

HIRE and RENTAL Industry Quarterly

DECEMBER
1986

Official Journal of the
HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

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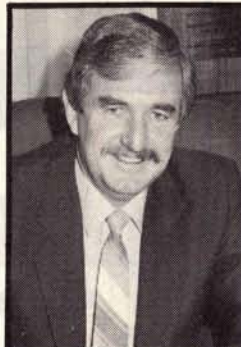
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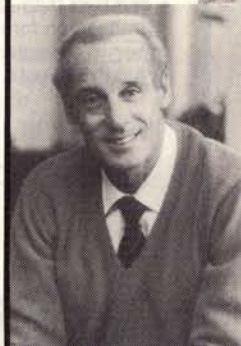
DECEMBER
1986

Official Journal of the
HIRE AND RENTAL ASSOCIATION OF AUSTRALIA



**President
Jim
Brown**

**15th
International
Hire & Rental
Convention
a great
success**



**Bob Ansett
speaks to
Hire and
Rental
Industry**

**Grand Prix
1986
The weather
was
horrendous**



Contributions and press releases to
K. COLDWELL, EDITOR
Hire & Rental Industry Quarterly
862 Elizabeth St, Waterloo, 2017
Phone: 699 6231

OUR COVER

The magnificent Hilton International, Adelaide — venue for the 15th International Hire Convention and Equipment Exhibition held in August, 1986.

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WHAT CAN THE HIRE AND RENTAL ASSOCIATION DO FOR YOU?

The Association was formed as the representative body for all companies and individuals involved in hiring goods to all sections of our community.

It is a national body with a branch office in each State capital and its aims are:

- To provide a forum for the frank exchange of views on issues relating to the industry;
- To promote a code of ethical practice throughout the industry;
- To provide an industry voice to government instrumentalities on issues relating to the common interests of participants in the hire and rental industry in Australia;
- To act as an information clearing house between the Association, its members and similar national and international organisations on issues relating to the industry.

However, the Association will only successfully achieve these aims if it is truly representative of the industry, via a strong and active membership.

Among the benefits of membership are:

- 4 issues per year of Hire and Rental Quarterly, the official journal of the Association;
- Access to the Hire and Rental Insurance Brokerage insurance scheme. This brokerage is owned by the Association and its members and caters specifically to the needs of hire companies, including insurance for goods or equipment on hire anywhere in Australia. Only members of the Association are eligible to participate in this insurance scheme.
- An opportunity to participate in the National Hire Convention (reported separately in this issue) which provides a wide range of seminars and key note addresses on topics affecting the industry.
- The promotional and public relations activity of the Association promoting hiring in general as an option to purchase, and hiring from HRAA members in particular.
- The opportunity to exchange ideas and information at regular branch meetings;
- The opportunity to promote specific points of view to government and quasi-government authorities as part of a well respected organisation;
- The opportunity to participate in the creation and promotion of a well-regulated, ethical and progressive industry.

The Industry Code of Ethics, under which all Association Members agree to operate, is:

TO pledge honesty and reliability in all transactions;

TO maintain the high standard of equipment available for hire and the efficiency of the industry;

TO encourage the friendly exchange between members of the knowledge of practical and technical subjects;

TO foster co-operation with manufacturers and suppliers.

You will find an application form for membership of the Association included with this issue of Hire and Rental Quarterly. Remember, your Association is only as good as its members.

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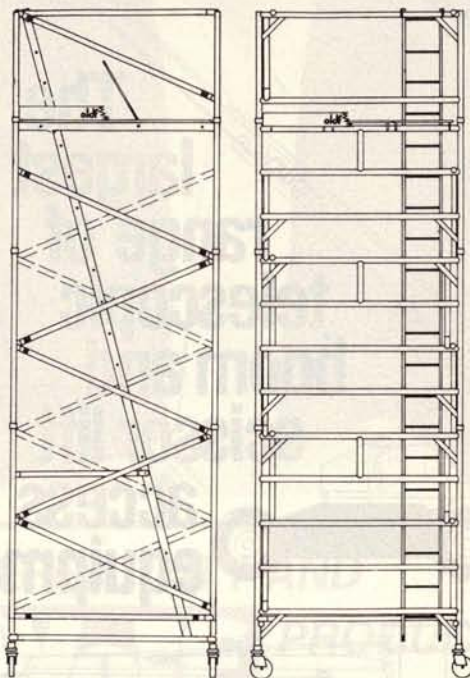


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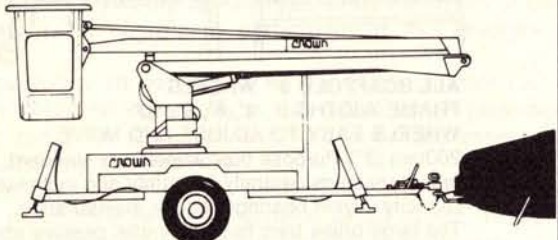
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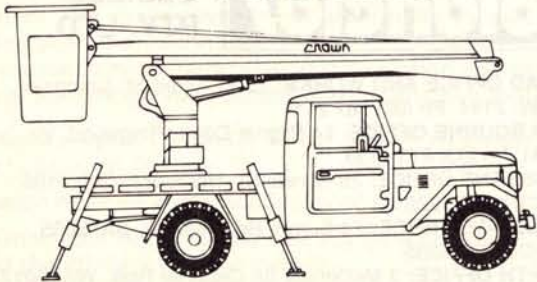
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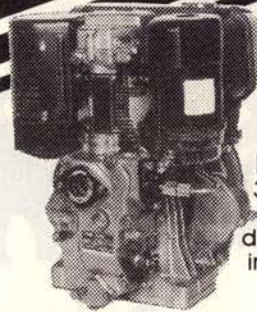
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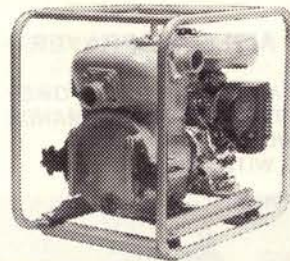
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President's Message

As President of the Hire and Rental Association of Australia, I am pleased to welcome you to the first issue of "HIRE AND RENTAL QUARTERLY," the official Journal of the Association.

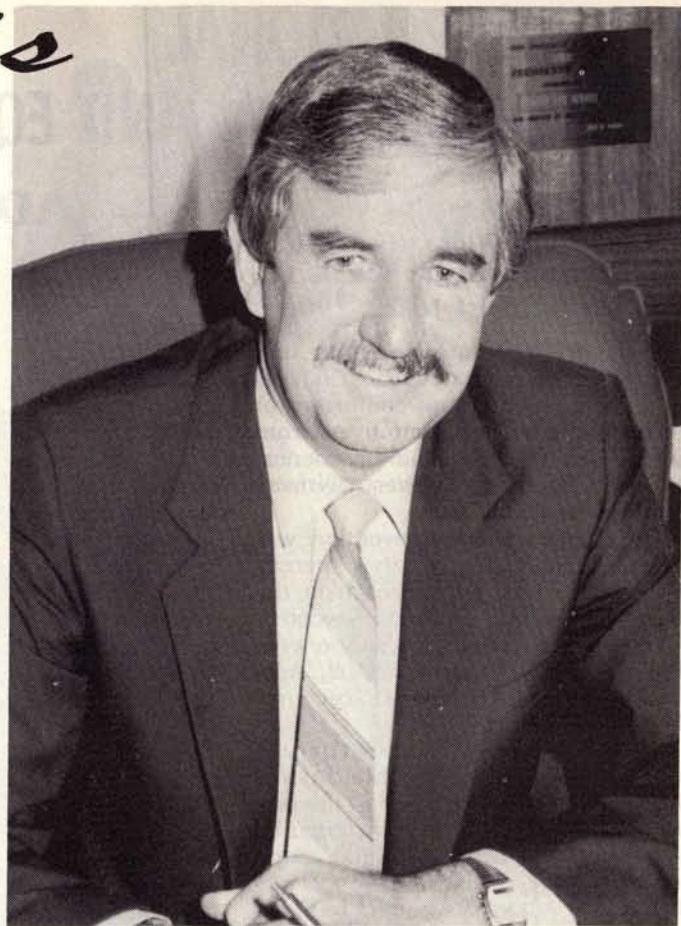
Under its Editor, Kay Coldwell, we will strive to bring you news and information of value to all sectors of the hire industry which, in terms of numbers of participants, is one of the largest industrial sectors in Australia.

We believe the industry in general is entering a strong growth phase and that all members benefit greatly from the existence of the Association and the forum provided by this publication.

At this point we would like to stress that the magazine welcomes contributions from readers in the form of letters or articles as, only by developing this two way communication, can the magazine truly fulfill the information needs of its audience.

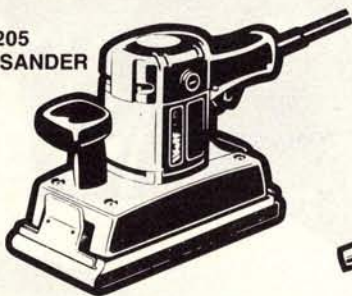
We are very proud of this new publication and I would like to take this opportunity to thank all the people involved in its publication.

JIM BROWN,
National President.

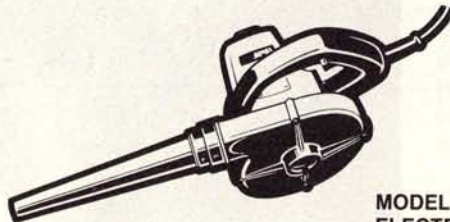


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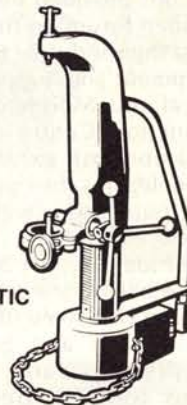
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15th INTERNATIONAL HIRE CONVENTION AND EQUIPMENT EXHIBITION

South Australia hosted the 15th International Hire Convention and Equipment Exhibition from August 18-22, 1986.

Over 100 interstate delegates and their partners attended the Convention, including a strong contingent of hire company representatives from overseas countries, including America, Scotland, South Africa, West Germany and New Zealand.

The theme of the Convention was "Opportunities in Adversity," thereby providing a positive approach in the Seminars and Brainstorming Sessions.

The venues for the Convention were the Hilton International Hotel, Adelaide and the Morphettville Racecourse Function Centre.

The Convention was officially opened by the Honorable Justice Robin Millhouse, and some of the prominent key note speakers included Dr John Tickell; a noted nutritionist and stress manager, Phil Ruthven; a Director of IBIS, Australia's leading business strategy consultants, and marketing guru, John Lees.

Brainstorming Sessions for the party and general hirers were chaired by some of the hire industry's most experienced and respected leaders. These Sessions provided the opportunity for an open forum on the problems confronting their industry today.

The Equipment and Suppliers Exhibition held at the Morphettville Racecourse Function Centre attracted a record number of exhibitors and offered all delegates the opportunity to assess and purchase a wide range of materials and equipment.

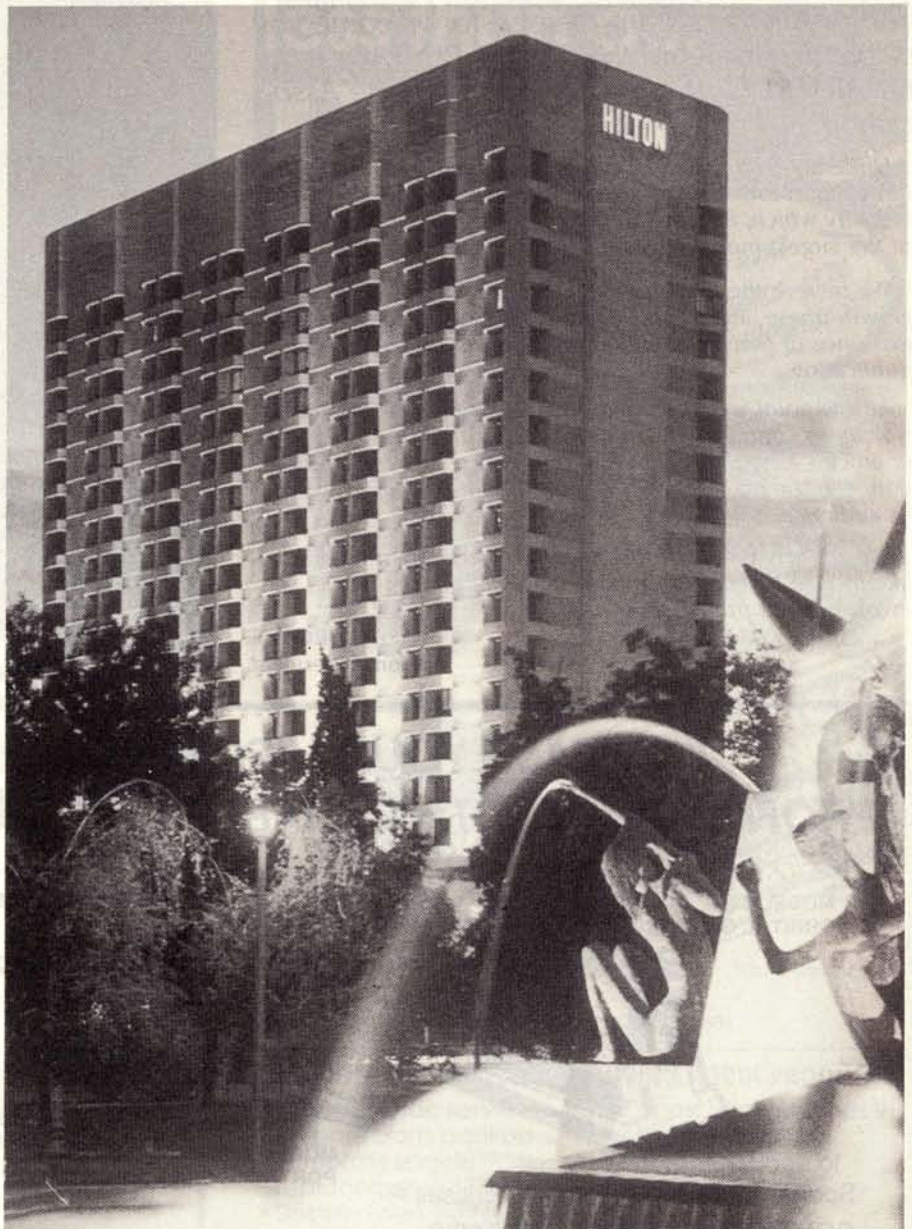
On Wednesday, August 20, our interstate and overseas delegates had the opportunity to visit some of South Australia's local party and general hire company premises, and afterwards tour buses took all delegates to Middlebrook Winery, McLaren Vale for a luncheon.

The luncheon was supported by live music from the Jazz Jesters and later during the afternoon a tour of local wineries was arranged.

Other social functions were incorporated into the programme, and included a ladies' fashion parade, aerobics and a tour of the Clare Wine Valley.

The Farewell Ball at The Abbey restaurant had a theme of yesteryear, with delegates having the option to dress in

— ADELAIDE, AUGUST 1986



The Hilton International, Adelaide.

period costumes from 1830 to 1930 or current dress.

A big band played music of the 1930s and a young ladies' group provided by the 150th SA Jubilee Committee led the dancing.

An excellent turnout of 250 people ensured a finale to what the National President, Mr Jim Brown, described as "if not equal to, then the best Convention held by the Hire Association in Australia."

**Coming to Hirexpo in Sydney?
See Page 29 for details**



Left to right: Geoff Clinton, SA Manager, Coates; Jenny Clinton; Rod Mansfield, Coates Queensland Manager; and Elizabeth Cerda (wife of Barrie Cerda, Victorian Coates Manager).



Left to right: Ben Flapper, Coates Controller; Yvonne Flapper; Donna Fraser; Bruce Fraser, Coates NSW Manager; and Barrie Cerda, Coates Victorian Manager.



Bob Osbourne, Executive Officer, SA



Lois Ziebell, Secretary, Victorian Association.



Marik Cambridge, SA President



Left to right: Owen Staines, All Hire, Queensland; Cathy Staines, Queensland Secretary; Lois Ziebell, Victorian Secretary; Percival Publishing Representative; Mike Wilton, Moorland Plant Hire, Victoria; and Ron Wyatt, Flextool, Queensland.



Left to right: Marion Turk; Bill Turk; ARA President; and Roger Haebich, Marshall Hire, Geelong.

Don't Miss the 1987 ARA Convention — Details on Page 31



Left to right: Gordon Esdon; Richard Stevens; Jim Brown; and Ron Wyatt.

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Bob Ansett Speaks to the Hire and Rental Industry

I have received letters, telegrams and telexes from thousands of Australians in every State, expressing not only alarm but abject pessimism over the impact of the Fringe Benefits Tax legislation.

Given our current abysmal economic performance, the tax couldn't have come at a worse time. There seems to be a conspiracy by politicians and public servants to destroy the very fabric of Australia's private sector.

Unfortunately, the majority of these people have never understood what motivates a man or woman to invest capital which is often derived from mortgaging a family home or other assets, to establish a business, create wealth and employment for this country.

In a system which provides a reasonable reward, people will have a go, no matter what the risk. Take away the reward and you eliminate risk takers.

We have this obsession with egalitarianism and are paying a very dear price to realise it. Unfortunately, egalitarianism means bringing people down to the lowest common denominator and we are going flat out in pursuit of that objective.

This latest Fringe Benefits Tax is a perfect example of the public sector's intention to remove incentives. The way the tax is structured by having the employer pay for benefits received by employees, ensures that politicians and public servants are unaffected.

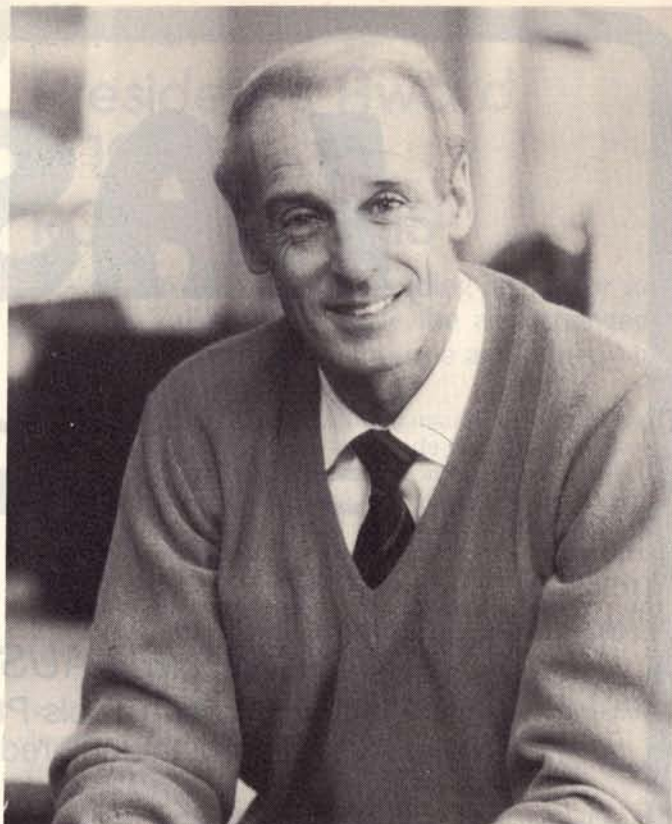
Unfortunately, governments tend only to listen to big business and their representatives in employer organisations. The vast majority of these business representatives are employees and not proprietors and simply do not understand what it is that motivates people to invest in establishing or expanding a business. The problem is further exacerbated because very few members of Parliament have known what it's like to run a business and make a significant decision with their own buck at the end of it.

Australia needs to marshal the resources of the 600,000 small to medium-sized businesses and lift the performance of this economy. We could do much worse than learn from the experiences of the United States where their Government exhorts business to "go for it" and bend over backwards to ensure that the incentives are commensurate with risk taking.

I guess in the end it really is in the business community's hands as to whether we continue our headlong dash toward a third world Banana Republic, or we start the long, arduous and painful climb back up the hill from whence we have come.

If it's the latter, all of us are going to have to bear part of the burden which will include electing politicians that have the moral courage to lead us out of this mire and recognise the role that business plays in this and every other successful society.

Let's maintain the rage.



WRECKAIR HIRE TAKEOVER

Adriadne Australia has sold the industrial hire equipment company Wreckair to Miniskips for \$50 million.

The deal involves cash, shares and convertible notes. The consideration paid by Miniskips comprises \$10 million in cash, 10 million Miniskips shares and \$20 convertible notes. The cash component will be funded through a further issue of 5 million \$2 Miniskips shares, with employees of Miniskips and Wreckair being offered 20 per cent of the share issue.

Wreckair and Miniskips, which franchises waste collection systems and owns engineering companies, will continue to trade under their own names.

Wreckair was wholly owned by Repco Corporation Ltd and went to Adriadne in June this year when Repco was taken over.

Wreckair's waste collection division will be transferred to Miniskips while the manufacturing arm of Miniskips would supply equipment to Wreckair.

Miniskips plan to expand into New Zealand. This move and other international plans by Miniskips will be financed by means of a public float.

Wreckair operates about 70 outlets in Australia and earlier this year purchased a rental tool company in North Carolina. The acquisition is subject to shareholder approval.

Wreckair employs approximately 800 people and Miniskips employs around 140 people.

The combined business will have a revenue of around \$120 million annually and potential return after tax profit in excess of \$10 million.

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Christine Comments

The Hire and Rental Industry in Australia is undergoing tremendous changes.

The last two years have seen large Rental Companies fold and be taken over. Some smaller companies have grown and now lead the way in aggressive construction renting. The Aerial Platform Rental Industry has grown rapidly but not without problems, and controversy.

Sydney must be one of the most rental competitive cities in the world — and yet it continues to grow with new Rental Centres opening, some as impressive as any in the world.

Here are some of the changes:—

- ACTIVE HIRE with some 20 outlets (and a subsidiary of a publicly listed company) sold out to Coates Hire — Australia's largest.
- WRECKAIR HIRE, Australia's second largest (and a subsidiary of a public Company) has changed hands twice in 12 months (that's 6 owners in their lifetime).
- MACBRO RENTALS started their Hi-Lift Division in Sydney and Canberra, with a flourish and some controversy when they bought out HERCs Hi-Lift fleet of some 140 machines and imported them into Australia.
- HIRE KINGDOM has 16 site representatives from 2 branches, saturating the construction market in Sydney; but not without competition from C.Y. HIRE (2 outlets), ABBOTT HIRE (1 outlet) and ATOMIC HIRE (2 outlets) and many others.
- There are over 60 construction and general rental outlets serving Sydney's 3.5 million people, plus many specialist rental centres — aerial platforms, temporary site accommodation, loos, materials handling, scaffolding.
- The Party Rental Industry has many established businesses, competing fiercely for this very large market.

The AUSTRALIAN 1987 HIREXPO in SYDNEY, AUGUST 10-14, 1987 promises to be an exciting convention, and an opportunity to visit these Hire Centres.

With the weak Australian dollar looking like it will not strengthen, Australia is now one of the best value countries to visit.

For further information write to:— Christine Stewart (Mrs), Hire and Rental Association NSW, PO Box 613, Baulkham Hills, NSW 2153 Australia.

Winner of the President's Award — 1986 RON WILLIAMS

Ron Williams was a welding instructor in the Latrobe Valley in his early life and changed his career by coming to Melbourne and joined Murex Industries.

After a time he foresaw the demand for hire of welding machines so he left Murex and made two units of his own — powered by VW petrol engines. He augmented this fleet with some Lincoln units and "AA Arc Welding" was born. This company hired machines all round Australia and was easily the largest of its type in Australia. When the heavy construction phase was operating in the North West of Australia Ron operated a branch in the area. He thought nothing of driving a truck from Melbourne to that area to expand the workshop buildings or help pour slabs etc!

He opened and expanded another company "Carnegie Rentals" and this organisation is expanding consistently. He imports equipment for his own use and for sale.

Ron has made and continues to make a great contribution to his industry.

He served in a number of committee positions in the Victorian division of the association and was National President for a record 5 terms.

He received the President's Award in 1979 so with the receipt of the 1986 award he has set a new record.

Ron is in semi-retirement recently but keeps active in bowls and supporting his beloved St Kilda Football Club.

His business interests are run by competent people including his son Trevor and son-in-law Mat Barnett.

VALE PETER BURNE

Peter died in July this year after a short illness.

He served in the Australian army in the Second World War and saw duty overseas. He was a very keen lawn bowler and was a very highly rated umpire.

Peter worked with his father the late Sir Lewis Burne in the family business known at the time as W. C. Burne Pty Ltd. They were a leading building company in Melbourne and constructed many Melbourne landmarks.

The building company started a plant hire company Burnson Plant Hire, no doubt initially to effectively utilise equipment not being used in their building operations. This was a most effective diversification and ultimately became the principal business and continues to prosper.

Peter Burne served his industry for many years in various capacities in the Hire Association. He was a foundation member of the Victorian Association and served six terms as President of that body. He was National President for two terms and was awarded the President's "Hire Man of the Year" Award in 1977.

Capacity to get your biggest jobs completed quicker!

SPECIFICATIONS

Petrol: Briggs & Stratton 4 stroke rope and pulley start.
 Electric: 370w cap start single phase complete with switch.
 Drum: 3 piece, spun from 1/8 and 14g plate.
 Wheels: Solid rubber 13" (33cm) diameter.
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 Weight: 1 1/2 cwt

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HA 7568

THE START OF IT ALL



This photograph was taken at the first ever equipment exhibition held in conjunction with a Hire Convention.

It was held at Noah's Hotel, Melbourne in September 1973 and only filled one large room, and was run by the Victorian Association when Stan Jessup then Managing Director of U-Hire now Manager of Monash Plant Hire was President.

Three exhibitors were there, Coates & Co Ltd. (now Coates Hire) who in those days were manufacturers and suppliers of equipment, Flextool and Compair who need no introduction and have been exhibitors at every Hire Convention since.

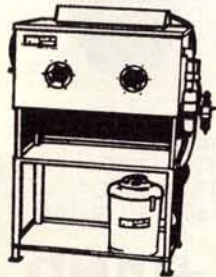
From Left to right in the photo: Bill Pyle who was then

General Manager of Flextool and now a Director of Hire-It Plant Hire who operates two branches in Victoria.

George Tanton who was then Coates General Manager and retired in 1983.

Jim Brown who was then Coates State Manager Western Australia and has since been State Manager of both Victoria and New South Wales, and is now General Manager as well as National President of the Association.

Ray Horton who had then just taken over as Queensland State Manager from George Tanton.



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JACOBSEN RIDE-ON MOWER EQUIPMENT

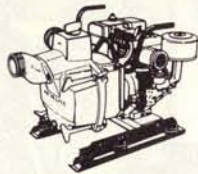
Along with their Established Range of Brushcutters, Hedge Trimmers, Chainsaws, Pumps, Cement Cutting Machines, Ride-on Mowers, Nursery Products, Generators, Industrial Equipment.



Homelite generator H.G.1400



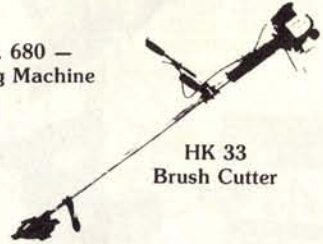
G.T. Series Tractor



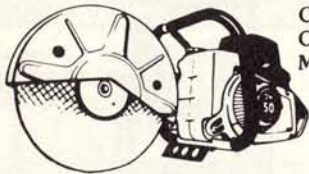
120TP3 Trash Pumps



H.G. 680 — Misting Machine



HK 33 Brush Cutter



Cement Cutting Machine



111B-1B — Ventilating Machine



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Of course, using an Ingersoll-Rand compressor is unfair. But if you don't take advantage of it, your competitors might.



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INGERSOLL-RAND
 CONSTRUCTION EQUIPMENT

Hire Industry Participation in \$28m City/Airport Link

A new road link which will overfly the existing road network near Sydney airport is providing a considerable amount of work for Hire and Rental Companies.

Two contracts were awarded, one to Abignano Ltd (\$8.8m) and one to Leighton Contractors (\$8.1m). These form the major part of the construction of the project.

The Abignano contract involves the construction of a new road passing over Wentworth Avenue at the Southern Cross Drive end and a new roadway to the Sydenham/Botany rail goods line.

The Leighton contract involves the construction of twin viaducts over Botany Road to General Holmes Drive and associated roadworks.

The Minister for Main Roads, Mr Laurie Brereton said that the construction was proceeding on schedule. He said the city/airport link, due for completion in December, 1987, would eliminate one of the worst traffic bottlenecks in the metropolitan area.

"The new link will provide virtually freeway conditions to the airport for the first time," Mr Brereton said.

At present traffic going to the airport, or to and from General Holmes Drive, has to go through a series of five traffic lights and local streets in the Mascot area and are causing enormous traffic problems.

"More than 2,000 vehicles an hour currently negotiate this circuitous route every morning and evening peak hour," Mr Brereton said.

The new freeway link which will be of similar standard to Southern Cross Drive, will have two lanes travelling in each direction and airport traffic will exit by an off-ramp at Mill Pond Road to General Holmes Drive.

A spokesman for Leighton said the Hire Industry plays an important part in major construction works such as this freeway project. Equipment such as welders, compressors, water pumps, jack-hammers, vibrators for concrete, portable huts, toilets and the like are essential to their organisation.

That the work is running to schedule reflects the efficiency of the contractors and the effective support provided by the Hire Industry.

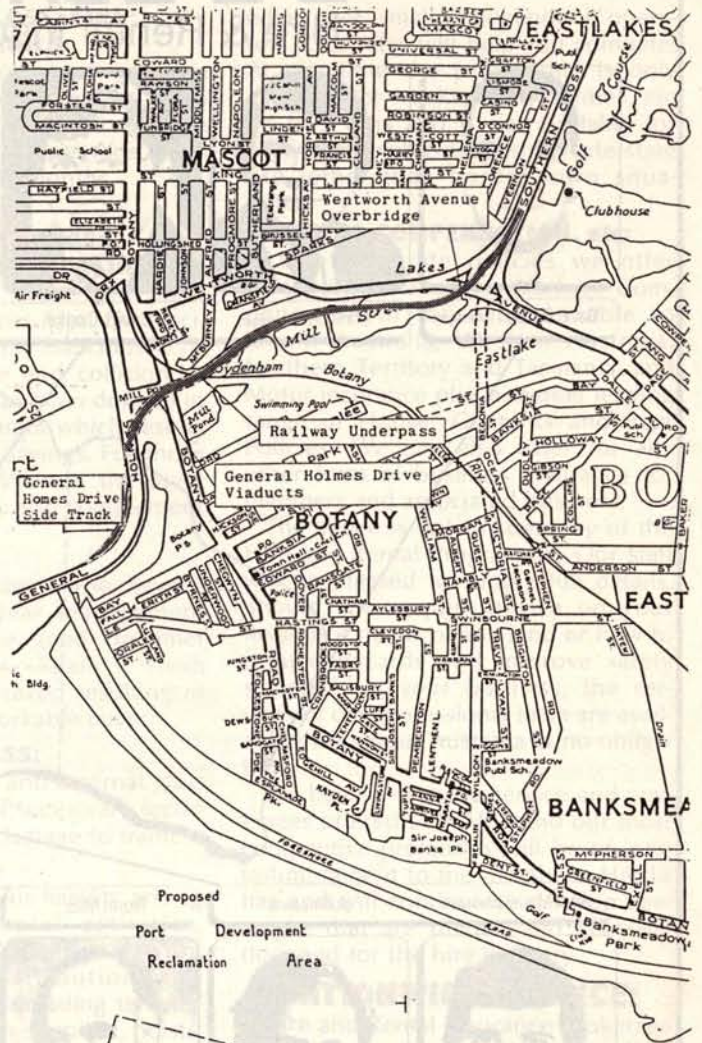


FIGURE 2.1.1



HA INSURANCE BROKERAGE

Hire & Rental Insurance Specialists



David Denson (Manager)



Chris Cull (Manager)



David Cooke



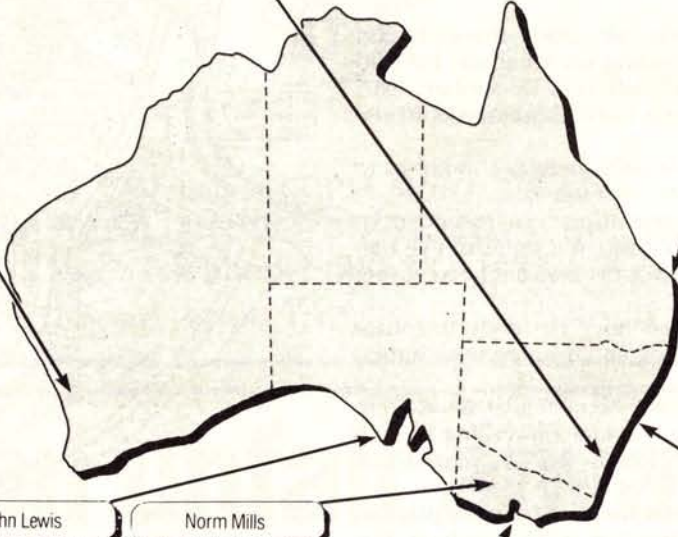
Greg Miles



David Curtis (Manager)



Renzo DeLeonardis



John Marini (Manager)

John Lewis

Norm Mills

Ian Bell



Don McLardy (Manager)

Grant Stillman

Joe Vella

Amo Pase

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UPDATE ON HARIB INSURANCE PLAN

The Hire and Rental Insurance Brokerage Pty Ltd (HARIB) was formed during 1985 following discussion with the Executive of the Hire and Rental Association of Australia, being seen as a valuable adjunct to Association activities.

Basically, the Association's Executive wanted an insurance programme that would specifically fit the hire industry, one that took account of all the risks present — a comprehensive cover for a diverse market.

The plan achieves this, covers and conditions being specially designed to complement that essential document of the hire and rental industry — the hire contract.

HARIB, has had steady progress with excellent prospects for the future as members become increasingly aware of the advantages of supporting their Association and their Brokerage.

Financial members of the Association are eligible to arrange cover through HARIB and insuring members have the option to purchase a share in the Brokerage at \$10. Members taking up the share option participate in the distribution of profits, the dividend paid to 49 shareholders as at the close of business at June 30, 1986 being \$238.20.

HARIB is properly constituted, complies with the Insurance (Agents and Brokers) Act 1984 and has Professional Indemnity and Fidelity Guarantee covers in place to protect the members.

The Plan is alive and well and growing, premiums during the 1985/86 financial year exceeding \$300,000.

HARIB is confident that the protection the Plan affords is the best available and featured hereunder is a resumé of covers.

The package can automatically cater for both the small business and operations with turnovers of up to \$5 million. Outside of these limits specially designed covers are offered within the program.

PART I FIRE AND SPECIFIED PERILS — ON PREMISES COVER:

Covers the assets of your business such as buildings, hire stock, plant and equipment against damage by fire, lightning, impact, explosion, earthquake, aircraft, riots and strikes, malicious acts, storm, water (excluding flood) and sprinkler leakage.

BURGLARY — ON PREMISES COVER:

Loss of, or damage to hire stocks, plant and equipment whilst on your premises including a locked yard. You have a flexible choice of the sum insured and a unique method of risk rating has been devised.

CONSEQUENTIAL LOSS, FIRE AND SPECIFIED PERILS:

We can protect your business from financial hardship or ruin that often follows the events outlined in (1). The cover protects your business for a loss of profits for up to 12 months.

OUTSIDE PREMISES WHILST ON HIRE OR LEASE — ANYWHERE IN AUSTRALIA

Covers your hire stock and plant against damage or loss from fire, accidental damage, storm, malicious acts, burglary, earthquake and collision. A different approach has been devised in calculating the premium which results in considerable cost savings. For those that have "Damage Waiver" the cover has been designed to also complement this.

THEFT BY HIRER:

Available to members who have a minimum of one year management experience and have good customer screening practices. Again a fresh approach has been taken resulting in an affordable and workable cover.

BREAKAGE OF GLASS:

Covers all internal and external glass including the cost of temporary security, signwriting and damage to frames.

PUBLIC LIABILITY:

Protects you for your liability arising from hire and rental activities, including sales, demonstration, importing and distribution and property ownership including tenants' liability, goods sold or supplied, hoists, cranes and unregistered vehicles. This cover is available for an indemnity of \$1 million or \$2 million and higher limits can be granted.

MONEY:

Protects money in transit, on your premises or in the custody of proprietors or employees.

INCOME PROTECTION:

Any number of individuals involved in the business can be covered 24 hours a day for accident and/or illness with the benefits being payable for up to two years.

PART 2 A MOTOR VEHICLE — RENTAL/LEASING PROGRAMME:

Again we have made new inroads in the hire industry. Major rental/leasing companies (often through self insured programmes) have been pooling their "numbers" resulting in lower rates which have given them a competitive

edge over small independent operators. Our rates will help you compete! At this time the programme is only available for trucks, vans, utilities, etc up to 5 tons and is not available for sedans and vehicles used for interstate use (other than border town situations).

WORKERS COMPENSATION, etc:

Under separate policies we offer competitive terms for Workers Compensation in those States able to (South Australia, Western Australia, Northern Territory and Tasmania) and Motor insurance plus a market leading range of House, Contents and Boat Policies. We can also cater for any other form of business insurance for members and associated business.

The above is only a summary of the Hire and Rental Programme. Our staff will be pleased to supply full details. Should you require advice on your insurance needs of any kind or how to reduce hazards and improve safety standards in your business, the services of our professional team are available throughout Australia at no obligation.

We believe that the service and coverages offered by HARIB and our most competitive premiums will be of long lasting benefit to the members. HARIB has and will continue to develop coverages that are unique and specially designed for the hire industry.

A NATIONWIDE SERVICE:

Hire and Rental Insurance Brokerage Pty Ltd, incorporated in Victoria, offers its services Australia-wide through offices in every capital city. If at any time you wish to effect or review cover, simply contact any of our branch offices where our trained staff will be happy to make arrangements.

HA INSURANCE BROKERAGE

Head Office: 24 Jeffcott Street, West Melbourne, 3003. Phone (03) 329 1244. Telex: 31488. Facsimile: (03) 329 8696.

New South Wales: 20 Hassall Street, Paramatta, 2150. Phone (02) 635 9777. Telex: 73215.

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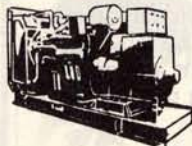
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Pages 19, 20, 21 & 22 are missing

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Bianco Hiring Service	S. Bria	(08) 336 3066	
Clark Industrial Engineering	C. Cox	(08) 46 9844	Pressure Cleaners, Generators
Cockburn Hire			
Compair Australasia Ltd	P. Gouscos	(08) 268 3166	
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HARIB Ltd	R. Goldman	(03) 329 1244	Insurance Services
Hilti Australia Pty Ltd	J. Rushton	(08) 46 6578	Drilling & chiselling equipment
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Parklands Trading	B. Murphy	Victoria	
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Witch Engineering	K. Fitzgerald	(03) 798 7977	Rotary hoes, trenchers
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B & P HIRE JOINS ANI STABLE

B & P Hiring Services, one of the most respected hire companies in Queensland, has recently come under the Australian National Industries umbrella.

B & P has 5 branches covering the Sunshine Coast at Caboolture, Caloundra, Maroochydore, Nambour and Noosaville, and has been in operation since 1968.

It was originally started in Nambour by Betty & Peter Pouwer (hence the name) and, in recent years, has been run by their son Larry.

Larry will now become an Area Manager with Coates Hire, also part of ANI, responsible for the Sunshine

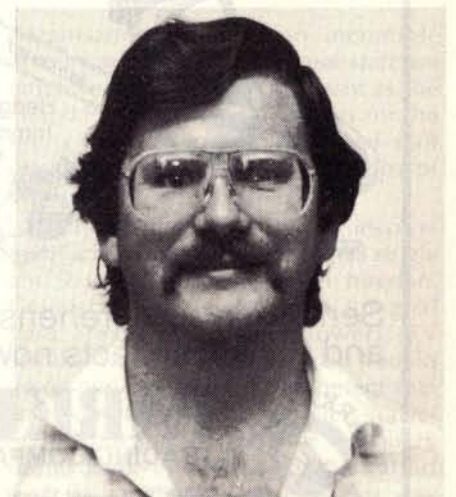
Coast, and B & P will essentially continue to operate as previously.

The only difference will be that B & P clients will now have access to the vast resources of Coates Hire as well as those of B & P.

Even in its early days, the Pouwers ran the business under the motto:

"If you won't use it yourself, don't give it to others."

It has been this attitude that has made the company the success it is to this day.



Larry Pouwer now to be a Coates Hire Area Manager.



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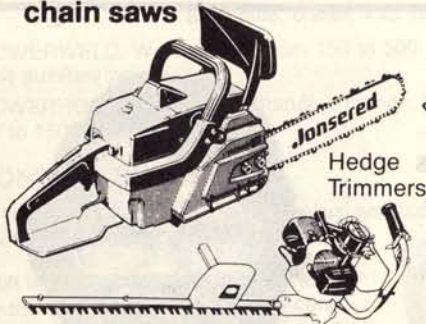


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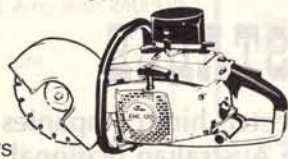
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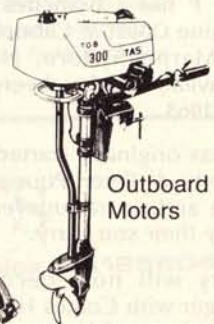
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GRAND PRIX 1986

Did you enjoy the celebrations and excitement of the Grand Prix? Well, while you were sitting back indulging yourselves in all the festivities, and making use of all the conveniences, did you stop to think where and how did all this eventuate?

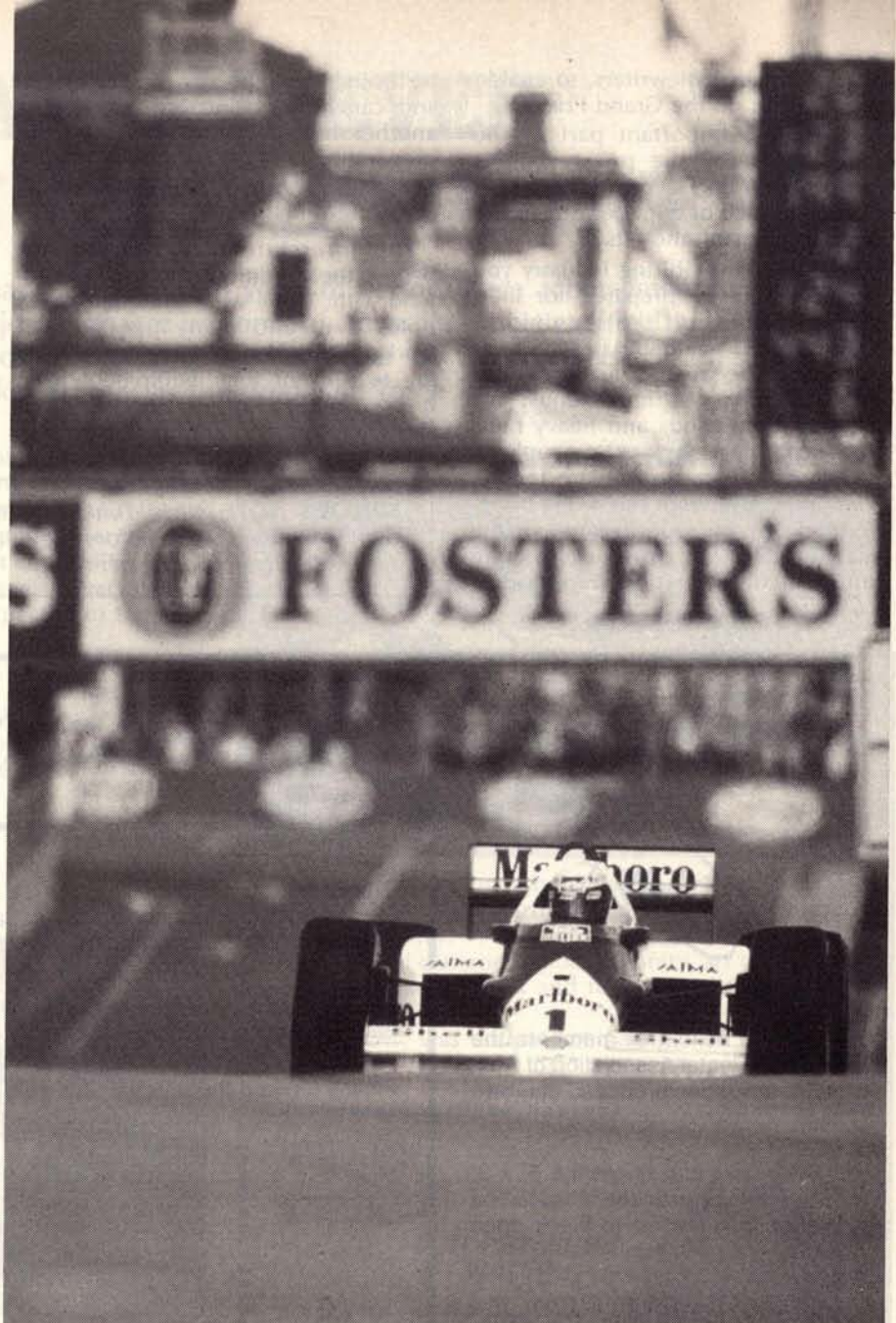
I never did, until I became involved in the Australian Formula 1 Grand Prix 1986. As a newcomer to the business, and to the Grand Prix itself, I was totally ignorant as to what is involved in organising such an incredibly exciting event.

When you think of the Grand Prix, you may think about the preparation in terms of the cars, the track, the drivers and making sure their machines, tyres and teams arrive safely and are adequately looked after and then of course the champagne, the celebrities and a possible glimpse of those men without fear. However, despite the fact that without all that there would be no Grand Prix, that is just a small portion of what is involved in preparing for an event such as this and making sure everyone enjoy themselves.

It is the public who ensure the Grand Prix is a success and so therefore, are most important, and it is up to us to ensure all their requirements are met. When you consider such an event attracts in the vicinity of 120,000 people, it may give you some indication of the work that is involved by the hiring companies.

It is so hard to try and express on paper, the work, time, effort and sometimes even confusion and at the same time immense adrenalin, that is experienced being a part of the hiring industry and therefore the Grand Prix.

We moved onto site approximately 4 weeks before the event and in those short weeks, my eyes were well and truly opened to what had to be accomplished in that time. With 5 interstate sub-hirers and 5 local sub-hirers involved, and endeavouring to co-ordinate them, along with the administration and the caterers and at the same time ensure everyone who hired equipment was satisfied — let me tell you is one mean task!



Being involved in the hiring industry (even if only for a short time) certainly assures your awareness of how it all takes place. It is not only Renniks Hire and their contribution, but the hiring industry as a whole and how one part of the hiring industry interacts with another.

For example, the 200 marquees, 160,000 square feet of flooring, the 4,000 trestles and tables and 11,800 chairs, 35,000 glasses, 2,000 ashtrays, 2,000 food servers, the hundreds of desks, office chairs and office furniture, lounges etc (the list goes on and on) but that is just a part of it. In order for all this equipment to be erected in the right place in the correct amounts in accordance with everyone's requirements not only relies on a great deal of

organisation but also an incredible amount of staff. Often casual staff are employed just for such an event as the Grand Prix, which is a normality for the hiring industry to employ casual staff on a regular basis for these types of events.

Another side to the hiring involvement are all the public toilets (38 single and 50 large blocks) which are hired in. Grandstands, fencing, chairs for gold pass areas, plants and flowers, TV stands, water dispensers, again I could go on and on. There is equipment that is hired not only for the public's convenience but that is hired for the hirers themselves and the administration such as motorbikes, trucks, two way radios, their offices (Atco huts), office furniture, photocopiers, urns, fridges,

carpet, lounges, typewriters, to enable them to work on the Grand Prix site.

Also a very important part of the Grand Prix is all the private parties which rely on our services, and which require as much of our attention as the Grand Prix organisation itself.

Of course in the hiring industry you always have to be prepared for life's little annoyances like Adelaide's (WONDERFUL) weather! As everyone is well aware, the weather leading up to the Grand Prix was horrendous. We had gale force winds and heavy rains almost continuously for the couple of weeks while trying to prepare for the Grand Prix. Also, with the hirers bringing trucks in and out, because of the weather and churning up of the ground, tonnes of wood chips had to

be brought in to try and prevent trucks and cars from being bogged — just another unexpected addition to the preparation and of course to ensure people were not walking around in mud up to their knees.

The interstate hirers could not believe the conditions they had to contend with. There were marquees split, poles bent and many people kept working long hours racing around trying to prevent their equipment from being damaged further. However, after many a tense moment by all involved,

the 1986 Formula 1 Grand Prix, as I'm sure all who attended would agree, was a great success.

Now it is the day after and time for everyone to pack up and move on. The sound of engines roaring around the track has been replaced with trucks moving in to start cleaning things out. It is over for another year and time to transfer our energy to the coming events, although I'm sure there is not quite an event to match the Australian Formula 1 Grand Prix to bring Adelaide alive.

EDITOR'S NOTE: Nicki Tonkin joined Renniks Hire 5 weeks before the Grand Prix, one week before they moved on site. Somehow she survived and is slowly recovering her sanity.

DO YOU FLY THE ASSOCIATION FLAG?



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

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

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

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Its market dominance has included computer centres for clients such as IBM, National Australia Bank and AMP, Sporting complexes such as Parramatta Stadium and the National Tennis Centre in Melbourne and Shopping Centres for clients such as the General Property Trust and AMP.

Civil & Civic's revenue for the financial year 1985-86 exceeded a record \$500 million and is expected to top \$600 million in the 1986-87 financial year.

On the construction side the major proportion of the total cost of construction work done is comprised of purchased materials, equipment hire costs and subcontracted services. With this heavy volume of work Civil & Civic's reliance on the equipment hire industry is quite obvious.

Some examples of work completed by Civil & Civic's Canberra office are:

1. 10 MOORE STREET



An unusual prestige office block in Canberra City, this building has 7000 metres of lettable space plus basement parking for 38 cars.

Civil & Civic also fitted out this building to a high standard of finish for several private and government tenants.

Other buildings completed in this general area include the GPO and the Jollimont Centre.

2. FERN HILL PARK



Canberra Technology Park is being developed by Lend Lease Development and its first two buildings are now complete.

Several more projects are in the design stage and over a period of 10 years it is expected to house over 80,000 square metres of commercial space.

3. CAROLINE CHISHOLM HIGH SCHOOL



This award winning school caters for 800 students in years 7 to 10 from the surrounding suburbs of Canberra's Tuggeranong Valley.

Four general classroom blocks, library, art room, gymnasium, administration block and four specialist blocks make up the school.

Civil & Civic was the project manager on the \$8 million job.



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From a single unit, high pressure, hot and cold water cleaning unit purchased for \$195 in 1973 the company has developed through many phases to the point where it has sold 560 units of its own design.

Rell Stratton, Director of Pressure Masters, tells a story of personal dedication to design an efficient cleaning unit capable of handling the wide variety of cleaning needs. There are applications for shopping walkways, toilet & change rooms, butcher shops, meat rooms, storage containers, shopping trolleys, food handling areas, graffiti removal, bore water stain removal, brick-block cleaning, boat cleaning, vehicle cleaning and sand blasting etc.

He personally carried out many experiments with inert gas (N₂ which is non-explosive) to produce a small particle-droplet spray.

In 1979 Rell received the Commercial Inventors Award at the Dowerin Field Day in WA.

After nearly four years of production the Pressure Masters High Pressure Water Cleaners and other equipment have established a firm market in the WA Hire industry as well as the mining, industrial car and forming fields.

Rell is proud of his record for reliability. He claims he has never had a dissatisfied client. The strength, durability and practical application built into the Pressure Masters products out-



performs equipment built for price alone.

From a humble start in the industry by Rell and his wife, the company now employs seven people, has machines in many states of Australia, in the Middle East, and is expanding to markets in other countries.

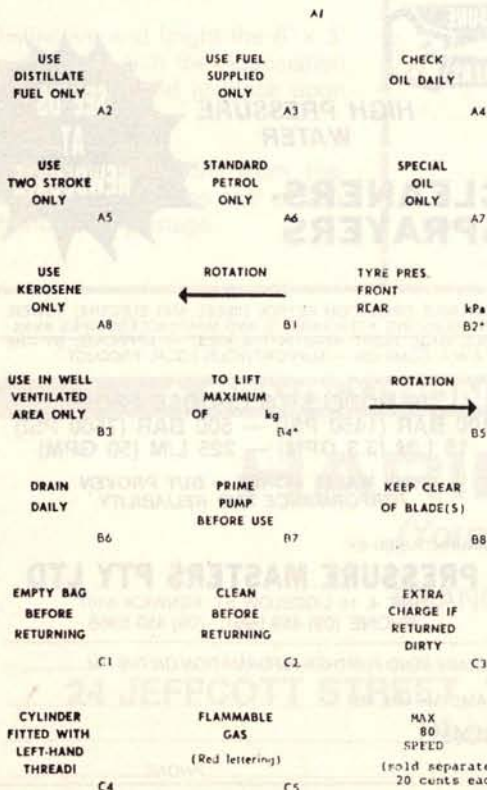
Rell Stratton of Pressure Masters is a supplier to the Hire industry who believes in providing the best possible product and the best possible service.

WARNING AND INSTRUCTION LABELS

This is a range of Pressure-Sensitive labels for use with a large range of equipment.

All labels are white with black lettering, except C5 which has red letters. With the exception of labels B2 and B4 (which are aluminium to allow writing by ball point pen or typewriter) these labels are made of vinyl overcoated with mylar which makes them resistant to oils, petrol and detergents. They are also stable against the effects of sunlight.

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These labels are packed in rolls of 50 individual labels per pack, and they can easily be removed from the backing paper. All that is required is a clean dust-free surface to allow them to be fixed to almost any smooth surface.

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\$3.00 per roll (to non-members) } with a minimum order of \$10.00

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Please supply the following labels (50 per roll)

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A2		B2		C2	
A3		B3		C3	
A4		B4		C4	
A5		B5		C5	
A6		B6			
A7		B7			
A8		B8		*	

(Please indicate quantities in ROLLS)

From

Contact Phone

Max. Speed 80 at 20c ea.

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Cost per roll \$2/\$3

Delivery charge on orders under \$30.00 \$1.00

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* MAX. SPEED 80 Stickers are sold separately at 20 cents each sticker

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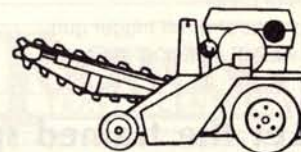
*The Hire and Rental Association of Australia wishes all
our members and readers of "Hire and Rental"*

Merry Christmas

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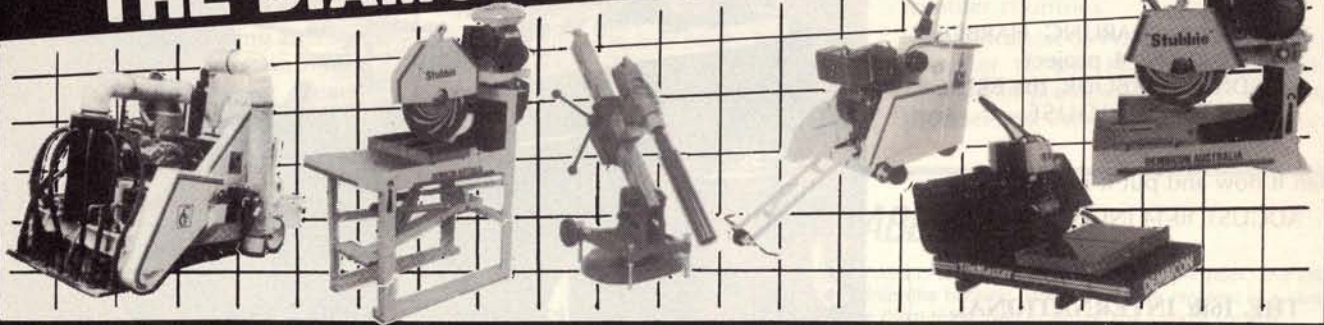
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Many convention delegates have visited the USA before and already know what a land of interest and discovery it can be, and will want to "do their own thing." For this reason, no sightseeing tours have been planned or costed — merely mentioned for your information.

Welcome to the AUSTRALIAN RENTAL ADVENTURERS TOUR

THURSDAY 5 FEBRUARY AUSTRALIA TO SAN FRANCISCO
Depart Australia on your way to San Francisco, crossing the International Dateline en-route. Arriving in the evening you will be transferred to the Holiday Inn Golden Gateway Hotel.

FRIDAY 6 FEBRUARY SAN FRANCISCO
Choose from a variety of fascinating optional tours including a half day city sightseeing tour of Union Square, Golden Gate Park, The Presidio and Fishermans Wharf, or visit Nob Hill and Top of the Mark where a spectacular view of this cosmopolitan city awaits you.

Other optional tours are also available visiting Monterey and the famous 17 mile drive on the Pacific Coast, or Muir Woods and Sausalito.

SATURDAY 7 FEBRUARY SAN FRANCISCO/NEW ORLEANS
This morning you will be transferred from your hotel to San Francisco Airport for the flight to New Orleans arriving in the early evening. A coach will transfer you to the Ramada Hotel, your home away from home for the next 7 exciting days and nights of the Convention.

SUNDAY 8/FRIDAY 13 FEBRUARY NEW ORLEANS
Whilst some of you will be attending the Convention, those just visiting will have time to soak up the atmosphere of America's "Deep South" — the heart of Dixie and home of Jazz.

Explore the French Quarter of New Orleans with its narrow streets and age old buildings featuring iron lace' balconies. Spend some time sightseeing: the Old Spanish Cabildo, St. Louis Cathedral, the Napoleon House, Pirates Alley and the French Market and spend some money at the unique specialty shops of Royal Street.

No visit to New Orleans is complete without a Steamboat Cruise on the Mississippi viewing the city from the river — the city which dates back 250 years to the days of the Spanish and the French. Many opportunities will be available to sample the unique seafood and Creole cuisine of the Mississippi delta.

For those who wish to venture further afield, visit Baton Rouge (the State Capital) or Biloxi to the east, a city whose economy is based on fishing. Travel across the longest bridge in the world: 24 miles of spectacular drive from New Orleans to Biloxi. Elvis fans may wish to make a quick visit to Memphis and Gracelands.

SATURDAY 14 FEBRUARY NEW ORLEANS/ORLANDO
This afternoon you say goodbye to the Deep South, flying direct to Orlando in Florida, your home for the next four nights at the Quality Inn, International Drive.

SUNDAY 15/WEDNESDAY 18 FEBRUARY ORLANDO
There is something here for everyone — the choices — Walt Disney World — Epcot Centre (Experimental Prototype Experience Tomorrow), an entertaining experience which will challenge and thrill your imagination.

Visit Cape Canaveral on a special NASA Tour of the Kennedy Space Centre or visit Marineland, the original seaquarium — the home of Flipper. Slightly further afield is the city of St. Augustine the oldest city in the USA and naturally the most historic city in Florida.

WEDNESDAY 18 FEBRUARY ORLANDO/LOS ANGELES
Around midday you say goodbye to Florida en-route to Los Angeles arriving early evening, when you will be transferred to the Ambassador Hotel in downtown Los Angeles.

THURSDAY 19 FEBRUARY LOS ANGELES
Los Angeles — where you can enjoy a full day tour of Hollywood in the morning and Universal Studios in the afternoon. Visit Disneyland or Knotts Berry Farm, The Spruce Goose, The Queen Mary, San Juan Capistrano, San Diego Zoo and make your own comparisons. Others too numerous to mention!

FRIDAY 20 FEBRUARY LOS ANGELES/HONOLULU
This evening you depart continental USA for your stopover in Honolulu, arriving late in the evening. You are transferred to the Quality Inn Diamond Tower close to the world famous Diamond Head and Waikiki Beach.

SATURDAY 21/TUESDAY 22 FEBRUARY HONOLULU
Relax and unwind by the pool and take a sightseeing tour of the island of Oahu or take a Pearl Harbour Cruise — time for last minute souvenirs.

TUESDAY 23 FEBRUARY HONOLULU
Last check out from the hotel then off to the airport for the early morning departure of our homeward flight — crossing the International Dateline you lose a day.

THURSDAY 25 FEBRUARY
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NEW MEMBER for Queensland Hire and Rental Association

Mareeba Landscape Markets & Equipment Hire in the north of Queensland have joined the Association.

Greg Williams and his wife Carmen entered the Hire Industry in April this year.

Mareeba is 60km inland from Cairns and hires backhoes, loaders, concrete finishing and placing equipment, power tools, breakers, compactors, welders, oxygen equipment and even a 6 tonne roller and a truck.

Greg has had 20 years experience in civil engineering and earthmoving equipment, while Kev Ramke, manager for the company is an experienced salesman in both machinery and real estate.

Carmen is the bright voice you normally get when you ring and with her overall knowledge of the business, completes the highly efficient team.

Mareeba is a town of approximately 10,000 people and as the Williams' company is the only hire establishment in the area their service is a vital one for local tradesmen. They also do most of the backhoe work for the Far North Queensland Electricity Board and local shire authority.

Greg points out that this is the first business he has been in where other operators go out of their way to be helpful.

Don Yeate of Paramount Hire in Cairns has been particularly helpful and provides a back up service for equipment Greg doesn't carry.

The company is also involved in the supply of sands, loams mulch etc, are fencing timber merchants, have a franchise for Solahart and Kubota Mowers & Tractors.

Greg tells us his future plans include



Pictured outside the Mareeba Landscape Markets and Equipment Hire are the manager, Kevin Ramke with the owners, Carmen and Greg Williams.

an expansion of the premises and hire equipment next year and that he has purchased a wood chip machine.

A versatile operation and another enterprising family is welcomed to the Hire and Rental Industry Association.



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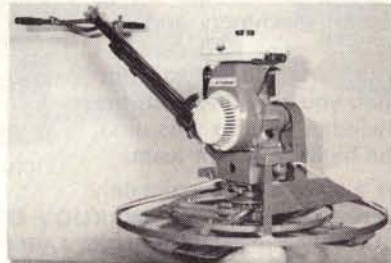
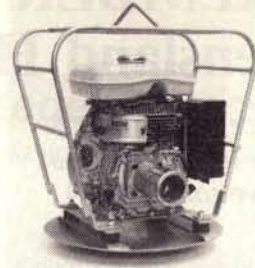
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A HISTORY IS CEMENTED

Twenty-five years ago Domenico Savignano started SAVIGNANO ENGINEERING in a backyard garage producing only a small amount of hand-made tools and trowelling machine blades. With increasing demand in these concrete finishing products he had no alternative but to move into larger premises and obtain machinery.

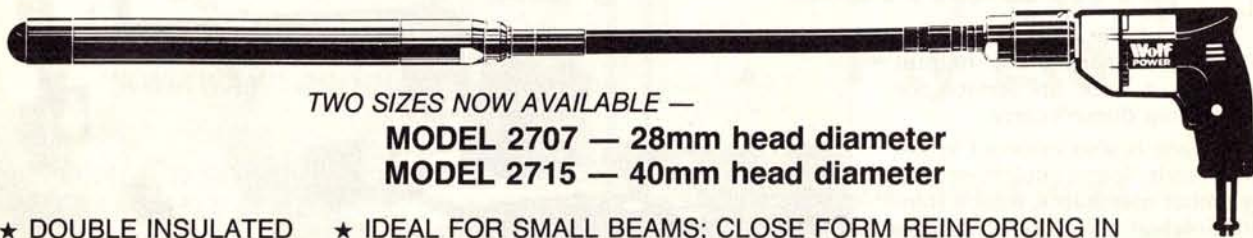
With this move also came a change in business name known as CEMTOOL (NSW) PTY LTD; by this time his product range had increased to a point where he was specialising in the manufacture of trowelling machines, concrete vibrator shafts, drive units, submersible water pumps, post hole diggers, dual cut concrete saws, 24" slashers and paving splitters.

Now situated in their new premises at SMITHFIELD they are confident of their continuing success knowing that the Company has a strength based on the profound understanding of the products they manufacture and sell and their application in the building and contracting industry.



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THE COMPUTER — FRIEND OR FOE?

Everyone in the Hire Industry is talking about computers, some hire people have taken a leap into the future and bought a computer, and are very pleased with the results, and some are very unhappy; we talked to Chris Pannell, well known Australian hire industry identity, who has been actively involved in both hire and computers in the Australian hire industry for over 18 years, and has some 25 years experience in the Industry.

This is what he told us:

"There are two essential parts to a Computer system; The part you can see or the 'hardware' which includes the familiar 'box' with its monitor sitting on it, a keyboard and a printer, every computer shop in Australia and New Zealand will sell you one of these!

But, as many Hire company proprietors can tell you to their sorrow, the Computer is no good on its own, the bit that makes it all happen is the part of the computer system that you can't see — the series of programmes or the 'software.'

The programmes are the clever part of the whole system, the part that is going to handle and store, sort and print all your data. No programmes — no computer, but even worse, a programme designed for a hardware shop or a smash repair business or any general sales type of business will not be any good for your hire business."

We asked Chris what was special about hire when looking to computerise a business.

"In the hire industry we sell time not goods, we make reservations, we are interested (deeply) in utilisation, return on investment (or capital) and maintenance costs. Your reservations, contracts and invoices need to tell both you and your customer what they have reserved; why they have taken on hire; what the various hire rates are for different periods; and what consumables they have purchased.

In no other business is the axiom 'Time is Money' so true!

A computer programme to service the hire industry must be time sensitive, it must handle and store up to say 8 different rates for every item you hire, it should provide instant on screen inquiry of the status of every

piece of your gear and the status of every customer's current hire, bookings, his past and present account status. It must store the performance details of every product and class of product you hire.

To professionally manage your hire business your computer system should record both; the last invoice number, the month to date, year to date and life to date number of hires, and the revenue over these time slots expressed as a percentage of the original item cost.

This vital information enables you to make management decisions based on facts.

A complete programme for a hire business should also include Reservations which the computer can convert into Contracts at the start of the hire, automatic entry of product kits on the screen for items such as marquees, aluminium scaffold towers, and similar 'kits', thus giving complete stock control and goods out recording with a couple of keystrokes.

A fully interactive system will include an optional general ledger, accounts payable, stock controls, and keep track of every asset in the business, hire equipment, sales stock, and fixed assets such as office furniture, workshop plant and equipment.

Automatic hire rate increases by product group by a selected percentage can be done in seconds, a complete Rental/Hire rate book is part of the system, as are consumable price lists.

An integrated asset register and automatic calculation of year end depreciation for your tax return will certainly save a packet on accountancy fees!"

Does the "Hireshop Rental System" include all these things? we asked Chris.

"It certainly does, it is not possible to give you in detail all the details in a short time, but if some of your readers want more information we would be happy to share our enthusiasm with them" he said.

Readers who need more information including a copy of the very comprehensive 60 page manual and a copy of the "System Overview" should call Chris on (043) 88 4577 for their copy.



ABOUT CHRIS PANNELL
WHO WE INTERVIEWED FOR
THIS ARTICLE

Member of the Institute of Plant Engineers, London, listed in "Who's Who in the World" for the past 5 years for his "contributions to contemporary society," winner of the Australian Design Award, the BHP Steel Award and the Prince Philip Prize for Australian Design, Chris Pannell is well qualified to speak about the hire industry.

He has been directly involved in it for over 25 years; a Director of Pannell Plant Ltd in UK; State Manager for Coates & Co Ltd for 6 years; and supplier of the well known Pannell Plant vibrating rollers to every major hire company in Australia.

Today he owns his own hire business with 3 branches at Gosford on the Central Coast of NSW, where he lives with his wife Philomena and their 11 children on a 25 acre property.

Since introducing the Hireshop Rental system to the Australian market at the start of 1986, he has advised some 40 Australian hire companies on computerising their business and helped 20 of them to do it — from Darwin to Melbourne.

He is a firm believer that a happy customer is the best advertisement; so if any reader wants a list of Hireshop Rental System customers they should call (043) 88 4577 and ask Chris Pannell or Alan Young for a copy. They will send you some information too!



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NEW PRODUCT NEWS

AN EXCITING NEW PRODUCT FROM GENIE INDUSTRIES

A product that meets all of the demands of the Hire Industry is the new, self propelled Genie Boom 2-30/20 and 2-30/20hp available from Australian Hi-Reach Systems Pty Ltd in Osborne Park WA.

A rugged and remarkably compact portable aerial work platform, the Genie features a powerful electric motor, eliminating starting problems, and is quiet non-polluting. The Genie's engine counter-balancing system eliminates the need for stabilisers or extended axles.

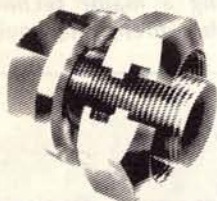
With a range of 37'-38' vertical reach and outreach of 20' the Genie makes easy work of site obstacles and can still drive through a double door-way and up a 25% grade.

The two models which provide one or two man operation are safe, dependable and durable.

A REVOLUTION FROM TUBEMAKERS

A coned washer is used to force two identical halves of the nut together, giving better load distribution on the bolt threads.

This design allows the nut to clamp tightly even on an undersized bolt. It is impossible to cross thread. It can be tightened or removed with a fraction of a turn. It eliminates problems associated with inaccessible nuts.

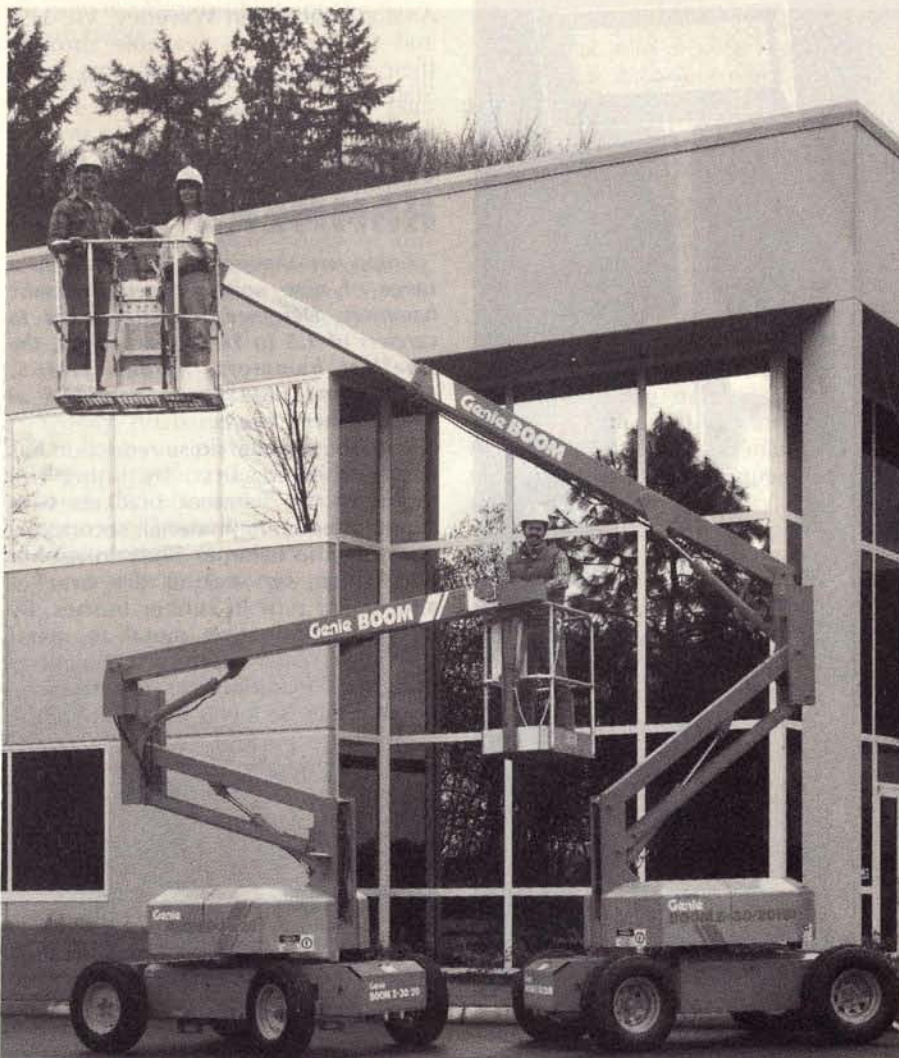


**WILLIAMS
SPLIT
NUT**

The Turning Point in Fastening Technology.



TUBEMAKERS OF AUSTRALIA LIMITED
STEEL PIPE DIVISION.



The new self propelled Genie Boom.

INNOVATIVE TECHNOLOGY FROM HILTI

The new HEA Adhesive Capsule. Optimal Long-time fastenings in dry, wet and temperature-stressed base materials.

Adhesive Anchor Systems obtain their hold from the bonding of the anchor rod with the base material. The HEA capsule contains epoxy acrylate. This provides improved elasticity and adhesion and long-time behaviour under the influence of dampness, wetness and changes of temperature in the base material.

Enquiries to Hilti:— Sydney (02) 648 4466; Melbourne (03) 544 6266; Brisbane (07) 268 4177; Perth (09) 361 8755.

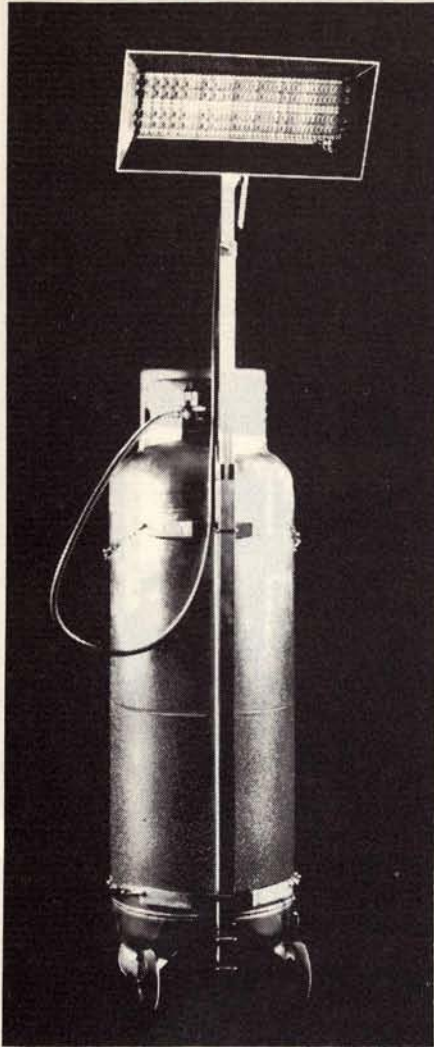
ENERGY-SAVING PORTABLE INDUSTRIAL RADIANT HEATER

Developed by SBM, worldwide leader in radiant heating efficiency, the Brasilia LP gas-fired heater GM12S, now immediately available locally, is a completely mobile unit of special benefit for such applications as workshops, on-site outdoor works, factory or warehouse heating and party hire for outdoor functions.

The heater saves up to 50 percent on fuel bills. The GM12S heater has a maximum capacity of 28,000 BTU/HR, with a turn down to 14,000 BTU/HR without losing any surface area of heat. A smaller unit for 19,000 BTU/HR is also available.

The unit comes complete with heater head fitted with flame failure device,

NEW PRODUCT NEWS



wheeled trolley in kit form for easy assembly and transportation, hose and adjustable regulator with 0-10 dial. The heater is manufactured from quality stainless steel with a shock resistant ceramic tile. Telescopic stand will rise to a height of 9ft. Incidentally, the heater heads are also ideal for spit roasting machines.

Agents for Australia and New Zealand are Hurl Nu-Way Pty Ltd, 14 Aristoc Road, Glen Waverley, Vic 3150 and the heater is available through their branches and distributors in all States.

NOISE-REDUCED HAMMERS

Krupp has announced the release of a range of nine noise-reduced hydraulic hammers. Designed for attachment to carriers of 1.5 to 16 tonnes weight, the smallest hammers, models HM65, HM305 and HM555, are described as "vibrosilenced" units.

With these units, noise reduction has been achieved, first, by lining the inside of the hammer brackets with sound attenuating material; second, by encasing the hammer body in rubber and, third, by seating the bracket attachment pins in rubber bushes. By virtually eliminating metal to metal contact in each of the vibrosilenced units, the manufacturer has reduced operating noise levels by about 8dBA.



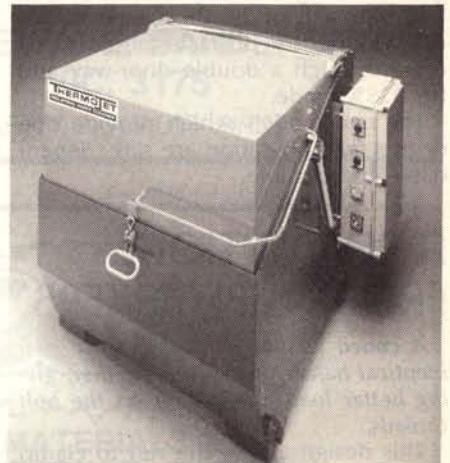
HM 305 "vibrosilenced" demolition of foundations

The remaining six noise-reduced hammers in the range are suitable for use with carriers of 2.5 to 45 tonnes weight. Each is enclosed in a recently developed Henze noise insulation casing which is designed to reduce noise levels by about 10dBA.

THE CLEANING MACHINE

Thermetec produce a remarkable product called The Cleaning Machine, which cleans industrial parts using the same principle as a household dishwasher.

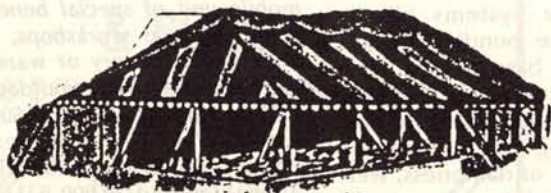
Items required for cleaning are placed in the internal basket and the machine does the rest. The combination of spinning motion and jets of hot detergent water from all sides penetrate even the deepest grime. There are few fumes, no fire risk and almost no pollution as only biodegradable detergent is used with hot water. Contact Thermetec on (044) 21 5922 or write to PO Box 130, Nowra 2541.



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NEW PRODUCT NEWS



The Quell Halo 500 foam/water unit is a transition piece that allows existing water monitors fitted with fog nozzles to be instantly converted to a foam/water monitor without affecting the performance of the water stream.

Enquiries to: Fire Fighting Enterprises (Aust) Ltd. Sydney (02) 858 8444; Brisbane (07) 277 2399; Melbourne (03) 544 5444; Adelaide (08) 272 1000; Perth (09) 458 4133; Hobart (002) 34 4744; Darwin (089) 27 2793.

ABBEY PLATFORM MAINTENANCE

At Abbey we know minimising downtime is essential to maximising return on investment for elevating platforms. We also know that some hirers of equipment do not treat the platform as they should.

Abbey, a Division of Prok International have the most comprehensive service and spare part facilities for platforms in Australia. To ensure customer orientated service we have restructured our Sydney and Melbourne Service/Spare Parts operations which are now the responsibility of the Sales Departments.

tured our Sydney and Melbourne Service/Spare Parts operations which are now the responsibility of the Sales Departments.

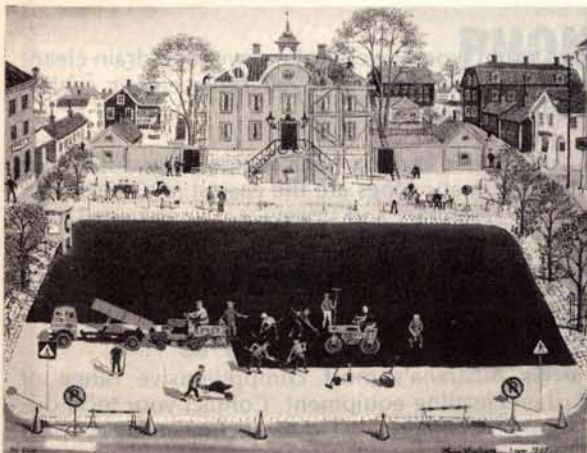
- Abbey hold parts in stock in all states so that repairs to your platform are completed in the minimum time. If a major part is needed, it can be shipped from the main spare parts store in Melbourne. This main store is larger than some of our opposition's manufacturing facilities! You can still get parts for the entire Abbey Range — even those built in 1956.
- With service facilities in Melbourne, Sydney, Brisbane and Perth, Abbey can keep your platform in good condition, ensuring the safety of those using the equipment. Our service personnel know their product. You would too, if you serviced over four hundred (400) platforms per year.



In Melbourne the Abbey Service van is available to provide repair/service at your site, so your platform is back on the job fast.

Abbey's support extends to our operating and spare parts manuals which are currently being updated to ensure you can easily understand the operation of your unit and get the part you require without bringing it to us and saying "one like this."

Remember Abbey have been in the business for thirty years and will be here for a long time in the future. When you talk to us you are talking to those who designed and manufactured the product and to a company who are the leaders in the industry. Our commitment to supporting our product is a key element in maintaining that leading position.

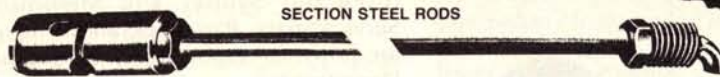


DYNAPAC

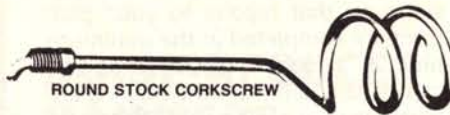
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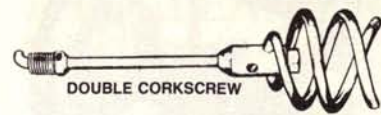
SECTIONAL RODDING EQUIPMENT



These steel rods, acid resistant and made from special grade of spring steel rod, are drawn to specification to create a high quality rod specifically for sewer cleaning.



ROUND STOCK CORKSCREW

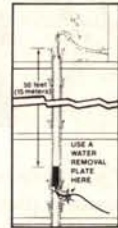
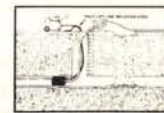


DOUBLE CORKSCREW



MODEL A

SEWER LINE CLEANING PLUGS



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NEW PRODUCT NEWS

ELECTRIC EEL DRAIN CLEANING EQUIPMENT FOR AUSTRALIA

The Sewer Equipment Co (Aust) (SECA) have been servicing local government, plumbing and the hire industry with Drain and Sewer Cleaning equipment for over 17 years. With the development of Australian manufactured machines, cables and tools over the last 2 years, the equipment is now readily available and even more cost effective.

The range of equipment available for cleaning and testing of drainage systems is as follows;

- (a) "Electric Eel" petrol & electric powered or hand operated dual cable drain cleaning systems. Nationally known through the hire, plumbing and municipal industries for its self-feeding flexible cable, safety clutch and unsurpassed reliability
- (b) Sectional steel rodding equipment, hand or power operation now available with quick release couplings. Rods of various diameters and lengths are available to suit many applications. Adaptors are also available to suit all brands.
- (c) Sewer cables and sectional rods to suit Rigid & Rothenberger drive units. The RRC11 cable is also available plain, plastic core or with stainless steel retriever.

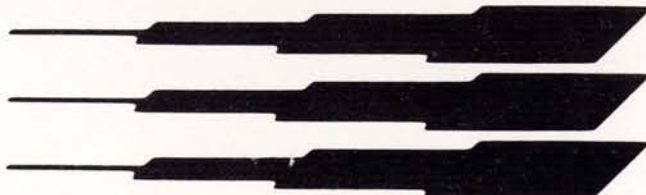
- (d) "Burton" drum type power snake sewer and drain cleaning equipment available with all replacement cables, tools and spare parts.
- (e) Cherne pneumatic and mechanical pipe plugs and cleaning balls. Pneumatic plugs are the easiest and safest way to test sewers, sanitary and stormwater lines from 32mm to 3 metre diameter. Using Cherne plugs it is now possible to test downstream of the inspection opening and with the availability of multi-size units, one plug can fit any pipe from 600-900mm diameter.

SECA carries Australia's most comprehensive range of sewer and drain cleaning equipment. Contact your local distributor Gregory Machinery Pty Ltd for technical advice, pricing, sales and service.



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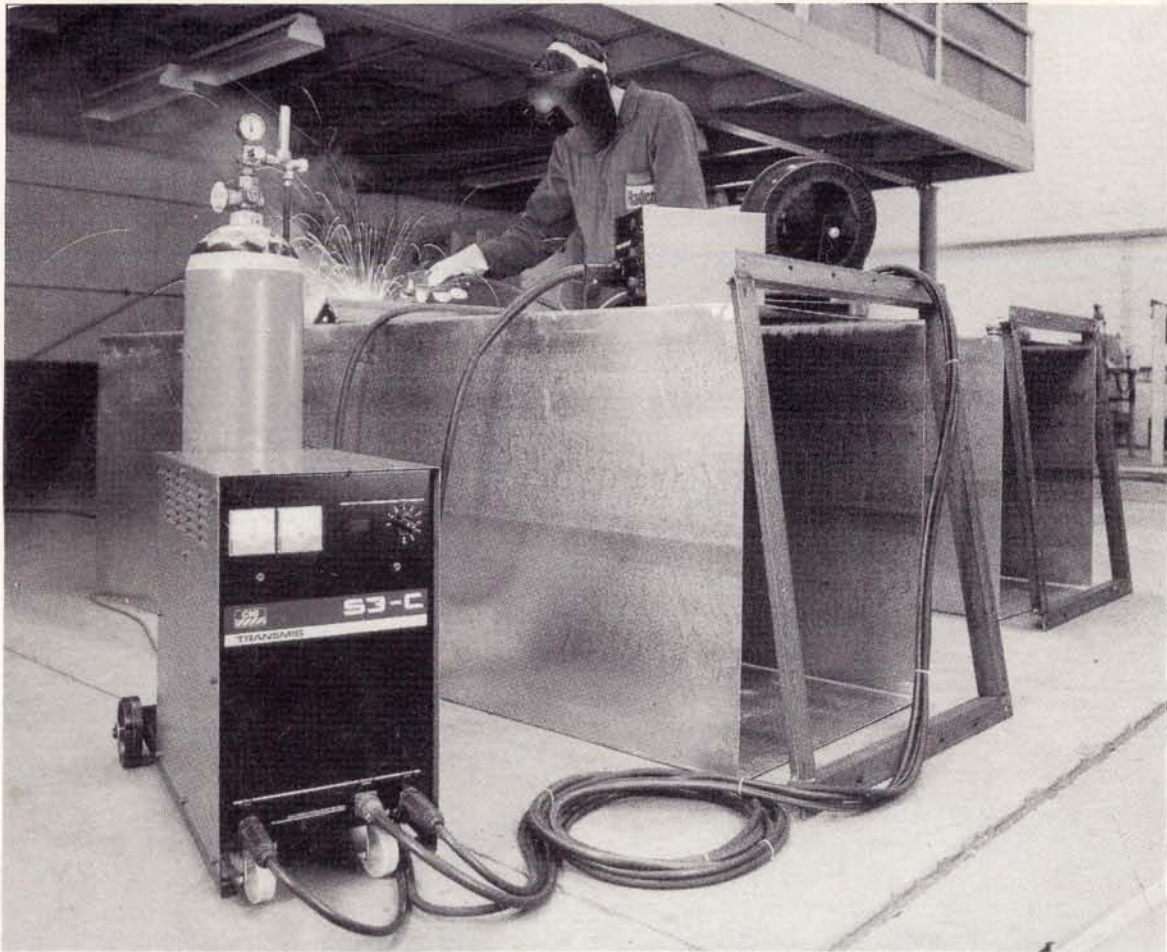
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TRANSMIG S3-C



PRODUCTIVITY THROUGH PERFORMANCE

The TRANSMIG S3-C has outstanding performance with steel, aluminium, stainless steel, silicon bronze and some hardfacing MIG wires. It is designed to meet the high productivity requirements of the competitive metal fabrication industry.

CIGWELD insists on adhering to stringent Australian Standard AS1966.1-1985 which requires that a MIG machine operate at its rated output conditions for four full hours and not exceed its temperature rise limits. This requirement is realistically matched to the operating pattern of production work and will ultimately mean greater reliability from the MIG machine.

The TRANSMIG S3-C does not sacrifice welding voltage for higher output current either. High current output serves no purpose if the voltage characteristics will not deliver welding conditions for the required performance.

The TRANSMIG S3-C's welding performance in spray mode is second to none! This is where productivity really starts to pay dividends ... And don't be fooled by its compact size, this MIG is all 'muscle'.

The MIG Gun is the most critical element of any MIG Plant. An unreliable MIG gun will cripple the best power sources. The TRANSMIG S3-C is fitted with the worlds most popular (and arguably most reliable) MIG gun - the TWECO No. 4.

Finally, spare parts and service back-up is essential for reliable long life productivity. CIGWELD is Australia's largest welding company. This guarantees that your production will not be stopped because some part has become unavailable or is no longer imported. CIGWELD sets the industry standard in terms of Nationwide parts and service back-up.

The Commonwealth Industrial Gases Limited

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