. Hire and Rental Insurance Brokerage Pty. Ltd. (HARIB) conducted a survey throughout Australia as part of our insurance program for members. We studied many contracts of hire and the following article is one result of advice that should be viewed seriously in today's world of an attitude that is increasingly becoming one of "sue and be damned". This attitude supported by legislation will become of increasing concern to insurers and the effect no doubt will be higher premiums for this cover. However, to some extent this problem can be avoided and HARIB has taken some initiative here.

The many contracts of hire we studied, sought with varying degrees of success, to limit the hire company's liability. Some were excellent whilst others were appalling. There are two distinct limbs of liability which need to be addressed. The first is the liability of the owner to the hirer and the second is the liability of the owner to third parties. Contracts of hire usually seek to exclude or limit the liability to hirers. The law is not entirely settled in this area but, bearing in mind the provisions of the Trade Practices Act (1974) and individual State legislation, we recommend the clause at the conclusion of this article as the most effective. Of course one cannot contract out of Statute law and thus this must be borne in mind when drafting liability clauses. The second limb of liability is that of the owner to third parties. As the contract of hire is usually between the owner and the hirer it is not possible to contract out of potential liability to third parties. The only alternative is to seek an indemnity from the hirer against such liability. The value of such an indemnity will depend upon the ability of the party giving the indemnity to meet those obligations i.e. his financial resources. Again the indemnity we recommend is contained in the clause set out at the conclusion of this article.

Under the Trade Practices Act (1974) Section 74K of that Act makes void any provision of a contract that attempts to exclude or modify the implied conditions or warranties found in Division 2A of Part 5 of the Act. This division deals with the "fitness for purpose", "false descriptions", "goods or unmerchantable quality", "failure to provide repair facilities" and "express warranties". The exclusion clause recommended is suitable for use bearing in mind the provisions of this Act.

As mentioned we also examined the individual State legislative enactments that could effect the interpretation and effectiveness of exclusion clauses. These included The Contracts Review Act (1980), The Industrial Arbitration Act (1940), The Consumer Affairs Act 1971-1983, The Law Reform (Manufactures Warranties), (Misrepresentation) Ordinance 1977 and The Consumer Affairs (Amendment) Ordinance (1982). Subject to these we believe that the clause recommended excludes all statutorily implied conditions that it is possible to exclude.

It is to be noted that additionally the usual common law principals applicable to the construction and interpretation of contractual terms apply. The clause must form part of the contract and must be properly drawn to the attention of the parties and provision should be made for the hirer to sign.

The normal Public Risk policy specifically excludes liability assumed by express warranty or agreement unless such liability would have attached in the first place. Thus it is very important when considering the terms of your conditions of hire that you do not contract yourself into a liability which would not normally exist.

HARIB has constructed a broad liability cover which is ideally suited to the requirements of the industry. Premiums are most reasonable ranging from \$175 plus stamp duty for \$1 Million indemnity or \$350 plus stamp duty for \$3 Million. We strongly recommend higher limits and a cover of \$5 Million or \$10 Million is not unreasonable in this day and age.

"HARIBS" Recommended Exclusion Clause

A. INDEMNITY

The Hirer shall indemnify and keep indemnified and save harmless the Owner and the Owner's servants and agents from all damages, suits, actions, claims and demands of every description whatsoever and howsoever arising either directly or indirectly from the use, maintenance, transport, operation of the goods or otherwise and whether resulting from the negligence of the Owner, its servants or agents or otherwise.

B. EXCLUSION OF LIABILITY

The Owner shall not be liable to the Hirer or the Hirer's servants or agents for any damages, suits, actions, claims and demands of every description whatsoever and howsoever arising either directly or indirectly from representations warranties, terms and conditions express or implied (except in so far as statutory conditions and warranties cannot be excluded under Part V Division 2A of the Trade Practices Act (1974) or relevant State legislation), use, maintenance, transport, operation of the goods or otherwise and whether resulting from the negligence of the Owner, its servants or agents or otherwise.

C. OPERATION OF CLAUSES A AND B

Clauses A and B hereof to the extent they are inconsistent with other clauses, terms or conditions of this Agreement are to override such clauses and be of paramount force.

.....
HIRERS SIGNATURE



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"ALIVE '85" Convention Cruise.

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Tuesday, 30th July to Friday, 9th August, 1985

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COATES

100 years of Australian history

After a century of an often diversified business Coates Hire is in the mainstream of Australian engineering and construction. It is a family story of achievement in nearly every important field of industry: gas and electric power generation, railways, mining, shipbuilding, road, bridge, and building construction, and manufacturing.

When Coates introduced the revolutionary idea of vibrating compaction rollers to Australia, immediately after World War II, the market could not accept machines could be so efficient.

To overcome doubts, Coates introduced "hire with option to buy" which not only led to a huge demand for the rollers and introduced the technology to Australia but was also the first step toward the company's future in providing the most advanced equipment to Australia on a hire basis.

John Coates & Co was established in London in 1880 as agent for a number of engineering works specialising in gas power, hydraulic machines, ship equipment and similar areas.

The Coates and Swinburnes were a close family, united by their interest in engineering and their pioneering spirit.

Not content with a growing business in England, John Coates set out to explore the potential in Australia and Canada.

An office was opened in Collins Street, Melbourne in 1885 and contracts for gasworks construction soon came in from cities and towns near the goldfields.

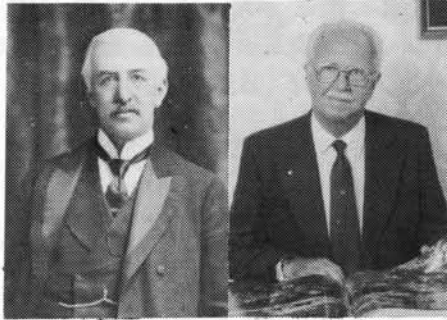
Much of the heavier components needed for mining industry were unavailable locally so John Coates became a manufacturer to supply his own needs.

At the same time the company established hydraulic power operations in Sydney and Melbourne: high pressure water reticulation throughout the inner city and wharf areas. These systems provided the power for lifting passengers and goods, baling wool, operating hoists and cranes and many other essential functions of modern industry at the time.

Maintaining 700lb/sq ft pressure over long distances was no mean feat in those days, and the frequency of bursts led to the birth of what is today a Coates specialty, a 24 hour service.

These high pressure water systems allowed time-efficient firefighting capabilities in both cities for the first time.

John Coates repeated his Australian successes in Canada bringing gas power to Montreal and Vancouver and becoming president of the Ottawa Gas Co before returning to London to oversee the company's international activities as agents, buyers, inspecting engineers and consultants.



Mr John Coates.

Mr C.W. (Bill) Coates.

George Swinburne later became a cabinet minister in the Victorian Government and founded Swinburne Technical College.

Another of John Coates' nephews, Matthew Coates, arrived in Australia at the end of the first decade of the new century, already a highly experienced consulting engineer. He immediately set about introducing vacuum air brakes into the Australian rail system and electric motors into factories, based on his pioneering work with ships auxiliary equipment in England.

His brother Frank then joined the company, coming to Australia from South America where he had been supervising the installation of hydraulic and gas plants.

By 1910 Coates operations were covered by five companies based in Melbourne.

During the World War I, Matthew Coates was instrumental in the design and construction of meat freezing and canning works, upgrading tramway and wharf systems and the design and layout of factories in NSW and Victoria.

Then came two decades of vigorous diversification made possible by agency agreements with British firms specialising in railway lighting (and later airconditioning), crane and construction equipment, hydro-electric equipment, electrical rotating machinery, and gas appliance manufacturing.

C.W. Coates (Bill), Matthew's son, returned from his apprenticeship in England in 1931, bringing a new emphasis on electric power for industry.

As the first "super powerstations" came on stream, the family operations extended to providing electric motors and boiler house equipment.

Bill Coates supervised the testing and installation of the first large electric motors to run outdoors - the weather-proofed units mounted on top of the unit boilers at Yallourn.

Electric motors for the first papermills in Tasmania, explosion-proof motors for the first chemical and petroleum processing plants, drives for crushers, grinders, and air compressors for the West Australian goldfields and for the rubber mills in tyre factories, alternators for coupling diesel engines in country powerstations - these are all milestones in the Coates story between the wars.

Denied supplies from overseas by World War II, the company curtailed its activities, but not without contributing to the war effort.

Among many army needs, compasses and ammunition boxes were made at the first small Coates manufacturing plant.

The postwar period was again a story of diversification through jointly-owned partnerships with UK principals in Australia.

Further enterprises in this period saw Coates making skip hoists, vibrating screens, and tippers for handling ores and coal, furntables and bridge bearings, concrete batching plants, vibrating rollers, and a wide range of smaller equipment for construction.

It was about this time that the "hire with option to buy" arrangement for vibrating rollers sowed the seed of Coates Hire.

Demand for vibrating rollers outstripped the UK supply. Larger models were introduced for subdivisional roadworks, airfield construction, highway base compaction, and ultimately very large machines were introduced for rock fill dams such as the Snowy Mountain Scheme.

Manufacturing continued with new lines being added until the end of the 1960's and early 70's.

This was a boom time for mining, road-building, airport construction, water conservation works, high-rise building, housing estates.

Coates produced railway wagon tippers capable of unloading trains of 200 wagons weighing more than 25,000 tonnes.

Coates' Hi-Load expansion bearings capable of carrying up to 100 tonnes were used in many major bridges throughout NSW and the ACT.

Turntables made by the company started modestly at 6m for postal vans at the GPO and grew into the giants supporting revolving restaurants in Brisbane, Wrest Point Casino in Hobart, and the Black Mountain tower in Canberra.

From the small start of producing vibrating rollers ranging from 315kg to 1125kg, the company progressed to producing driver-steered models of 13,950kg.

Coates took a new direction, by steadily reducing its reliance on engineering production and concentrating more on servicing industrial developments, expanding its hire fleet.

In 1972 Australian National Industries began moves to incorporate Coates & Co Ltd into the ANI corporate structure.

Bill Coates became General Manager of the new, energetic Coates Hire Service which saw its equipment range dramatically upgraded.



The almost legendary Vibroll 28WH Roller. This is the roller that revolutionized compaction when first introduced immediately after World War 2. Disbelief in its efficiency led Coates to the "Hire with option to buy" policy, thus creating the basis of Coates Hire operations today. (The picture is not the first model of the 28WH!)

CHANGES FAVOUR HIRE INDUSTRY

Changing technology and economic conditions have favoured the hire industry in recent years says Coates General Manager, Jim Brown.

"Rapid changes in technology have meant new ways of doing the job faster and more efficiently – and a huge range of more specialised equipment," he says.

"Changes in both domestic and world economics have meant that time is money and no-one can afford to have either people or machinery standing around idle." Many in the construction industry have found hiring the answer to the uncertainties of the market, replacing the need to own large fleets of machines and equipment, and this trend is increasing.

"For this reason we place as much emphasis on the quality of our equipment as we do on service – a weakness on one side lets the other down and affects both our operation and our customer's."

Coates chooses its equipment suppliers according to one principle: Will the equipment meet the client's expectations of Coates' self-proclaimed standards of service?

"As a hire company we are only as good as the equipment we hire, so we hire only the best – it's as simple as that," says Brown.

The best, he explains, means the most advanced and at the same time the most reliable and most suitable for the job.

One example are their Bobcats.

Coates has the biggest fleet of Bobcats available in Australia, with nearly 100 vehicles.

"Apart from being a revolutionary machine, it is manufactured here in Australia, so we can be confident of a constant and regular supply of parts," says Jim Brown.

Right: Komatsu WF22A Static Compactor, a recent addition to Coates Hire fleet.
Lower: Coates Hire General Manager Mr Jim Brown.



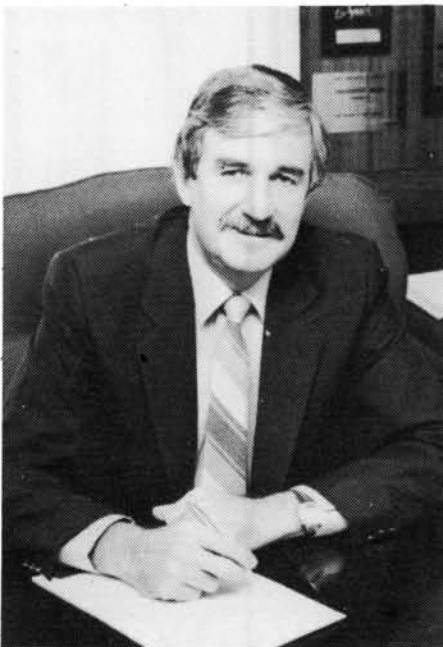
"It's technically far in advance of anything anyone else can offer – which is why Coates hire them," says Mr Brown.

As the range of construction activity has spread to remote inland locations and worker comfort has emerged as a prime consideration for productivity, onsite accommodation has become important.

Coates supplies a full range of site accommodation made by Atco who have just introduced the A200, the most advanced form of site shed available.

Coates constantly updates its Atco range to ensure that the best is always available.

In the years after World War II Coates and Co Ltd introduced vibrating compaction rollers to Australia, first importing them from an associated company in England and then making them in Australia for many years. So they have a special interest and expertise in compaction.



The models and brands of compactors they offer, chosen for their proven record in Australia, include Dynapac, Komatsu, Mikasa and Caterpillar.

Having imported and later manufactured the revolutionary Vibroll vibrating roller, Coates boasts considerable expertise in this area.

"Dynapac fits the pattern of our policy of hiring only the latest and the best," says Jim Brown.

Coates' fleet of Dynapac rollers ranges from the small CG11 through seven models to the CA51, the biggest in the range.

Coates also extends its policy of "most advanced available" to compressors and chooses to offer Australian-made Compair units ranging from 75cfm to 1200cfm.

"Compair's 'silenced' models relieve the problem of site noise to the greatest degree possible short of turning the machine off," says Jim Brown.

"We always choose suppliers who are leaders in their field and who show a commitment to innovation and excellence," says Brown.

"Knowing our needs, they offer training to our service mechanics so we can maintain the equipment in the field and at our branches all round Australia," says Jim Brown.

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As a safety feature the gas cuts off upon an air flow failure. There is also a complete gas shutdown upon gas/flame failure or overheating.

Capacity is 50,000 to 100,000 Btu's or 50 MJ to 100 MJ with an air flow of 850 cfm. Discharge temperature is 74 – 105 degrees celsius. Gas consumption is 2.5 to 5lb per hour or 1 to 2 kg/hr. The electric motor is rated 127 watts, 2800 rpm.

With a weight 22.7 kg (50 lb), dimensions of 120 cm in length, width 40 cm and height 55 cm Wildcat offers complete mobility and can be installed and operated in almost any position. Ideally suited to rental for industrial use and for comfort heating in marquees for party use.

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Length: 495 mm



DH38YB

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Drill bit: 38 mm
Core bit: 105 mm
Impact rate: 2500
Weight: 6.9 kg
Length: 473 mm



H45SA

Power input: 1000 w
Impact rate: 2700/min.
Weight: 5.6 kg
Length: 439 mm

Will take Kango type bits



H55SA

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

PH65A

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

H85

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

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Capacity: 50,000 to 100,000 Btu's
or 50 MJ to 100 MJ
Gas Consumption: 2.5-5 lbs/hr or 1-2kg/h

Safety feature:
Gas shuts off
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Freight and Handling
\$5 per lot of 3
30 Metre x 10 Amp \$26.50
30 Metre x 15 Amp \$32.00
Freight and Handling
\$7.50 per lot of 3

FLASHING AMBER LAMPS

With Mounting Brackets
(Nil Batteries Included)
Fits 2 x 6v Batteries

\$16 ea

Freight & Handling
\$7.50 per box of 10

WALL PAPER STEAMERS

Simister

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

\$340

Freight & Handling \$10

VEE BELTS A SECTION

Size Range	\$ Price
A18 to A21	1.30ea.
A22 to A28	1.50ea.
A29 to A37	1.70ea.
A38 to A44	1.90ea.
A45 to A53	2.20ea.
A54 to A59	2.40ea.
A60 to A67	2.60ea.
A68 to A74	2.80ea.

Handling and Freight
\$1.50 per pair.

HITACHI Rental Tools For Every Application

ROUTERS

TR-12 1600w
Plunge Type

\$153

TR-12 2hp. Plunge Type, 12mm Bit 153.00
TR-6 Laminate Trimmer, 6.5mm Bit 105.00
Freight & Handling \$7.50 ea.

SANDERS

SAT-180 2 speed
Sander/Polisher

\$130

SOD-110 Dustless Orbital 110mm 210.00
SAT-180 Sander/Polisher 180mm 130.00
SB-75 Dustless Belt 76x533mm 138.00
SB-110 Dustless Belt 110x620mm 210.00
SAY-150A Rotary Orbital 150mm 156.00
Freight & Handling \$10.00

CIRCULAR SAWS

PSU-9 2000w
Max. Cut 84mm

\$162

PSU-7 190mm 1700w 65mm Cut 134.00
PSU-9 235mm 2000w 84mm Cut 162.00
Freight & Handling \$10.00

SCREW DRIVERS

W-6VA Reversible,
Variable Speed

\$116

W-6VA Variable Speed, Reversible 116.00
Freight & Handling \$7.50

IMPACT WRENCHES

WH-16 1/2" Square
Drive, Reversible

\$197

WH-16 1700rpm, 440w, Reversible 197.00
Freight & Handling \$10.00

CORDLESS TOOLS

DV-100 Impact Drill
Reversible, 2-speed

\$192

DRC-10 Rev. Drill, Incl. charger 150.00
DVD100 Impact Drill Incl. charger 192.00
Freight & Handling \$10.00

Warranty and After Sales Service
available in all States.

HITACHI Rental Tools For Every Application

JIG SAWS

JH-60A Cuts 60mm deep
Single speed

\$139

JH-60A 3200SPM 380w One Speed 139.00
Freight & Handling \$7.50 ea.

SABRE SAWS

CR-10V Stroke 26mm
Cuts Pipe to 100mm

\$224

CR-10V Univ. blade attachment 224.00
Freight & Handling \$10.00 ea.

CHAIN SAWS

CS-280A 280mm (11")
Manual oil feed

\$139

CS-280A Bar size 280mm 1140w 139.00
Freight & Handling \$7.50

PLANERS

F-20A 6mm Rebate
Cutting Width 82mm

\$81

F-20A 82mm Cut, Weight 2.5kg 81.00
F-30A 92mm Cut, 25mm Rebate 156.00
Freight & Handling \$7.50 ea.

Warranty and After Sales Service
available in all States.

HITACHI Rental Tools For Every Application

STRAIGHT GRINDERS

BLU-4 Industrial
Double Insulated

\$255

BLU-4 125mm 700w 255.00
Freight & Handling \$10.00 ea.

HAMMERS

PH-65A Demolition
Hammer in a Steel Case

\$583

H-85 Demo. Hammer, Weight 33kg 1017.00
Freight & Handling \$25.00 ea.
PH-65A Demo. Hammer, Weight 15kg 583.00
Freight & Handling \$17.50 ea.
H55SA Can use Kango bits 9.5kg 502.00
PHU-45 Hammer 1000w Weight 5.7kg 379.00
Freight & Handling \$12.50 ea.

HAND SHEARS

C-16
Incl. spare pair of cutters

\$247

C-16 Cuts Steel 1.6mm AWG No14 247.00
Freight & Handling \$10.00 ea.

NIBBLERS

LA-12 Deep Throated
Incl. Spare Punch & Die

\$301

LA-12 Cuts Steel 1.2mm AWG No17 301.00
Freight & Handling \$10.00 ea.

Warranty and After Sales Service
available in all States.

HITACHI Rental Tools For Every Application

BLOWERS

PB-20 Vacuum/Blower
with bag & nozzle

\$131

PB-20 Vacuum/Blower, Bag & Nozzle 131.00
Freight & Handling \$10.00 ea.

HAMMER DRILLS

DH50SA Rotary Hammer
Will take Kango bits

\$492

VRT22A 22mm 650w Rotary 2speed 402.00
Freight & Handling \$10.00 ea.
DH38YB 38mm 1000w Rotation Stop 481.00
Freight & Handling \$12.50 ea.
DH50SA 50mm 1140w Rotary Hammer 492.00
Freight & Handling \$15.00 ea.

IMPACT DRILLS

VTP13A Industrial
2-speed D-Handle

\$141

VTP-13 13mm 700w Pistol Grip 125.00
VTP-13A 13mm 700w D-Handle 141.00
Freight & Handling \$7.50

DISC GRINDERS

PDU-230 Heavy Duty
Ind. Cut Off Flange

\$126

PDP-100C 100mm 500w 61.00
Freight & Handling \$5.00 ea.
PDU-125A 125mm 1200w Spindle Lock 113.00
Freight & Handling \$7.50 ea.
PDU-230 230mm 2300w 126.00
Freight & Handling \$10.00 ea.

Warranty and After Sales Service
available in all States.

HITACHI Rental Tools For Every Application

DRILLS

DMT-16 2-Speed,
16mm Chuck

\$174

DG-6 6.5mm 320w Pistol Grip 96.00
Freight & Handling \$7.50 ea.
DMT13A 13mm 700w DHandle 2speed 133.00
DMT-16 16mm 900w DHandle 2speed 174.00
Freight & Handling \$10.00 ea.

CUT OFF MACHINES

C15FA Mitre Cutting
Pre-set Lock-in table

\$539

C10FA 255mm 2400w Mitre Cutting 446.00
C15FA 380mm 2400w Mitre Cutting 539.00
CC-12 305mm 2400w Cap. 100x100mm 232.00
CC-14 355mm 2400w Cap. 115x115mm 262.00
CC16SA 405mm 2400w Cap. 135x135mm 320.00
Freight & Handling \$15.00 ea.
CC12Y 305mm 2000w Cap. 100x100mm 263.00
Freight & Handling \$15.00 ea.

Warranty and After Sales Service
available in all States.

KELSO ALUMINIUM PAINTERS TRESTLES

	Height	Incl. 20% Sales Tax	*Incl. 7.5% Sales Tax
KPT 6	2.5m	\$151 ea.	\$136 ea.
KPT 8	2.4m	\$186 ea.	\$166 ea.
KPT 10	3.0m	\$220 ea.	\$197 ea.
KPT 12	3.7m	\$263 ea.	\$236 ea.
KPT 14	4.3m	\$303 ea.	\$272 ea.

* Valid only if Sales Tax Exemption
Certificate is supplied with your order.
Handling & Freight \$15 ea.

LAMBSWOOL BONNETTS

8" Diameter
Fits 7/8" Dimple Pad

\$1.69 ea.

Freight and Handling
\$4 in lots of 25

CARBORUNDUM ABRASIVES

Floor Combination Rolls

200mm x 50m \$113 ea.
24 grit \$10 ea.
300mm x 50m \$169 ea.
24 grit \$15 ea.

Floor Paper Rolls

200mm x 50m \$103 ea.
40 grit \$79 ea.
60 grit \$74 ea.
80 grit \$66 ea.
100 grit \$66 ea.
120 grit \$66 ea.
Handling & Freight \$7.50 ea.
300mm x 50m \$154 ea.
40 grit \$118 ea.
60 grit \$112 ea.
80 grit \$100 ea.
100 grit \$100 ea.
120 grit \$100 ea.
Handling & Freight \$12.50 ea.

PRECUT FLOOR SANDING PAPERS

cut to fit
HIRETECH &
CLARKE MACHINES
24, 40, 60, 80, 100, 120 grits

89¢ ea.

Assortments Accepted
Handling & Freight \$8.50 per pack of 50

SANDING BELTS

Available grits	Size mm	Size ins.
24, 36, 40, 50, 60, 80, 100, 120	65 x 406	2.5 x 16
	75 x 483	3 x 19
	75 x 533	3 x 21
	75 x 603	3 x 23.75
	75 x 610	3 x 24
	100 x 533	4 x 21
	100 x 552	4 x 21.75
	100 x 560	4 x 22
	100 x 603	4 x 23.75
	100 x 610	4 x 24

Assortments accepted.

83¢ ea.

Handling & Freight \$6 per box of 50

ORBITAL SHEETS

115 x 280mm Fastcut Paper
100 sheets per pack

36 grit \$28 pack
40 grit \$26 pack
60 grit \$21 pack
80 grit \$21 pack
Also available in 93 x 230mm
Handling & Freight \$6 per pack

ORDER FORM

ALL PRICES INCLUDE SALES TAX
Valid for month of publication only, or while stocks last.

Please supply.....

☐ Consign, freight forward, by Road/Rail/Air.

or

☐ We add freight & handling \$.....

Our cheque is enclosed \$.....

Name.....

Address.....

Postcode.....

Signature..... Date.....

SALES TAX EXEMPTION CERTIFICATE

To the Commissioner of Taxation
and the Commonwealth of Australia.

I hereby certify that the.....

purchased from Rental Industry Equipment Supplies on.....

is for use in.....

and exemption is accordingly claimed under item.....

in the..... Schedule to the Sales Tax
(Exemptions and Classifications) Act.

Accessories sold with the above item(s) are:

Name.....

Address.....

Postcode.....

Signature..... Date.....

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

Brian M. Elms Pty. Ltd. (Inc. in Vic.) Trading as:

RENTAL INDUSTRY EQUIPMENT SUPPLIES



Discussing the benefits of Hoecker "State of the Art" Engineering in Metal and Fabric are Joern Hoecker from the Hoecker Corporation of Germany, pictured right, and John Kroeger, Abbey Rents (Australia) Pty Ltd. Hoecker Clear Span frame tents are designed for people, to cover their needs very quickly. They provide expanding space for Party, Fair, Trade-show and Expo use as well as shelter and protection for Industry, Construction and Sporting use.

HOECKER CLEAR SPAN FRAMED TENTS

Now available to the Australian Rental Industry. . .

The worlds largest range of aluminium framed portable structures is now available in Australia. Offering clear span construction, with single spans to 132 feet in length, this range of portable structures is now available to the Australian Rental Industry.

Mr Joern Hoecker of Germany has just visited Melbourne to set up Australia's first distribution network via Abbey Rents.

The Hoecker Corporation has been operating for 50 years, and supplies structures world wide to the rental industry.

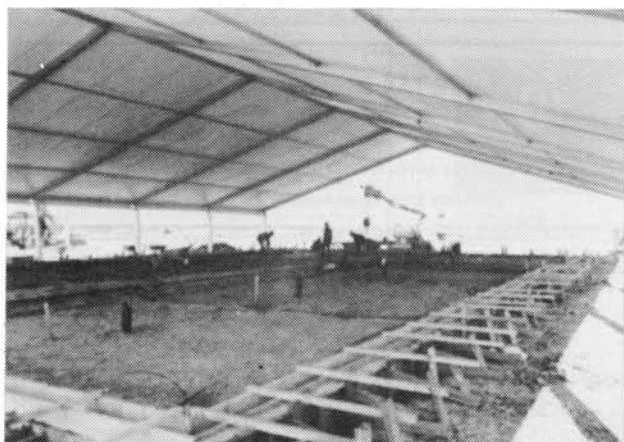
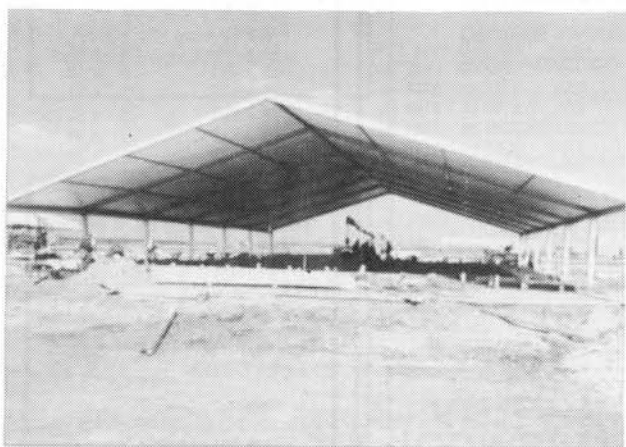
Uses of the product include:

- ★ Spans to protect foundation pours.
- ★ Exhibition pavillions.
- ★ Semi-permanent warehouse storage.

Mr Hoecker said the Hoecker Corporation was proud to join with John Kroeger of Abbey Rents to supply this new product to Australia. The Hoecker structures will allow great flexibility to the rental industry and provide opportunities for future expansion.

The product is available from Abbey Rents on a sale or rental basis. Details from John Kroeger, telephone (03) 429 6666, or 567 Bridge Road, Richmond, Victoria.

THIS IS THE FUTURE — THINK ABOUT IT — HOECKER



The Hoecker Structure for Shelter & Protection in Industry & Commerce

**HIRE OR SALES
ABBAY RENTS**

**TELEPHONE (03) 429 6666
JOHN KROEGER**

567 BRIDGE ROAD, RICHMOND, 3121 VICTORIA

Shelter and Protection for Industry and Construction

Shelter and protection for any industrial purpose is only hours away with Hocker

WAREHOUSING – when the shipment arrives before they're ready, when one-time projects demand unusual amounts of material storage, when they've produced the product but the customer is not ready to receive it – Rent **Hoecker Clear Span Frame Tents**!

CONSTRUCTION – to cover construction sites from the weather without centre poles or guylines to restrict usage. To attach and detach sidewalls in minutes to get men, machines and materials where they're needed quickly. To expand, reduce or relocate the site covered in only hours – Rent **Hoecker Clear Span Frame Tents**.

STORAGE – material, machines or products are protected from weather and view. The totally free-span interior gives maximum use of space and quickly removeable sidewalls provide entry and exit where you need it, almost instantly.

Hocker installs as quickly as a tent, but acts like a building. No centre poles or guy wires to limit interior space usage. It's structurally sound, weather-resistant, good looking and expandable, and it's in place, ready to use in just hours.

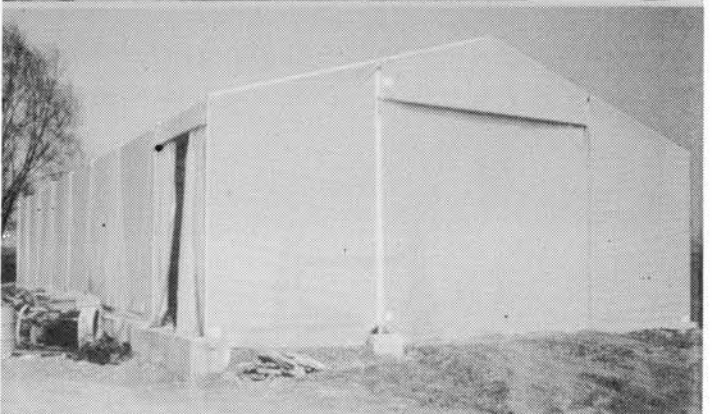
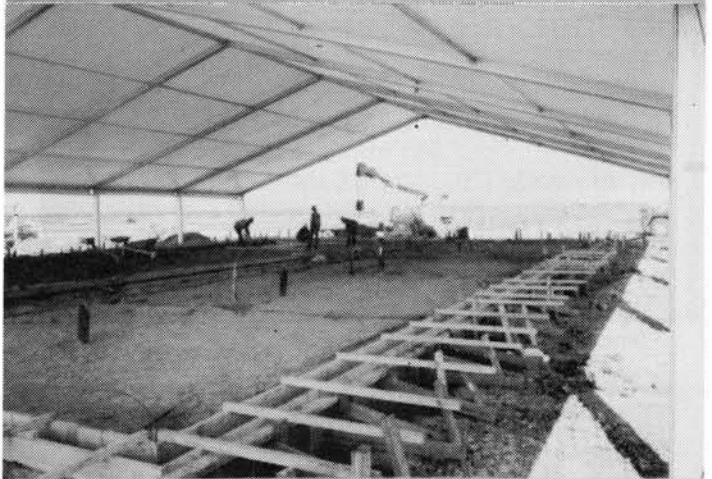
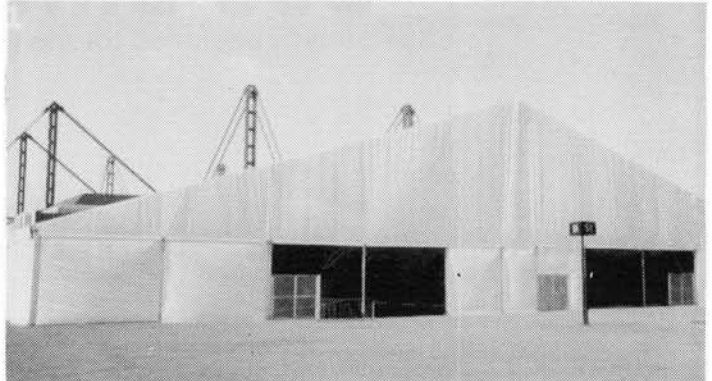
There's a size to fit almost any need with clear span widths up to 98'. Clear span space inside means no interior tent poles, providing unlimited variety and economy in the use of space. With side extensions, they can cover up to 164 feet. Units as narrow as 30' are available for those special locations. Many standard widths are in stock now, and of course, customized units can be produced for your project.

When space needs grow, the Hocker Clear Span Frame Tent can grow with it. Additional bays of 16½' are readily added to accommodate unexpected requirements. The modular component bays allow expansion to almost any length.

Rapid installation of the Hocker Clear Span Frame Tent, many thousands of square feet per day, is accomplished with simple hand tools. Each unit has its own erection tools, making it possible to set up many sizes without any other mechanical aids.

Now is the time to make your move to clear span frame tents for all your needs. Pictured here are just a few usages to stimulate your imagination:

- ★ Large temporary warehouse facility.
- ★ Finished goods storage warehouse.
- ★ Construction site cover.
- ★ High sidewall – Semi-permanent storage.



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: _____

DIAMOND CUTTING TOOLS PTY LTD

DCS BRICKSAWS

Specifically designed for the Hire and Building Industries

Versatility

Available with single phase, 3 phase and petrol motors.

Blade Capacity 355 mm (14")

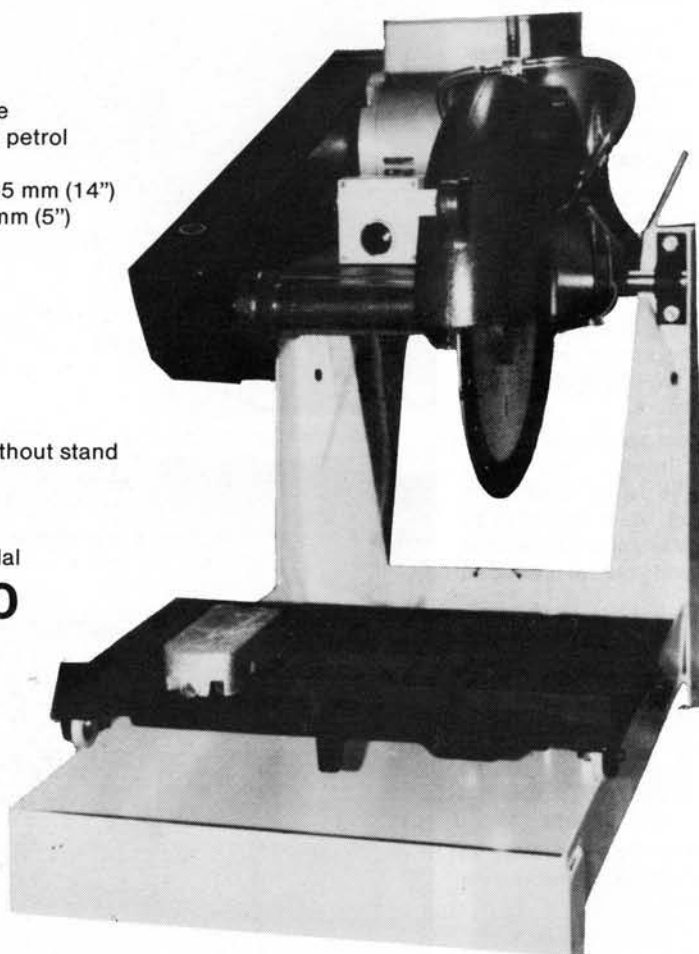
Depth of Cut 125 mm (5")

Basic Unit without stand

\$950

With Collapsible
Stand and Foot Pedal

\$1050



Aluminium castings for lightweight strength. The design and construction make this electric masonry saw portable. Photo shows standard bench model.

Interchangeable spindle unit with sealed bearings

FREE STANDING

Optional portable collapsable stand with foot pedal gives dual methods of operation.

DIAMOND SAW BLADES

14" Brick, Block and Roadsaw

\$220* plus tax C6LD

14" Bitumen and Block Blade

\$199* plus tax B1LD

14" Brick Blade

\$199* plus tax A11LD

* Prices apply for one month only. Limit 2 per customer.

ADD Sales Tax where applicable.

BUY AUSTRALIAN MADE BUY D.C.S. PRODUCTS

100% Australian Owned & Manufactured

Phones: (02) 982 9263 (02) 982 4282

Toll Free Number: (008) 22 6160

PO Box 545, Dee Why, 2099 – Factory: 8-10 Dymrna Street, Dee Why West

Write 10 on Reader Inquiry Card

Briefly . . .

WRECKAIR QUEENSLAND PURCHASE

Jenkin Plant Hire, a company which hires hydraulic excavators from its Gold Coast headquarters, has been purchased by Wreckair Hire division of Repco Corporation Limited.

Mr Ray Kelsey, Managing Director of Wreckair Hire, said the Jenkin service would continue to be run separately from new premises at Currumbin, Queensland.

"This acquisition gives us entry into a complementary field to those already served by Wreckair Hire," Mr Kelsey said.

Jenkin Plant Hire provides excavators, together with operators, to private contractors, developers and government departments throughout Queensland.

The company's manager is Mr Brian Lee, who previously was area manager for Wreckair Hire's Bowen Basin office at Dysart.

Stihl opens own branch in the West

On April 2, Stihl opened the doors to its own operation in WA, thereby ending a long (22 years), friendly and fruitful relationship with Jack and Ken Duperouzel and W.A. Chain Saws (1980) Pty. Ltd., who have relinquished the Stihl franchise.

The new branch consists of a 600 square metre warehouse/office complex (pictured) at 61 Cleaver Terrace, Belmont (an industrial suburb about 10km east of Perth).

Heading the new operation as State Manager is Peter Burton, who transferred from WA Chain-saws. Peter's association with Stihl goes back nearly three years and can be closely linked with our improved performance in the state.



Peter Burton

Joining Peter from WA Chain-saws, are warehouse manager Don Hadfield, sales representative Geoff Francis, and order clerk Doug Martens.

Going to GB this year? Visit HIRE EQUIP '85

HIRE EQUIP '85 has been launched as a regional exhibition of "the best in tough tools and equipment" scheduled for September 10th, 11th and 12th at the Belle Vue Centre in Manchester.

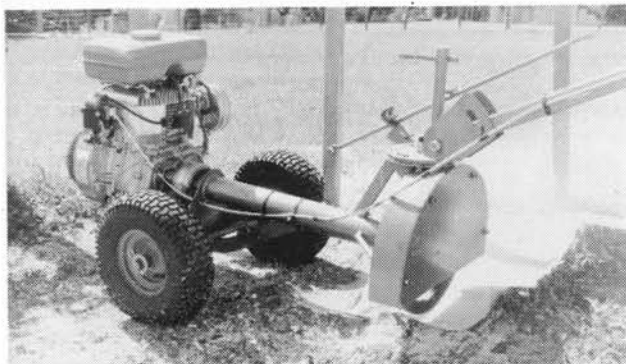
The exhibition will not only be promoted directly to senior management of the hire industry as a 'shop window' of the rugged equipment required for profitable operation - but also to the numerous 'end user' businesses in the North West which need to be made aware of the range and quality of specialised items now available to them.

Organisers EMAP Maclaren - widely known for HIREX, their national event in this field - claim that initial space sales have taken off so briskly that the original target of 60 exhibitors seem likely to be exceeded.

For details contact:
Mike Wesson
EMAP Maclaren
Communications Group,
Wentworth House,
Wentworth Street,
Peterborough PE1 1BA
Great Britain
Telephone (0733) 63100

TREE STUMP REMOVAL

Now only takes minutes



Simple • Safe • Efficient

Features:

- Compact design for ease of access: Width 650mm, Height 750mm, Weight 100kg.
- Operating reach 600mm (24").
- Grinds stumps from 200mm (8") above to 200mm (8") below ground level.

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

Write 110 on Reader Inquiry Card

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

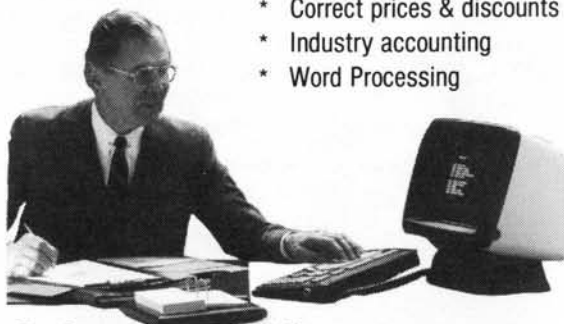


Electric Eel (Aust.)
11 Carrington Rd.,
Marrickville 2204

• Write 509 on Reader Inquiry Card

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

- * Control all items
- * Hire contracts
- * Direct invoicing
- * Correct prices & discounts
- * Industry accounting
- * Word Processing



**Solve your problems tomorrow
TALK TO US TODAY**

Integer Computing Pty Ltd

124 Albert Road, South Melbourne. 3205

Telephone (03) 699 5555

124 Walker Street, North Sydney. 2060

Telephone (02) 957 1511

7 Hutt Street, Adelaide. 5000

Telephone (08) 223 3811

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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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SAFETY: HIRE ALIVE '85

1985 NEW ZEALAND CONVENTION AND EQUIPMENT EXHIBITION

WE EXTEND A CORDIAL INVITATION TO ALL HIRE AND RENTAL MEMBERS IN AUSTRALIA TO JOIN US AT PAIHIA (BAY OF ISLANDS) FROM 20-24 JUNE FOR OUR 1985 CONVENTION AND EQUIPMENT EXHIBITION.

REGISTRATION FORMS AND INFORMATION FOR COMPANIES WISHING TO PROVIDE A DISPLAY IN THE EQUIPMENT EXHIBITION ARE AVAILABLE FROM:

KELVIN STRONG

HIRE SERVICES ASSOCIATION OF N.Z. INC.

P.O. BOX 12-013

WELLINGTON, NEW ZEALAND

TELEPHONE (04) 736-514

Write 117 on Reader Inquiry Card

TUNGSTEN CARBIDE CHAIN SAW CHAINS REDUCE DOWNTIME

Prinz, is super efficient Tungsten Carbide Chain, ideal for Australian conditions, Cross-cut, rip or bore, in fact for any work you choose, Prinz will deliver a smooth, fast cut and stay sharp much longer than conventional chains.

Prinz tungsten carbide chains are designed from the start to be individual, they are not conventional chains which have been modified. Heavier, stronger links and rivets match the long life of the cutting teeth to produce a product that easily outlast conventional chain twenty to thirty times. Experience has shown that in cutting dead ironbark for firewood a conventional chain may go blunt in half an hour compared to the Prinz' smooth cutting for up to 40 or 50 hours.

Prinz chains are easily repaired. For instance, should a hirer inadvertently cut into a hidden nail or bolt, the damage cutting links can easily be replaced. The same mishap would normally destroy a conventional chain.

Generally, any saw originally equipped with standard 3/8" or .404" pitch conventional chain can handle a Prinz tungsten carbide chain. The tungsten carbide chain will fit the original sprocket and guide bar, but it is imperative that the bar and sprocket be in good condition.

For further information:

Rental Industry Equipment Supplies

Telephone (03) 850 5878

Reader Inquiry Card No. 209



Barreto Tillers weather their first Australian summer

The value of the all hydraulic design of the Barreto Tiller was put to the test over the summer of 1984 and a few sample comments from Rental Yard operators follow:

MAX WATSON - Macbro, Sydney

"Very good customer response - no mechanical failures."

ROB WALLIS - St. George Plant Hire, Sydney

"Response quite satisfactory."

BRUCE THORSBY - Allways Hire, Coffs Harbour

"Customers speak very favourably - we are pleased with the machine and will buy another."

Tax changes to make Renting more attractive

The renting of equipment will become substantially more attractive to many businesses with the introduction on April 1 1985 of Accounting Standard AAS17. This standard distinguishes between finance leases (carrying an option to purchase) and rental (or operating) leases where the goods return to the owner at the end of the contract.

The new standard will be phased in over the next two years. It treats finance leases as corporate hire purchase, to be

capitalised on company balance sheets, while operating leases will remain an expense item.

Many finance specialists are preparing rental plans in anticipation of a large scale shift away from finance - or hire purchase - leases by the business community. These new operating leases will not only cover the acquisition of equipment, but also its registration, insurance, regular maintenance and other fixed cost items.

GRAHAM YOUNG - Jendor Hire, Adelaide
"Excellent unit."

ANDREW STEIN - Smithfield Hire, Sydney
"Good response from customers - no mechanical failures."

KEITH ANNISS - Kennards Hire, Sydney
"Very happy with unit - trouble free in operation."

For further information on Barreto Tillers contact Keith Fitzgerald

Witch Engineering

Telephone (03) 798 7977

Reader Inquiry Card No. 204

STEAM EZI URNS

Australian made, with robust features, Steam Ezi urns are ideally suited for rental use.

Stainless Steel in construction, with Bakelite carry handles, this urn features a tap with metal components for long life and durability.

Internally Steam Ezi has a 2400 watt Easy Clean Element for simple cleaning of residual fats after heating frankfurts, etc. Other features are the fully adjustable temperature control, water level indicator, low water cut out and the on/off light. Steam Ezi Urns are available in 5, 10, 20 and 30 litre capacities.

For further information:

Rental Industry Equipment Supplies

Telephone (03) 850 5878

Reader Inquiry Card No. 203



ABSORBER SWEEPERS

METCO in Adelaide has just released onto the Australian market the ABSORBER range of floor sweepers to fill the gap between the man with a broom and the expensive ride-on sweepers.

These battery operated walk behind sweepers incorporate the latest technology which includes:-

1. The overshot system that uses Tandem brushes to throw dirt, fine dust and solid waste (eg: bottles) from the ground into the collector.
2. Sweeps both forward and reverse.
3. Has a dust filtration system which is cleaned by a ratchet operated rapping system.
4. Has infinitely adjustable brushes between upper and lower limits.

These machines will cut costs of sweeping to approximately one fifth of a man with a broom, ie: a 465 sq metre floor from 1 hour 15 minutes with a broom to 11 minutes with an ABSORBER Sweeper, a saving of 85%.

Full information can be obtained and a demonstration arranged in any state by contacting:

METCO

Telephone (08) 268 8122

Reader Inquiry Card No. 207

COMING EVENTS

Hire Services Association New Zealand Conference & Equip. Exhibition

Date: June 24-27 1985
Venue: Paihia, Bay of Islands
THC Hotel at Waitangi
Contact: Kelvin Strong
PO Box 12-013
Wellington North
Tel: (03) 736514

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 EQUIP '85, Manchester, GB Regional Equip. Exhibition

Date: September 10-12, 1985
Venue: Belle Vue Centre
Manchester, GB.
Contact: Mike Wesson,
EMAP Maclaren Group.
Wentworth House,
Westworth Street,
Peterborough, PE1 1BA
Great Britain
Tel: (0733) 63100

CRA Convention

Date: October 15-17, 1985.
Venue: Las Vegas
Contact: CRA 216 N.East St,
Woodland,
California 95695

HAA Convention & Equipment Exhibition

Date: August 18-23, 1986
Venue: Hilton International
Hotel, Morphettville
Racecourse Function
Centre, Adelaide.
Contact: Richard Steven Hire
Pty. Ltd.,
2 Seacombe Road,
Darlington, SA. 5047
Tel: (08) 296 1001

TREE STUMP REMOVAL MADE EASY

At last! A Stump Grinder compact enough to transport in the family wagon, able to pass through doorways and gates, mobile enough to manoeuvre around trees and shrubs, yet powerful enough to grind out stumps in minutes.

PAL Stump Grinders are strongly built to withstand the rigours of rental and professional use, yet their operation is simple enough for the amateur to use.

PAL Stump Grinders have been patented world wide. They are unique and simple by design, with low maintenance and are ideally suited to rental use.

PAL Stump Grinders are designed to remove tree stumps from an optimum 200mm (8") above ground level to 200mm (8") below ground level. The operating reach of the grinder is 600mm (24"),

however, stumps of larger size, or stumps of irregular shape may be removed by repositioning the grinder as required.

The PAL Stump Grinder specifications are:

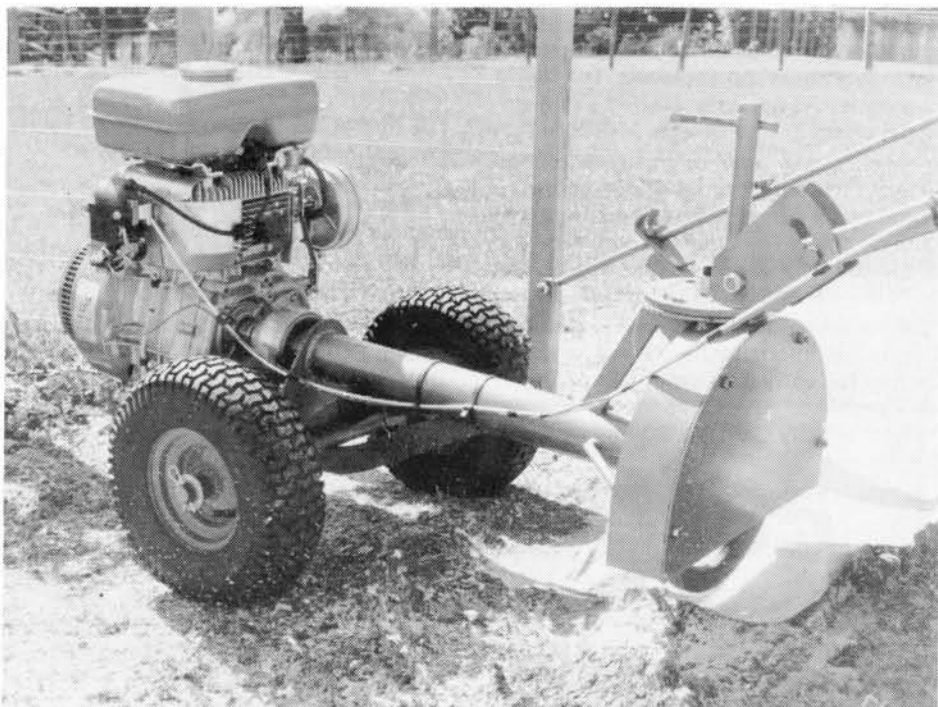
- ★ Width: 650mm (26")
- ★ Height: 750mm (30")
- ★ Length: 1200mm (48") with handle folded
- ★ Weight: 100Kg
- ★ Tyres: 13.500 x 6"
- ★ Engine: Yamaha 10hp 4cycle Petrol
- ★ Centrifugal Clutch
- ★ Cutters: 4 only, Tool steel
- ★ Dead Man Switch
- ★ Operating reach: 600mm (24")

For further information:

Rental Industry Equipment Supplies

Telephone (03) 850 5878

Reader Inquiry Card No. 205



SIMPLITE SELF PRIMING DIAPHRAGM PUMPS

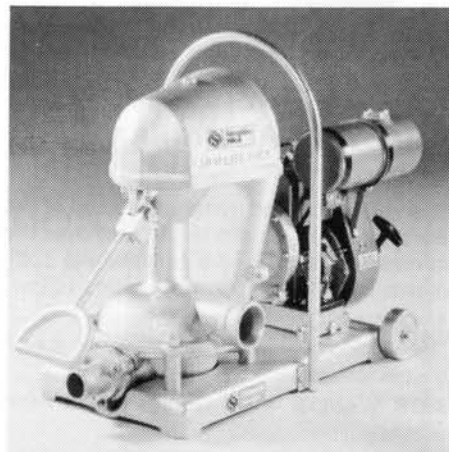
Simple — light — reliable and easy to maintain

The Simplite is self-priming, can be run dry, and on shore indefinitely. The pump will handle contaminated site water with suspended fibrous or hard solids (13mm maximum [0.5in]) and entrained air.

Die cast, sea water resistant, silicon aluminium alloys are used extensively leading to lightweight and easy manoeuvrability by one person on site.

Routine maintenance has been reduced to a minimum with only one grease point, and both operation and repair can be carried out quickly without the use of skilled labour.

Simplites have been specifically designed for the onerous conditions found on building and civil engineering sites.



Over 20,000 in use throughout the world.

For further information:

Birco Equipment Sales Pty Ltd

Telephone (02) 439 4200

Reader Inquiry Card No. 20

TRELAWNY SCALING HAMMERS

TRELAWNY 'single' and 'triple' scaling hammers are easy to manoeuvre, comfortable to handle, and light in weight, - 'single' (2.37Kg) 'triple' (4.10Kg).

The lighter 'single' hammer has the advantage of being able to operate, in those difficult areas where access is limited.

The 'triple' scaler is supplied complete with secondary handle as standard.

The feature which distinguishes Trelawny scaling hammers from other similar type tools is the easily replaceable tungsten carbide tipped heads, a feature which gives the hammers a versatility, and which reduces operating costs. Both Cruciform and Bush Hammer replacement heads are available, and for use in Fire Hazard areas, a non-spark, Beryllium Copper replacement head can be supplied.

Trelawny 'single' and 'triple' scaling hammers are suitable for the removal of rust, paint and scale from boilers, tanks, steel structures and furnaces.

They are used extensively on board ship, and in dockyards where they have proved to be particularly successful for the scaling of weather decks and ship's hulls.

The 'triple' head scaler has proved to be very successful for scabbling applications and for concrete dressing - keying the surfaces of a construction joint, removing the weaker surface layer, where extreme bearing strength is to be applied, and for the cleaning and roughening up of old concrete before the laying of new concrete.

Trelawny scaling hammers are included in the range of tools available from most plant hire companies.

For further information:
Birco Equipment Sales Pty Ltd
Telephone (02) 439 4200
Reader Inquiry Card No. 206



FOR SALE HIRING BUSINESS

Walk in — Walk out Basis

Construction Hire Business

Shepp Hire Pty Ltd
Shepparton, Victoria.

Long lease on premises

Telephone (058) 21 9139

Write 11 on Reader Inquiry Card

BANBURY TRIPLES JOB MARKET SHARE

The legendary solidarity of the union between KATO and Banbury Engineering now seems to be working equally well with their JCB franchise.

When Banbury took on the JCB distribution in 1981, this quality British product - market leader in many parts of the world - had an 8% share of the market in Australia. It is now 23% and rising!

No doubt the introduction of the newly developed 3CX backhoe/loader is responsible in part. Also, a series of promotional events and extensive demonstrations were held so that the industry could fully assess its capabilities.

Industry confidence is not a thing easily won; but the Banbury organisation seems to have the score on the board in this respect.

The Banbury commitment

David Wilson, Banbury's marketing manager, puts it this way: "Banbury's well-known engineering know-how and commitment to product support immediately gave the market complete confidence. The result is not surprising to us."

With sales of over 200 units in 1984, Banbury entered the current year with record JCB 3CX orders in hand, including one for 60 units for Telecom - believed to

be the largest order of its kind ever placed in this country.

The improved 3CX is only part of the story. The newly developed LOADALL is also making its presence felt.

"It picks up," JCB claim, "where the wheeled loader leaves off".

Judging by its specifications, the claim seems to be justified. It can extend its hydraulic telescopic boom 3.64 metres (12 feet) and pick up a load of 800kg at full reach. It can lift a 2500kg load to a height of 6.4 metres (21ft) without being de-rated.

Impressive stuff, indeed. With its wide range of front end attachments, it is virtually a loader, a fork lift, a dumper, a hoist and a crane.

Full details on both products, including the 3XC refinements, are available from Banbury Engineering, 1505-1507 Hume Highway, Campbellfield, Vic. 3061. Telephone (03) 359 0511.

FOR SALE HIRE BUSINESS

with loads of potential.
Situated in S.E. Queensland.

Only offered for sale because of owners illness.
Operated by one employee and contract drivers.

Price \$85000

Contact:

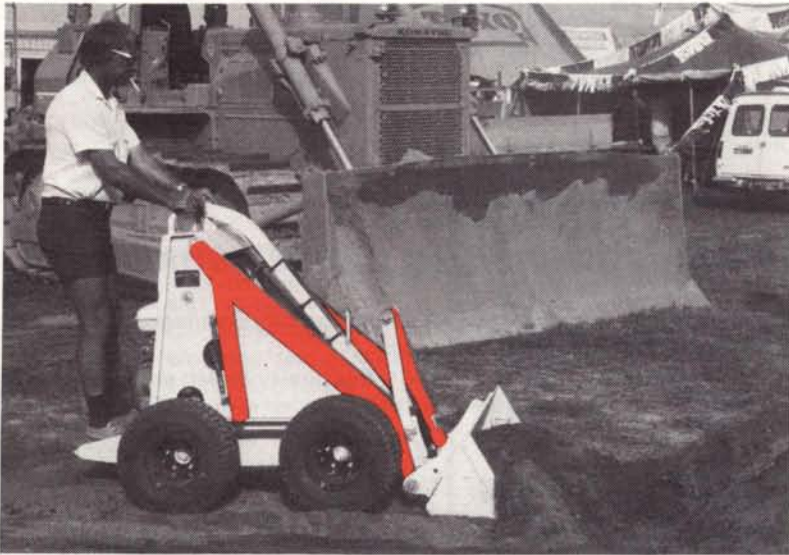
Telephone (07) 229 2166 or mail to: GPO Box 2123, Brisbane. 4001

Write 106 on Reader Inquiry Card

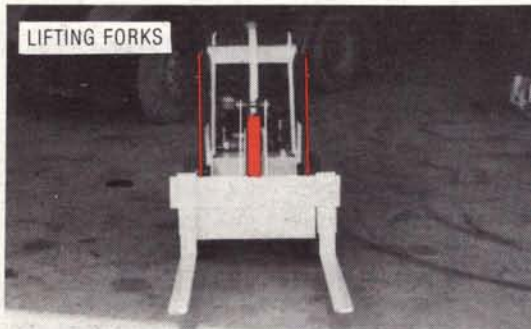
RIGA'L "DINGO"

Versatile, Economical, Low Maintenance, Super Loader

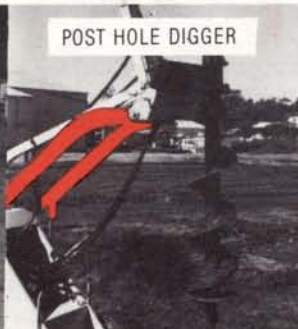
**Introducing the New Riga'l Universal Loader "Dingo",
Especially Designed for Australian Conditions.**



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.



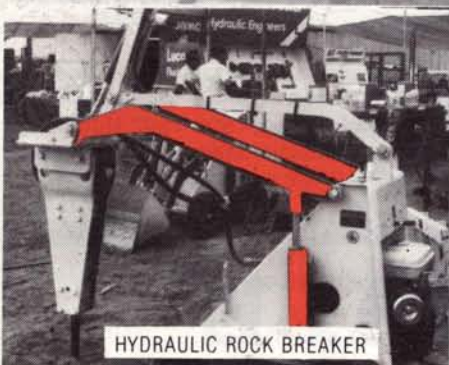
LIFTING FORKS



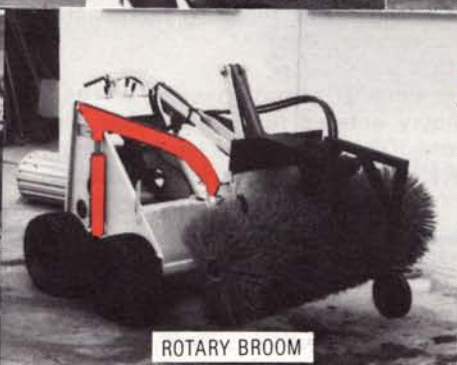
POST HOLE DIGGER



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