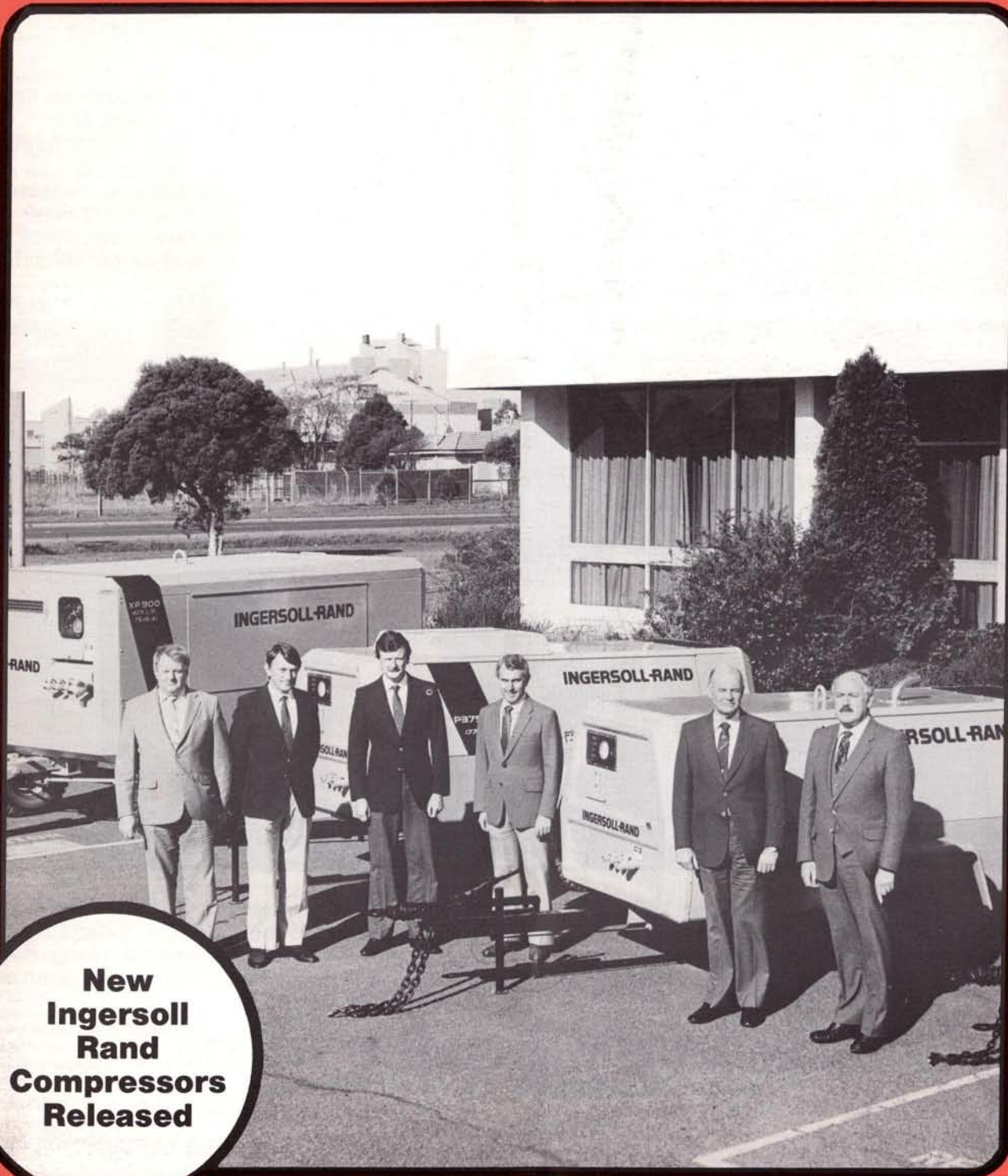


HIRE & RENTAL AUSTRALASIA

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OFFICIAL JOURNAL OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA.

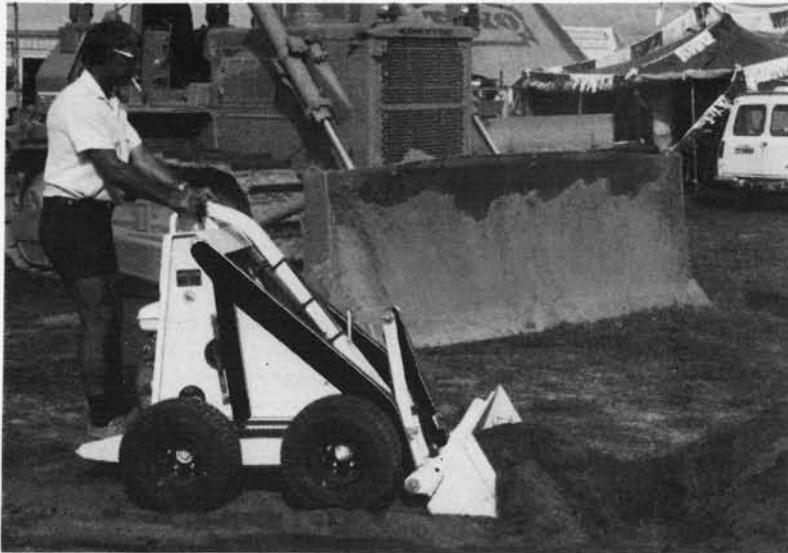


**New
Ingersoll
Rand
Compressors
Released**

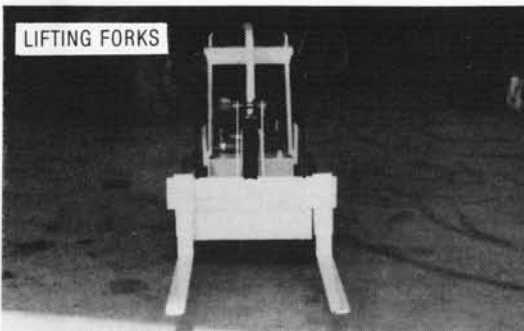
RIGA'L "DINGO"

Versatile, Economical, Low Maintenance, Super Loader

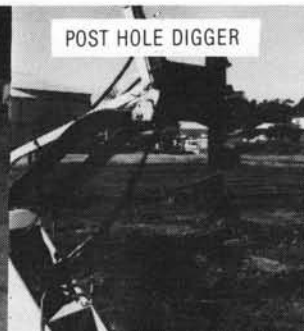
Introducing the New Riga'l Universal Loader "Dingo", Especially Designed for Australian Conditions.



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.



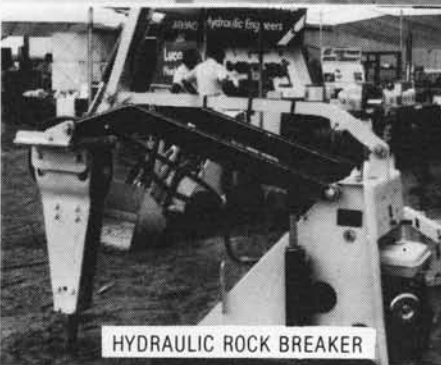
LIFTING FORKS



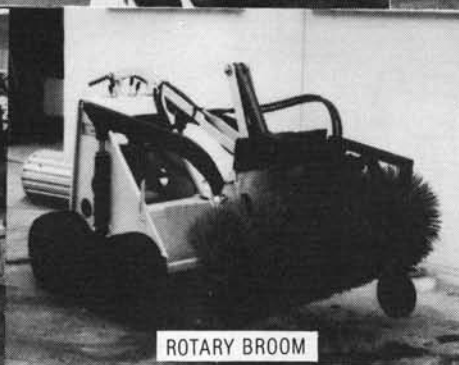
POST HOLE DIGGER



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.

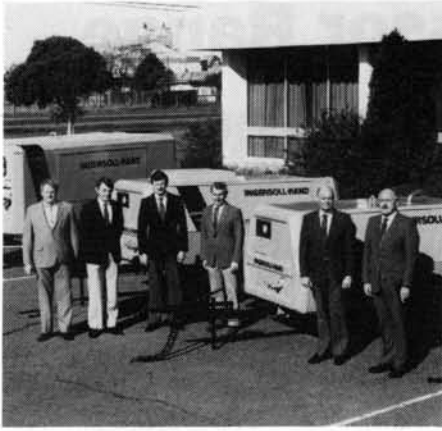
Riga'l "Dingo's" are sold throughout - Australia, U.S.A., Canada, United Kingdom, Saudia Arabia, New Zealand, Hawaii, Singapore, Hong Kong, Malaysia, Indonesia, Phillipines, Afghanistan and Mexico.

RIGA'L UNIVERSAL LOADERS PTY. LTD.

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Contact us for Information on your local Riga'l Dealer

See us at all Major Shows



Cover Photo: Ingersoll Rand recently released their new range of portable air compressors. Photographed with the new compressors are (right to left) John Massey, National Products Manager Portable Compressors; Vic Regional Manager. Keith Presswell, Managing Director. Tom Fenimore, WA Regional Director. Rick Farrar, NSW Regional Manager; National Sales Manager Compaction Products. Grant Farnsworth, Qld Region Manager. Bob Sare, SA Regional Manager.



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HARIB announces profit

After only a short time of trading our Association's Insurance Brokerage, HIRE AND RENTAL INSURANCE BROKERAGE PTY LTD has announced a profit. A dividend of \$136.46 per \$10.00 share will shortly be distributed to shareholding members.

This is a most positive result. Over 40 member companies, ranging from the larger operators down to the smaller member are now insuring under the scheme.

Shareholding is available to insuring financial members of the Hire and Rental Association of Australia, and limited to one share at \$10.00. The profit share arrangement is only one of the many benefits available to members who insure through our brokerage.

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.
President: Des Whelan (03) 543 2455
12 Rachele Drive, Wantirna 3152
Secretary: Lois Ziebell (03) 720 1835

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

New Portable Air Compressor Range from Ingersoll-Rand Released

The lightweights with a big punch (110cfm-900cfm) are now available throughout Australia, backed by full product support facilities.

The new generation compressors look good and perform well in the field. Sales of these units were big in the USA and sensational



in the UK. It's the UK manufactured units that I-R Australia have adopted and released at very affordable prices.

John Massey of I-R Australia described the new portables as "premium quality compressors at affordable prices". This combination of quality product at affordable price won large sales in the UK and should do well in Australia.

In short every model in its own class is a top performer. The precision air-ends punch out more air per BHP/KW than any other portable compressor manufacturer. Therefore they are extremely efficient to run.

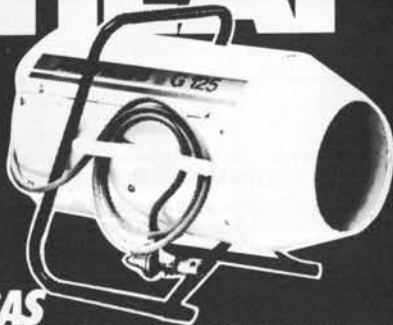
In fact Ingersoll-Rand's mid-range units (500-900cfm) save 010-12% on fuel thanks to the revolutionary Cummins LT/LTA 10 diesel engine. You will hear lots more about this remarkable engine in the future.

John Massey feels that the 110-175cfm portables will be ideal for the Hire and Rental industry. Booths units are easy to move and operate but tough and durable to withstand the hazards of continuous hire operations.

Here's a closer look at the smallest compressor - Ingersoll-Rand's P110.



Economic INSTANT HEAT



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- 2 Models - 30,000 BTU's to 260,000 BTU's
- Instant flexible industrial heating
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- Compact design
- Simplicity of operation
- G.A.N.Z. approved
- Reliable in service

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Vehicle Hire Insurance Scheme - Now Available

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

As an additional benefit to our programme a cover for hired and leased vehicles is now available. Designed to assist the smaller, independent vehicle hire operators, its rates are already being seen as most competitive - as low as \$200 per unit!

Major rental companies (often through self-insured programmes) have been pooling their "Numbers" resulting in lower rates which often have given them a competitive edge over smaller operators.

By offering this same "pooling concept" to our members, we can now achieve for them a more realistic premium cost. Future premium levels may alter dependent upon the group experience, however it is anticipated that they will remain stable.

Naturally, to protect the members, we seek to insure only those whose experience has been reasonable. The programme is underwritten by a large and reputable insurer and makes new inroads into the traditional methods of insuring hire vehicles.

The cover is available for sedans and goods carrying vehicles where the intended use is within the state where the vehicle is hired or a neighboring state. Should the hirer contravene certain conditions as to the use of the vehicle which are usually found in hire agreements, then penalties in the form of higher excesses may apply for which the hirer is responsible.

In certain cases where the conditions are contravened by the hirer, he may find

himself without protection for his liability in the event of an accident, however the hire company is protected at all times within the usual motor policy conditions.

Cover for hire-buses and coaches is available, however at this time, we cannot insure four wheel drive vehicles and those used in the Northern Territory and north of Perth.

The programme is again available only to members of the Association, however we welcome enquiry from non-members subject to their joining and being approved for membership of the Association.

In offering this cover to members we now complete the full circle of being able to cover all hire activities. If you hire it, we can insure it.



We've got the equipment that won't collapse when the going gets tough.

Like this latest state-of-the-art addition to the popular range of MIKASA rammers. The oil-bath lubricated Model MT-65 packs a powerful 700kg punch through its heavy duty spring cylinder, while new mounts effectively isolate vibration. A direct drive centrifugal clutch ensures stable and long life operation. And it has been this reliability and ease-of-use that has secured MIKASA's success in Australia for almost two decades now.

Mikasa

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HAA Commissions Survey

to determine
Rental Market

DO YOU KNOW

What is the public awareness and attitude towards hiring?

What types of Equipment are most likely to hire?

What makes an individual decide to hire, rather than purchase or borrow?

What is the extent to which sales may increase by simply making consumers aware of specific items available for hire?

What is the source of contact with your firm . . . Yellow Pages? . . . Word of Mouth?

McNair Anderson broach these and many other questions in their Rental Market Evaluation Survey.



Do You Know Your Rental Market? By Age? Sex? Lifestyle?

The ability to identify potential Rental Customers by sex, age, family income or lifestyle is fundamental for any Hireman planning a promotional programme for his business.

A survey, commissioned by the Hire and Rental Association of Australia was recently conducted by McNair Anderson Associates Pty. Ltd. It aimed to define clearly the demographic attributes of the equipment renter, and to establish the means by which renters locate rental firms.

The basic methodology employed in the survey involved face-to-face interviewing of a representative sample of respondents in Melbourne, Sydney and Adelaide.

Full details of this sampling, the fieldwork, data processing techniques used and the conclusions drawn are covered in a comprehensive 120-page report presented to the Hire and Rental Association.

Copies of the Report on the findings of that Market Evaluation Survey of the Equipment Hire and Rental Market are now available for purchase by members of the Hire and Rental Association. The cost is \$50.00 per copy, and they are available from Mr. Rolf Schufft, Secretary, Hire and Rental Association of Australia, 60-62 York Street, SYDNEY 2000.

RENTAL SURVEY ORDER FORM

Mr. Rolf Schufft,
Secretary,
Hire & Rental Association of Australia,
60-62 York Street, SYDNEY 2000.

Please supply _____ copies of the McNAIR ANDERSON MARKET EVALUATION SURVEY OF THE EQUIPMENT HIRE AND RENTAL MARKET at \$50.00 per copy including postage.

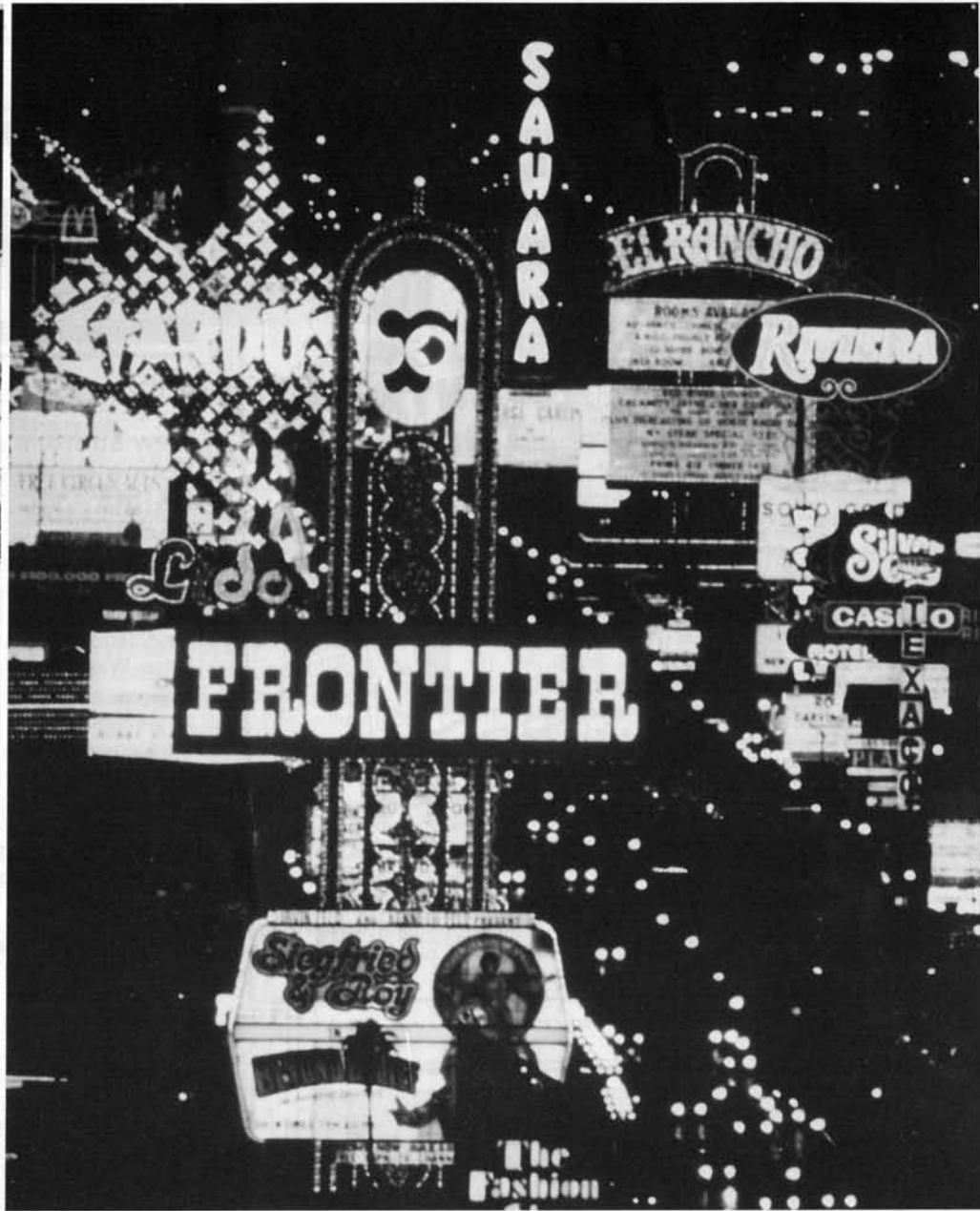
Please forward to:

NAME _____

ADDRESS _____

_____ POST CODE _____

My cheque for \$ _____ is enclosed.



Why settle for less when you can attend the biggest and the best...

The American Rental Association Convention and Rental Equipment Show, March 2-6, in Las Vegas.

Most of us only attend one industry convention a year so we make sure it's the best . . . the Partners in Progress, 30th Annual A.R.A. Convention and Rental Equipment Show. Here's what's in store for you this year:

The Seminars:

More seminars and workshops will be held throughout the convention than ever before. Learn how you can improve your rental business and manage it for assured growth.

The Trade Show:

Over 500 companies will exhibit their newest products. The Show will be held at the Las Vegas Convention Center conveniently located right next door to our hotel, the beautiful Las Vegas Hilton. Exhibit hours have been increased, doors open at 10 a.m. and stay open until 5:30 p.m., Monday thru Wednesday, and from 10 a.m. to 3 p.m. on Thursday. The exhibit floor is divided into five "easy to shop and compare" departments to save you time and tired feet.

The Fun:

We've planned rental store tours, tours of Las Vegas area attractions, a special western-style barbeque, a get-acquainted reception and a gala, final night banquet.

The City:

Bright lights, top name entertainment, hundreds of restaurants, and, of course, the casinos.

Come to where the action is and where your industry friends are . . . the American Rental Association Rental Equipment Show. For complete details and reservation forms, write or call: American Rental Association, 1900-19th Street, Moline, Illinois 61265, 309-764-2475.

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 CONVENTION
 & RENTAL
 EQUIPMENT SHOW
 Las Vegas, NV
 March 2-6, 1986



american rental association

Reader Inquiry Card No. 20

If you have a sandwich board, you'll welcome the alternative



Poster material, photographs, newsprint ads, blow ups and panel signs are easily displayed by the 'A'-frame system.

The clear acrylic front panel and fluted board are easily removed and replaced with a panel sign or chalkboard.

The whole system allows immediate announcement of specific promotions and special events.

The 'A'-frame is highly visible and demands attention.

Your outdoor advertising message can be changed from day to day for real impact.

Rental Industry Equipment Supplies

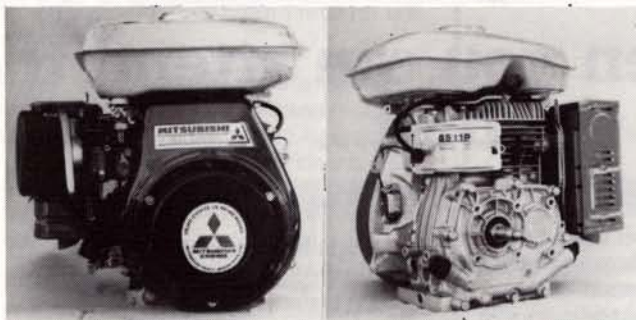
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POWER or RE-POWER it with:



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



SOME SPECIAL FEATURES:

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- ★ Dual-Element Air Cleaner
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- ★ Crankshaft extensions for replacement of most other makes

Australia-Wide Sales & Service

- ★ Also Available:
 - Self-Priming, Water Pumps, 1½" x 3"
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Adelaide :	438 Torrens Rd.	KILKENNY, S.A.	5009	(08) 243 2255
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TASMANIA: E.&I. Wholesale (003) 31 4086

Write 120 on Reader Inquiry Card

Briefly . . .

New address and Phone Number for H&RAA - VIC REGION Secretary

Lois Ziebell, Secretary H&RAA - Victorian Region advises that the new mailing address of the association is 12 Rachele Drive, Wantirna, 3152.

The new phone number is (03) 720 1835.

These changes are effective immediately.

BUDGET INCREASES AIRPORT MARKET SHARE

Market share figures released by the Department of Aviation have given Budget Rent A Car a boost.

They show that Budget lifted its market share by 1 per cent to 40 per cent, to head Hertz on 27 per cent, Avis on 24 per cent and Thrifty on 9 per cent. Hertz market share also increased by 1 per cent with a good performance at Launceston Airport.

ANITECH The New A.N.I. Subsidiary

Australian National Industries Limited has announced the formation of a new importing and marketing subsidiary.

The new division, named Anitech, will operate throughout Australia and New Zealand as a trading Company specialising in the hi-tech area.

Many product lines formerly handled by the now superseded ANI divisions, ANI Perkins and Warburton Franki, will form the basis of the Anitech range. These include micro computer equipment and peripherals, engineering, electrical and data systems, electrical and electronic products for all branches of industry and commerce, power tools and other high quality consumer products.

TRANSPORTABLE ELECTRICITY GENERATING SETS

The Standards Association of Australia has published a new standard covering the safety and performance of transportable electricity generating sets (up to 25 kW).

AS 2790 relates to transportable electricity generating sets intended to provide independent a.c. power supplies, typically 240 V single-phase or 415 V three-phase as used for building and light industrial use.

This standard, specifies requirements concerning electrical and mechanical safety, protection against heat, fire and explosion; also electrical, mechanical, and total set performance; certain aspects of design, and markings. Appendices list important details to be specified before purchase and recommendations for use of generating sets.

Copies of AS 2790 can be purchased from any SAA office at a cost of \$10.80 plus \$2.50 postage and handling charge.

Whistle while you work . . . We need you!

Working in the private sector? You're really appreciated! Now every private sector worker in Australia is supporting one person on a Government income. Figures compiled by the Institute of Public Affairs show Federal & State Governments and local government, and their authorities now employ 1,663,300 people, while 3,256,500 people receive welfare payments.

These are supported by only 4,930,700 people in private enterprise.

REMEMBER

The only place success comes before work is in the dictionary.

VERSATILE FINISH NAILER

Paslode has announced the release of a new pneumatically-powered nailing gun designed for on-site trim and finish work on building sites, in prefabricating workshops, in furniture manufacture and in crate and pallet construction.

The Paslode Model MU212-F "Mustang" nailer weighs 1.7kg, measures 36cm long by 26cm high and is designed to drive finish nails of 7 different lengths from 1.6cm (5/8") to 6.3cm (2 1/2").

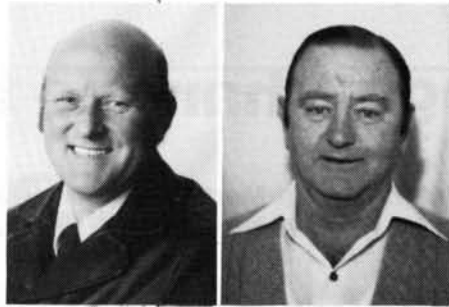
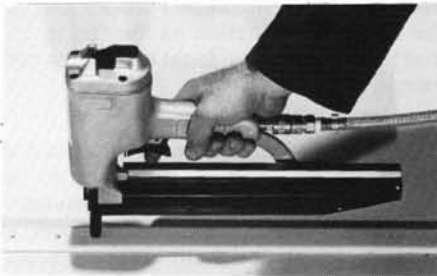
The "Mustang" nailer is designed to operate at a pressure of 550kPa to 830kPa. Design features include a long stroke disc piston motor and a strong tool steel driving blade which, combined with a lightweight air reservoir, provide ample driving power for nailing a wide range of hard and soft woods.

For further information:

Westons Packaging

Telephone (02) 609 1033

Inquiry Card 305.



Brian Winsall

Kevin Bresland

Norton Villiers opens W.A. Branch

Norton Villiers Australia Pty. Ltd announces the opening of its W.A. Branch.

Centrally located for all transport services at Belmont, Perth, the Branch provides supplies of Engines, Spare Parts, Pumps, Hoses, Fire Nozzles and etc. to the W.A. Hire & Rental, O.E.M. and Dealer Markets.

Mr. Brian Winsall has been appointed W.A. Manager following a successful 5 year term as Senior Sales Representative, Victoria & Riverina (N.S.W.). His leisure activities include racing Touring Cars at all major circuits including Bathurst.

Mr. Kevin Bresland is the Warehouse and Spare Parts Manager for W.A. and has extensive Spare Parts and Engine Reconditioning experience, having been Assistant Manager of R. Moore & Sons, Reconditioning Engineers, Perth. Kevin is a former State Junior Tennis Championship Winner.

NEW RANGE OF PNEUMATIC VIBRATING POKERS FOR THE AUSTRALIAN MARKET

A new range of high amplitude pendulum action vibrating pokers for concrete vibration is now available on the Australian market.

This range includes 28, 40, 50, 60 and 80 mm diameter spuds complete with air throttle control and 3 metres of hose.

For long life all spuds are made from special, high wear resistant, hardened steel. These units have only one moving part and do not require oil feed for lubrication. They rely instead on condensation from the compressor which drives them for lubrication.

Designed and built for reliability and for a minimum of down time, these pneumatically powered heads produce up to 16000vpm for optimum concrete vibration.

Of UK origin and relatively new to the Australian market these pokers have proved their success around the world, notably in NZ and the Far East.

The manufacturer is a specialist in the manufacturer of concrete vibrating and finishing equipment. These units are proven rental equipment and are most competitively priced.

For further information:

Rental Industry Equipment Supplies

Telephone (03) 850 2316

Reader Inquiry Card 317

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.

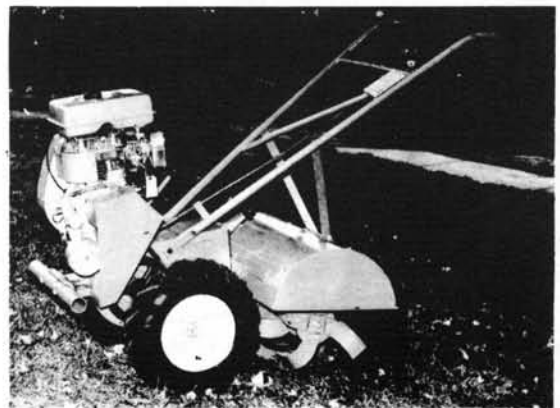
Call or write today for a free Rental Information Kit with product details.

Phone: 559 5622



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

Write 509 on Reader Inquiry Card



MANG JR 2000 ROTARY TILLERS

BUILT FOR THE RENTAL INDUSTRY

Tested under all conditions throughout
Australia for over ten years.

These rugged machines are now
Made in Australia by A & N

For further details contact:
ERIC ARCHIBALD (03) 544 4066
A & N EQUIPMENT

19 Manton Road, South Oakleigh, 3167

Write 515 on Reader Inquiry Card

New Act Brings Changes to Insurance

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

The Insurance Contracts Law of 1984 will throw out all the textbook learning of insurance law that has taken place over the last 200 years. The intention of the Act is to reform and modernise the law relating to certain contracts of insurance so that a fair balance is struck between the interests of insureds, insurers and other members of the public.

The Insurance Contracts Act arises out of a reference to the Commonwealth Law Reform Commission almost 10 years ago. Since receiving the reference the Commission has prepared issues papers, discussion papers and reports, held seminars and public meetings, and in the end came up with a piece of legislation that together with the Insurance (Agents & Brokers) Act, will have a far-reaching affect on insurance consumers for many years to come.

Insurance companies will bear the brunt of the changes, some of which have been too radical and will unfairly hurt insurers and ultimately consumers. However, it is an Act which the insurance industry is going to have to live with. Regulations under the Act are still being formulated by Treasury and Attorney General officials in Canberra and it is expected that the Act will take effect from about September 1985.

Insurance Companies will be required to change their practices, both in respect to proposals and in dealing with claims. No insurer will "go under" because of the legislation - what will probably happen is that the consumer will end up paying for the reforms which are supposed to benefit him.

Premiums will go up for two reasons. First, the Act requires an enormous volume of information, massive documents to be supplied to the insured before a contract is entered into and at various other stages. Second, there are certain changes to practices of insurers that currently exist which will mean that certain types of insurance will not be readily available in the market place.

Products Liability insurance may fit this second reason as there is a likelihood that insurers will not be able to exclude their liability for latent defect and the reaction will be either that premiums will escalate or the only available market will be off shore.

The Insurance Contracts Act 1984 does not work by imposing upon insurers a monetary penalty for doing the wrong thing. What it does do is state that at various times the insurer should give the

insured advice, usually before the contract has been entered into, but also on a whole range of matters.

For example, if an insurer has an "average clause" in its contract, then before the contract has been entered into, the insurer must advise the insured how an average clause works. If the insurer fails to give the advice he has not broken the law. What happens is that the insurer will lose his right to apply the average clause in the calculation of the claim payout.

Insurance brokers who act on behalf of their client are referred to specifically under the Act in relation to notices. Where an insured's insurances are placed through a broker there is no necessity for the insurance company to provide notice. It is the broker's responsibility to ensure that his client's interests are fully covered. The broker can determine what notices should be given to the client, which will save the client being inundated with notices from insurance companies.

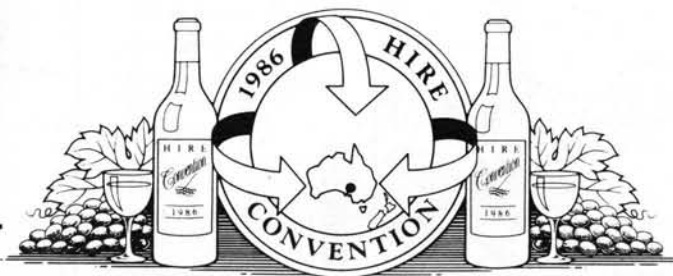
Two major benefits in the Act for consumers relate to the inability of insurers to vary a contract during its policy period and the cancellation rights of insurers. Before the implementation of the Act it has been possible to apply extra premiums or provisos if, upon inspection of a risk after the policy has been taken out, the insurer decides that the risk should attract more premium. This will not be able to be done when the Act is proclaimed.

Insurers will have very limited rights of cancellation. They will be restricted basically to non-payment of premium and the failure to disclose information to the insurer. Similarly, if an insurer does not let the insured know that his policy is up for renewal it is renewed anyway at no cost to the consumer unless of course the consumer wishes to claim and then a renewal premium may be charged.

Insurance companies will need to become extremely vigilant about the notices they should give. There is little doubt that the real winners in this new environment will be the legal profession as they try to sort out the fundamental legal difficulties contained in the Act.

The services of a trained, professional insurance intermediary are going to become even more important to the insurance consumer. The complexities of new insurance legislation, both in the contracts area and the new laws relating to insurance agents and brokers, highlight the need for using an insurance broker.

Changes to workers compensation insurance arrangements, insurance contracts, and the regulation of insurance intermediaries, will have a great impact on the insurance consumer. Unfortunately, someone is going to have to pay, and it is the consumer who may pick up the bill for the good intentions of successive governments.



HIRE & RENTAL ASSOCIATION OF AUSTRALIA INTERNATIONAL HIRE CONVENTION & EQUIPMENT EXHIBITION

Adelaide August 18-23 1986

Exhibitor Registrations now being accepted.
Contact John Stevens, 2 Seacombe Road, Darlington 5047.
Telephone: (08) 296 1001

Reader Inquiry Card No. 02



HITACHI RENTAL TOOLS THAT REALLY PERFORM




Will take Kango type bits

DH50SA
Capacity
Drill bit: 50 mm
Core bit: 125 mm
Power input: 1140 w
Impact rate: 2300/min.
Weight: 8.5 kg
Length: 495 mm



Will take Kango type bits

H55SA
Power input: 1140 w
Impact rate: 1450/min.
Weight: 9.5 kg
Length: 560 mm




DH38YB
Capacity
Drill bit: 38 mm
Core bit: 105 mm
Impact rate: 2500
Weight: 6.9 kg
Length: 473 mm



PH65A
Power input: 1500 w
Impact rate: 1200/min.
Weight: 15 kg
Length: 664 mm



H45SA
Power input: 1000 w
Impact rate: 2700/min.
Weight: 5.6 kg
Length: 439 mm



H85
Power input: 1650 w
Impact rate: 950/min
Weight: 33 kg
Length: 807 mm

**Use our Mail Order Service
for Tools, Spares and Accessories**

PO Box 136 Bulleen 3105.

After Sales Service available in all States

10 Manningham Road, Bulleen.

Telephone (03) 850 2316

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

RENTAL INDUSTRY EQUIPMENT SUPPLIES



**CHECK
OUR
SPARE
PARTS &
NEW EQUIP
PRICES**

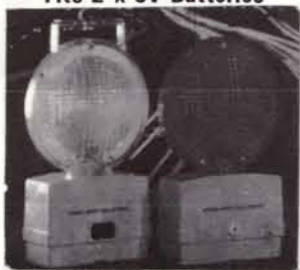
Genuine
**STIHL 08S
SHORT MOTORS**
\$308 ea

After Sales Service available in all States
Freight & Handling \$7.50ea

**STIHL 08S
POWER HEADS**
(no side cover)
Suitable for
**REPOWERING
CUTQUICKS ETC.**
\$379 ea

After Sales Service available in all States
Freight & Handling \$7.50ea

**FLASHING
AMBER LAMPS**
With Mounting Brackets
(Nil Batteries Included)
Fits 2 x 6v Batteries



\$16.50 ea
Freight & Handling
\$7.50 per box of 10

**VEE BELTS
A SECTION**

Size Range	\$ Price
A18 to A21	1.35ea
A22 to A28	1.55ea
A29 to A37	1.75ea
A38 to A44	1.95ea
A45 to A53	2.25ea
A54 to A59	2.45ea
A60 to A67	2.65ea
A68 to A74	2.85ea

Handling and Freight
\$1.50 per pair.

**8" FLOOR
SANDERS**



MIGNON S200
A Proven Rental Unit
\$2600 ea
Freight & Handling
\$75 ea

**DUSTLESS
FLOOR
EDGERS**



SDT 175 LV 175
Model SDT 175
\$940
Model LV 175
\$1045
Freight & Handling \$15.00 ea.

**STEAM EZI
ELECTRIC
URNS**



Easy clean Element.
Tap has metal compo-
nents for long life.
Australian made.

5 litre	\$132
10 litre	\$150
20 litre	\$179
30 litre	\$205

Handling & Freight
\$7.50 ea.

**ROLL CAGES
STACKABLE**



(sub frame not included)
Cage Size at Base
61cm x 42cm
Height 60cm
\$61 ea.
Handles optional extra
\$12.50 set of 4
Handling & Freight \$10 ea.

**AIR POWERED
VIBRATING POKERS**



Incl. 3 metre hose
and throttle control

28mm Poker	\$416ea
Handle & Freight	\$5.00
40mm Poker	\$467ea
50mm Poker	\$509ea
Handle & Freight	\$7.50ea
60mm Poker	\$537ea
80mm Poker	\$677ea
Handle & Freight	\$10.00ea

**KELSO
ALUMINIUM
PAINTERS
TRESTLES**



	Height	Incl. 20% Sales Tax	*Incl 10% Sales Tax
KPT 6	2.5m	\$151 ea.	139 ea.
KPT 8	2.4m	\$186 ea.	170 ea.
KPT 10	3.0m	\$220 ea.	\$202 ea.
KPT 12	3.7m	\$263 ea.	\$242 ea.
KPT 14	4.3m	\$303 ea.	\$279 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
\$1.73 ea.
Freight and Handling
\$4 in lots of 25

**WALL
PAPER
STEAMERS**



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

\$350
Freight & Handling \$10

TORQUEMATE

**AUGER
ATTACHMENT**



**POWER
PERFORMANCE
SAFETY**
with 1 man operation

Currently powered by the Stihl BT 308
unit, the Torquemate enables the
entire engine power to be used for
digging and not restricted by the grip
of the operator.

\$790 ea.

Freight & Handling \$50.00 ea.

**STIHL MOTOR
& AUGER BIT
NOT INCLUDED**



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.....

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.....

HITACHI
**Rental Tools For
Every Application**

HAMMERS

**PH-65A Demolition
Hammer in a Steel Case**

\$641

H-85 Demo. Hammer, Weight 33kg.	1040.00
Freight & Handling	\$25.00 ea.
PH-65A Demo. Hammer, Weight 15kg	841.00
Freight & Handling	\$17.50 ea.
H55SA Can use Kango bits 9.5kg.	514.00
H45SA Hammer 1000w Weight 5.7kg	379.00
Freight & Handling	\$12.50 ea.

HAMMER DRILLS

DH50SA Rotary Hammer
Will take Kango bits

\$541

DH25V 25mm 650w 2 Mode Action	441.00
Freight & Handling	\$10.00 ea.
DH38YB 38mm 1000w Rotation Stop	492.00
Freight & Handling	\$12.50 ea.
DH50SA 50mm 1140w Rotary Hammer	541.00
Freight & Handling	\$15.00 ea.

IMPACT DRILLS

VTP13A Industrial
2-speed D-Handle

\$163

VTP-13 13mm 700w Pistol Grip	138.00
VTP-13A 13mm 700w D-Handle	163.00
Freight & Handling	\$7.50

DISC GRINDERS

PDU-230 Heavy Duty
Ind. Cut Off Flange

\$139

PDP-100C 100mm 500w.	67.00
Freight & Handling	\$5.00 ea.
PDU-125A 125mm 1200w Spindle Lock	124.00
Freight & Handling	\$7.50 ea.
PDU-230 230mm 2300w	139.00
Freight & Handling	\$10.00 ea.

Warranty and After Sales Service
available in all States.

**CARBORUNDUM
ABRASIVES**

Floor Combination Rolls

200mm x 50m	
24 grit	\$115 ea.
Handling & Freight	\$10 ea.
300mm x 50m	
24 grit	\$173 ea.
Handling & Freight	\$15 ea.

Floor Paper Rolls

200mm x 50m	
40 grit	\$105 ea.
60 grit	\$80 ea.
80 grit	\$76 ea.
100 grit	\$68 ea.
120 grit	\$68 ea.
Handling & Freight	\$7.50 ea.
300mm x 50m	
40 grit	\$158 ea.
60 grit	\$121 ea.
80 grit	\$114 ea.
100 grit	\$102 ea.
120 grit	\$102 ea.
Handling & Freight	\$12.50 ea.

**PRECUT
FLOOR SANDING
PAPERS**
cut to fit

**HIRETECH &
CLARKE MACHINES**
24, 40, 60, 80, 100, 120 grits

92c 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.

85c 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	\$27 pack
60 grit	\$22 pack
80 grit	\$21 pack

Also available in 93 x 230mm
Handling & Freight \$6 per pack

**CARBORUNDUM
ABRASIVES**

SANDING DISCS

RESIN FIBRE
SANDING DISCS
178 x 22mm (7")

16 grit	97c
24 grit	81c
36 grit	79c
50 grit	72c
60 grit	67c
80 grit	66c
100 grit	66c
120 grit	66c

Handling & Freight
\$5.00 per pack of 40

100 x 16mm (4")

16 grit	56c
24 grit	49c
36 grit	49c
50 grit	49c
60 grit	49c
80 grit	49c
100 grit	44c
120 grit	44c

Handling & Freight
\$2.00 per pack of 20

SUPER SPECIAL
16" CUT-OFF WHEELS
(Nominate Bore)
Metal \$6.50ea.
Stone \$6.50ea.

Freight & Handling
\$7.50 per box of 10

SUPER SPECIAL
12" FLOOR SANDING PAPER
50 Grit
300 x 50 metre Rolls \$66.00ea.

Freight & Handling \$12.50ea.

**DEPRESSED
CENTRE
WHEELS**

METAL
230mm x 45mm
22mm Bore
\$2.25 ea.
Handling & Freight
\$7.50 per pack of 10



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

TREE STUMP REMOVAL

Now only takes minutes



PAL STUMP GRINDERS

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 professional use, yet in operation are simple enough for amateur use.

PAL Stump Grinders have been patented worldwide. They are unique and simple by design, low in maintenance, with superior grinding performance for professional 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 irregular shape, may be removed by repositioning the grinder as required.

PAL Stump Grinder specifications are:

- Width: 650mm (26"), Height: 750mm (30")
- Length: 1200mm (48") with handle folded
- Weight: 100kg, Engine: 10hp 4 cycle Petrol
- Centrifical Clutch, Dead man switch
- Cutters: 4 only, Carbide Tipped
- Operating Reach: 600mm (24")

PAL STUMP GRINDERS ARE PROVEN RENTAL UNITS

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

HITACHI
Rental Tools For
Every Application

SABRE SAWS

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

\$272



CR-10V Univ. blade attachment **\$272**
 Freight & Handling \$10.00 ea.

CHAIN SAWS

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

\$143



CS-280A Bar size 280mm 1140w. **143.00**
 Freight & Handling \$7.50

PLANERS

F-20A 6mm Rebate
 Cutting Width 82mm

\$83



F-20A 82mm Cut, Weight 2.5kg. **83.00**
F-30A 92mm Cut, 25mm Rebate **159.00**
 Freight & Handling \$7.50ea.

Warranty and After Sales Service
 available in all States.

HITACHI
Rental Tools For
Every Application

SANDERS

SAT-180 2 speed
 Sander/Polisher

\$151



SDD-110 Dustless Orbital 110mm **154.00**
SAT-180 Sander/Polisher 180mm **151.00**
SB-75 Dustless Belt 76x533mm **141.00**
SB-110 Dustless Belt 110x620mm **214.00**
SAY-150A Rotary Orbital 150mm **160.00**
 Freight & Handling **\$10.00**

CIRCULAR SAWS

PSU-9 2000w
 Max. Cut 84mm

\$178



PSU-7 190mm 1700w 65mm Cut. **148.00**
PSU-9 235mm 2000w 84mm Cut. **178.00**
 Freight & Handling **\$10.00**

SCREW DRIVERS

W-6VA Reversible,
 Variable Speed

\$119



W-6VA Variable Speed, Reversible. **119.00**
 Freight & Handling **\$7.50**

Warranty and After Sales Service
 available in all States.

HITACHI
Rental Tools For
Every Application

DRILLS

DMT-16 2-Speed,
 16mm Chuck

\$218



DG-6 6.5mm 320w Pistol Grip. **105.00**
 Freight & Handling **\$7.50 ea.**
DMT13A 13mm 700w DHandle 2speed **136.00**
DMT-16 16mm 900w DHandle 2speed **218.00**
 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 **238.00**
CC-14 355mm 2400w Cap. 115x115mm **268.00**
CC16SA 405mm 2400w Cap. 135x135mm **328.00**
 Freight & Handling **\$15.00 ea.**
CC12Y 305mm 2000w Cap. 100x100mm. **270.00**
 Freight & Handling **\$15.00 ea.**

Warranty and After Sales Service
 available in all States.

COATES MK II
TROWELLING AND
FINISHING MACHINE
 for expert floating
 and finishing



COATES MK II
TROWELLING
MACHINES

\$ 995 ea

Handling & Freight \$:50 ea.

90Kg VIB
PLATE



\$1050 ea

Freight & Handling \$50 ea.

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

NEW HIGH PRESSURE PUMPS FROM NORTON VILLIERS

Norton Villiers Australia Pty. Ltd. (N.V.A.) has announced the addition of High - Pressure, Rotary Plunger Pumps to its Mitsubishi Power Products range.

Two models are now marketed in N.S.W., Vic., S.A., N.T., W.A., & Tas:

NV22G351 capable of up to 15 L/m at 600 p.s.i. (3½ H.P.)

NV22HG511 capable of up to 15 L/m at 1,000 p.s.i. (5 H.P.)

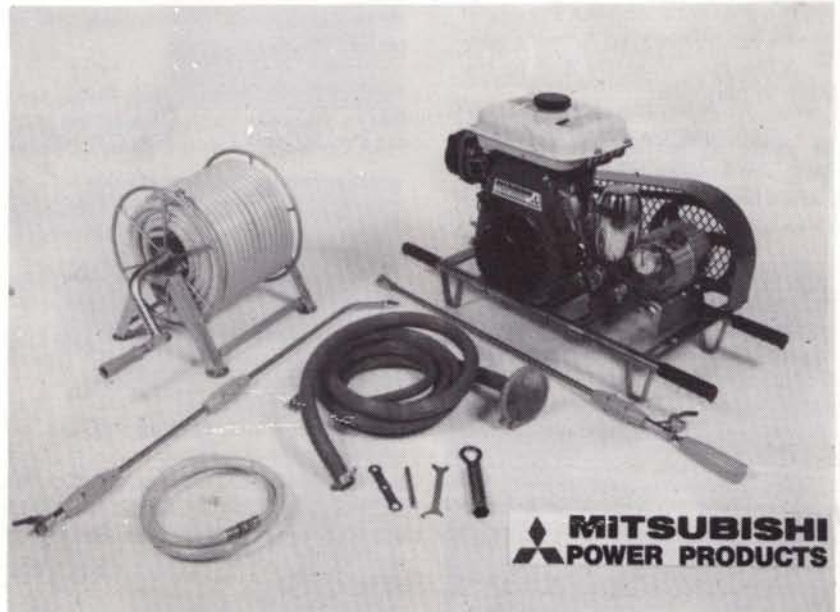
Both models utilise 2:1 Reduction, Cam-shaft P.T.O., Engines to provide a primary speed reduction for the 600/800 R.P.M. after secondary reduction by belt-drive.

These H.P. pumps are widely applicable for machinery cleaning and pastoral/agricultural jetting and spraying services.

As illustrated, the Standard Models supplied by N.V.A. come complete with H.P. Hose Reel, Interchangeable Cleaning/Spraying Guns, Suction Hose Kit, Return Hose Kit and Tools.

Full details are available from N.V.A. Branches in all States (see advertisement, this issue).

Reader Inquiry Card 322.



MITSUBISHI
POWER PRODUCTS

1985 CONVENTION CRUISE A GREAT SUCCESS

Arthur Staines and his fellows in the Queensland Association must feel a sense of satisfaction and pride in the success of the 1985 Convention Cruise on Oriana.

A change from the traditional convention format, the convention cruise appealed to many hirers who previously had not attended conventions before. In all 75 delegates registered, 28 from Queensland, 2 N.T., 10 N.S.W., 20 Vic., 6 S.A., 2 W.A., 2 N.Z. and 2 from the USA.

Seminar sessions were programmed on six of the ten days of the cruise.

Guest lecturers included Keith Banks, from the Small Business Development Corporation, Ann Noonan, an expert in business administration, Ron Wyatt, Flextool (Qld) Pty Ltd and John Mason, Betta Hire in Cleveland.

A comprehensive convention and social programme kept delegates on the go throughout the cruise.

On returning to Sydney, delegates spent an enjoyable day as guests of the NSW Hire Association as they toured selected Hire yards in the Sydney suburbs.



Arthur Staines (Right) receiving the 1985 Presidents Award from HAA Ron Williams.

PRESIDENTS AWARD 1985 PRESENTED TO ARTHUR STAINES

Popular Hire personality from Queensland, Arthur Staines is the recipient of the Hire & Rental Association of Australia's Presidents Award for 1985.

In making the presentation HAA President Ron Williams acknowledged Arthur's contribution to the Hire Industry and to the Association in particular.

After 28 years in textile and clothing wholesaling, Arthur joined the Hire Industry in 1969 when he and wife Carol purchased All Hire Pty. Ltd.

Arthur has been actively involved with the H&RAA Queensland Region since 1965 and is a past president of that Association. He is currently a delegate to HAA, and was one of the two representatives from Queensland who met with those from other states in 1972/73 to bring about the formation of HAA.

As the convention co-ordinator for this year's very successful "Alive '85" Convention Cruise Arthur has continued his active involvement in the Hire Association and its activities.

Congratulations Arthur on your Award.



LUCKY JEAN WINS A CRUISE

You'd smile too if you had just won the prize of a cruise for two on P&O Oriana. Jean Riley, Gippsland Party Hire, was the lucky convention goer to win the cruise prize donated by P&O.

Pictured with Jean & Ken Riley, are (left) P&O's Representative travelling with the HAA Convention and Oriana's Captain.

FLEXTOOL EQUIPMENT EXHIBITED ON ORIANA

Ron Wyatt, Flextool (Qld) Pty. Ltd. was all smiles when our cameraman met him on board the Oriana during the Convention Cruise. The Flextool range of equipment was prominently displayed and effectively promoted to delegates during the ten days of the cruise.





From L-R, Don & Margaret Neate, Qld, Mel & Leith Bungey, WA, Ron Williams, Vic, Kristine & Chris Kellerman, Vic.



L-R, Jan Trotter, Vic, Gary & Helga Bennett, NSW, Ken Banks, Guest Speaker, Lindsay Trotter, Vic, Margaret Banks, Dave & Nerlaine Eastwick, Qld, Dave Miller, Qld.



From L-R, Rob & Helen Christie, NSW, Owen & Cathy Staines, Qld, Geoff & Cheryl Christie, NSW, Gabi & Mark Cambridge, SA, Neil Hallett, SA.



From L-R, Dorothy Verney, Qld H&RA Sec, Mrs. Hallett & Neil Hallett, SA, Tracey Verney, Qld, o, Qld, Jayne & Christopher Hallett, SA.

TRUMPF EXTEND RANGE WITH NEW PUNCHER AND SPOT FASTENER

Warburton Franki announce that two new power tools have recently been added to the wide-ranging selection on offer from Trumpf.

Holes up to 10.5mm may be punched, with a single stroke, in steel metal up to 3mm thick by Trumpf's new TS 300 power punch. Comprising round, square, rectangular or oblong punch die stripper, the simple three-part tool sets are quickly and easily exchanged. Power punch may be supplied with a co-ordinate table to extend its field of application. Scales and pre-settable stops allow single components with rows of holes to be accurately batch-reproduced.

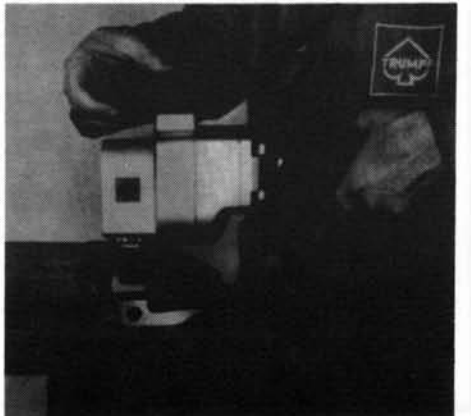
The TS 300 is electrically powered and weighs only 6.7kg; it has a punching capacity of 30kN, a maximum stroke rate of 2/sec. and a throat depth of 55mm. A cutout in the upper frame of the device permits the matching of sectional or similar material with a flange height up to 30mm.

Mechanical spot fastening of any material up to 3mm thick which may be cut and formed is performed at the maximum rate of two strokes/sec. by Trumpf's TF 300 power fastener which again features a simple three-part tool set comprising punch, stripper and die. The tools are shaped to provide a simultaneous cutting/forming process.

While material is partly cut from the top sheet and pushed through the lower sheet, the lower sheet itself is formed to provide an overlap between both sheets. As the partial cut is connected to the upper sheet by webs, a positive connection of considerable strength is produced. To facilitate the fastener's use as a stationary machine, the standard co-ordinate table is available with a scale and stop system for accurate positioning of the joints, even on batch reproduction.

The TF 300 has an output of 900W and a maximum punching capacity of 30kN; it will find applications in any industry where box-shaped components have to be assembled or strips and profiles have to be connected to flat workpieces.

For further information: Contact your nearest Warburton Franki office, or write 201 on Reader Inquiry Card.



TORQUEMATE MAKES IT EASY

TORQUEMATE AUGER ATTACHMENT

POWER PERFORMANCE SAFETY

with 1 man operation

Torquemate is one hand held post hole digger that can make these claims for a fully portable machine.

Currently powered by the Stihl BT 308 unit, the Torquemate enables the entire engine power to be used for digging. It is not restricted by the grip of the operator.

With its extra power Torquemate will dig where others give up. Where the ground has hidden obstructions such as rocks or old foundations, the Torquemate can be used at full power with confidence because the Torquemate frame absorbs all the torque - even when the auger hits an obstruction. There is no danger of kickback.

The power unit and transmission are also protected by a torque limited device.

In less than a minute Torquemate can be stowed in a car for transport to the job site. On arrival reassembly is just as quick and its easy as no tools are required for the assembly.

For further information:

Rental Industry Equipment Supplies

Telephone (03) 850 5878

Reader Inquiry Card 330



REWARD FOR RECOVERY

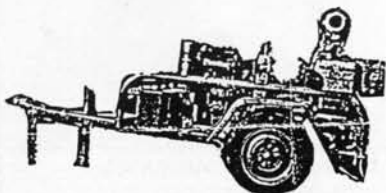
Stolen from Mandurah on
6th November 1985

GEHO PUMP 4"

Diesel driven trailer mounted.
Lombardini two cylinder diesel.
Serial No 1540814 Painted Yellow.
Together with Suction and
Delivery Hoses
Reward offered for recovery.

Please telephone Kelvin Green
(09) 535 2523

PEEL HIRE SERVICE



DUSTLESS FLOOR EDGERS FOR THE RENTAL MARKET

Now there are two distinctive floor edgers to compliment the floor sander rental market.

The Model SDT-175 disc sanding machine is a most versatile unit. It features an offset disc. (Height above disc - 60mm) This unit will sand the outer edges of timber floors along the walls, but can also sand beneath cupboards, radiators, fixtures etc. In fact, the extended reach of the SDT 175 unit makes it a very functional unit for the sanding of areas which are inaccessible to drum type floor sanding machines.

The LV 175 Model disc sanding machine is specifically designed for the sanding of timber stairs. It too may be used for sanding the external edges of floors along walls which are not accessible to a drum type floor sander.

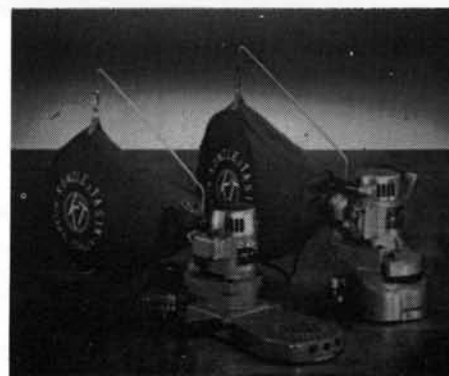
However, the LV 175 also has a built in light, which, together with its efficient dust extraction system makes it a most suitable machine for working in very confined areas.

Both units use standard 175mm diameter sanding discs, which are exposed to allow

for close sanding to skirting boards and fixtures.

With good balance, 1100 watt motors, efficient dust extraction features and approximately 15kg in weight, these two robust units are well suited for rental use.

For further information:
Rental Industry Equipment Supplies
Telephone (03) 850 2316
Reader Inquiry Card 333



Traps for the Unwary

by Rob Goldman Hire & Rental Insurance Brokers Pty Ltd

Most hire and rental firms have Public Risk cover which should include a "Goods Sold or Supplied" extension. However it must be noted that the cover is not applicable to the business of manufacturing, processing or importing. It simply covers your liability for the Sale of the Goods – not the liability arising out of the product itself.

"That's fine", you may say. "Whilst I import some equipment for hire or sale I don't manufacture it. Any liability therefore resulting from the product is the manufacturers – not mine."

This is not entirely so. As a result of the Trade Practices Amendment Act (1978), should the manufacturer not be represented in Australia then you take on the obligations and responsibilities of the manufacturer. If you import under licence or as his agent the same circumstances may apply.

The resultant cost of such litigation can be crippling. Even if you were to win the case, could your business carry the burden of the legal fees involved?

This advice is also applicable for Associate members who may import machinery, equipment or parts from overseas. It is therefore most important that you cover such potential catastrophe by way of Products Liability. HARIB, in understanding the needs of the hire industry, can quote most reasonable premiums in this area.

Whilst on the subject of liability it is worth mentioning that many members have registered plant, i.e., mobile compressors, trailers, front end loaders, etc., and liability resulting from such plant is often uninsured. The usual Public Risk policy may be extended to cover *unregistered* vehicles and plant only – another trap for the unwary. HARIB

has developed a 'blanket' liability cover for all registered plant within its programme.

The Subrogation Clause found in most policies can be another trap. Simply put, this clause gives the insurance company the right to recover from a negligent third party the amount it has paid out in a claim.

Imagine the scenario of having hired out some equipment to your best customer. As a result of his negligence (perhaps a little mistake) or that of one of his employees the equipment is damaged. You make a claim with your insurance company and they settle it with you. The next thing that may happen is that your best customer is on the phone demanding to know why your insurance company is threatening him with legal action to recover their loss. You have lost your best customer.

Under the HARIB cover, Special Risks cover for hire stock/plant, the right of subrogation can only be exercised by the insurer *with your permission*. This can save you a lot of embarrassment – and money.

There can be many traps in insurance for the unwary and HARIB, as your Association's brokerage, seeks to avoid these traps for you.

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



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● Write 513 on Reader Inquiry Card



WALLPAPER STEAMERS

Manufactured in Australia
Specifically for the Hire Industry

Features:

- Stainless Steel Cylinder
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BUSINESS WITH GOOD POTENTIAL
SOLID REPUTATION - ESTABLISHED 12 YEARS
MACHINERY MANUFACTURING & DISTRIBUTION COMPANY

Supplying machinery for
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Good potential for expansion
PRICE \$95,000 plus stock

For further information write to:
THE MANAGER, P.O. BOX 136, BULLEEN 3105

Reader Inquiry Card No. 204

Prompt Payment of State Accounts?

Legislation in the form of a Private Members Bill, is to be introduced into the Victorian Parliament. It would require the government, its agencies and statutory authorities to pay their debts by the 25th day of the month following the date of invoicing.

If payment is not made by this date, the government or its agency would pay a penalty equal to two per cent higher than the long-term Commonwealth Bond rate as fixed under the Penalty Interest Rates Act 1983.

Ultimately the taxpayer foots the bill when suppliers to government build-in an interest rate factor to offset costs incurred by late payment of accounts.

Currently the Government, and particularly its tax agencies, show little mercy to debtors, often requiring payment in advance, or charging heavy penalties for payment made after the due date.

The business sector also reports increasing delays by government in the payment of its bills, and it is evident that business continues to become the unpaid bankers and tax collectors for the government.

Another section of the Bill would oblige government purchasing agencies to seek discounts for "fast track" payment. This should help reduce the cost of goods to government.

The "fast-track" section has been incorporated following reports that government departments tell contractors not to offer such discounts, because they are unable to make such prompt payments.

BAR MAINTENANCE

The bar on your chain saw requires maintenance just like your chain. Keep your bar rails square and flat. The bar should set on the rails on a flat surface, or you may check with a square. Check for inside groove wear. Here's how:

Place a straightedge against side of bar and one cutter. If there is clearance between bar and straightedge, the bar rails are good.

AERIAL WORK PLATFORM BROCHURE

Summit Machinery and Equipment Pty. Ltd., Australian distributor of the Aichi range of self-propelled aerial work platforms, has produced an informative full-colour product brochure describing and illustrating all seven machines in the range.

Designed and equipped for high level inspection, maintenance and plant erection work, machines of this type are now used extensively in the construction, power generation, mining, metal manufacturing and plant hire industries.

In addition to detailing technical features and manufacturer's specifications, the new brochure lists operational limits and criteria for all machines and also provides working range diagrams for individual units.

Produced entirely in Australia, the brochure is available free to bona fide enquirers from: **Summit Machinery and Equipment Pty. Ltd.**, P.O. Box 160, Auburn, NSW, 2141.

Telephone (02) 648 0501
Reader Inquiry Card 318

GASMASTER HEATERS G125 & G260

These units are the ultimate where areas of heat are required.

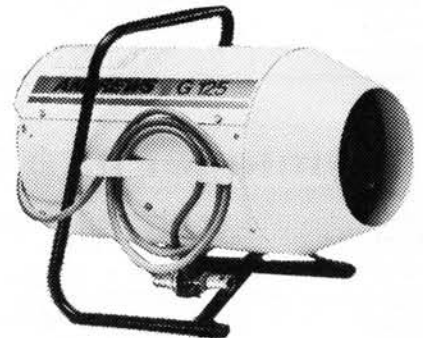
Gasmaster heaters are compact, simple to operate, providing instant flexible heat with 100% performance. Units are equipped with a safety feature for gas or flame failure.

G125 capacity is 30,000 to 125,000 btu, with heated air flow of 400 cfm. Gas consumption is 1.39 to 5.8lb/hr or 0.6 to 2.6kg/hr with an approx heating area of 31,250 cu.ft. or 875m³. Weight 36lb/16.4kg.

G260 capacity is 65,000 to 260,000 btu, with heated air flow of 1200 cfm. Gas consumption is 3.0 to 12lb/hr or 1.36 to 5.5kg/hr with an approx heating area of 65,000 cu.ft. or 1840m³. Weight 60lb/27kg.

These units are lightweight which offers mobility and can be installed with little effort.

For further information
BESTWAY HIRE SERVICE
Tel: (062) 82 1862/82 1515
Reader Inquiry Card 315



READER INQUIRY CARD

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

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My Name is: _____

Company: _____

Address: _____

HEALTEQUIP DISPLAY EXTREMELY SUCCESSFUL AT ROYAL BRISBANE SHOW



After a break of five years, Healthequip again attended the Royal Brisbane Show.

Now with a staff of 15 and an extensive product range, we are now keen to open the doors and give the opportunity to the rest of the Hire Association to join with us.

After 18 years of supplying distributors across Australia Healthequip can still boast the fact that during that time we have never had a company lose money or go broke in the hire and sales of health equipment; the principle being that as a distributor, one starts off with a basic display to interest customers and as the hiring business increases in size, stock is ordered accordingly.

Our major success is derived from the concept of hiring with the option to purchase. Not only do we derive a profit from our hire business, but there is also a substantial amount of retail sales. Unlike most hiring firms where the equipment becomes old and needs servicing our stock has a quick turnover and our products always look new. A simple inspection of our hire stock will verify this point.

For many of you who have hired out health equipment in the past, it is possible that you are still trying to hire out sauna baths and belt massagers which were popular in the 60's and 70's. Nowadays the trend is in exercise and weight training equipment, inversion (body machine), posture chairs, hand massagers and surgical equipment.

As a result of the success of our editorial in Hire & Rental Australasia, Vol. 6, No. 1, 1985, we feel we should bring you up to date with current trends and variations in the business.

We ship regularly to all States (including the Northern Territory) and would be only too pleased to bring you up to date with current trends. As specialists in this field, if we can assist you in any shape or form, please contact my manager, Juan de Soto, or myself.

Yours in good health, John W. Bright, Managing Director.

NEW PORTABLE COMPRESSOR P110 FROM INGERSOLL-RAND

INTRODUCING THE LIGHTWEIGHT P110 PORTABLE COMPRESSOR WITH THE BIG PUNCH IN COMPRESSED AIR

The P110 powers one or two breakers or other air tools and is light enough to be manoeuvred by only one person.

It is designed for light construction and utility site work, giving ample power, ease of towing, and long operating life.

The top canopy is moulded from tough, glass reinforced polyester, and the lower enclosure is of an all-welded heavy gauge steel plate construction. As an added "extra", the mudguards are made from an engineering thermoplastic material which is undentable.

An air cooled diesel engine drives the rotary screw air-end. Air-ends are precision machined to a mirror like finish to bring them as close as is theoretically possible to the ideal rotor design profile.



Air regulation is by means of a rolling-diaphragm system designed to automatically sense any fluctuation in air demand and match engine-speed to it. Air regulation is stepless from idle to full engine speed. The results are less engine wear and great fuel economy.

Engine and air-end are protected by separate air intake filters. These two-stage, high efficiency filters are equipped with air flow restriction indicators which show when elements should be replaced.

Oil carry over is restricted to less than 10 parts per million by a two stage separation process.

Instruments and controls are situated behind a lockable door at the front of the P110. Controls include the on/off switch, the starter and safety over-ride button and a cold-start control. Instruments include the air discharge pressure gauge, which displays actual working pressure, an hour meter and the battery no-charge warning lamp.

A wide opening canopy allows easy servicing and maintenance and all service items have been located for easy access. Opening of the canopy is aided by gas filled struts. The P110 is small and light enough to be transported with ease and economy. A lifting bail is a standard feature but can be removed for on-site security.

Good towing characteristics and excellent stability of the P110 are provided by torsion-bar suspension, the wide-wheel base and the low centre of gravity.

Free air delivery of the P110 compressor is 110cfm (3.1 m³/min 52 l/sec) at 102psi (7 bar - 700 Kpa).

For further information:
Ingersoll-Rand (Australia) Ltd.
Telephone (03) 754 1611
Inquiry Card 306

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Specialising in Hoists & Elevators
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GOOD TURNOVER & EXCELLENT POTENTIAL

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A & N PLANT HIRE, 19 MANTON ROAD, SOUTH OAKLEIGH 3167

Reader Inquiry Card No. 207

COMING EVENTS

HIREX '86 Conference & Exhibition

Date: January 21-23 1986

Venue: Wembley Conference Centre, London

Contact: Mike Wesson
C/- Hire News
Wentworth House,
Peterborough PE1 1DS
United Kingdom
Tel: (0733) 63100

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

A.R.A. National Convention & Rental Equipment Show

Date: March 2-6, 1986

Venue: Las Vegas Convention Centre, Las Vegas, Nev.

Contact: American Rental Association, 1900,
19th Street, Moline, Ill. 61265
Tel: (309) 764 2475

Vertical Drive Diesel for Rental Use

A vertical drive diesel engine called the Acme ADN 54V has been released by AETCO. The engine is rated at 12 hp (8.8 kilowatt) at 3,000 rpm is claimed to be suitable for prime power supply in small garden tractors, edgers, skid steer loaders, trenchers and as a drive for post hole borders and core sampling drill rigs.

The engine has a bore of 90 mm and a stroke of 85 mm. It has a displacement of 540 cubic centimetres. Manufactured by Acme Motori of Northern Italy, the engine is widely used by European manufacturers of agricultural and horticultural machinery and is claimed to be currently under test by some of the north American major manufacturers of mobile turf care equipment.

A spokesman for the company said "We see a real need for a high quality vertical shaft diesel as a repower plant for mobile equipment. This will be particularly so where engine reliability is a prime concern and where fuel savings are also important.

For further information:

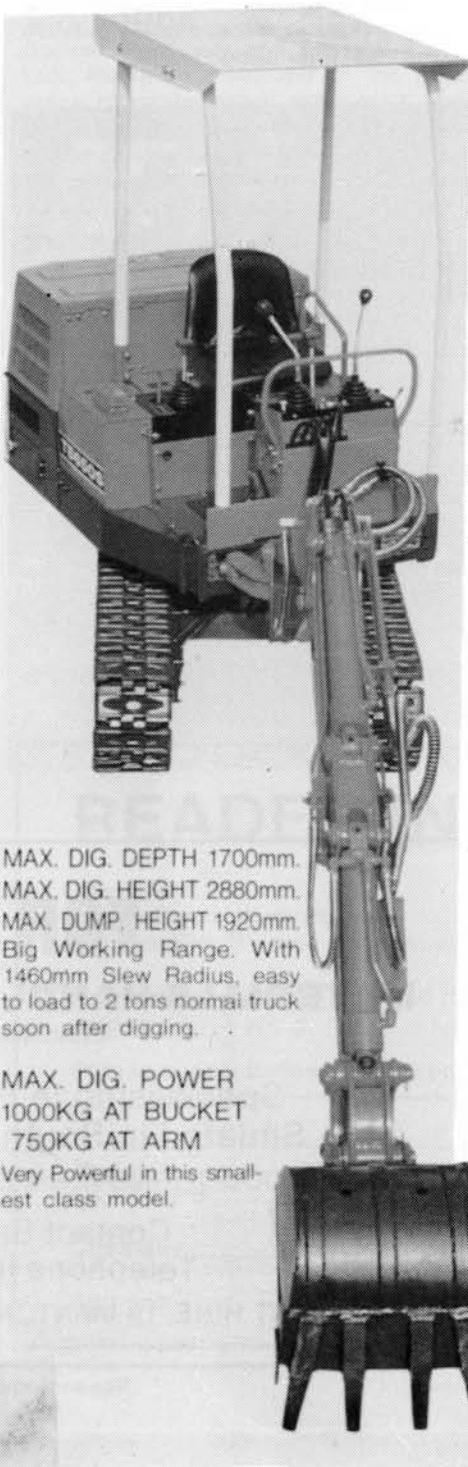
AETCO
Telephone (02) 684 4666
Inquiry Card 303

THE TB650S COMPACT CRAWLER BACKHOE.

The diesel powered TB650S backhoe is a proven, robust, rental unit.

With an operating weight of 1100kg (2420 lbs), mounted on rubber crawlers, and with a ground pressure loading of only 0.210kg/cm (2.98psi) this unit can traverse concrete driveways, paths and soft garden areas without fear of pavement damage or bogging.

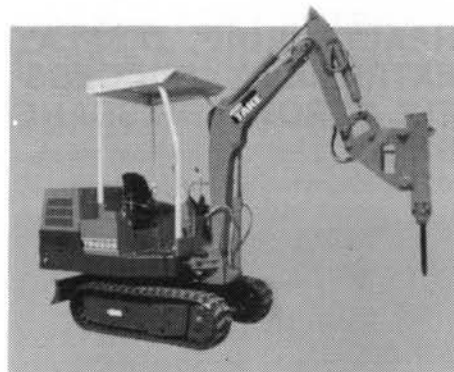
It features a narrow overall width (960mm) and short tail swing (1050mm). This combination allows for excavation of drains, siteworks and foundations in restricted residential and construction sites.



MAX. DIG. DEPTH 1700mm.
MAX. DIG. HEIGHT 2880mm.
MAX. DUMP. HEIGHT 1920mm.
Big Working Range. With 1460mm Slew Radius, easy to load to 2 tons normal truck soon after digging.

MAX. DIG. POWER
1000KG AT BUCKET
750KG AT ARM

Very Powerful in this smallest class model.



BREAKER HAMMER FITTED

Hydraulic Circuits and Pipes are built into boom. Breakers fitted with one touch couplings.

Simple hydraulic controls and excellent job visibility allow for efficient operation even by unskilled operators.

The TB650S is ideally suited for fast, economical trenching of gas, water, electricity or telephone services to a depth of 1700mm (5'6").

Backfilling of trenches, grading access roads, and the stripping of topsoil are all economically handled by using its powerful dozer blade.

On demolition sites, TR650S can quickly load bricks, rubble, and large masonry pieces using the bucket and dozer combination.

If fitted with an Hydraulic Breaking Hammer (an optional extra), the TR650S can reach 2875mm (9'4") high over a radius of 3325mm (10'9") to demolish masonry walls, concrete beams, slabs and pavements. Rock found in excavations can be broken to a depth of 1820mm (6'0").

Specifications of the TB650S are:

Overall Length	3270mm 10'7"
Overall Width	960mm 3'1"
Overall Height	2000mm 6'6"
Ground Clearance	210mm 8"
Operating Weight	1100kg 2420lbs
Ground Pressure	0.210kg/cm 2.98psi
Maximum Dig Height	2875mm 9'4"
Maximum Dig Depth	1700mm 5'6"
Maximum Dump Height	1920mm 6'3"
Rotation Degrees	360 360
Bucket Widths Minimum	200mm 8"
Bucket Widths Maximum	450mm 18"
Engine Output (Rated)	12.5ps 12.5hp

For further information:

Rental Industry Equipment Supplies
Telephone (03) 850 2316
Reader Inquiry Card 316

Non-metallic bearings reduce maintenance

Tuffclad "Moly" from Unasco Pty Ltd, is a new, non-metallic bearing material suitable for dry running bearings in heavy transport such as trailers, buses and cranes. It is suitable for bushes, thrust washers, spring shackles, air brake cams, king pins and crane wheels.

The material is available in sheet form, tube, or as semi-finished rod. It can also be supplied in finished parts to replace bronze bearings where lubrication is difficult or impossible. Rod sizes are from 20 mm diameter, tube up to 300 mm, and plate can be up to 45 mm thickness.

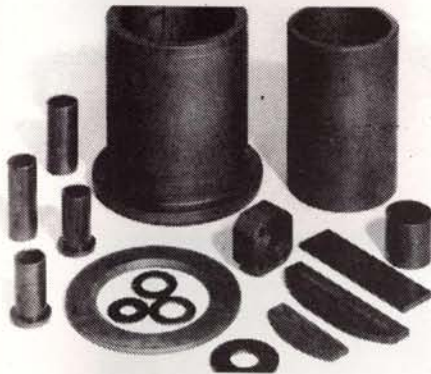
Moly has a higher load carrying capacity than polyamid - up to 300 kg/cm² - and a compression strength of 1300 kg/cm². It can be used continuously at temperatures up to 100°C. It does not absorb water and is not affected by oils or grease. If, however, fluids are used, the life of the bearing will be prolonged.

For further information:

Unasco Pty Ltd

Telephone (02) 636 1200

Inquiry Card 301



Mignon Floor Sanders

Robust in construction and smart in appearance, the Mignon S200 is a proven sander for the Rental Industry.

Mounted on adjustable casters for easy operation, the 200 mm (8") sanding drum has a variable spring load to allow full control when fine sanding cork or for heavy cutting of rugged timber floors.

A two stage switch allows easy starting of the 1½ HP motor which provides ample power for Rental use.

Handle may be removed to allow for transport in the smaller motor vehicles and it is light enough to be easily handled by the operator.

For further information:

Rental Industry Equipment Supplies

Telephone: (03) 850 2316

• Or write 521 on Reader Inquiry Card

Pacific Clamp Provides Positive Fixing

Suspending a chain lock or hoist from an overhead girder can now be accomplished safely by using the Pacific Girder Clamp.

The clamp is strongly constructed, has been fully tested and complies with Australian standards. It can be easily installed or removed simply by turning a bolt and completely eliminates the dangerous practice of suspending hoists from rope or wire looped over the girder.

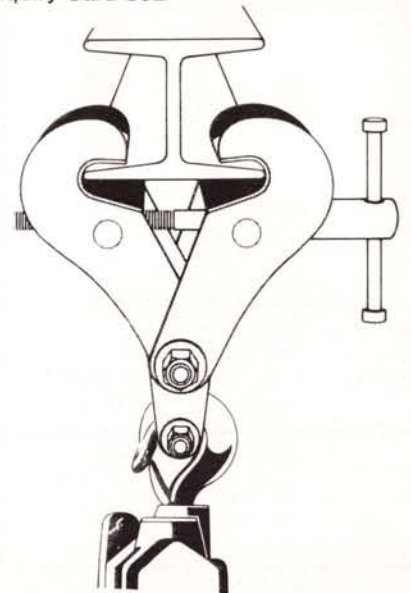
The unit can be fitted to girders up to 203mm in width and will support loads up to one tonne. Headroom is approximately 114mm.

For further information:

Pacific Hoists Pty Ltd

Telephone (02) 638 4511

Inquiry Card 302



NEW 7.5 TONNE TRUCK LOADING CRANE



A new truck loading crane in the 7.5 tonne metre class has been released by Australian Hydraulics Company. Called the Ferrari Model F075.02 the new model features a double knuckle boom, and infinitely variable operator controls.

The machine features a maximum boom length of 10¼ metres and a maximum hook height of 13 metres.

Designed for installation behind the cab of the vehicle on which it's fitted and is claimed to take up a minimal space of only 19" amount of tray space.

The unit features a slew of 370 degrees and twin hydraulic extendable jack legs for maximum stability.

Two additional hydraulic functions are also supplied as standard to enable the operation of rotating device and grapple for specific applications.

Australian Hydraulics expect the new Ferrari 7.5 tonne machine to be of real interest to the construction and plant hire industry.

For further information:

Australian Hydraulics Co.

Telephone (02) 638 5000

Reader Inquiry Card 319

THE BIG PUNCH

NEW RANGE
PORTABLES

A FIGHTER NEEDS STRENGTH, ENDURANCE AND A BIG PUNCH.
A PORTABLE COMPRESSOR NEEDS EXACTLY THE SAME QUALITIES.

Strength and endurance to withstand round after round of punishing work without let-up, and a big punch to deliver the air power needed to get the job done.

The Ingersoll-Rand team of portable compressors is like a stable of professional fighters – everything from lightweights to heavyweights – all prepared and tuned to provide controlled, aggressive performances when needed.

And all are backed by the best "corner-men" in the business – specialised distributors and technical experts located throughout the country.



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Perth: (09) 277 2211

Brisbane: (07) 277 6077
Adelaide: (08) 352 6122
Melbourne: (03) 794 1611

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