

HIRE & RENTAL AUSTRALASIA

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OFFICIAL JOURNAL OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA.



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Hire It Plant Hire

Doncaster





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Cover Photo:

Bill Pyle and Mike Gaffney are proud of the progress made by Hire It Plant Hire. In ten years since acquiring the business in Doncaster Vic., they have expanded and opened a branch at Ringwood. Pictured are their impressive new premises, just completed, which incorporate drive through facilities, mechanical equipment handling, and vertical storage of equipment to maximise the use of the storage space available.

HIRE & RENTAL AUSTRALASIA

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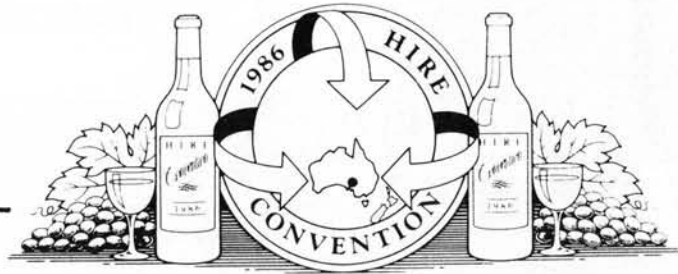
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HIRE & RENTAL ASSOCIATION OF AUSTRALIA

It is now but a few months until the Hire Convention and Equipment Exhibition in Adelaide. Together with our colleagues from the industry, many of us will visit Adelaide for convention week. Away from the hustle and bustle of our regular business routines we will have time to communicate for business and pleasure.

Time to communicate with colleagues, to swap ideas of mutual interest.

Time to communicate with guest speakers addressing seminar sessions on topics of mutual interest.

Time to communicate with equipment suppliers. To view and discuss the comprehensive range of rental equipment exhibited at the convention.

Time to communicate socially, to relax in beautiful Adelaide, to visit the vineyards of the Barossa Valley, or to tour the beautiful Adelaide hills.

Make a diary note now, to join us in Adelaide, August 18 - 23 1986, you'll be glad you did!

Further details are now available from Rob Osborne, Hire & Rental Association of Australia - South Australian Region, Industry House, 12 Pirie Street, Adelaide, 5000. Telephone (08) 212 4691.

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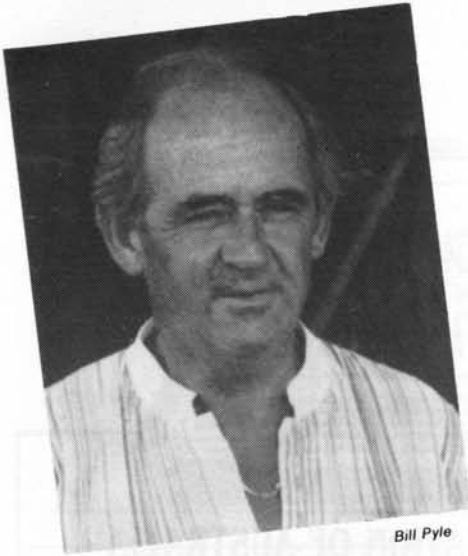
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Hire It Plant Hire

Doncaster Ringwood



Bill Pyle



Mike Gaffney

It was in the early 1960's that John Murphy chose to leave the security of his government job and try his luck in his own rental business.

The new business he established, later to be known as Doncaster Hirings, initially specialised in the hire and installation of builders temporary power poles, portable toilets, storage sheds and vehicle crossings.

John found a ready market for the temporary site equipment in a building industry which was booming. He worked long hours at home manufacturing equipment, often working until late at night and installing it on site during the day after completing his morning milk delivery round.

The business soon outgrew the limited space available at his home, so it was moved to a commercial site, with main road frontage, in Doncaster.

Doncaster in that period was one of Melbourne's fastest growing suburbs. New residents and the contractors working in the district soon created a demand for rental equipment generally, so light construction and handyman equipment was soon added to Doncaster Hirings inventory.

The business continued to grow, particularly in the site establishment equipment, and with this growth came the inevitable need for more space. New premises were purchased in the neighbouring suburb of Nunawading, with sufficient space to store the temporary site equipment at the rear and to display the rental equipment at the front.

A structural change to the business was made in 1971 with the registration of the name "Hire-It Plant Hire". The new Hire-It Plant Hire business hired the construction and handyman equipment and traded from both the Doncaster and Nunawading yards, while Doncaster Hirings continued to hire the temporary site service equipment from the Nunawading address.

In 1975 Michael Gaffney, who was at that time manager of Hire-It, and Bill Pyle, who had previously been employed as General Manager of Flextool, purchased the Hire-It Plant Hire Division of the business.

After twelve months they transferred the Nunawading business to its present location at 399 Maroondah Highway, Ringwood, a prominent site on a major arterial road.

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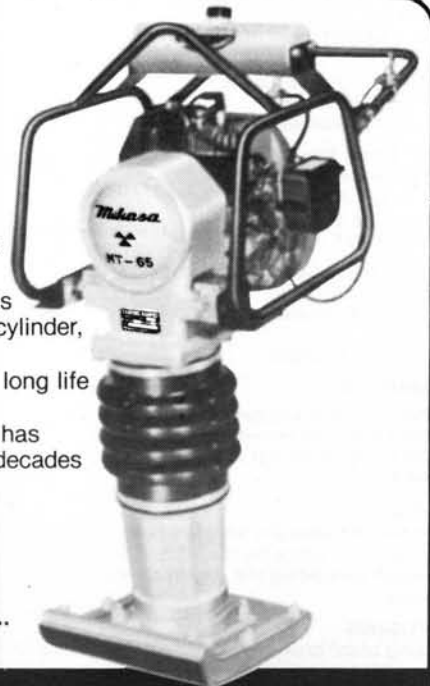


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For the first few years at Ringwood, business was conducted from a portable site office in a yard paved with crushed rock. A prefabricated steelclad garage was used for servicing and storage of equipment. In 1981 the site was developed to create a modern hire centre. The new complex incorporates the latest ideas for efficient hire control, equipment handling and display.

The yard in Doncaster Road, Doncaster was rebuilt last year. It not only incorporates many of the features proven at the Ringwood branch to facilitate the efficient handling of equipment, but also includes the administration offices for the business.

In the ten years Hire-It Plant Hire has been under the management and control of Bill Pyle and Mike Gaffney, it has taken its place among the more progressive hire companies in the Melbourne area.

Hire-It have recently expanded their range of equipment to include Backhoes, Front End Loaders for their contractor market and increased their Air Compressor Fleet to service the contractors and Government Departments who hire from them. These units compliment a comprehensive range of light construction and handyman equipment also available.

Computer Dockets are still handwritten at Hire-It, but for the last couple of years they have used their computer for Debtor, Creditor, Payroll and Sales analysis.

Micro-check security cameras have been installed at both sales counters and are used to record each hire transaction. "Our experience over the last ten years has proven the cameras to be a most effective method to reduce equipment loss," said Bill Pyle.

The new premises allow a very efficient movement of equipment both going out, or on return from hire. Equipment can be handled either by a gantry crane or fork lift. To achieve the most efficient use of storage space, equipment is stored vertically, where practical, on pallet racks.

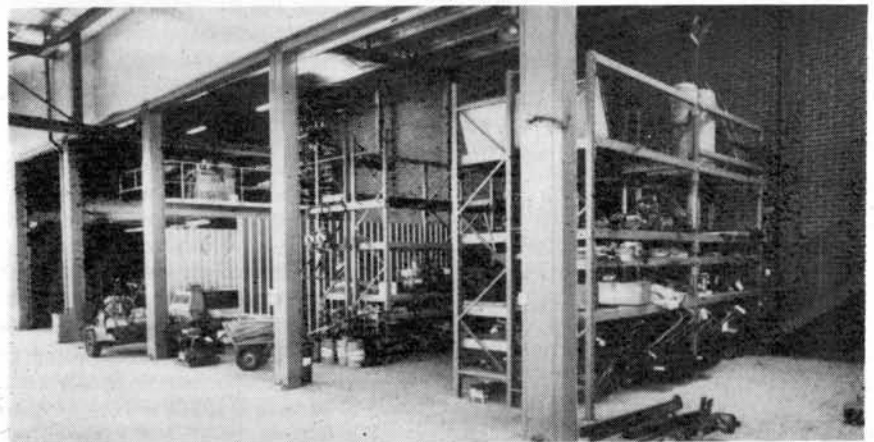
Hire-It currently trades six days a week. It has its own fleet of vehicles, all fitted with two way radio, to deliver and service its equipment.

Hire It's excellent growth in the last few years could well reflect the strict controls implemented by management, and the thorough staff training programme which they have implemented.

Nick Georgiou, manager at the Ringwood branch, has an uninterrupted view of the driveways and storage area from the reception counter. A micro-check security camera, used to



The Doncaster branch provides undercover customer parking and drive through vehicle access to the lane at the rear of the property.



At Ringwood, easy access for vehicles collecting and returning equipment is a feature which minimises congestion during busy trading periods.

Vertical storage of equipment is used by Hire It to provide maximum use of available floor space. Fork lifts make the handling of equipment quick and efficient.



record each hire transaction is prominently displayed on the counter.

Peter Michelson, manager at Doncaster, is busy on the phone at the reception counter. Bill Pyle is standing outside the accounts office in which the company's computer is installed.

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THE ATOM — WAS IT WORTH SPLITTING?

This article, based on an address by Dr Andrew Stirling to the Rotary Club of Woodville S.A., is re-printed by courtesy of Rotary Downunder.

by (Dr.) Andrew Stirling

It is now 40 years since the atom has been a political and technical force. It burst into our affairs without any knowledge by the man-on-the-street and ended a war which was very close to Australia at that time.

But the atom was to have a peaceful side. It has, and that is the side that I am qualified to talk about. I do not want to balance the one with the other — they cannot be, they are as different as chalk and cheese, day and night.

Society may well wish it had never invented the bomb but it did, and it cannot uninvent it. We have it whether we like it or not and we have to work to make sure it is never used.

From about 1945–1965 nations developed nuclear energy, nuclear medicine and the industrial applications of nuclear technology. For much of the next 20 years there have been two schools. Some countries, Canada, France, the United Kingdom and the USSR have engineered nuclear energy right into their national fabric and reaped many benefits. Others have held debates!

This was most pronounced in the European countries. Still others such as the United States have done both.

Australia has been called "The Lucky Country"; a title I didn't like to believe in when I was growing up here, but which is accurate enough looking from outside. With its warm climate, relatively low number of energy-guzzling industries, and abundant coal and gas it has indeed been "lucky" in the energy sense. Thus there has been no hurry to harness the atom and I understand, plenty of time for debate.

At best, the debate contrasts moral or ideological high-ground against economic and technical facts leading to a dilemma. More commonly, it mixes emotion with friction to frighten the daylights out of the average man.

I find that the closer people live with nuclear technology, the less fiction and the less emotion. I want to bring you a little closer to nuclear technology in the world today. I'll start first with those areas which are touching the lives of Australians directly.

Diagnosis of Disease

Apart from the ubiquitous X-ray, radioactive isotopes are now used very widely to diagnose subtle diseases without the risks and costs of exploratory surgery. Radioisotopes are attached to biological molecules and are taken up within the body.

Doctor Andrew Stirlingborn and educated in South Australia, is a director of Atomic Energy of Canada Limited, a government-controlled authority, and is responsible for its electronics, instrumentation and control division, leading a team of scientists who develop instruments for nuclear power reactors, environmental monitoring and the medical and industrial applications of nuclear technology. This involvement includes the Canadian program of technical support for the non-proliferation treaty and Dr. Stirling is the country's spokesman at many international meetings in this connection.

They then send their signals out through the skin to various radiation detectors and imaging devices. From these signals, doctors can diagnose abnormalities in the heart, lung, brain, liver, kidney and other organs.

About one third of the patients admitted to North American hospitals for diagnosis of serious disease will undergo some form of nuclear medicine. I don't have such a precise figure for Australia, but it will be similar, I expect. The isotopes come from research reactors like Lucas Heights in N.S.W., or power reactors. Canada makes and sells about two-thirds of the world's isotopes used in medicine.

Treatment

Nuclear materials also find their place in treatment, particularly the treatment of cancer, using either Cobalt-60 radiation or electron accelerators. AECL (Atomic Energy of Canada Limited) was the first company to make a cancer therapy machine and there are now more than 1500 installed in 80 countries of the world. Most of the cobalt for these machines is produced in the Ontario power reactors or at our laboratory in Chalk River.

We have estimated that these machines have added approximately 14 million years of useful life to people who would have otherwise prematurely died of cancer.

Public Health

Before leaving the topic of health, I should mention the public health uses of radiation, principally as a means of sterilisation of items used in hospitals. Since gamma rays penetrate and kill, items can be hermetically sealed and then sterilised. Radiation is widely used to sterilise surgical dressings, sutures, syringes, heart valves, powders and ointments, and has been used for the last 15 years or so.

Food

For an equally long time, people have been experimenting with food irradiation to extend its shelf life and freshness. About one quarter of the world's food supply is lost by spoilage, so any new preservative technique can help eliminate malnutrition.

Of course, cooking and freezing are good ways to preserve foods but there are many we prefer to eat in their natural state. Irradiation with gamma rays (a process like that of X-raying) greatly prolongs the useful life of many foods in their natural state. Fish, fruits and vegetables stay fresh as the bacteria and insects which cause spoilage are killed.

I must stress that this process does not make the food radioactive in just the same way you don't "glow-in-the-dark" after an X-ray, nor does a frankfurt which was cooked in a microwave oven.

In 1981, a worldwide co-operative research program on the wholesomeness of irradiated food was completed. It set standards of irradiation dose for each type of food. Countries are just starting to adopt them and use food irradiation commercially.

Potatoes are irradiated in Japan, cereals in the USSR, vegetables in South Africa and quite wide ranges of items in Holland and Belgium. In Canada, potatoes, onions and wheat can be irradiated. Unfortunately, as far as I can tell, food in Australia cannot, as yet, be irradiated.

Agriculture

From the subject of food, it is a small step to agriculture. I should note the contribution of radiation to agriculture. Because radiation can alter the genetic material of living organisms, it has been used to create vaccines against disease and to create new plant varieties. Perhaps more widely known is its use in tracing the flow of ground water and the movement of elements through the food chain.

Nuclear electricity

Until now, I have been dealing with nuclear technologies which have become widespread without becoming controversial. Presumably, the benefits of radiation treatment to a cancer patient are so obvious that he or she does not demand a national enquiry to look at the attendant risks.

Nuclear power has become controversial, because it is, I believe, mysterious and big and particularly because it can be made to sound frightening. At present, nuclear power is producing about 12 per cent of the world's electricity, truly remark-

able for a source of energy invented only 20–30 years ago. It could produce a greater fraction. This would diminish the need for burning coal, which is dirty, and oil which is so valuable as a transportation fuel and as a source for plastics and chemicals.

In a number of European countries, a very large fraction of electricity is nuclear generated. In France that fraction is 50 per cent. In Canada, with its abundant water and coal resources in some areas, it is 12 per cent. In Ontario Province however, the nuclear contribution is 35 per cent and will rise to 50 per cent in a few years. In Ontario there are 12 operating reactors and another nine under construction. Even now, this represents an amount of electricity which would be enough to completely supply the combined requirements of Sydney and Melbourne.

Why have scientists, engineers and then governments promoted this form of energy? First I must emphasise that the western world uses a very great amount of energy. Australians use the equivalent of 50,000 gallons of oil and Canadians, the equivalent of 100,000 gallons of oil — in a lifetime. If one multiplies that by the population size, large oil discoveries only extend our resource base a few years at a time.

The energy from 25 kilograms of uranium will more than supply one person's total energy needs for a lifetime and the nuclear source of energy is virtually endless if you consider all the nuclear fuels available in the world. There are other reasons for using nuclear electricity now. In some places it is very cost effective, it eliminates the problem of acid rain and carbon dioxide buildup, and there is none of the environmental damage that large hydro-electric projects can cause.

When talking about nuclear power I find that most people express the concerns of safety, the waste products. Firstly nuclear power stations cannot explode like nuclear weapons, a phenomenon absolutely forbidden by the laws of nature. Reactors contain uranium in an isotopic state with less than three per cent of the fissile isotope ^{235}U . Uranium bombs need uranium with an isotopic content of ^{235}U of over 90 per cent. Incidentally, this is also a reason why nuclear power is not a simple route to making uranium-based nuclear weapons. It is also the reason that last year's sinking of the ship *Mont Louis* did not pose more than a local pollution hazard near the Belgian coast.

It can also be said with certainty that the China Syndrome (a melted reactor — re-starting itself) cannot possibly occur in Canadian reactors. What can occur in a reactor accident is the stuff that movies

and thrillers are made of, and it would be hard to calculate just exactly what every possible accident would do.

Engineers do, however, assume that accidents can and will happen and then provide a number of safety and shut-down systems, and a number of barriers between the radioactive material and the public. This means that a large number of failures would have to happen, at the same time, for the accident to be serious. Even at Three Mile Island, where there were several failures and a number of mistakes made by the operators, there was no significant health hazard to the public. There will, from time to time, be nuclear accidents, and ultimately, I think, the public will come to realise that nuclear accidents are not the human disasters like mine cave-ins, train derailments or the sinking of drilling platforms. The people of Bhopal, India, may well wish they had lived near Three Mile Island in Pennsylvania, U.S.A.

Of course, while the plant operates normally, there is hardly any hazard to the people living nearby. Even if a neighbour lived entirely on food grown at the plant boundary, the additional radiation received would be only five per cent of the natural level, or about as much as every airline traveller receives on one return flight from Sydney to Perth.

The workers within the plant have a safety record that is just as good as those people who work in very safe industries. The life-shortening effect of the radiation levels the workers receive is a few months — it could be far more dangerous to smoke or be overweight — or work in forestry, fishing or mining.

I am sure that Australians are more interested in the hazards of working in a uranium mine than a nuclear reactor. Some miners have died from lung cancer, as have about 20 per cent of the population. Some miners' cancers have been partly attributable to breathing radioactive gases.

Waste disposal

The other topic of consequence to people I meet is the disposal of nuclear wastes. I would agree that this is a major societal problem, but most mainstream scientists would agree that it is not a major technical problem. It has not, as some would believe, been forgotten. Over 20 years ago, scientists at Chalk River looked at ways to store wastes and started experiments that we are following today. People are also watching, with interest, the work of Professor Ringwood in Canberra, A.C.T., with his invention called SYNROC, for storing nuclear wastes.

To understand the needs for waste management, I must explain that there are

different types. There are wastes from mining and these are similar to other mining wastes; natural materials that need to be stored so that they do not pollute local drinking water. These are easily handled, though governments need to ensure mining regulations are followed.

There is also the fuel which is highly radioactive when it comes out of the reactor. Most of this fuel will be re-used, because only a tiny fraction of its energy is used in current day reactors.

The true waste products from this are very small. For example, the uranium which would provide for the electrical needs of a whole family, for all its life would produce wastes about the size of an aspirin tablet. Moreover, since radioactive wastes decay with time, most of the hazards of the fuel die away in several hundred years. In fact, after about 500 years, the fuel will be no more hazardous than the natural ore from which it came — and that is spread around without any concern for the water supplies and population centres.

I suspect that some people ponder whether there is a link between nuclear power and the manufacture of nuclear weapons. I have already pointed out that the fuel for nuclear power stations is of no use for nuclear weapons. However, the fuel wastes from nuclear power stations do contain plutonium and this could be used to build weapons if separated in a specialised reprocessing plant.

There is a technological link between medical research and biological weapons, and computers for banking and computers for guided missiles.

Countries with the motivation to build nuclear weapons can and will do so. It would be reckless for us to assist them even peripherally. However, for those countries that have made a commitment, through the Non-Proliferation Treaty, to foresake nuclear arms, there is no reason not to trade uranium and reactor technology.

Nuclear trade gives an opportunity for influence; nuclear isolationism gives no such opportunity. World disarmament is clearly a major world issue, but we should be careful not to misdirect our efforts into undue attention to peaceful nuclear trade only because the real problems seem too daunting.

Nuclear power is already contributing 12 per cent of the world's electricity, easing to some degree the competition for oil and reducing tensions accordingly. Australia has uranium supplies which could contribute significantly to world energy supplies with less pollution of the environment and with greater safety than the alternatives which are available.

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

Adelaide August 18-23 1986.

INSURANCE CONTRACTS ACT NOW IN FORCE

In the December issue members were advised that the new Insurance Contracts Act would take effect early in 1986. The Act did commence on the 1st January.

The opening clause of the Act states that the intention of the Legislation is:

"To reform and modernise the law relating to certain contracts of insurance so that a fair balance is struck between the interests of insurers, insureds and other members of the public and so that the provisions included in such contracts, and the practices of insurers in relation to such contracts, operate fairly."

The regulations list 6 types of insurance contracts which have the specific cover described and in some instances stipulate the minimum amount of cover to be provided. These 6 policies are:

- Motor Vehicle insurance
- Home Buildings insurance
- Home Contents insurance
- Sickness and Accident insurance
- Consumer Credit insurance
- Travel insurance

If an insurance company is not prepared to provide the cover as set out in the regulations *then they must inform the client in writing of any alteration to the cover.* This must be communicated before the contract is entered into. If the insurance company does not inform the insured then the insurer will effectively be giving standard cover as set out in the regulations.

Some other important aspects of the Act are:

- Should an insurer issue a cover note then they can no longer rely on a satisfactory proposal being completed before claims are paid. Often in the past underwriters have denied claims based on the information received in a proposal form.
- With liability insurance the insurer must inform the insured in writing as to whether the policy provides cover for events that occurred before the contract was entered into.
- In the past many policies have been subject to an "average" provision which meant that if you were under insured the underwriter could reduce the amount of your claim made in the event of a partial loss. However, the Act now prescribes a formula which means that provided you insure for at least 80% of the value of the property this so called "average clause" will not apply.

- Under Section 56 which deals with fraudulent claims, if the insurer becomes aware of a fraudulent claim, they cannot avoid the contract but may refuse to pay the claim. If that refusal is contested in a court, the court may decide that there has been only "a small amount of fraud" and may require the insurer to pay an amount which the court considers just.
- "Other insurance" clauses will no longer apply and the insured will be able to recover from whichever insurer he wishes.
- The Act also provides that an insurer will be required to pay interest on outstanding claim payments from the date on which it was unreasonable to have withheld payment until the date payment is actually made. Unfortunately the Act does not define "unreasonable" however, it does state that an amount of 11% is payable as an interest charge.
- With renewals the Act requires that the insured must receive renewals no later than 14 days prior to the expiry date. If the insurer fails to do this the policy will automatically be deemed to be renewed for a further term.
- The Act further provides that an insurer wishing to cancel a policy must give the insured notice in writing at least 3 business days before the cancellation date. The insurer can only cancel a policy for specific reasons – such reasons being the insureds failure to:
 1. comply with the duty of disclosure
 2. comply with the duty of good faith
 3. makes a misrepresentation prior to entering into the contract
 4. fails to comply with a provision of the contract
 5. makes a fraudulent claim during the term of the contract.

The insured can now demand a reason for cancellation in writing.

- In the past it was necessary to establish an insurable interest when completing an insurance contract however, the Act has now changed this requirement so that in future, insurable interest is only necessary at a time a claim arises. The insured must prove that they have suffered a pecuniary or economic loss to have a valid claim. e.g. a shareholder in a company can insure and recover under a policy covering the assets of that company. The Act also provides that the insurer is not relieved of his liability purely because a person who may benefit under the contract is not specifically mentioned in the policy. In other words, a person other than the insured may make a claim.
- A large section of the Legislation deals with disclosures and misrepresentations. The insured has a duty to disclose a matter that he knows to be relevant to the decision of the insurer accepting the risk and on what terms. Also the insureds duty of disclosure applies if a reasonable person in the circumstances could have been expected to know that the matter was relevant.
- More importantly the insurer must clearly inform the insured before the contract is entered into, and in writing, of the general nature and effect of the duty of disclosure. Should the insurer not do this he cannot exercise the right in respect of the failure to comply with the duty of disclosure.

Finally, the Act provides that the insurer must act towards the insured at all times with the utmost good faith. Hopefully out of these changes the additional paperwork that is received from insurance companies will not confuse the buying public further.

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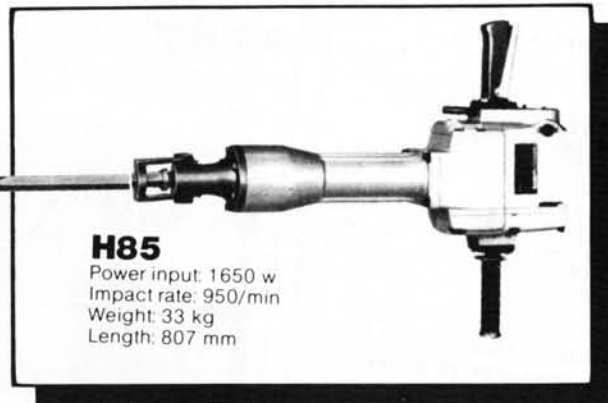
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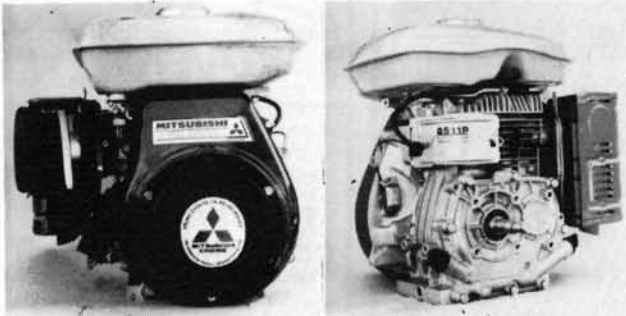
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Petrol engines from 3½ H.P. to 15 H.P.



SOME SPECIAL FEATURES:

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

Australia-Wide Sales & Service

- ★ Also Available:
Self-Priming, Water Pumps, 1½" x 3"
Self-Priming, Trash Pumps, 2" to 4" Petrol or Diesel

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NORTON VILLIERS AUSTRALIA PTY. LTD.

HEAD OFFICE :	P.O. Box 237	BALLARAT, VIC.	3350	(053) 39 1111
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Sydney :	4/358 Horsley Rd.	MILPERRA, N.S.W.	2214	(02) 774 1462
Adelaide :	438 Torrens Rd.	KILKENNY, S.A.	5009	(08) 243 2255
Perth :	105 Robinson Ave,	BELMONT, W.A.	6104	(09) 277 6611

TASMANIA: Webster Ltd. (State-wide) (003) 30 2811

Reader Inquiry Card 109

Economic
INSTANT HEAT



LP GAS PORTABLE PEOPLE HEATERS

- 2 Models - 30,000 BTU's to 260,000 BTU's
- Instant flexible industrial heating
- Safe and Controllable
- 100% efficient performance (based on Nett Calorific Value)
- Lightweight
- Compact design
- Simplicity of operation
- G.A.N.Z. approved
- Reliable in service

ANDREWS & Gasmaster

"PORTABLE PEOPLE HEATERS"
"QUICK TO HEAT" - "HARD TO BEAT!"

AVAILABLE FROM:

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HIRE SERVICE

1 TOWNSHEND STREET
PHILLIP, ACT.
TEL: (062) 82 1862

Reader Inquiry Card 108

Briefly . . .

H&RAA - QLD REGION Has a new Secretary

Cathy Staines has been appointed secretary of the Queensland Region following the retirement of Dorothy Verney.

The Association's new address is: 34 Tucker Street, Chapel Hill, 4069. Telephone (07) 378 5991.

Congratulations Cathy on your appointment.



Cathy Staines

Australian Cars for Japanese Rental Market

Budget Transport Industries will soon start using Australian-made cars in Japan, where it is the sixth biggest car rental operation.

Mr Bob Ansett, the company's managing director, said in Melbourne yesterday Australian cars would initially be a small part of Budget's 2000-car Japanese fleet.

"It is like taking coals to Newcastle, I know," Mr Ansett said. "But by 1995 when our fleet has grown to 20,000 cars - that's our aim - we would like to have 10 per cent or more Australian cars."

Mr Ansett said Australian cars would give Budget a different identity to its rivals in Japan.

Lou MacKenzie joins Witch

Effective January 1986 Lou MacKenzie took up the post of Manager of Witch Engineering's N.S.W. operations.

Previously Managing Director of Mole Engineering, Lou brings with him a wealth of experience in the chain trencher industry, together with a broad background in senior management.

A division of the Petersville Industries Group, Witch Engineering manufactures the Wenco range of trenchers and under road borers and Barreto hydraulic tillers under licence. Witch recently commenced export of Wenco trenchers to the U.S.A. market.

Contractors or Employees?

Amendments to the Income Tax Assessment Act, together with increased Government activity in areas covering Payroll Tax and Worker's Compensation have made it mandatory for employers to have an accurate understanding of whether they are employing people to complete a job as employees or independent contractors.

The Chamber of Manufacturers of N.S.W. Solicitor, Gareth Johnson, has written a detailed Paper on the "ins and outs" of the law governing whether persons employed to do a task are employees or independent contractors.

The Paper, which canvasses in laymen's terms all the recent cases in this vital area, also provides practical hints for employers to decide whether a person is an employee or an independent contractor, together with detailed information pertaining to Income Tax law and Worker's Compensation.

Copies are now available from the Chamber at \$15 per copy.

Contact Mr. Rolf Schufft, (02) 290 0700

Can you recognise a potential hirer?



DO YOU KNOW

- What the public awareness and attitude towards hiring is?
- What tupe of Equipment is 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 broached these and many other questions in a Rental Market Evaluation Survey commissioned by the Hire and Rental Association of Australia.

Copies of the Report, the findings of the 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 are available from Mr. Rolf Schufft, Secretary, Hire and Rental Association of Australia, 60-62 York Street, SYDNEY 2000.

Order your copy of the HAA Survey NOW.

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 _____

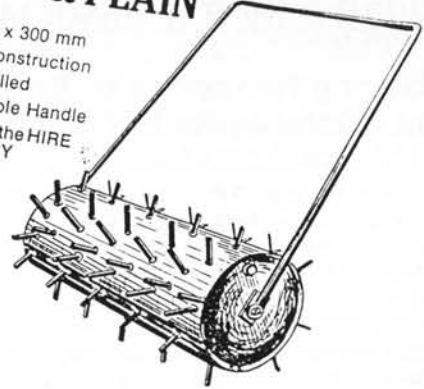
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My cheque for \$ _____ is enclosed.

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SPIKED & PLAIN

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- Steel Construction
- Water Filled
- Detachable Handle
- Ideal for the HIRE INDUSTRY



POWERSNAKE & SPARES



- CABLES 3/4" x 80'
- CABLE JOINERS
- HUBS & BEARINGS
- CUTTERS
- RETRIEVER WIRE
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ABBOTT HIRE

A division of
A1 Equipment Rentals Pty Ltd
(Incorporated in NSW)

57-59 SMITH STREET
MATRAVILLE,
NSW 2036

P.O. Box 195
MATRAVILLE, 2036

STD (02) 666-4777



HIRE & RENTAL ASSOCIATION OF AUSTRALIA

Strong Response to Equipment Exhibition at Adelaide Rental Convention, August 1986

With six months to go, the Hire & Rental Association of Australia's Equipment Exhibition at Morphettville Racecourse, from August 19-22, is already drawing a strong response from exhibitors wishing to display their wares to hire company owners and managers from throughout Australia.

The range of equipment on display this year will be very comprehensive. Not just construction and building equipment, but marquees, tents, party hire, special events, fixtures and fittings, and owner handyman equipment will also be on display.

Stands have also been taken by specialist service industries such as computer and insurance companies.

The last time a Hire Convention was held in Adelaide was in 1975, thus the opportunity for Adelaide based equip-

ment suppliers to meet Australia's hire company executives on their own territory has not occurred very often.

Furthermore, there was no major equipment exhibition in 1985 as the Brisbane based convention was held on board a pleasure cruise ship. It will therefore be two years since hire company owners and managers have been able to select their equipment from a single display.

These are compelling reasons for Australian suppliers and manufacturers to consider applying for exhibition space at the 1986 Hire & Rental Convention.

Applications for Exhibition space may be made to: Rob Osborne, C/- S.A. Chamber of Manufacturers, 12 Pirie Street, Adelaide, 5000. Telephone (08) 212 4691.

G.V. PARTY HIRE PTY LTD Opens new Showrooms in SHEPPARTON

G.V. Party Hire Pty Ltd officially opened its new showroom and warehouse facility in Shepparton on December 11th 1985. Party Hire colleagues from the Goulburn Valley Region of Victoria attended to celebrate the occasion with John and Norma Overheu.

John established his first equipment hire business in Mooroopna in January 1984, where he operated for several years before merging the business with Shepparton Hire Machinery, an established business he acquired a few years later.

John established G.V. Party Hire as a division of Shepp Hire and it developed quickly. With the potential for party rental in and district confirmed, John sold his equipment hire division and will now work to develop his party hire business.

G.V. Party's new premises are located in Mitchell Street, only a few doors away from the previous business.

John and Norma Overheu



DO YOU FLY THE ASSOCIATION FLAG?



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

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

Flags are available from the Association **now** at the cost of \$75 each including postage.

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

Please supply only Hire & Rental Association flags at cost \$75.00 each, including postage.

Please forward them to me at

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

My cheque for \$ is enclosed.

The Ralph Sarich Two-Stroke Engine is Looking Good

A Chevrolet Spectrum will return to General Motors in Detroit this year, for extensive trials and the evaluation of its new Orbital two-stroke engine.

Two cars were air freighted to Perth for the Orbital Engine Company (OEC) to fit its combustion process two-stroke engines, for the second phase of the General Motors contract.

One vehicle will stay in Perth for on-going testing.

The first phase consisted of sending an engine to Detroit for evaluation. That was in July 1985.

The engine apparently lived up to all expectations, leading to General Motors flying the two Chevrolets to Australia for the test engines to be installed.

The Detroit engineers are expected to subject the cars and engines to extreme on-road operating conditions.

At the same time, the Outboard Marine Corporation of Milwaukee has been evaluating an engine which Orbital sent them in September.

While the Perth-based OEC team had been able to achieve between 30-50 per cent reductions in fuel consumption in its laboratory tests, Outboard Marine has reported up to 70 per cent savings against conventional marine outboard engines at light loads.

The company now has six months in which to decide whether to take up the licence agreement.

Conventional two-stroke engines are well known for their simplicity, ease of manufacture and light weight. They are also renowned for their high fuel consumption and exhaust emissions.

OEC has taken the two-stroke design and given it a whole new lease of life with the addition of a unique fuel-injection system.

This has produced much lower fuel consumption and exhaust emissions in a light weight package, highly attractive to automobile manufacturers.

By 1984, OEC's engines had achieved the technical goal of exceeding the performance of state-of-the-art, conventional motor car engines.

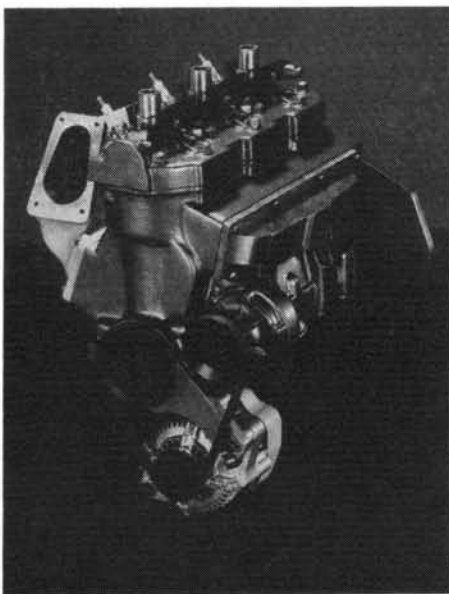
The design concepts of this experimental engine, designed for laboratory testing, then had to be reproduced as a mass-produced item for use in a car or a boat.

Parts have had to be modified to suit rapid manufacturing techniques, and to minimise production costs without compromising the durability or performance.

Given OEC's substantial engineering skills and dedication, tests on early pre-production engines under strenuous conditions on both Detroit and Milwaukee have been outstanding.

The Managing Director of OEC, Ralph Sarich, says that he and his team of young, enthusiastic engineers are fully aware of the hurdles still to be crossed to achieve commercial development.

The Orbital Combustion Process two-stroke engine



Quiet diesel generating sets

Modra Electric Power has released the latest range of mobile, sound attenuated generating sets, driven by water cooled diesel engines.

The two units available, DCR-IOFSS and DCA-15FSS, have been specifically designed with the contractor in mind. Outputs at 415 volts, 3 phase are 10 KVA and 15 KVA respectively, while single phase outputs at 240 volts are 6 KVA on both machines.

Sound levels of less than 70 dB(a) at 7 metres are claimed by the manufacturer, making these units ideal for use in residential areas and office situations.

The generating sets are fitted with voltmeter and voltage adjustment control, allowing the operator to overcome voltage loss, while engine warning lights, monitor oil pressure, water temperature and battery charge. There are 240 volt AC single phase receptacles, and output terminals provide for 415 volt three phase supply. Fuel gauge, ammeter, circuit breaker, key switch and speed control completes the instrumentation on the control panel.

Access doors at the top and on either side of the cabinet, allow for maintenance, as well as checking coolant and oil levels.

With total weights of only 410 Kg for the 10 KVA and 550 Kg for the 15 KVA, together with large solid tyre wheels, ease of mobility is assured. A central lifting bale facilitates loading.

For further information:
Winslade & Co Pty Ltd
Telephone (09) 458 6166
Reader Inquiry Card 101

Attention! Attention!

We noted with some amusement this sign on the wall of a Hire Store in Brisbane.

To All Employees
**NEW
INCENTIVE PLAN**
Work - Or Get Fired

FOR SALE BRISBANE - NEAR CITY

Construction and General Hire Business
Operating 17 years. Close to Central City, Spring Hill and
Fortitude Valley Development Area.
Potential Unlimited. Owners move necessitates sale.

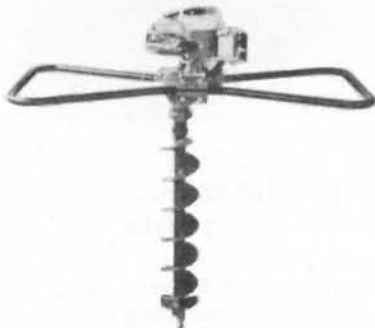
Total Price \$142,000

For further information write to:
The Accountant
P.O.O. Box 23 East Brisbane, Queensland 4169

Reader Inquiry Card 111

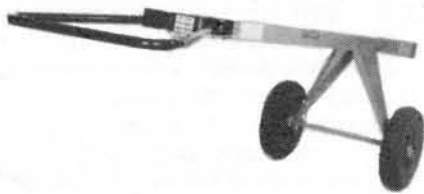
A STIHL AUGER

Two man

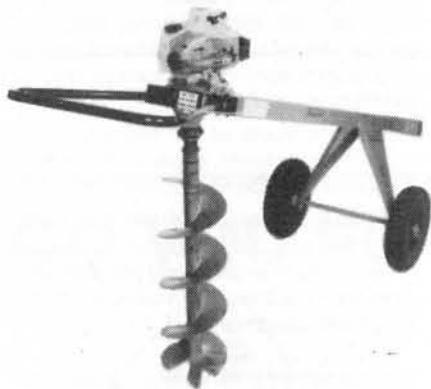


PLUS TORQUEMATE

Auger Attachment



EQUALS



INCREASED POWER PERFORMANCE SAFETY

with one man operation

RENTAL INDUSTRY EQUIPMENT SUPPLIES
10 Manningham Road,
P.O. Box 136 BULLEEN 3105
Telephone (03) 850 5878

Reader Inquiry Card 112

DOES YOUR HOME INSURANCE COVER RAINWATER?

Most homeowners would answer this question with a simple "yes" without realising that their insurance policy probably qualifies the circumstances under which they would be covered for rainwater damage.

Most Home Insurance Policies state that rainwater damage to the interior of the building is covered only if the storm has made the opening through which the rain enters.

At first sight this may not seem to be a problem, however, consider the following circumstances:

Mr B owns a neat, well-maintained house in a metropolitan suburb.

A tile on the house roof becomes cracked due to perhaps expansion or maybe a stone being thrown on to it by children playing.

Mr B leaves for two weeks holiday during which time heavy rain falls on the house, entering through the

broken tile and inundating the ceilings with water. Ultimately, the weight of the water causes the ceilings to collapse.

Mr B returns to find thousands of dollars of damage which his insurers refuse to pay because the water entered through an opening which was already there before the rain fell.

At HARIB we research the market to find policies which contain as few restrictions as possible to minimise the likelihood of claims being refused.

Home Insurance Policies through HARIB cover rainwater damage without restriction. **Very few companies offer this cover** so remember, don't be like Mr B when comparing the cost of your Home Insurance Policy. It may be that the cheaper policy contains some fine print which reduces its effectiveness.

Taxman takes most of your new-car cost

(This letter to the Editor, published recently in the Melbourne Sun, may, we believe, be of interest to our readers.)

Recent increases in new-car prices are in the news, and with more rises forecast I believe that the true situation should be put in perspective.

I sell Mazda cars and below give a classic breakdown of where the costs of a standard Mazda 323 come from (323 S/DLX Manual Hatch).

The true cost of manufacturing a single car in Japan is \$A2000.

But both the company and its employees are taxed by the Japanese Government, as are all suppliers, which means that Mazda Japan sells its export 323s at \$5000.

The Australian Government then lodges a 108 per cent tariff (tax) of \$5400.

Mazda Australia sells the cars to dealers with a markup of \$2600 to cover transportation costs (from Japan to Australian dealers, taxed of course) \$1000, advertising \$300 (taxed also), and other costs including taxes, \$1300.

The dealer buys the car for \$13,000.

I will assume that the dealer then sells the car for \$14,400 (a typical cash price).

Of the \$1400 margin, \$700 covers wages (taxed at an average 50¢ in the \$1), \$300 profit (taxed at 60 per cent), and materials, etc (also taxed directly and indirectly).

Before the purchaser can drive off in his car, he must pay more taxes, in the form of registration.

In Victoria the RTA breakdown for the car (as on the RTA form) is:

Mandatory (mystery) surcharge \$2; annual fee (weight multiplied by power) \$41; insurance (not taxed) \$181.15; number plate manufacture (taxed) \$10; additional (mystery) fee \$16; stamp duty \$360; on-site fee (mandatory) \$10. Total bill: \$620.15.

Thus the total cost of the car is \$15,020.15.

I say conservatively that the tax component in your (Mazda 323) car is at least \$11,389, or more than 75.82 per cent of the total cost.

This breakdown is typical of most imported cars.

Locally produced cars have a tax component of more than 50 per cent, while some prestige imports have a tax component of up to 85 per cent.

Don't forget the taxes we pay on petrol, too!

Surely car owners deserve better from those who levy taxes.

- John Barnett (Caulfield South)

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**

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Telephone (03) 699 5555
124 Walker Street, North Sydney. 2060
Telephone (02) 957 1511
7 Hutt Street, Adelaide. 5000
Telephone (08) 223 3811

Reader Inquiry Card 113



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

Reader Inquiry Card 114

RIGA'L "DINGO"

The New Riga'l Universal Loader

One Machine With Seven Hire Functions



HYDRAULIC ANGLE BLADE

Yet another attachment for
the Versatile

REGA'L UNIVERSAL LOADER

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

REGA'L UNIVERSAL LOADERS

Come complete with the bucket

OPTIONAL ATTACHMENTS INCLUDE

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

Specifications:

Motor: 10 HP petrol driven Motor; Transmission:
Dual Hydraulic Motors; Length: 1400mm (1950

with bucket); Width: 760mm; Height: 1200mm;
Weight: 500kg; Lifting Capacity: 225kg; Lifting
Height: 1700mm; Ground Speed: 5 k.p.h.

RIGA'L UNIVERSAL LOADERS PTY. LTD.

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

Contact us for Information on your local Riga'l Dealer

Reader Inquiry Card 115

HODFLOW PUMPS MADE FOR THE RENTAL MARKET

Hodflow Pumps of Griffith, N.S.W. announce the release of their new Hodflow "Hire Special" pumps for large volume water pumping operations. Hodflow have been making high volume irrigation pumps for over 30 years in the portable, easy to set up, range.

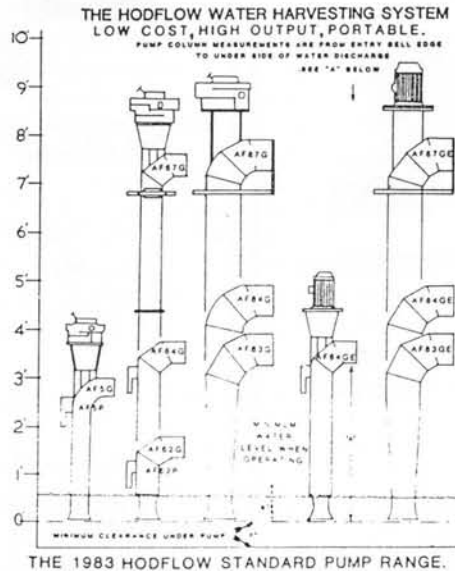
Their 6" mini jumbo, for example, will pump over 1000 gals per minute yet can be carried in one hand or fit in the boot of a car.

Hodflow have recently developed a new range of 5" and 6" extra heavy duty pumps, especially to meet the demands of the hire industry. These pumps have heavier bearings, and the new Honda overhead valve engines together with many plant hire features like lifting rings, and handles, which are not needed in ordinary farm duties. These pumps also have a range of accessories to suit different applications, such as a centrifugal clip on pump, which converts the high volume axial flow, low head pump, into a high pressure site dewatering pump for higher lifts. The huge capacity of these portable pumps makes them unique in the pumping field as their price is much lower than other high volume pumps and they can be set up in a couple of minutes. Their design makes them particularly good for emergency and flood relief work because they are so portable and easy to use by inexperienced hirers.

Ask "Hodflow" to send you their new catalogue and price list for their range of "Hire Special" pumps. One or two of these would be a valuable money spinner addition to any hire inventory.

Information is available from:
I.B. Hodgson Pty. Ltd.
25 Walla Avenue, Griffith, 2680 N.S.W.
Phone: (069) 62 1997. A.H. (069) 62 1426.

Reader Inquiry Card 118

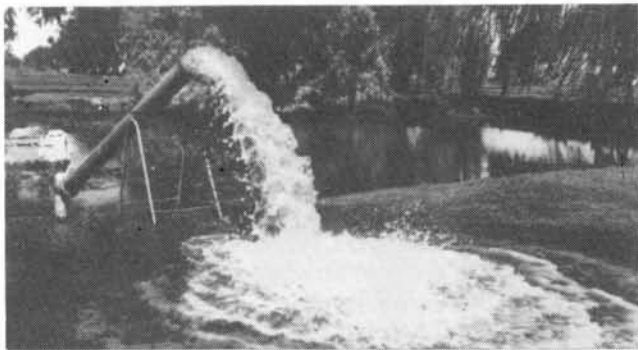
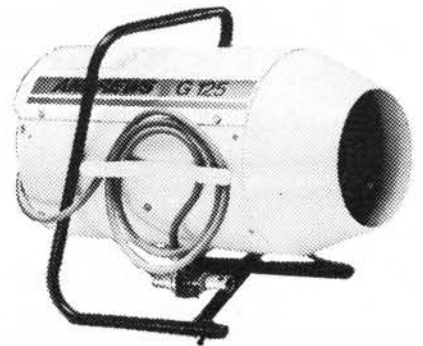


GASMASTER HEATERS

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.

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



WHOOSH!

is what you get when you start your

HODFLOW

HODFLOW PUMPS announce a new
HIRE SPECIAL

Heavy Duty, High Volume,
WATER PUMP RANGE

For Flood, Emergency, Buildings Sites etc.

They are light weight, very portable,
easy to service, and low in maintenance
RUGGED 5" AND 6" OUTLET

Pumps fit in car boot, carried in one hand.

Output is 800 and 1100 gallons per minute.

AUSTRALIA'S MOST POWERFUL PORTABLE PUMP.

For Catalogue and Price List Ring or Write

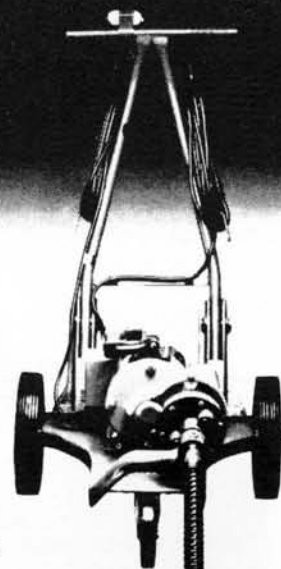
HODFLOW PUMPS

25 Walla Avenue, Griffith, 2680 N.S.W.

Telephone: (069) 62 1997

Reader Inquiry Card 117

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

YAMAHA

Yamaha Power Products for the Rental Market

Generators, pumps, or go-karts – they are only as good as what runs them. This applies equally to the largest nuclear facility and the smallest model airplane. The prime mover is the thing. If it's efficient, the system should be too.

With this fact in mind, it shouldn't come as any surprise that Yamaha generators, pumps and other powered products are among the most popular on the market today. Yamaha's ability to build superior two and four stroke engines for motorcycles, outboards and snowmobiles, gives it a commensurate ability to build small engines for any purpose under the sun. Engines which put out more power per cc day-after-day without the need for constant maintenance and adjustment. In short, the right engine for the right job at the right price.

Small engines to power anything small

Off-the-shelf, Yamaha offers a tremendous selection of small industrial engines from 3.5 to 10 hp. At the same time, Yamaha builds a number of completed products, like pumps and generators, which get their steam from Yamaha engineering.

Generators

All Yamaha's portable generators feature a superb power-to-weight ratio, easy starting, quiet running and simplified operation.

The larger models use heavy-duty four-stroke engines, while the smaller units use lightweight two-strokes, which, with automatic lubrication system, **Autolube**, offer easy operation. Both types are equipped with brushless system, full safety devices and centralised controls. They've become a favourite with campers and caravaners, yet they're rugged enough for construction work and commercial applications.

Yamaha market a full range of generators both petrol and diesel from 240 watts to 10 kVA three-phase units.

Pumps

Balanced design and tremendous pump precision ensure superb performance in 2 inch and 3 inch portable pump packs powered by 2-stroke and 4-stroke engines.

Welders

Two heavy-duty watercooled diesel powered welders with outputs of 200 and 250 amps offer 3kW single phase outlets, electric start and rugged construction for continuous use.

For further information:

Yamaha Motor Australia Pty Ltd

Telephone: (02) 647 2044

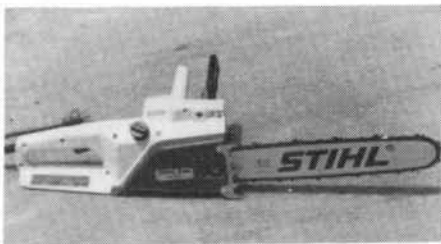
Reader Inquiry Card 103



POWERFUL NEW ELECTRIC SAW FROM STIHL

The new machine, designated the E20Q, has a motor rating of 2.0kW. It is a more powerful version of the 1.4kW E14Q released by Stihl last year, and shares with it many advanced features, in particular the Quickstop inertia brake. These are the first electric saws to be fitted with inertia brakes.

The inertia brake works through a toggle and lever system causing it to be activated by the action of kick-back, which means that the chain is stopped as soon as the kick-back movement starts.



The E20Q's weight, with 37cm (15in) bar, of only 6kg, gives it a very high power-weight ratio.

Other features of the E20Q are:

* The chain is driven directly through the gearbox, which means there is no loss of power through a slipping clutch.

* An overload cut-out switch automatically switches off the motor before overheating occurs, so there is no risk of motor damage if the guide bar is pinched or jammed.

* Safety switch prevents accidental start-up.

* Stihl Picco Micro 1 Oilomatic chain has a reduced tendency to kick-back, and automatic chain oiling means the chain always receives the right amount of oil.

* Operates off standard Australian 240 volt power supply.

As with all electric saws, the E20Q is specially suited to use indoors, such as in workshops, factories or buildings under construction, and in areas where low noise levels are important.

VERY PROFITABLE HIRE BUSINESS FOR SALE

- ★ In strong Riverina town.
- ★ Established 5 years with modern plant in top condition.
- ★ Proven growth in sales and profitability, financial details disclosed to genuine enquiries.
- ★ Purpose built premises and the freehold is available, or a long lease from the vendor.
- ★ Experienced staff available.

About \$180,000 would purchase the business and plant, and at this price the purchaser will enjoy a substantial return on investment. Premises (includes tenanted section and lockup yard) \$100,000 if required.

Enquiries to the proprietor, Tumut Plant Hire, phone (069) 47 2611 or after hours (069) 47 1089.



MINI EXCAVATORS

3 models available, all with Kubota's proven reliability, and featuring a remarkably low noise level. With a simple 2 lever operation the boom swings 50° left or right and a 360° body swing makes quick work of side ditching, digging in narrow alleyways and alongside walls. A large backfill blade completes the job quickly and cleanly.

KUBOTA VERSATILITY

MINI EXCAVATORS, FRONT END LOADERS, BACKHOES AND TRENCHERS

Kubota has a model to suit your particular requirements — not only saving precious man-hours, but it goes wherever you go, towed behind a normal ute.

'B' SERIES TRACTORS 8.95 — 14.17 kW (12 — 19 HP.)

All diesel, providing exceptional power with proven reliability.

Compact for easy manoeuvrability but with ample power for the huge range of fully-matched implements available.

Hydrostatic transmission for quick clutchless gear changes, attaching/detaching backhoes and trenchers is a simple 5 minute operation, leaving tractor ready for other implements.

KUBOTA BACK UP

Australia-wide dealer network for sales and service. All dealers either have implements ex-stock, or immediate access to them through Kubota's efficient back-up system.



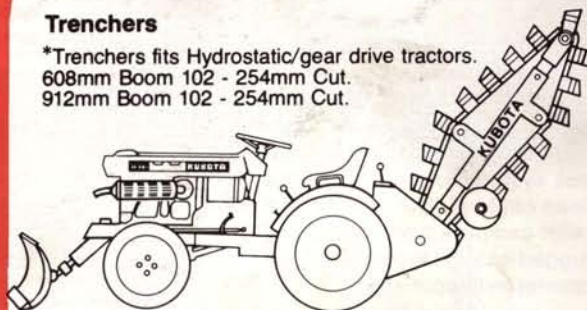
KUBOTA TRACTOR (AUSTRALIA) PTY. LTD.

347 Settlement Road, Thomastown, Vic. 3074.
Ph: (03) 465 8899, Sales (03) 465 0044, Parts (03) 465 1133
Telex: AA33290 FAX: (03) 465 0672

For further information and the name of your nearest dealer, contact Zone Managers: **NSW Nth.** Peter Crouch (049) 33 6646, **NSW Sydney Metro., Sth. Coast & ACT** Ken Kerr (047) 39 4956, **NSW Riverina, Cent. West & MIA** Dean Spehr (069) 26 1444, **VIC Melb. Metro., Gippsland & TAS** Kubota Head Office (03) 465 8899, **VIC Riverland, NE & Western District** Geoff Bird (03) 561 1364, **WA, SA & NT** Peter Ellis (09) 447 2856, **QLD Nth.** Robbie Arthur (070) 55 0271, **QLD Sth.** Charlie Brown (07) 57 9995 or **Construction Equipment Manager** Noel Murphy (03) 465 8899.

Trenchers

*Trenchers fits Hydrostatic/gear drive tractors.
608mm Boom 102 - 254mm Cut.
912mm Boom 102 - 254mm Cut.



Both the Backhoe and Trencher are so quick to detach, we do it regularly in five minutes flat, and that's not on the smooth, flat showroom floor, but actually on location. Access to the tractors 3 pt. linkage is not impeded once backhoe or trencher is removed.

Quick Detach Backhoe — 180° Slew

