

# **HIRE and RENTAL**

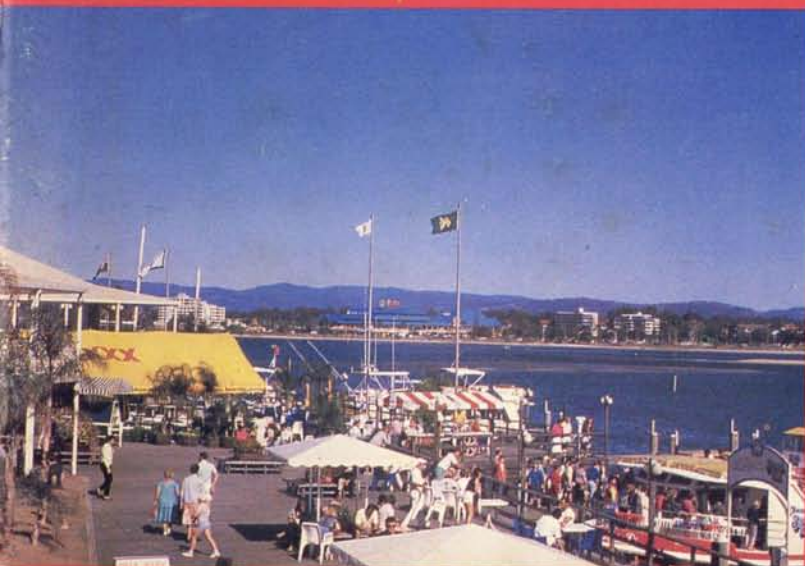
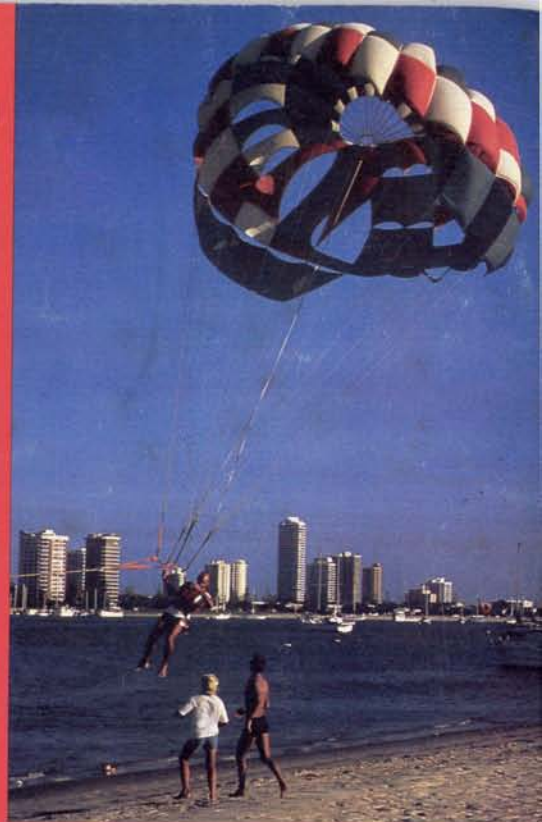
## **Industry Quarterly**

APRIL  
1987

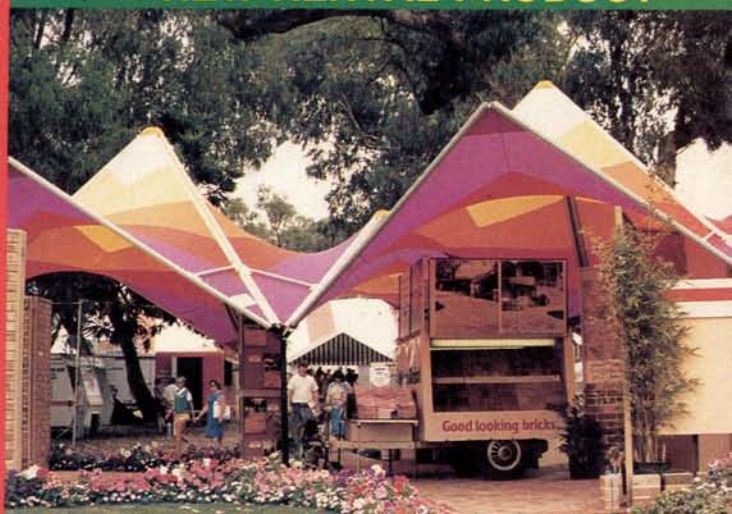
*Official Journal of the*  
**HIRE AND RENTAL ASSOCIATION OF AUSTRALIA**



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# HIRE and RENTAL Industry Quarterly

APRIL  
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Official Journal of the  
HIRE AND RENTAL ASSOCIATION OF AUSTRALIA



**Gold Coast  
Holiday  
and Hire  
Capital  
of  
Australia**



**Sydney  
Hire  
Convention  
Exhibition  
1987**



**Party  
Hire  
Membrane  
Structures**



**SA  
Hire  
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Seminar**

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## HIRE ASSOCIATION DIRECTORY

### NATIONAL:

Mr Rolf Schufft

Hire & Rental Association of Australia  
Private Bay No. 938, North Sydney, NSW, 2060  
Phone: (02) 957 7592

Telex: AA22050; Fax: (02) 923 1166

### President

Mr Jim Brown (02) 525 3333

### NSW:

#### Secretary:

Mrs Christine Stewart

Hire Association of NSW

PO Box 613, Baulkham Hills, NSW, 2154

Phone: (02) 634 2964

### President:

Mal Williams (02) 958 2288

### VICTORIA:

#### Secretary:

Mrs Lois Ziebell

HAA (Victorian Region)

12 Rachel Drive, Wantirna, Vic, 3152

Phone: (03) 720 1835

### President:

Mr Mike Wilton (03) 878 0000

### QUEENSLAND:

#### Secretary:

Mrs Cathy Staines

HAA (Queensland Region)

PO Box 304, Kenmore, Qld, 4069

Phone: (07) 378 5991

### President:

Mr Brian Telfer

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Mr Bob Osborne

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#### Secretary:

Mr David Braidwood

HAA (Western Australian Region)

C/- Trade West

133 Welshpool Road, Welshpool, WA, 6105

Phone: (09) 451 7744

### President:

Mr Mel Bungey

Phone: (09) 399 6222

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# President's Message

Welcome to the second issue of *Hire & Rental Quarterly* and the first for 1987.

I am sure you were as pleased as I was with our first issue and assure you that we can all look forward to even better, more constructive and informative issues in the future.

I would like to stress again that, to a large extent, this depends on your input to your magazine, so please feel free to send your comments, bouquets and brickbats to the Editor.

We are now well into 1987 and I think the best New Year's resolution one could have would be to make 1987 a better year than 1986, not only by working hard, but also by working smart. This really means improving our bottom line, making a bigger profit which, when it comes right down to it, is the reason we are all in business.

However, this is not always as easy as it seems. For example, while we have had to absorb the ramifications of the devalued Australian dollar, high interest rates, 20% sales tax on everything, Fringe Benefits Tax, no rebate on Stamp Duty, higher Government and statutory charges over the past few years, our rates have generally not risen to keep pace.

It would seem that in the majority of areas, where business has been buoyant, this surely would have been the time to make sure that our rates kept up with rising costs. However, this does not generally appear to have happened.

A classic example would be construction equipment hire in the Sydney CBD where demand is as high as ever but the rates being quoted are generally lower than ever.

However, rates for smaller equipment have, for the most part, risen in line with cost increases experienced.

Personally, I can see no reason why the rates charged for construction equipment, and those charged for smaller equipment should not be based on the same cost factors, but this is obviously not the case.

And this situation is not being forced on us from the outside, we are doing it to ourselves. A hire operator cannot and should not live with a situation which will slowly undermine his profit structure and curtail the purchase of new equipment (because this is the ultimate effect — lower profits and less money for capital investment).

It is time the industry learned that we are not the only ones to lose from this practice. While we are giving our profits away, in the long run the customer is the loser as the standard of equipment available for hire drops.

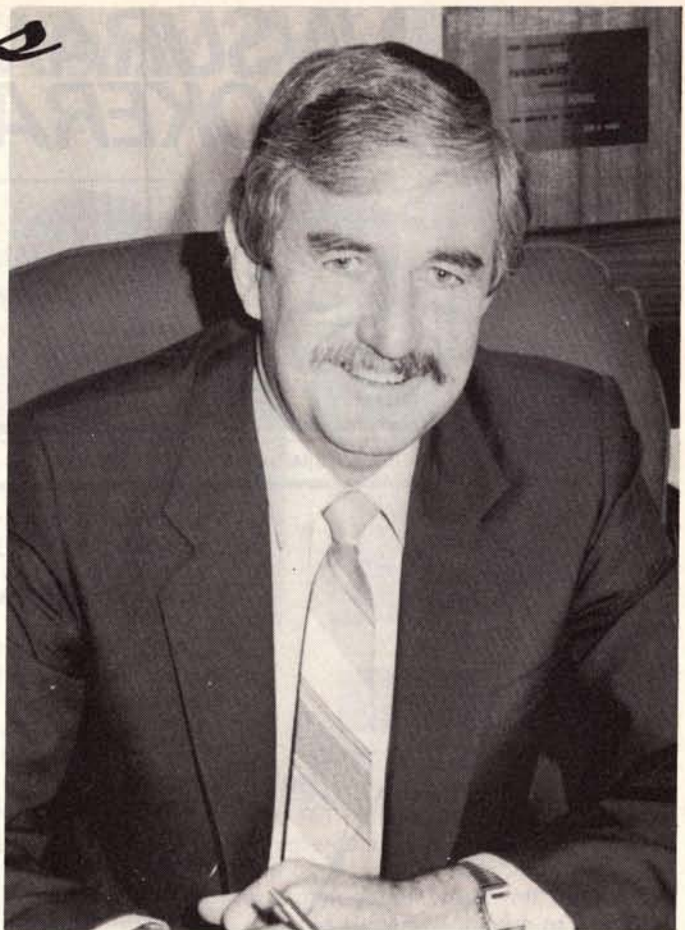
This will lead quickly to disillusionment with the industry and a consequent drop in the size of the market, which none of us needs.

May I suggest that, the next time you buy a new piece of equipment for your fleet, you compare the price you paid five years ago with the hire rate you were getting then to today's price and hire rate. You just may get a shock.

Hopefully, if enough people get enough of a shock, both common and economic sense will reign and we will all profit together in 1987.

**JIM BROM**  
National President

Hear Alan Carroll's analysis of the federal budget at Hireexpo 10th-13th August



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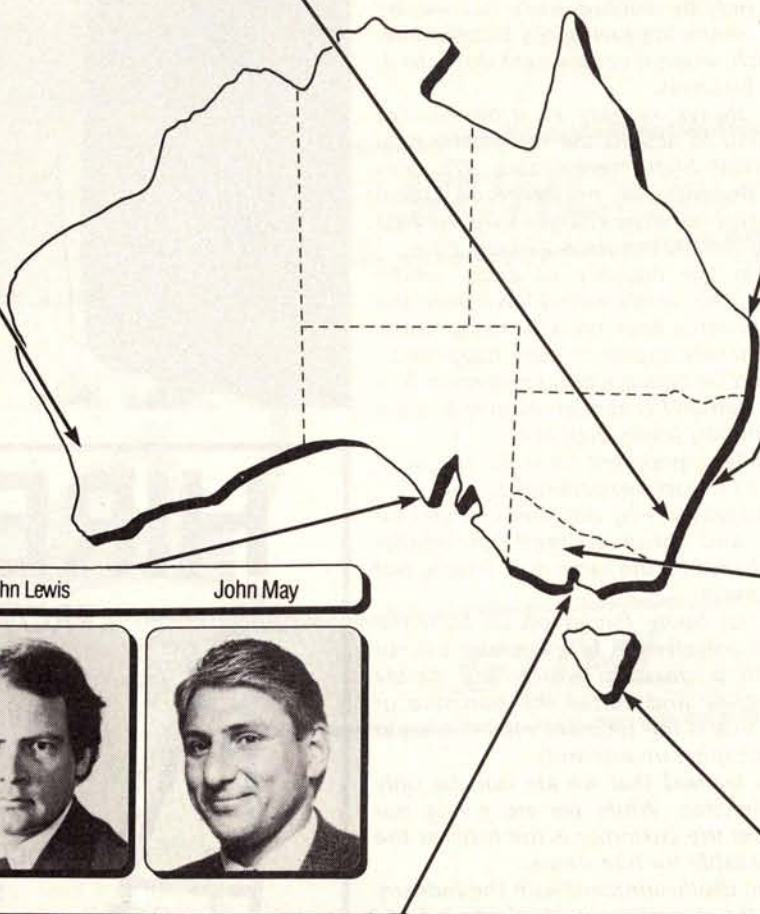
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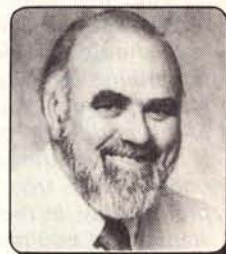
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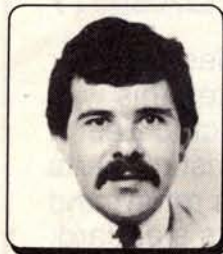
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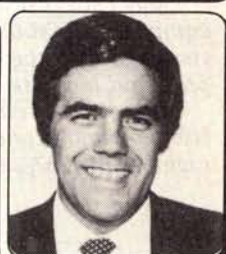
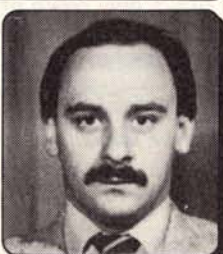
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# Gold Coast — Hire and Rental Capital of Australia

The changing face of Gold Coast tourism over the past decade has resulted in a massive upsurge in the hire industry in what has now become Australia's fastest growing tourist city.

The Gold Coast phenomenon, which has seen a chain of sleepy seaside holiday townships flourish virtually overnight into a vibrant, thriving international tourist city, is well known to many Australians.

But like many of the real facts behind this fascinating young city, most Australians have a very distorted view of the nature of the Gold Coast.

Probably as a direct result of the sunshine, surf and bikini image that put the area on the map in the 1960s, many Australians believe that is all the Gold Coast has to offer. But in fact, the city is a dazzling potpourri of different attractions, ranging from some of Australia's most sophisticated tourist resorts to the astounding and often unexpected natural beauty of the hinterland mountains and rainforests.

The urban infrastructure, too, is much bigger and broader than most realise, and it is this growth as a city spurred on by tourism that has led to parallel growth in related ventures such as the hire industry.

On latest calculations, the 'city' (if you take in part of Tweed Heads and a good chunk of the hinterland region) has a permanent population nearing a quarter of a million. That population can double and even treble during the peak tourist seasons.

That makes it the largest Australian city outside the capitals, and as with

any city of that size, there is always a natural use of the hire industry by the resident population.

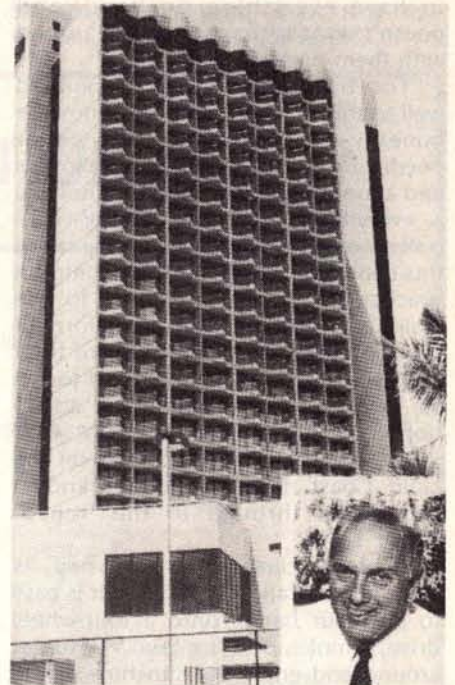
Obviously it is no problem to hire anything be it a washing machine, a television or video recorder. Our relatively affluent society has become used to the idea of having things at their fingertips and has readily adopted the concept of hiring when cost or inconvenience makes it impractical to own.

However, it is the growth in the tourist industry and the way that that industry has grown that has been the biggest plus of the Gold Coast hire industry.

A good barometer of the increased tourist interest in the Gold Coast is the amount of traffic on the Pacific Highway from Brisbane. Between 1975 and 1983, that traffic has risen by nearly 100 per cent, as the flow of Brisbane residents (and people from other centres such as Toowoomba who have traditionally looked on the Gold Coast as their holiday destination) to the coast has steadily increased.

But the level of interstate and international tourism has risen even more dramatically as the word about the Gold Coast has spread.

Present figures indicate the Gold Coast region achieves nearly 13 million tourist 'bednights' a year, which means there are about 35,000 tourists staying



The \$65 million, 300 room Gold Coast International Hotel at Surfers Paradise, setting new standards in resort rental accommodation. Inset: Mr John Wareing, the General Manager of the Gold Coast International Hotel, which is a member of the Southern Pacific Hotel Corporation.

on the Gold Coast on any average night. In peak holiday seasons when occupancy is at 100 per cent, there would be accommodation for some 64,000 tourists.

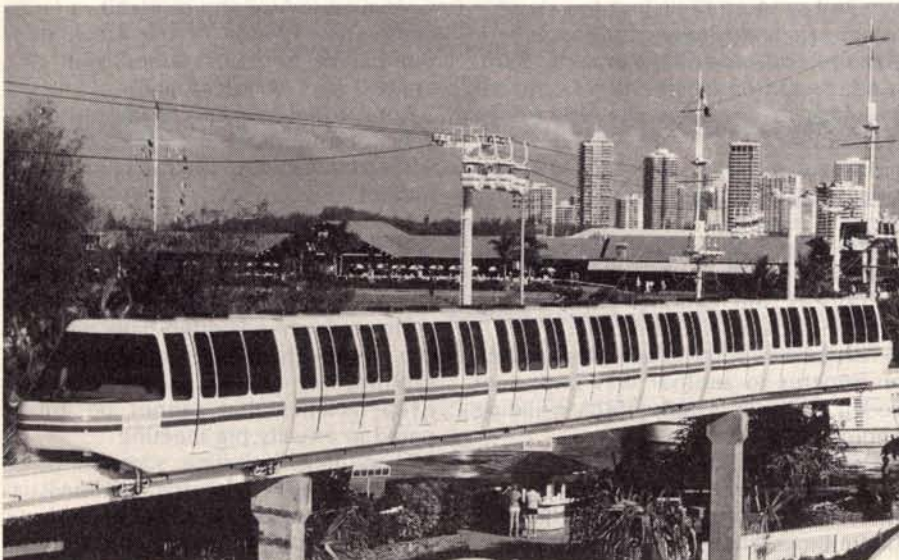
This Domestic Tourism Monitor figures indicate that the Gold Coast region attracts approximately 1.8 million visitors a year — and most of them come by plane or train.

That means that when they arrive, they will be expecting to make use of the sophisticated facilities of the resort city by hiring or renting most of the equipment they will need during their stay.

As Gold Coast Visitors and Convention Bureau chairman Graeme Isaacson points out, the region's largest industry — accommodation — is a hire industry in itself.

"Although rental and hotel accommodation is generally classified as tourist or real estate industry, it perhaps should be more correctly categorised as hire industry as people are paying a fee for the temporary use of premises," said Mr Isaacson.

"But no matter how you classify it, it is obvious that one of the region's largest income sources is collected through rent and room charges.



Sea World's monorail ride



"But that is only a part of the overall benefit of tourism to the hire industry.

"The relatively sophisticated visitor that the Gold Coast now attracts wants to have everything on hand, and doesn't want to have to lug it around with them on a plane or train.

"The hire industry has responded well to this demand, and it can now be honestly said that the average visitor needs only to bring a change of clothes and a toothbrush with them on holiday — everything else is available for hire.

"Some tourists have obviously taken this concept to heart, and it is common practice for visitors to travel to the Gold Coast and then hire some form of transportation for at least part of their stay so that they can get around to see all the natural and man-made attractions."

The hire car business thrives on the Gold Coast, from the better known businesses through to the 'rent-a-bomb' class.

The local climate has spawned its own transportation styles, and it is easy to get your hands onto a four-wheel drive, a moke, or a 'topless' VW to get around and enjoy the sunshine at the same time.

Some people who like to travel in class enjoy the prestige of having a chauffeur-driven limousine to pick them up at the airport, while others like to get around a little more slowly but no less pleasantly on a bicycle or a tricycle.

"Transportation is one of this city's major hire sectors, and it doesn't stop with cars and bikes," said Mr Isaacson.

"An obvious attraction are the expansive waterways of the Gold Coast and Albert Shire, with kilometres of lovely canal estates leading down to the broad sweep of the Nerang River and the spectacular boating mecca of the Broadwater.

"Just about every kind of aquatic craft you can imagine from paddle boats and windsurfers through to luxury cruise craft for charter are available.

"The Gold Coast's northern end leading up to the southern stretches of Moreton Bay is a wonderland of islands, small rivers and estuaries that are a wonderful place to explore, lazing about for a few days on a modern, fully equipped houseboat."

The houseboats are more like floating luxury units, and all essentials such as food, drink and any other domestic requirements can be delivered on board every day if required.

Other hire services make use of the waterways with the majestic canopies of parasailors being a common sight over the waterways, and other leisure activities such as jet skiing, water ski-



*One of Seair Pacific's amphibious seaplanes, specialising in island picnic flights.*

ing, scuba diving, fishing and surfing, are all well served with a good range of hire goods.

Little boats can take simple pleasure seekers out to the Broadwater's 'deep hole' to try to bring in a few bream or whiting, while the more adventurous can charter game fishing boats to take them out through the newly-opened trained river entrance to try their skill at bigger catches such as marlin, sailfish and shark.

Anyone with an interest in sailing can also take advantage of the Seaway entrance to take a chartered yacht out onto the impressive offshore courses that have been established for increasingly popular boat races.

In the air, too, it is possible to make the most of a holiday by chartering a joyride in a Tiger Moth or other light plane to see exactly how spectacular the region looks with a bird's eye view.

Getting away from the coastal strip is now a popular alternative for those who want to see something a bit different (or who took in a little too much sun and sand on their first few days).

You can find plenty of places where you can go horse-riding in some stunning beautiful bushland — and of course, you don't have to bring your own horse.

Alternatively, it is very easy to rent a caravan or a camper and take off into the hills for a few days or a week, and enjoy some of the breathtakingly beautiful walking trails through the rainforests and national parks of the highlands back from the coast.

The growth of the coast has provided an impetus to another very important sector of the hire industry — building and construction.

Even during periods of economic recession, there has always been activity in the building industry, and during boom times, some hire firms find it virtually impossible to keep up the supply

of excavation earthmoving equipment, plant, building equipment and builders' requirements from post-holders to portable toilets.

The cranes and travel towers which have played such an important part in the vertical construction of the Gold Coast are also for hire, as are the trucks and bulldozers which prepare for the building process at ground level.

Major construction jobs require on-site office and worker accommodation, and developers look to the hire industry to provide this service.

Exercise and fitness equipment is often hired by holidaymakers who find the idea of jogging along the beach incompatible with their desire to get trim enough to be able to sport a healthy-looking tan.

Minibuses are available, too, for those who prefer to take groups of people around in informal comfort rather than being tied to the regimen of the standard tour programmes.

Holidaymakers like to live it up, and the catering industry flourishes on the Gold Coast. As a direct result, a large component of any of the stock of a number of hire businesses is in this area.

But probably one of the greatest areas of potential for the hire industry is in the growth of the convention market.

Convention business is big business, and the Gold Coast now has convention facilities to attract meetings from all around Australia and from overseas.

The major hotels often have much of the equipment needed for convention groups, but there are always those extra facilities that cannot be anticipated in a really big meeting.

Everything including screens, partitions and notice boards, audio-visual and video equipment, public address systems, entertainment gear, indoor plants, generators and even additional



computer equipment needs to be on tap.

Graeme Isaacson explained that like so many business operations on the Gold Coast, the hire industry and the tourist industry go hand-in-hand.

"Hiring linen or carpet cleaning equipment, business equipment or formal wear can almost always be related back directly or indirectly to the tourist industry," he said.

"It is probably fair to describe the

Gold Coast as the hire capital of Australia, largely because of its tourist emphasis.

"I suppose it is reasonable to speculate that on the Gold Coast, if it isn't for sale, it is probably for hire."

## 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 \$80 each including postage.

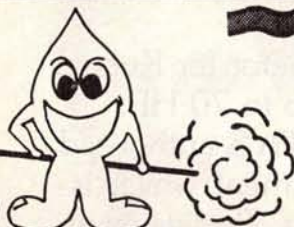
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PIMEC was chosen to distribute Kubota for many reasons; however their depth of experience in National distribution, the long term service philosophy of the Company, and the enthusiasm of their personnel, had considerable influence upon the final decision.

*For all Kubota Engine enquiries —*

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# MEET OUR HIREXPO CONVENTION CO-ORDINATOR

George probably needs no introduction, as he is a well-known and respected figure in the hire industry.

Born in Canada, in Stenen, a province of Saskatchewan, he travelled to Australia in 1923 with his parents. He started his apprenticeship as an electrical fitter in 1936, working for the Colonial Sugar Refinery at Pyrmont, and in 1944 he entered the design and drafting office as a detail draftsman.

In 1946 George began his long association with Coates and the hire industry. After joining the company as a sales engineer, he became acting manager in 1948, for the engineering division and in 1949 was promoted to manager of the division. Between 1950-

1955, he started promoting the vibrating roller and then moved to Queensland as manager to pursue this field and expand the product range.

ANI took Coates over in 1972 and George was appointed manager of the Northern Region, being NSW and Queensland.

Transferred again in 1974, this time to Melbourne, as national sales and hire manager, George went on to become acting general manager, then in 1975, general manager.

After 36 years and 9 months, he retired from Coates in 1983.



George Tanton

## MARKETING STUDIES SUCCESS FOR STUART VAWSER OF STIHL



*Stihl Marketing Services Manager Stuart Vawser has taken out two major prizes in marketing studies at Chisholm Institute of Technology, Melbourne.*

He won the Marketing Communications Prize awarded by Point of Purchase Media Australia Pty Ltd and the ICI Prize for top graduate diploma stu-

dent in Industrial Marketing.

Stuart, who already has a Bachelor of Economics degree and a Diploma of Education from Latrobe University, has completed the two-year Marketing Diploma course at Chisholm, which is recognised as one of the top marketing qualifications in Australia.

His diploma thesis was a study of the application of direct marketing in the power tools industry.

The hire industry will undoubtedly benefit from Stuart's expertise.

## PIMEC TO DISTRIBUTE KUBOTA

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You'll find those difficult-to-keep-clean areas almost everywhere, in machine shops, workshops, stockrooms, small parking areas etc. For years, the only way to clean an area of 3,000 sq m an hour, was five men with brooms.

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**"We have the best range of heavy cranes in the country," Phil Lunn, manager of ICAL Hire, assures you when you meet him at the company's Sydney headquarters.**

"It's certainly the most complete heavy range available for hire in Australia."

ICAL's pride is understandable, for the company's spectacular fleet of 32 cranes — in which Manitowocs and Groves predominate — has been the key to its great development in the past two years.

In the process, ICAL has expanded away from its traditional field of building and installing combustion boilers for power stations — important as this still is.

The expansion has meant developing new civil engineering and mechanical resources which have handled such diverse projects as moving a large conveyor system in Queensland, and building road bridges in New South Wales.

The move into new ventures was triggered when ICAL was involved in the construction of Loy Yang A power station in Victoria, using its mighty Manitowoc crawler cranes with capacities up to 600 tonnes, and Grove rough terrains.

Although these were primarily brought to Loy Yang to handle ICAL's own work, they were also in demand for hire to other construction companies on the site.

This made ICAL realise the possibilities of offering its cranes on the open market as a hire fleet, and at the same time developing its designing and fabricating skills into new areas where it could be valuable to have heavy cranes for the erection work.

### CRANES SUPPORT GROWTH

So two years ago was born the ICAL Construction Division in which are three groups supporting each other — ICAL Hire, ICAL Civil and ICAL Mechanical.

"The growth in our Construction Division comes back to the growth in our cranes," says Bo Werner, manager of the Construction Division. "Our cranes are producing the goods for the civil and mechanical departments — and vice versa."

Heading the ICAL crane fleet are four Manitowocs — including a 600-tonne capacity 4600 Series 4 Ringer which can be fitted out as a tower crane or conventional crane.

For its rough terrain hydraulic cranes, ICAL has gone in heavily for Groves, with the top unit an 80-tonne capacity RT980.

Why the choice of Manitowoc and Grove?

"We selected Manitowoc for versatility," says Phil Lunn. "It is the best engineered crane which is suitable for our operations."

"Grove rough terrain cranes were chosen because we considered them reliable, and they have proved well suited to our workload. We see a future for this type of crane."

ICAL also pays tribute to the reliable after-sales service it has received from Manitowoc and Grove through their Australian distributor, Australian Crane and Excavator Co (ACE).

By ROBIN BRAMPTON and JENNY DAVIS  
Reproduced with the kind permission of Crane Australasia.



*Lifting one of the heaviest components into position during the assembly of the 600-tonne Marion 204M face shovel at Lemington open cut mine in the Hunter Valley.*

### DOWNTIME MINIMISED

"Parts service has never proved a problem," said Phil. "ACE have applied themselves well to meeting our requirements and have minimised downtime for us."

When we spoke to ICAL, the company was particularly pleased about a contract it had just received for the fabrication and erection of 2000 tonnes of structural steelwork for the building of an ultra-modern stadium at the Sydney Sports Ground.

This is part of a \$55 million development which will see the old Sports Ground and Number 2 Cricket Ground swept away and replaced by an entirely new oval to be the headquarters of rugby league in New South Wales.

For the steelwork, ICAL are sub-contractors to Civil and Civic who won the stadium contract from the New South Wales Government.

As their main unit on the job, ICAL will use a Manitowoc 4100 Walking Ringer with 104m of boom and 15m of jib, backed up with a Favco 300 mobile crane of 133-tonnes capacity and at least two smaller units.

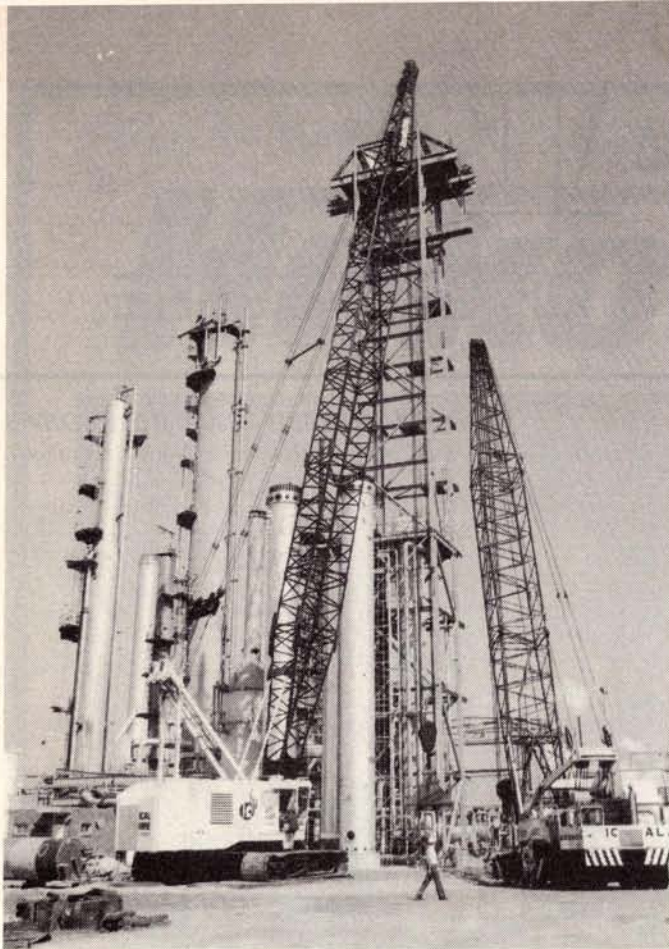
A lot of planning has gone into this project and the planning is still going on. The fabrication work is just starting and the stadium is scheduled to be opened on Australia Day, 1988.

Detailed planning and the capability of the crane fleet are also the key to four other major projects or groups of projects which Phil Lunn selects as the major achievements of ICAL Hire since it was formed two years ago:

— Erection of seven bridges on the major reconstruction of the freeway between Sydney and Newcastle which is now in progress. For two of these structures, ICAL also prefabricated the steel box girder sections.

— The relocation, five miles from its original position, of





*Erecting 90-tonne nitrogen vessels at the Eastern Nitrogen plant on Kooragang Island.*

the 14km long conveyor belt system used for carrying coal at BHP/Utah's Goonyella mine in Queensland.

— The assembly of the largest Marion face shovel yet introduced into Australia for the CSR Company's Lemington open cut coal mine in the Hunter Valley of New South Wales.

— Two heavy lifting projects . . . a 135-tonne Texas tower vessel at the Shell oil refinery in Sydney, and the erection of new nitrogen vessels, weighing 90 tonnes each, at the Eastern Nitrogen plant on Kooragang Island in Newcastle.

These projects are now described in more detail:

## **ROAD BRIDGES ON NEWCASTLE FREEWAY**

The most spectacular contribution which ICAL has made to the building of the new F3 freeway between Sydney and Newcastle is the erection of two steel box girder bridges to take the freeway over other roads at Calga. The task was performed with minimum disruption to traffic.

ICAL also prefabricated the box girder sections for the two bridges.

The most difficult lift involved placing four 98-tonne box girders, each 54m long, in a two-crane operation on the first bridge, using a Manitowoc 4100 Ringer and another Manitowoc 4100.

As the Manitowoc 4100 Ringer eased each girder across the gap between the two abutments, the second Manitowoc 4100 took over at one end to share the weight. A dogman walked along the girder to link it to the other crane in mid air.

Phil Lunn said the only real problem with traffic disruption came from people who stopped their cars to watch the acrobatics of the dogmen on the girders.

On the second bridge, over the busy highway to the Central Coast, only one crane was needed to lift into position the seven girders each 58m long and weighing 70 tonnes.

A Manitowoc 4100 handled the job so smoothly that the lifts took only six hours to complete, instead of an estimated three days, to the great benefit of traffic flow on the Central Coast Highway.

All 11 prefabricated box girder sections for the two bridges were made at ICAL's plant at Rydalmere in Sydney. But because of their length, they were all transported to Calga in two sections and joined together on the site before erection.

Also at the Somersby end of the freeway, ICAL lifted 78 precast concrete girder sections into place on five bridges, using a Manitowoc 4100 Series 2 crawler. This project took four months to complete.

ICAL have also been busy erecting bridges in other parts of New South Wales — two at Casino, one at East Lakes, one near Gundagai and one near Camden.

All are precast concrete structures except at East Lakes where ICAL are fabricating the 45m steel girders which form the structure.

## **GOONYELLA MINE CONVEYOR RELOCATION**

BHP engaged ICAL to relocate a 14km conveyor belt system used for transporting coal at the BHP/Utah Goonyella open cut mine in Queensland to a new location 5km away from its original route.

ICAL's mechanical division handled the total dismantling, relocation and reassembly work which was completed in eight weeks to avoid any major disruption to production.

In fact the mine was not shut down during the operation as all the mining facilities were concentrated on stripping overburden.

Showing typical ICAL ingenuity, the company designed and manufactured a belt rolling machine capable of rolling up 680m of conveyor belt weighing 35 tonnes in one section. The sections were then loaded onto a low loader for transport to the new site.

After this operation, the steelwork of the conveyor system was dismantled and transferred to the new location where the conveyor belt was replaced.

ICAL is full of praise for the two Grove rough terrain cranes — of 80 tonnes and 45 tonnes capacity — which handled the work, supported by tractor cranes.

## **ASSEMBLY OF GIANT FACE SHOVEL**

Another major mechanical contract for ICAL was the assembly of a Marion 204M face shovel at the CSR Company's Lemington open cut coal mine in the Hunter Valley.

Weighing more than 600 tonnes, the unit is the largest Marion face shovel yet introduced to Australia. Its giant bucket can handle 26 tonnes of material at the one bite.

The assembly was completed in four months, with no major problems, using two pin-jib truck cranes — a 70-tonne P&H and a 45-tonne Lima.

At one stage of the assembly, the P&H crane actually lifted and walked with the heaviest component of the crane — weighing 30 tonnes.

## **TEXAS TOWER AND NITROGEN VESSELS**

In what can be described as a difficult lift, ICAL raised a 135-tonne Texas tower into position at the Shell petrochemical plant at Clyde in Sydney without halting production.

A giant vessel, the Texas tower was transported to the refinery in one piece for erection by a group of ICAL workers who proudly call themselves "The A Team".

For the job they used ICAL's Manitowoc 4100 Series 2 Ringer, supported by a Favco 300 mobile truck crane for trailing in.



"It was a tricky lift to execute because we had to complete it in minimum time to avoid shutting down the plant," said Phil Lunn.

"It took the A Team only five hours, although the Manitowoc crane took four days to erect on the site."

The same Manitowoc 4100 Series 2 Ringer was also used to erect a number of nitrogen vessels, each weighing 90 tonnes, at the Eastern Nitrogen plant at Kooragang Island in Newcastle.

The vessels were rotated from the horizontal to the vertical and then walked into position.

The assignments described above are typical of the diver-

sity of work completed by ICAL in the past two years, but the company is convinced it will be handling many more exciting projects in future.

In addition to its establishment at Loy Yang, the company has recently opened new depots in New South Wales at Rathmines, near Newcastle, and at Mount Piper, to serve the surrounding new power station and mine sites.

But it is also looking to States beyond New South Wales and Victoria for work opportunities.

"Whatever the challenge, we believe we have the resources to meet it," said Phil Lunn.

#### EDITOR'S NOTE

*ICAL's latest success is with the Southern Cross Drive expressway overpass project. ICAL have built the 18 trough segments for the viaducts across Wentworth Avenue and over Botany Road to General Holmes Drive. The massive girders were lifted into place by one of ICAL's 'small' cranes.*

#### INVITATION TO SUPPLIERS & MANUFACTURERS

Display your products to the industry at the 1987 Hireexpo in Sydney. This is a great opportunity to demonstrate and display your products.

The venue — AMP Pavilion at the Showground — is first class. Hire convention delegates from all parts of Australia will be keen to inspect the available products at the sales exhibition on 12th and 13th August. Phone the association office to book on (02) 634 2964. Bookings close 1st August.



Overhead view of Manitowoc 4100 Series 3 Ringer, with walking Ringer attachment available.



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## *The President's Report 1986*

No doubt, most of you would agree that 1986 was a rather slow year for business. Some of our members were affected by the down turn to a greater degree than others, which I guess serves to illustrate just how diverse the rental market is.

Throughout the year the Association offered a varied and interesting programme of workshops. April brought a presentation by Power Tool Services. Dunlite Generators were our hosts in June and Anitech in July. In August, we had a change of format with a dinner meeting which included a presentation on insurance by the Hire & Rental Insurance Brokerage. This presentation was preceded by a talk on (I think) advertising by the unforgettable Smiley Sansoni. The November meeting was hosted by H. Oldfield and Son, one of our new associate members. The year's activities were brought to a close with a family picnic held at Mt Coot-tha. For the second year in a row, this was a huge success.

It was a pleasure to welcome 10 full new members and four new associate members during the year. **Life membership was conferred on Dorothy and Adrian Varney** in recognition of their many years' service to the Association.

During the year our industry was hit with a rash of theft by hire customers. To help reduce this problem, we refined and reintroduced the "Stop thief — Ring Around" system among members. While the system sounded great in theory, in practice we encountered problems of the message not being carried through the full circuit. To help further reduce the problem of theft, we recently implemented a reward system to help encourage recovery of stolen equipment.

Once again, as in previous years, your committee spent considerable time discussing the issue of advertising. It would seem impossible to come up with a programme which would suit the needs of all or even a majority of members. The suggestion to engage a professional publicist to write promotional articles for trade journals and newspapers, would seem to have the most merit and perhaps this idea could be implemented by the incoming committee.

This year will see the build up of the detailed planning phase for the 1988 National Convention to be held at Conrad International Hotel on the Gold Coast. We are indeed fortunate to have the opportunity of hosting the National Convention in the Bicentennial year. This event together with the staging of the Expo '88 should virtually guarantee a successful and exciting convention.

The Convention 1986 was held in Adelaide, and, by all accounts from the six Queensland companies represented it was a very enjoyable and worthwhile event. It was good to hear reports of a successful get-together held during July in Cairns; 11 companies from our state's northern centres, attended and they hope to repeat the exercise on a regular basis.

Despite requests for more social functions, a planned dinner dance was cancelled earlier in the year due to lack of support. We had little trouble however in finding enough starters for a tour of the Castlemaine Brewery in April. We always suspected by the taste of the stuff that it was well made; however, as they say "seeing is believing".

The past year saw the "breaking in" of our new secretary, Cathy Staines. Cathy's initiative in her first year, including the introduction of paid advertising in the Newsletter and the installation of a phone answering machine to provide contact in her absence, bear testimony of her keen and innovative approach. It was certainly a pleasure working with Cathy throughout the year and I thank her for her fine effort.

I also wish to thank my fellow committee members for the time and effort they put in over the past year.

DAVID MILLER, *President*

## *1986 President's Report*

1986 was a busy year for the Association, predominantly taken up with organising the 15th International Hire Convention and Equipment Exhibition.

Time spent by a large number of our Members in planning and organising this event affected the content of normal General Meetings.

During the year, we changed the format of General Meetings to incorporate formal and informal dinners with guest speakers and up-to-date reports on Convention planning.

We only had the one workshop which was held in July, and my gratitude is extended to Stihl Chainsaw Aust Pty Ltd, for their involvement, Richard and John Stevens for their site facilities, and Gordon Elley for his organisation in conducting this successful and well attended evening.

Late last year, the Executive Committee, in re-evaluating the need for monthly Meetings felt more could be achieved by reducing the number of General Meetings from monthly to quarterly, while retaining the dinner format in some instances.

The Committee decided to hold more regular Executive Meetings in formulating the future activities of our Association.

Already a two-day State Seminar has been planned at the Wirrina Convention Centre in the first weekend of May.

We, as a state, should be proud of hosting the 1986 Convention as the very good attendance of interstate and overseas registrations supported by a record number of exhibitors, helped to make it so successful.

The hard-working efforts of those Members directly involved in its organisation was more than justified. A special thanks must go to the Ladies' Committee and Members' staff for their important involvement.

I am pleased to report the feedback from our international guests and interstate members not only complimented the Convention programme, but praised South Australians for their hospitality and service.

Finally, I thank all Members of the South Australian Region for their support and attendance over the last 12 months, and in particular the Executive Committee for their support and the many hours of their own time spent in organising the convention.

I have enjoyed the first of my two-year term as President, and look forward with confidence to another rewarding year for the Association in 1987.

M. E. CAMBRIDGE, *President*

## NO CHANGE TO MOTOR VEHICLE SALES TAX

The Minister for Industry, Technology and Commerce, Senator John Button, said recently the Federal Government will not reduce the sales tax on motor vehicles.

Senator Button said there was no proposal before the Government to do this and that any speculation on the matter would hurt, rather than help, the motor vehicle industry.

"Let's put this matter to rest right now — there has already been far too much rumour and ill-informed discussion," he said.

Register for Hireexpo before June 30th and be in the draw for the room upgrade to a \$500 a night suite.



## HIRE AND RENTAL ASSOCIATION OF AUSTRALIA (VICTORIAN REGION) LTD

### *President's Report 1986*

It is my pleasure to report to you on the activities of the Hire and Rental Association of Australia (Victorian Region) Ltd for the year February 1986 to February 1987.

#### MEMBERSHIP

The Association's membership currently stands at 142. During the year we gained 29 members, but lost 14. We believe that we have the largest State membership of the Hire Association.

The Construction and Temporary Site Services Divisions had regular meetings, while the Party Division had fewer gatherings. Regrettably the new division for vehicle renters failed from lack of consistent interest and support from that area of our industry.

#### INDUSTRY INSURANCE

The brokerage has continued to grow. Another dividend was paid to shareholders and a good year is forecast in the next 12 months. It should be remembered that the brokerage is striving not only competitive cover, but also for the best type of cover for members.

#### HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

Two council meetings were held last year.

The Convention in 1986 was held in Adelaide and while it was a great financial success, several equipment exhibitors had some reservations about the numbers of buyers attending. The Convention will be held in Sydney in 1987.

#### BOARD

I would like to thank all members of the Board for their contribution and support in the last 12 months. A special thanks to our efficient secretary Lois Ziebell.

In conclusion thanks for the opportunity to serve as your President for the last two years. Mike Wilton is an excellent choice to take over and I urge you all to give him your complete support.

**DES WHELAN, President**

## PRINCIPAL'S SEMINAR ANNUAL GENERAL MEETING

The Hire and Rental Association of New South Wales recently conducted a Principal's Seminar at the Sebel Town House, Elizabeth Bay, Sydney.

Whilst numbers were somewhat disappointing, those who attended were subject to stimulating addresses from the following speakers:

**Mr Frank Gelber**, Director of Economic and Building Services, Bis-Shrapnel Pty Ltd, who gave an address on "The Economy — Prospects for the next 12 months" and included:

- a) Economic Outlook;
- b) Building Industry Outlook;
- c) Comments on Non-Building Construction and how it affects the Hire Industry. (See page 17 for Report).

**Mr Greg Paramor**, Managing Director, Growth Equities Mutual Limited. His address was on "Capital Gains Tax" and how it affects our industry.

**Mr Des Keegan**, Journalist and National Affairs Columnist with "The Australian", who addressed us on "Sir Joh's Challenge".

The Seminars were followed by the Annual General Meeting at which about 45 members were present. The following members have been elected to office:

**President:** Malcolm Williams, Hire Kingdom.

**Vice-President:** John Medcalf, Acme Rentals.

**Treasurer:** Elaine Smith, Hills Party Hire.

**National Councillors:** John Metcalf, Acme Rentals, Jim Brown, Coates Hire.

At 6.30 pm we were joined by wives and husbands for a relaxing pre-dinner drink(s!) followed by a luscious dinner of seafood, roast scotch fillet with peppercorn sauce and strawberry and kiwi (of course!) fruit flan. We were entertained after dinner by John Alexander who gave us "hopefuls" a few hints on tennis technique and what the best surface is to enhance our only ... oops ... I mean ... best ... shots! A most enjoyable evening.

## CHEP INTRODUCES TWO NEW HIRE SERVICES

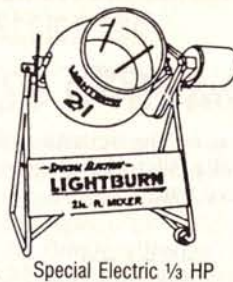
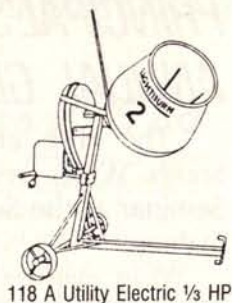
Chep hire-a-bin which in essence expands the use of today's standard Australian pallet hire-a-bin has a 1168 x 1168 pallet base, collapses for easy transport and is amazingly simple to assemble. Hire-a-bin can be hired from one Chep depot and de-hired at another. With a nominal half ton capacity the bin is tough enough to stand repeated mechanical handling with forklift or bin tipper.

Cheprack is the other new service. Whilst flexible pallet racking systems have been around for some years, Chep have now introduced a hiring system offering the advantages of short term warehouse storage, flexibility to cope with inventory variations and emergency requirements. Cheprack units are Australian made, galvanised steel, have low maintenance and long life.



*Chep Hire-a-Bin — a unique materials handling concept.*





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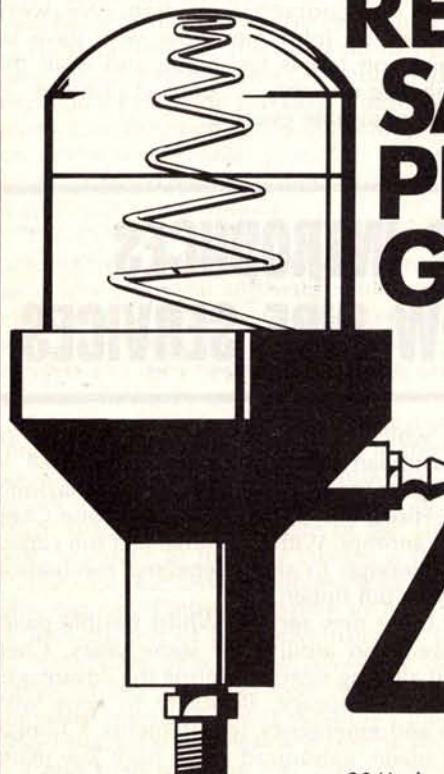
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# THE ECONOMY— Prospects for the Next 12 Months

*Members who attended the NSW Principal's Seminar had the opportunity to hear Mr Frank Gelber speak on the subjects of the Economic Outlook and the Building Industry Outlook.*

Mr Frank Gelber is the Director of Economic and Building Services, Bis-Shrapnel Pty Ltd. Bis-Shrapnel's Economic and Building Industry Services specialise in monitoring the economy. Their services provide a framework for understanding of what the economy is doing and for assessing the impact on business.

Mr Gelber explained that Australia is now at the trough of the economic cycle. (No doubt those who attended the Adelaide Conference last year will recall Phil Ruthven's explanation of peaks and troughs of the economy every four years). He pointed out that the expectation is for growth of 1.4 per cent in Gross Domestic Product in 1986/87.

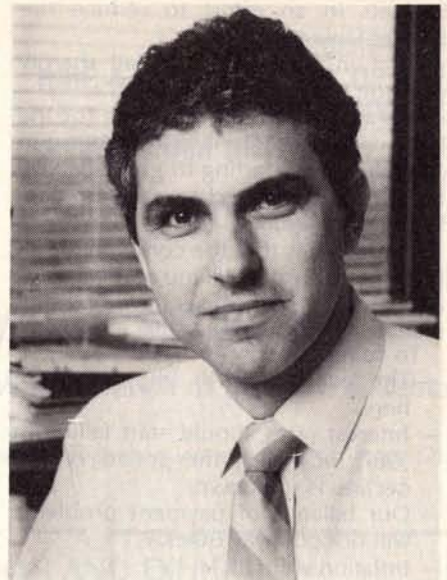
The economic prospects for the future depend critically upon the decline of interest rates. There is no certainty of the timing and although it is generally expected that the rates will

fall in 1987 many commentators believe that the continued weakness of the Australian dollar could seriously delay this decline. Mr Gelber said that Bis-Shrapnel's forecast was for a decline of the 90 day Bank Bill rate to 13.5 per cent by December. Even in this case they do not expect a decline in housing rates sufficiently large enough to boost the property cycle and building activity before late 1987 or 1988. With the continued pressure on our dollar there is still only a 50% chance of this occurring.

The consensus appears to be that in the longer term interest rates will fall irrespective of the short term outcome.

Our economic prospects therefore rely on the timing of the interest rate reductions.

The current tight Monetary Policy has created an induced recession applied to support the Australian dollar in the face of fierce financial markets.



Frank Gelber

The resulting weakness of the exchange rate is dominating the conduct of economic policy and through that, the economic environment. Australia's economic prospects rely heavily on financial market sentiments given the Government's continued commitment to support the dollar.

It is expected that the Government will reduce expenditure growth and maintain tight control over State



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Budgets in an effort to reduce the Budget Deficit.

Inflation is predicted to fall sharply over the next year to around 5%.

Real wages have been falling for the last two years and will only stabilise in 1987/88 before starting to grow in 1988/89. This has impacted severely on consumer demand.

The reality is that the combination of high interest rates, falling real incomes and rising import prices have had dramatic effects on retail sales.

To summarise:

- The economy will improve from here.
- Interest rates should start falling in 1987; however, the speed of the decline is unknown.
- Our balance of payment problems will not go away quickly.
- Inflation will fall.
- In the future much will hinge on the success of Accord Mark III in containing industry decisions (outside National Wage Cases) so that average weekly earnings inflation stays withing 6-7%.

In respect of the Building Industry outlook the demand for dwellings remains high. However, current activity levels are 30% below demand.

The following are Building Forecasts to June 1988, produced by Bis-Shrapnel which provide a guide for the industry on the outlook in the future.

As these charts indicate, office, shop and hotel work is due for a sharp downturn. There is going to be an over-supply in office space and over-supply in shopping centres. There will also be a nett reduction in hotel construction. In factory construction however there is a likelihood of some growth.

**Register for Hirexpo before June 30th and be in the draw for the room upgrade to a \$500 a night suite.**

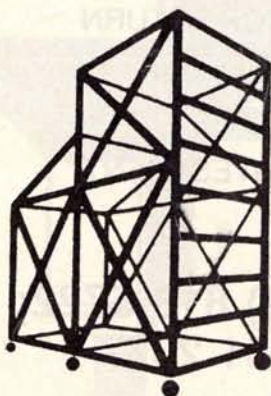
# **BUILDING FORECAST TO JUNE, 1988** VALUE OF BUILDING COMMENCED (\$MILLION) AUSTRALIA — CHART 1

YEAR ENDED	CURRENT PRICES				CONSTANT PRICES			
	NEW DWELLING	ALTERATIONS AND ADDITIONS	NON-DWELLING	TOTAL BUILDING	NEW DWELLING	ALTERATIONS AND ADDITIONS	NON-DWELLING	TOTAL BUILDING
JUN 1986	7,267.3	1,006.3	8,213.3	16,486.9	4,279.5	591.8	4,897.2	9,768.5
SEP 1986p	6,996.7	1,027.5	9,008.7	17,032.9	4,061.9	596.0	5,249.1	9,907.0
DEC 1986e	6,738.1	1,050.4	8,926.1	16,714.6	3,852.2	600.0	5,103.8	9,555.9
MAR 1987	6,696.1	1,063.2	8,989.8	16,749.1	3,772.2	598.8	5,055.5	9,426.4
JUN 1987	6,785.6	1,086.9	9,225.6	17,098.1	3,759.5	602.1	5,094.8	9,456.5
SEP 1987	6,899.5	1,102.0	8,650.9	16,652.4	3,754.9	600.1	4,676.7	9,031.7
DEC 1987	7,126.2	1,120.0	8,257.9	16,504.2	3,815.1	599.6	4,387.9	8,802.6
MAR 1988	7,398.5	1,146.0	8,298.6	16,843.2	3,898.9	604.2	4,331.3	8,834.4
JUN 1988	7,770.0	1,172.0	7,842.9	16,785.0	4,027.2	607.8	4,022.9	8,657.8
ANNUAL PERCENTAGE CHANGE								
JUN 1986	-1.7	14.2	25.4	11.2	-8.2	6.7	16.5	3.7
SEP 1986	-6.7	10.8	25.3	9.1	-12.4	4.0	15.8	1.7
DEC 1986	-10.6	11.7	12.9	2.0	-15.8	5.2	4.2	-4.9
MAR 1987	-11.2	6.5	9.4	-0.1	-16.2	0.5	1.2	-6.6
JUN 1987	-6.6	8.0	12.3	3.7	-12.1	1.7	4.0	-3.2
SEP 1987	-1.4	7.3	-4.0	-2.2	-7.6	0.7	-10.9	-8.8
DEC 1987	5.8	6.6	-7.5	-1.3	-1.0	-0.1	-14.0	-7.9
MAR 1988	10.5	7.8	-7.7	0.6	3.4	0.9	-14.3	-6.3
JUN 1988	14.5	7.8	-15.0	-1.8	7.1	0.9	-21.0	-8.4

## **NON-DWELLING BUILDING COMMENCED IN CONSTANT PRICES (\$MILLION) AUSTRALIA — CHART 2&3**

Year Ended	Price Index (a)	Offices	Shops	Hotels	Other Business Premises	Factories	Education and Health	Other Social	Total
Jun 1986	1,726	1,477.7	781.5	303.4	613.9	447.0	721.7	551.9	4,897.2
Sep 1986p	1,766	1,930.4	740.5	253.7	592.7	444.0	700.2	587.5	5,249.1
Dec 1986 e	1,796	1,728.3	719.7	296.1	571.4	433.6	827.6	527.1	5,103.8
Mar 1987	1,832	1,709.7	746.9	362.0	545.7	424.5	799.6	467.0	5,055.5
Jun 1987	1,867	1,767.3	713.3	371.7	567.1	433.4	787.2	454.7	5,094.8
Sep 1987	1,902	1,272.0	775.0	384.5	587.5	443.8	744.0	469.9	4,676.7
Dec 1987	1,936	1,222.0	737.0	289.5	579.0	458.5	619.0	482.9	4,387.9
Mar 1988	1,971	1,247.0	704.0	284.5	549.0	483.0	590.0	473.8	4,331.3
Jun 1988	2,003	1,106.0	595.0	318.0	497.0	494.0	571.0	441.9	4,022.9
ANNUAL PERCENTAGE CHANGE									
Jun 1986	7.9	10.8	32.3	-15.7	53.8	22.4	3.4	21.1	16.5
Sep 1986	8.4	35.5	14.5	-41.9	40.8	14.7	-8.2	29.0	15.8
Dec 1986	8.1	8.7	0.2	-34.3	21.8	1.9	10.4	6.6	4.2
Mar 1987	7.8	7.3	4.5	-8.5	-3.1	-4.0	11.0	-17.1	1.2
Jun 1987	8.2	19.6	-8.7	22.5	-7.6	-3.0	9.1	-17.6	4.0
Sep 1987	7.7	-34.1	4.7	51.5	-0.9	-0.0	6.3	-20.0	-10.9
Dec 1987	7.8	-29.3	2.4	-2.2	1.3	5.8	-25.2	-8.4	-14.0
Mar 1988	7.6	-27.1	-5.7	-21.4	0.6	13.8	-26.2	1.5	-14.3
Jun 1988	7.3	-37.4	-16.6	-14.5	-12.4	14.0	-27.5	-2.8	-21.0

(a) 1979-1980 = 1,000



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VICTORIA:

Elveco Scaffolding Services, 5 Burlington St, Oakleigh 3166. Phone: 568 6511





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BAULKHAM HILLS, NSW, 2153  
AUSTRALIA  
PHONE: (02) 634 2964

## ***SYDNEY HIRE CONVENTION AND EQUIPMENT EXHIBITION***

The theme of this year's Convention hosted by the New South Wales Branch of the Hire & Rental Association will be **"SURVIVAL OF THE FITTEST"**.

Watch for your copy of convention brochure detailing functions, seminars, tours, etc. together with registration form! Out soon...! Out soon...!

### **THE SIXTEENTH AUSTRALIAN HIRE CONVENTION AND EXHIBITION AUGUST 10-13 1987 SURVIVAL OF THE FITTEST**

# **HYATT KINGSGATE SYDNEY**

PLEASE PRINT

(DIRECT RESERVATION CARD)

Name: ..... Arrival Date: .....

Arrival Time or Flight No: ..... Departure Date: .....

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#### **Payment**

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No: ..... Expiry Date: .....

Deposits: Reservations can only be confirmed if they are accompanied by one night's deposit in advance or guaranteed by credit card. Should guests fail to arrive they will be charged one night's accommodation. Cancellations will be accepted up to 15 days prior to arrival and refunded.

Validity: These special rates are valid for the specified dates. Any requests for early arrival/late departure dates are subject to availability. Reservation requests will be accepted until 30 days prior to the event and thereafter will be handled on a space available basis. Check in time is after 1 pm — Check out time is prior to 11 am.

Room selection  
Single/Double\* ☐ \$90  
Guaranteed harbour view ☐ \$165

Regency Club ☐ \$180  
Regency Club Suite ☐ \$300  
Other Suites From ☐ \$450

\* Guests will be allocated the best available room on check-in at the special rate negotiated for the event.

Special Requests: .....

Complete and Post to:

**HYATT KINGSGATE SYDNEY  
THE RESERVATIONS MANAGER  
AT THE TOP OF WILLIAM STREET,  
SYDNEY, NSW, 2011, AUSTRALIA**

## **NEW DIRECTOR APPOINTED TO H.A.R.I.B.**

Garry Buttler of Abbott's Hire and well known and active member of the association over many years, has

recently been appointed a director of H.A.R.I.B. Insurance Brokerage.

If any members have any queries regarding insurance, Garry would welcome calls on 666 4777.

## **STAMP DUTY ON VIDEO HIRE**

A Court has held that the hiring out of video cassettes is dutiable in NSW under the Stamp Duties Act.



# ICI Australia Operations Pty Ltd

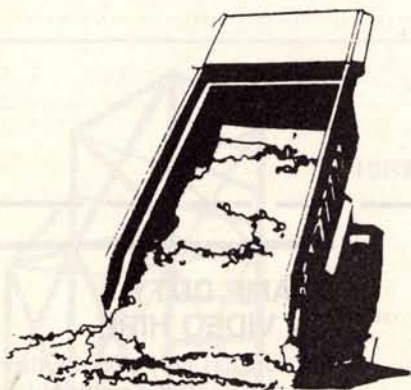


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# 16th AUSTRALIAN HIREXPO

10th-13th AUGUST, 1987, SYDNEY RAS SHOWGROUND

This year's theme of *"Survival of the Fittest"* provides the challenge for hire industry participants at the Convention and Equipment Exhibition.

The venue is the Sydney RAS Showground where conference facilities of the Amatil Centre are excellent and there is ample undercover, easy access for exhibitors in the AMP Pavilion.

For convention delegates there are seminars designed to force all sectors of the industry to question their current strategies and provide answers and directions for the year ahead. Day one is aimed at Branch and Operations people — with topics on "Getting to know the right person for the job" and "How other see us". Speakers will include Joe Burns and Geoff Slade who know the hire industry and its problems.

Senior Executives and Owners will be catered for on day two with Alan Carroll's perception of the economic outlook for 1988 just two days after the release of the Federal Budget.

The HireExpo sales exhibition will be strongly supported by manufacturers and suppliers to our industry offering valuable opportunities to discuss your needs, see new products and acquire valuable technical information.

Staying at the designated convention hotel — The Hyatt Kingsgate — allows delegates and suppliers to meet in a social atmosphere.

Other highlights include a harbour cruise, opening cock-

tail party, sumptuous closing banquet and most important the Hire Centre Tours covering party hire, construction and DIY Tours will be conducted by the owners and senior managers of each centre.

And, if you want to wind down after all of that, the piece de resistance is the post convention tour of The Great Barrier Reef and Whitsunday Islands.

Don't miss it!

## REGISTRATION FORM

Name: .....

Firm: .....

Address: .....

State: ..... Postcode .....

Spouse: .....

Other Members of Firm: .....

☐ Member ☐ Non-Member  
☐ 1st Convention

### REGISTRATION FEES

	Members	Members	Qty	Total
DAY 1 Early Arrival				
Cocktail Party (not included in Full Registration)	\$30	\$30		
DAY 2 Hire Centre Tour				
Opening Harbour Cruise	35	40		
Cocktail Party	45	60		
COMPLETE DAY 2	80	100		
DAY 3 Day seminars, lunch, exhibitions until 8.00 pm	175	235		
DAY 4 Seminars, lunch & Exhibition until 5.00 pm	175	235		
Banquet	60	60		
COMPLETE DAY 4	235	295		
FULL REGISTRATION	385	510		

(Non Members' Registration includes membership to HARA NSW until December, 1987)

### SPOUSES FULL

REGISTRATION (Include organised tours)  
175 230

### TOTAL REMITTANCE

\$

Make cheque payable to Hire Association of NSW and mail to:

PO Box 613, Baulkham Hills, NSW, 2153.

### EARLY REGISTRATIONS SPECIAL

Register and pay before June 30, 1987 and you will be in the draw for your hotel room upgrade, to \$500 per night, in one of Hyatt's major suites (and you get the tax deduction this financial year).

## PROGRAMME

### MONDAY, AUGUST 10

10.00 am-6.00 pm Registration desk open.  
6.30 pm-7.30 pm Early arrivals Cocktail Party.

### TUESDAY, AUGUST 11

8.00 am-5.00 pm Registration desk open.  
9.30 am-4.30 pm Hire Centre Tours.  
6.00 pm-9.00 pm Opening Cocktail Party — Harbour Cruise.

### WEDNESDAY, AUGUST 12

8.00 am-5.00 pm Registration desk open.  
8.45 am Official Opening.  
9.00 am-1.00 pm Seminars — suit Branch and Operations Managers, plus executives.  
"How to Get the Right Person for the Job".  
"How Others See Us".  
"Handle More Work with Less Stress".  
9.30 am-12 noon Ladies' activities.  
1.00 pm-8.00 pm Expo Open — Lunch included, dinner served at Showground.

### THURSDAY, AUGUST 13

8.00 am-5.00 pm Registration desk open.  
8.45 am-1.00 pm Seminars — especially for Executives and Owners.  
"Economic Outlook for 1988 and Beyond".  
"Finance and Gearing".  
"Can Australia Survive as a Truly Wealthy Nation?"  
1.00 pm-5.00 pm Expo Open.  
7.30 pm-11.00 pm Banquet bash, dancing and entertainment.

Post Convention Tour to the Great Barrier Reef and Whitsunday Islands.



For when  
the user is  
not the owner. .  
(You know what we mean!)

## THESE ARE JUST TWO EXAMPLES

### Vibratory Tampers

Easy to operate, light, compact but powerful, these tampers are built to absorb heavy punishment on soil or bitumen compaction, with efficient jump heights up to 60mm. Plate widths of 230 and 280mm are ideal for

confined spaces, trenches etc., and they resist the tendency to dig in. Normal maintenance is simple air filter cleaning, and 250 hour oil change, but if abused, strip down and reassembly is quick and easy.



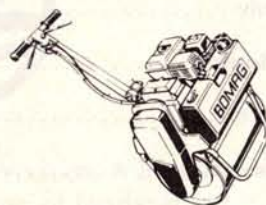
## BOMAG

'HIRE TOUGH'  
COMPACTORS!

water sprinkling, projection-free profiles and adjustable steering bars, with optional hydraulic hammer attachment. Rolling width 560mm and 750mm. Tough enough to hire, easy to maintain, and the ideal replacement for heavy deadweight rollers.

### Vibrating Rollers

Just as robust as the heavyweights, these easy-to-use, high performance units are actually the lightest, most compact of their type on the market, but they can handle compaction jobs from paths to roads: courtyards to sports grounds. They feature scrapers,



The West German BOMAG company made deadweight rollers obsolete when they developed the vibrating roller. . 25 years ago!

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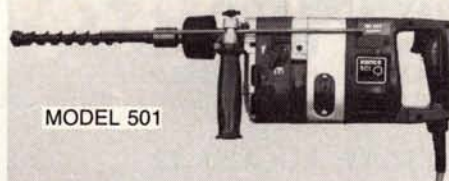
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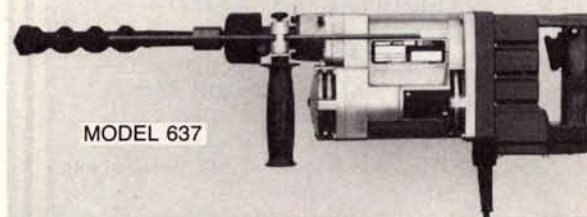
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point and chisel with each  
hammer.

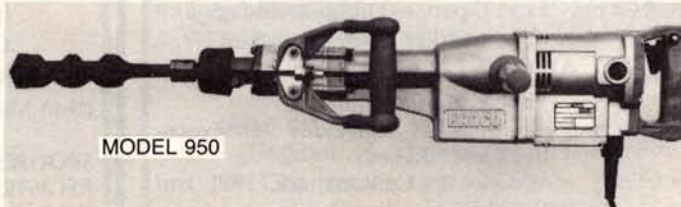
**KANGO** HAMMERS  
— REAL ADDED VALUE FOR  
THE HIRE INDUSTRY



MODEL 501



MODEL 637



MODEL 950

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A member of the Dobson Park Industries Group



# New Dimension for Party Hire — MEMBRANE STRUCTURES

*The vital party hire section of the industry has undergone many innovative changes and continues to pursue fresh ideas and methods aimed at professional results for a vast range of functions. From school fetes to the America's Cup festivities, organisations involved in party hire are developing and co-ordinating the events.*

A relatively new construction technique has evolved over the past few years — one that provides party hire operators more flexibility in creating attractive, graceful and even dramatic structures for outdoor exhibitions, enclosures and entertainment areas.

It is perhaps ironic then that one of the world's oldest building forms, tent-making, has re-emerged as a state-of-the-art technology.

The silicon chip has opened many doors, and one of them leads into an area of free-form shapes, a world of swerves and curves where the laws of gravity appear almost to be denied.

The structural efficiency of tensile geometries, generally means that in most cases areas can often be covered or encapsulated for significantly less cost than conventional systems.

For small structures the cost differential may be minimal owing to the intensive design associated with fabric structures, but for large clear spans the differential can be most dramatic. As a rule of thumb it can be said that fabric structures, and in particular air supported varieties, tend to cost less per square metre as the clear span increases. With conventional construction the opposite takes place.

The quality that makes fabric structures safe is also what makes them strong — they are flexible. It is a feature of tensile structures that they can be stable without being rigid. This is so because of the necessity to maintain tension everywhere in the membrane.

The rebirth of fabric architecture is directly related to major advances in the computer generation of three dimensional surfaces, and to rapid improvements in fabric technology.

The days when tent structures had a longevity of only several years have long gone. The way is now open for architects to nominate life spans from 5 to 50 years.

Membrane structures are suitable for a wide variety of applications in permanent as well as demountable buildings such as roofs over sporting facilities, including swimming pools, leisure centres, tennis halls and stadiums. For community and entertainment facilities they are used increasingly as sound shells, theatres, band stands and restaurant enclosures while in commercial, industrial and agricultural applications Membrane Structures have been used successfully for hangars, airport buildings, exhibition halls, hotel atriums, shopping malls, construction site shelters, warehouses, shaded nurseries, greenhouses, emergency shelters, and housing. The range of the use multiplying continuously with increasing sophistication in their development.

A considerable potential for membrane structures lies in the area of large shade roofs which can act as an environmental filter, conditioning temperature extremes in arid and arctic areas to provide working and living environments for mining and agricultural operations.

Party hire requires great enterprise. Two such enterprising organisations are B. W. Bilsborough & Sons Pty Ltd of NSW and Tensile Structures Pty Ltd of Western Australia.

Bilsborough & Sons with 20 years' experience in inflated and membrane structures are designers and fabrications of air houses, conventional and tension type display marquees as well



as shaped covers, side curtains and tarpaulins.

The airhouse buildings are portable and in a range of sizes and designs from 6 metres to 30 metres in diameter in high or low profiles. Made of Nylex-Camlon, a specially designed PVC coated polyester fabric, they are strong, light and comply with fire retardant specifications.



Display marquees are suitable for weddings, receptions, field days, and trade displays.

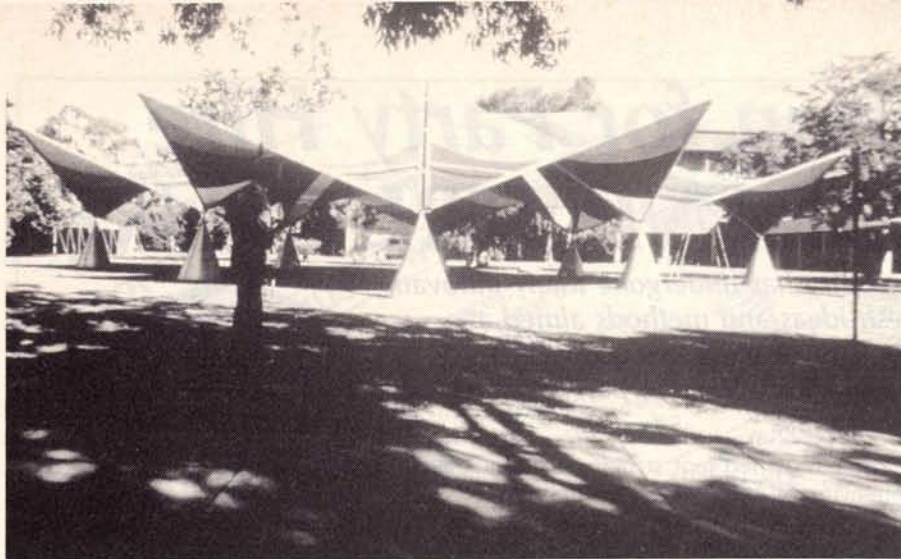
Tensile Structures is a young innovative company which specialises in designing "different" tents which have no internal poles and no external cables (look no hands Mum) and which can be put up in a variety of ways, shapes and sizes using standard components.

The Company started in a small way — the first tents were made by Anny & Chris Heyring in their kitchen and living room. Their prototypes were initially seen and then borrowed by various people around Perth and the company Tensile Structures Rentals was born more by necessity than by design.

The rental stock range now includes the Rainbow System in 3 size ranges and in two different formats — square and hexagonal. Small tents cover as little as 16m<sup>2</sup> per module while the larger ones cover as much as 120m<sup>2</sup> per module base, and span up to 22m







between supports. Typically a 100m<sup>2</sup> modular base is used for exhibitions and parties as this fits neatly into the average country show block or large garden and this covers enough exhibition space for stands and displays. The system can easily be extended in 100m<sup>2</sup> increments for bigger functions, parties and performances. One of the great things about performances in a Tensile Structures Tent is that there isn't a forest of poles to obstruct the view or make some areas feel left out of it all. Also as there are no poles it is a very useful tent to exhibit big things like agricultural machinery and tractors, etc.

Walls can be introduced into the modular system without much fuss and come in clear or opaque panels.

One really big advantage the system has over conventional tents is that the Rainbow System can be put up anywhere without having to peg them down, and this is very useful when it comes to installing eye catching units inside shopping centres, on paved car parks or tennis courts, where the ground surface can not be damaged.

Tensile Structures has even installed up to 300m<sup>2</sup> on the roof deck of the Sheraton: star picket and peg holes through the ceiling of the main dining

room at the Sheraton would definitely not have added to the ambience below.

The American's Cup provided a bit of a boost to Tensile Structures which is now becoming synonymous interstate and overseas with taut anticlastic and chic tents.

They do cost a bit more but the evidence so far is that clients are more

than willing to get what they pay for. The Royal Perth Yacht Club Annex in Fremantle has been surrounded by 2000m<sup>2</sup> of these structures some of which were commissioned by the Swan Brewery and the rest by the Yacht Club itself.

The marquees made for the Royal Perth Yacht Club are all lavishly appointed with plush pile carpets, TV monitors, aircons, safety glass doors, etc. It was anticipated that these were to be used on the same site in three years' time, but unfortunately Stars and Stripes dashed those plans and another use will have to be found for these modular chalets. Tensile Structures is helping sell some units and rent out other chalets.

Tensile Structures has now shown that it has a track record in the rental business and is being pressured to spread interstate and overseas and is therefore looking at the possibility of setting up links with suitable persons in towns large enough to support a rental outlet.

The Company has a strong commitment to R&D and already has several



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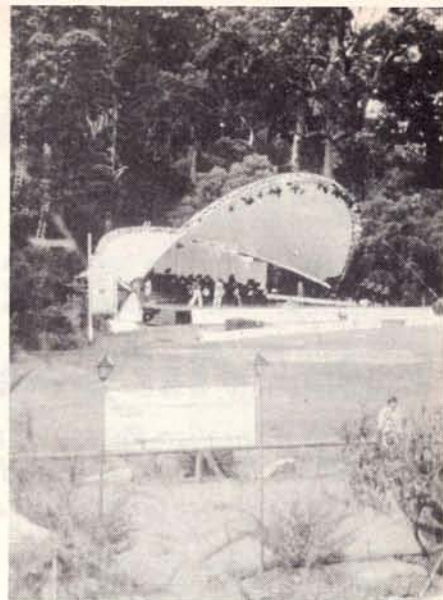


patents and exclusive dies for aluminium extrusions. While the Rainbow series have blazed the trail in the rental industry of WA, the team at Tensile Structures indicate that they have alternative systems in the pipeline to supplement current stock.

Something new that they will introduce soon is a music sound shell based on the one the Company developed for Leeuwin Winery's annual musical

event. This particular music bowl has already "performed" over the Berlin Philharmonic and the Royal Danish 200 piece orchestras as well as providing an acoustic and aesthetic backdrop for the Pope's recent visit to Perth.

The Leeuwin Bowl is mobile and can be installed and removed within hours. In fact it was designed to be air-freighted to accompany orchestras if the need arose.



The rental version will be half the size of the Winery's shell and even more mobile; and it should be very useful for pop groups, jazz and folk festivals or even fashion parades. The bowl's frame and truss can support all the lighting and remote TV cameras and the membrane provides a unique curved area for good lighting or light shows.

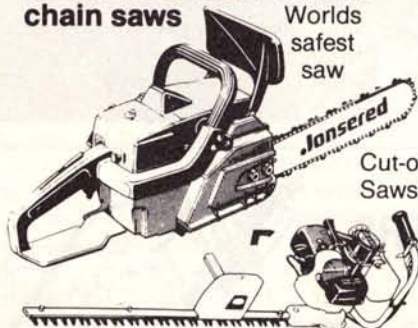
Persons or companies wishing to participate in regional divisions are invited to contact Tensile Structures, Naturaliste Terrace, Dunsborough, WA, 6281. Tel: (097) 55 3537.



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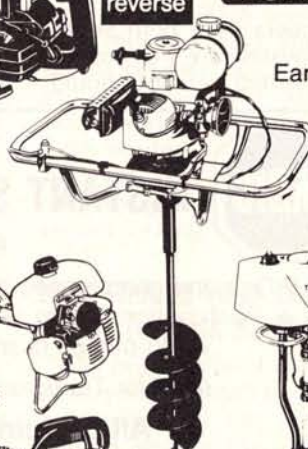
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# SPECTACULAR VENUE FOR SA WEEKEND SEMINAR

*The South Australian Region of the Hire & Rental Association of Australia are holding a weekend Seminar at the Wirrina Convention and Holiday Resort on the 2nd and 3rd May, 1987.*



This venue is just 90 kilometres south of Adelaide, and set in the spectacular Fleurieu Peninsula, offers first class accommodation with full Convention and Resort facilities.

The theme of the Seminar will be "How to bake a bigger and better cake" with keynote speakers and discussion groups examining the important aspects of marketing and quality control within our hire industry.

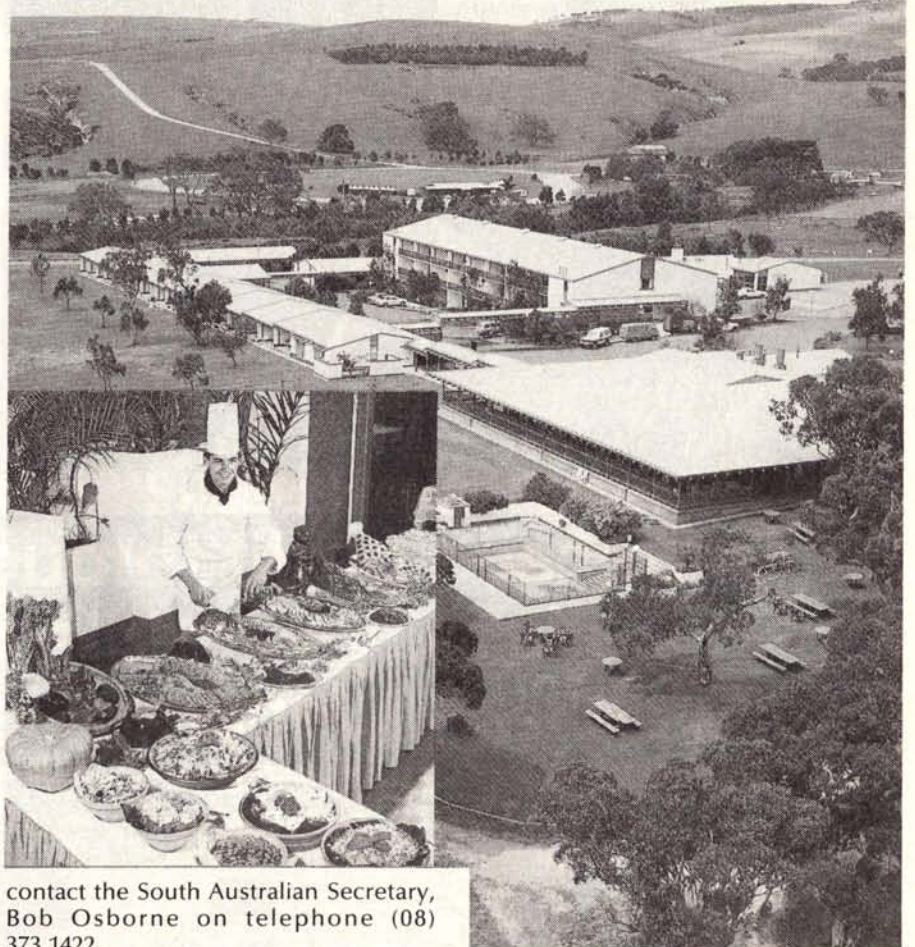
The business sessions over two half days will involve keynote speakers and discussion groups chaired by some of the hire industry's most experienced leaders.

These forums provide the opportunity to openly discuss issues that affect the day to day operations and survival of your business.

The speakers are local identities, Mr Geoff Winter, well-known for his unusual but effective form of television advertising, and Bob Molloy, experienced in setting up staff service and systems to increase your sales.

Registration costs for the Seminar are very reasonable, with a double registration only \$200.00 which includes business sessions, overnight accommodation, lunches, Saturday night dinner dance and full use of the resort's facilities.

Industry Members from both South Australia and interstate are welcome to attend, and interested persons should



contact the South Australian Secretary, Bob Osborne on telephone (08) 373 1422.



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### FEATURES

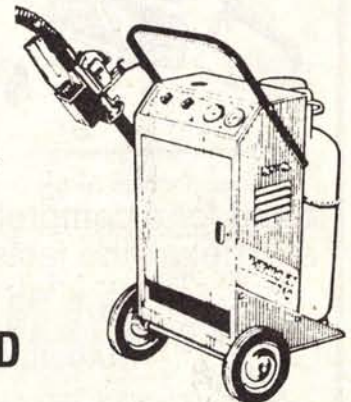
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# FROM THE FAST LANE OF COMPUTERS

## HOW SHOULD YOU SHOP FOR A COMPUTER SYSTEM?

The clever part of shopping for a computer package, is to buy the right "Software" or operating programmes which enable the computer to store and process YOUR hire business data in the way YOU want it.

In the fast lane world of computers if you were planning to computerise your hire business just two years ago you would have had a problem, but today there are programmes written specifically for the Australian hire industry which are proven and giving their users valuable benefits.

There is no excuse today for being a guinea pig for a programme writer strong on promises and light on performance. Neither should you consider an accounting or general business programme for your hire business. In each case there are many hire companies around Australia who have discovered this too late!

The best place to start shopping is within the hire industry, talk to your competitors, read the trade magazines, find out what is around, and when you think you have some answers ask the supplier for some references, then ring them up and see if they are! If he can't or won't give some users' names — he probably hasn't got any — then forget him!

## WHAT SHOULD YOU LOOK FOR IN A COMPUTER SYSTEM?

To make money in the Hire & Rental business the computer system you purchase should operate as your personal assistant, it should handle all the routine tasks, enforcing cash, customer and stock control, and provide you with accurate, up-to-date information on all facets of your business, suppliers, customers and products.

When you have made a big investment in your business of money, equipment, personnel and your own time, you must be sure that this investment will be both profitable and protected. You need fast, accurate management information right at your fingertips. The right computer programme will provide it. It should not need any computer knowledge to operate and the information it provides for your day to day management decisions will let you spend your time profitably.

At the counter it should guide your staff through each transaction with complete control and recording of Contracts out and in, ensuring custo-

mer identification is recorded, the correct rates are charged, damage waiver, insurance, delivery charges, fuel used, duty and all extensions calculated and accurately invoiced. It should prompt related hire and sales items, and provide for reservations. It should automatically calculate all times and dates out and in, and never forget to charge for late returns whilst giving your staff the final discretion.

## WHAT INFORMATION SHOULD YOUR COMPUTER PROVIDE?

The programme should reach into every aspect of your business to give you the level of management information you need to streamline and improve your entire operation. It should enable you to capitalise on every opportunity and to develop your business more profitably by eliminating loss items from hire and sales stock.

In the area of stock control the positive results can be dramatic, imagine the benefits of having up-to-date information constantly at your fingertips.

The programme should tell you exactly what income every item of your stock has been bringing in, and exactly where the maintenance and repair costs have been spent. Management information which was difficult for you to find should be instantly available at the touch of a key either on the screen or in a written report.

This will assist you to get the maximum return from your investment, by directing your experience and manpower to improving revenue and controlling costs in all areas.

## WHAT INFORMATION SHOULD YOUR COMPUTER SYSTEM PROVIDE IN YOUR OFFICE?

Depending upon your business size, integrated debtor and creditor control with customer statements and aged trial balance reports, current accounts and accounts receivable history for each customer and accounts payable, cheque printing and cash projection needs. Both debtors and creditors system together with income statements should be optioned for automatic posting to an integrated general ledger package which includes trial balance, income and expenditure statements, budgets and history record comparisons and reports. The programmes should enable you to record all three types of assets found in every hire business; hire equipment stock, sales stock and fixed assets; ie workshop



Chris Pannell

plant, office furniture, etc. These should be able to be arranged in classes or groups to suit your personal needs and preferences.

Your new computer system should enable you to reduce your accounts receivable, track your inventory profitability, reduce under utilised stock and streamline your overall business operations, you should be able to achieve these goals and reduce clerical time, paperwork and error content.

With the right programme the reporting formats available to you daily, monthly and yearly should be processed quickly and accurately and become your source for effective, profitable business information and control.

It should be able to be set up to allow multiple user expansion capabilities without changing the main computer hardware. Each user can then perform different tasks, such as contracts on the counter, accounts receivable in the back office and management support in the Board Room.

Be warned — many computer programmes can NOT be concurrently used by several users, they don't have record locking — result disaster!

## HOW SHOULD YOUR COMPUTER FIT IN TO YOUR BUSINESS?

The programme should fit your business, you shouldn't have to adapt your business to fit the programme. You should decide the stock groupings under equipment classes you require. You should be able to decide the numbering system you require, allow an existing numbering system both alpha



or numeric to be used such as the ARA coding system. All reports should be able to be printed in a variety of sequences; customers, suppliers, products, product classes and sales stock.

All product classes and hire items should be capable of having your messages incorporated on the contract, invoice and statements and these should be able to be added to, or altered at any time. Hire rate title names should be capable of user specification, ie., Deposit, 4 Hours, 8 Hours, 24 Hours, Weekly, etc.

Hire rate increases to any product class should be done in a few seconds automatically and a new rate book printed by the computer. Access to performance data should be password protected. Most management reports should be printed to give you information arranged in the way you want it.

In all these ways and many others you should be able to make your computer system suit your business.

### HOW WILL YOUR COMPUTER SUPPORT YOUR MARKETING PLAN?

With the right programme, your customers will appreciate the fast and professional service you can provide with counter contracts and invoices, no more hard to read handwriting or forgotten times and dates, a kitting sys-

tem always remembers all of the parts of a scaffold tower or a marquee to book out, and enters them on the contract automatically.

The programme should allow for multiple invoices on any contract to enable split returns and complete month end invoicing simply and accurately. The ideal system should include a facility to set out rates in a printed format and to recalculate changes of the rates of any or all classes at any time you need to change prices.

By adding a direct mailing subsystem you should be able to mail your new computer generated rate book to all the prospective customers in your area.

You can send your new rate book to any selected market segment, such as industrial users, simply and economically (use the Yellow Pages). You will

improve your client base, your exposure in your market area and your revenue, while your competitors are still hand writing their contracts and invoices!

With additional software you could be carrying out word processing in the general office for all your quotes and general correspondence and operating a direct mailing system for your business promotions.

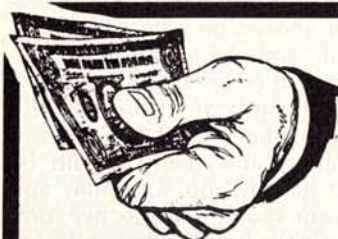
### A FINAL WORD

The reputation and integrity of your proposed supplier is of paramount importance, check it out, a few phone calls will soon confirm whether your proposed supplier's reputation is for reliability and honesty. If it's no, then it is best to find this out **before** you pay out any money or otherwise. . .!!

### WHAT BOTTOM LINE BENEFITS SHOULD YOU EXPECT WHEN YOU COMPUTERISE?

*You should expect to: Increase sales and build repeat business; increase revenue by charging all time out; increase account customers and credit control; indentify accurately additional items needed; increase sales by better stock control; increase sales by related item reminders, and . . . reduce clerical overheads and errors; eliminate non-productive inventory; reduce bad debts, improve collections; improve customer turnaround time; eliminate known "bad risks".*

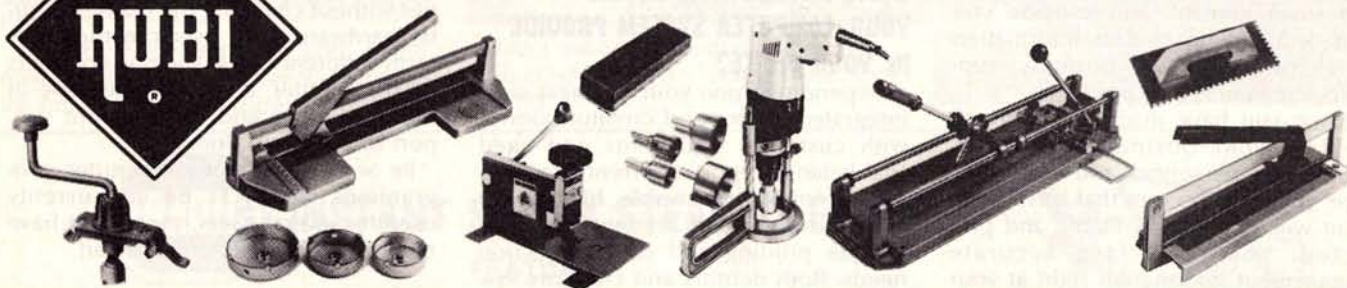
**Register for Hireexpo before June 30th and be in the draw for the room upgrade to a \$500 a night suite.**



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# BOMAG COMPACTORS

## Witch Engineering Expands Its Services to the Hire Industry

*Trencher specialist Witch Engineering, part of national BOMAG distributor Banbury Engineering, has now been appointed to service the plant hire industry with the "smaller" end of the range of compaction equipment produced by the giant BOMAG organisation.*

Australian market leaders for two consecutive years, BOMAG's latest models include small vibratory tampers, vibratory plate compactors and pedestrian vibratory rollers which are ideal for the hire industry.

The move was a logical one, of course, in view of Witch Engineering's high level of rapport with the plant hire industry and the BOMAG equipment's synergy with the WENCO trenchers built by Witch.

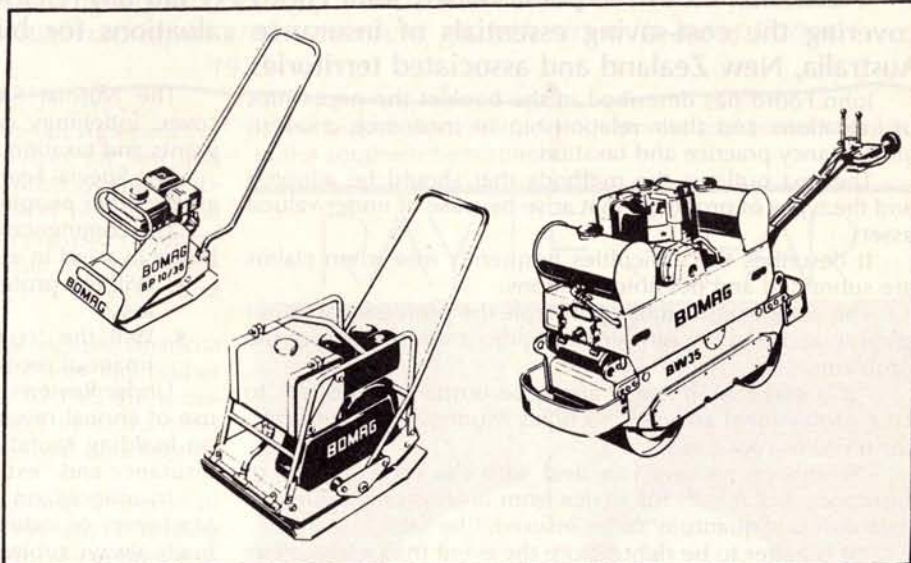
### CREDENTIALS

Some very definite credentials are mandatory before an item of equipment is considered acceptable by this demanding industry.

Ease and simplicity of operation is vital, since the users are not always experienced experts.

Ability to absorb punishment is also important, since the user understandably maximises his utilisation of hired machinery.

Repairs and maintenance must be



given careful thought by the manufacturer at the design stage, since harsh treatment can be one of the pitfalls of the hire industry.

Finally, compactors, by their nature, are subject to vibration and impact stresses which are often beyond the limits imposed on other engine driven equipment.

### REPUTATION

The BOMAG reputation is the industry's assurance in this respect.

BOMAG compactors have been produced and sold world-wide for over 25 years. Over 1500 machines are now produced every year.

Every machine — and this applies to the smaller units just as much as to the heavyweights — are designed to withstand the punishment which goes hand in hand with the very nature of their function.

The regular maintenance require-

ments are kept to a bare minimum as a result of almost three decades of experience. BOMAG's design experience has provided for the easiest, fastest possible strip-down and rebuild.

The final reassurance for the industry is Witch Engineering's experience in the design, manufacture and servicing of petrol and diesel engine powered equipment which involves mechanical and hydraulic engineering.

### RANGE

There are a number of compacting machines which are suitable for plant hire, from the ultra compact tampers which fit comfortably into a car boot to the rollers which are easily carried in a utility or trailer.

Witch Engineering invites potential users to avail themselves of an obligation free demonstration by telephoning Melbourne (03) 798 7977 or Sydney (02) 604 9333.

## New LP Gas Products for the Hiring Industry

**Lights:** Autoflood — Miniflood — Handlight. (For construction sites, farms and general use).

**Air Heaters:** 30,000 to 260,000 BTUs. **Catalytic Heaters:** For site sheds, mobile homes etc.

**Radiant Heaters:** 12,000 BTUs. **Ring Burners:** Parties, camping etc.

### QUANTITY DISCOUNTS TO THE HIRING INDUSTRY

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# INDUSTRIAL PLANT VALUER STRESSES COST-SAVING ESSENTIALS

Australian industrial plant valuer, John Foord Pty Ltd has released a detailed explanation booklet covering the cost-saving essentials of insurance valuations for buildings, machinery and plant in Australia, New Zealand and associated territories.

John Foord has described in the booklet the necessities of valuations and their relationship to insurance, modern accountancy practice and taxation.

The text outlines the methods that should be adopted and the types of problems that arise because of under-valued assets.

It describes the difficulties frequently met when claims are submitted and possible solutions.

The booklet also sums up the role the professional valuer plays in assisting the efficient and practical resolution of the problems.

"It is essential, if assets are to be properly protected, to take professional advice," Nicholas Munn, Australian director for John Foord said.

"Insurance brokers can deal with the technicalities of insurance, but it calls for advice from professional valuers to establish the 'quantum' to be insured," he said.

"It is better to be right before the event than a loss prove the inadequacies of the insurance arrangements.

"Our booklet comprises an amalgam of the technical insurance and valuation aspects involved. They are a concise guide to the subject.

"Each case calls for individual professional attention," Mr Munn said.

The booklt covers three sections: "Normal Situations", "Special Features" and "Reviews".

The Normal Situations section discusses replacement cover; indemnity cover; provisions to deal with inflation; grants and taxation and comments on normal covers.

The Special Features section reports on old and outdated assets; other people's property; new assets and commentary.

The commentary said: "There are two major factors to be borne in mind in arranging the cover —

- Will the protection be adequate in the event of a total loss?
- Will the 'co-insurance' provision cause inadequate financial recovery in the event of a partial loss?"

Under Reviews, the booklet includes information on the use of annual reviews and indexation; some detailed points on building foundations, depreciation concerning building insurance and "extra cost" clauses.

Insurances on material assets of Buildings, Plant and Machinery of Industrial and Commercial Enterprises are virtually always subject to "co-insurance" which term may also be referred to as "average".

Thus, if the sum insured is inadequate at the time of the loss, the amount recoverable will be insufficient even if the loss is less than the sum insured. The amount payable is proportionately reduced by the extend of the underinsurance.

Example: Value at risk	\$2,000,000
Insurance	\$1,000,000
Loss	\$500,000
Payment	\$250,000

Insurers will NOT agree in advance what an adequate amount would be.

It is therefore essential, if the assets are to be properly protected, to take professional advice. Insurance Brokers can deal with the technicalities of insurance, but it calls for advice from a professional valuer to establish the "quantum" to be insured. It is better to be right before the event than a loss prove the inadequacies of the insurance arrangements.

Essentially insurance should be a certain long stop protection and it must be organised to achieve this objective fully.

The notes that follow comprise an amalgam of the technical insurance and valuation aspects involved. They are, of course, only an indication of, and a guide to, the subject. Each case calls for individual professional attention and application.

In certain circumstances, special covers may be needed such as Strata title or extra land value insurance where additional land has to be acquired to enable the replacement of the original and destroyed buildings to be effected, the land area being increased in consequence of the application of by-laws. Some covers such as floor space rate index insurance may be underwritten as part of the Business Interruption Insurance policy and reference to this is contained in the separate companion booklet.

"With the progressive hardening of the insurance markets and the increasing need for companies to adequately protect each of their industrial locations, the booklet provides a concise check list for achieving the correct cover," Mr Munn said.

Further information: Mr Nicholas Munn, Director  
John Foord Pty Limited  
Phone: (03) 654 7833  
Fax: (03) 654 2758

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# RENTAL INDUSTRY GOES HI-TECH

*In the field of electronics, Tech-Rentals has the largest range of measuring instruments and computer equipment available for rent in the southern hemisphere. Staffed by a team of experts, they are playing an increasingly vital role in the area of analysis and monitoring. The company has had rapid and consistent growth since its inception in 1978.*

In the early 70s there was a need for an independent facility in Australia to provide repair services for test and measurement equipment. This need was filled by the establishment of Jindra Electronics in Melbourne in 1974. A logical extension of the service operation was the provision of spare equipment where repairs were lengthy. From this base Tech-Rentals Pty Ltd was established providing hire services for a wide range of instrumentation.

Growth has been rapid due to the far sighted financial policies of the company and Tech-Rentals now has offices throughout Australia and South East Asia. In 1982 the subsidiary Tech-Sales was established as a dealer in instruments particularly specialising in dynamic analysis and data logging equipment.

A further expansion in instrumentation was achieved in 1985 with the acquisition of Elmeasco Pty Ltd a leading importer of test equipment, noteworthy for their representation of Fluke and Gould products. Tech-Rentals further increased their rental activities by becoming an IBM dealer in 1982, and now the hire and sale of personal computer equipment is a significant activity.

Late in 1985 Tech-Rentals with its subsidiaries became part of the N&K Ventures technology investment group. This has been accompanied by the acquisition of other companies with parallel interests in the marketing of test and measurement and at processing equipment.

Having its basis as a service organisation, Tech-Rentals is committed to customer support and this is seen in a substantial investment in service facilities. We have NATA certified calibration laboratories in both Melbourne and Sydney.

With the knowledge that company size can be an impediment the Tech-Rentals philosophy has been to have a loosely structured group of companies genuinely competing or co-operating as the need arises.

Tech-Rentals Pty Ltd is a substantial organisation with a successful trading history.

The company provides specialist expertise and market penetration in the supply of equipment for various applications including the following:

- Precision voltage measurement.
- Automatic testing.
- Dynamic analysis.
- Non-destructive testing.
- Sound and vibration analysis.
- Industrial data acquisition.
- Business and scientific computing.

The rental activities of the company provide important benefits:

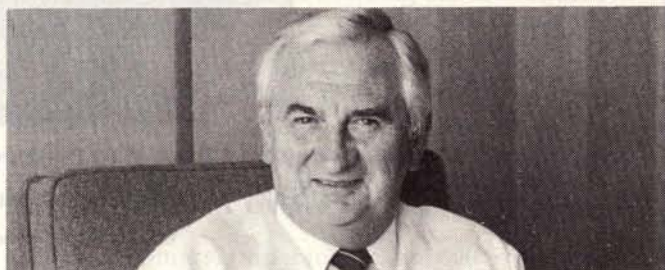
An annual rental catalogue is mailed to 33,000 Australian customers and a further 25,000 are distributed in other countries. It provides an ideal medium for the promotion of products for both sale and rental.

Rental gives an opportunity to introduce customers to new products that they, in many cases, ultimately purchase.

Over 3000 Australian companies depend on Tech-Rentals expertise in sophisticated short-term rental of electronic equipment. With offices in all major Australian capital cities as well as Auckland, Hong Kong and Singapore, the company

is the largest electronic test equipment and rental company in the southern hemisphere.

## RAY LE GEAR



***Compair's Managing Director, Ray Le Gear, retired at the end of March after a very long association with the Hire Industry — in fact going right back to the formation of the Association.***

Compair was at the first National Convention which had an equipment exhibition held at Noahs in Melbourne in 1973 (photo in last Hire & Rental Quarterly) and have been strong supporters of every convention since.

Compair, under Ray's guidance became the industry's biggest supplier of compressed air equipment due to the strong philosophy of good equipment backed up by good service and clearly staying out of the hiring of equipment, built up a great team of people around Australia.

Compair's hospitality room became a bit of an institution at every convention and many self inflicted wounds were caused because of them.

Ray leaves behind many friends right throughout Australia and the Association wish him and his wife Noelle and family all the best for the future.

### CAREER DETAILS

- 1963: Joined Holmans, Melbourne — Sales Rep.
- 1966/67: Sales Manager, Holmans, Victoria — Branch Manager.
- 1968/70: Branch Manager, Holmans, NSW.
- 1970/75: General Sales Manager, Compair.
- 1975/83: Sales Director, Compair.
- 1983/87: Managing Director, Compair.

### CAREER HIGHLIGHTS

Was heavily involved in the launching of the Trailair 60 particularly to Government Departments and the Plant Hire Industry. With the arrival of the "C" Series Portable Compressors which coincided with the introduction of Silencing.

As an environmental requirement RLG concentrated on increasing Compair's share of the Plant Hire business by ensuring that Compair offered a combination of having the type of equipment that the Hire Industry needed together with good communication and back up service.



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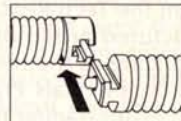
**CORED CABLE (RR,C11-2)** Anti-foul plastic core eliminates rubbish collection in cable.



**PLAIN CABLE (RR,C11-1)** Basic replacement cable.



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## **MOLE TO DISTRIBUTE MIKASA TAMPERS, RAMMERS AND COMPACTORS**

Mikasa Sangyo Co Ltd in co-operation with Sumitomo Australia Ltd, is pleased to announce that Mole Engineering has been appointed as the sole Australian Distributor of the Mikasa range of Construction Equipment from April 1.

The previous distributor, Anitech, has relinquished the distributorship to concentrate on the marketing of high technology equipment. Mole and Anitech will co-operate closely to ensure that the large customer base is not disadvantaged. Mole Engineering, with substantial sales, parts and service facilities in each capital city, has experienced personnel able to adequately respond to all enquiries.

Mole Engineering's commitment to Mikasa customers will include specialist sales engineers in each state under the control of a Mikasa trained product specialist. There will be a centralised stock holding in Sydney with a comprehensive range of commonly used spares held in each State.

The Mikasa range of equipment includes, Tamping Rammers of from 2.5 kW (3.3 Hp) to 4.8 kW (6.5 Hp), Plate and Reversible Compactors of from 2.6 kW (3.5 Hp) to 5.2 kW (7.00 Hp) and Pedestrian and Ride-on Vibration and Impact Rollers from 4.5 kW (6 Hp) to 10 kW (14 Hp).

Other products in the Mikasa range include Concrete Cutters, Vibrators and Power Trowels.

Mole Engineering will be pleased to assist in any sales, service or technical enquiry.

## **REPORT ON ARA CONVENTION New Orleans February 8-12, 1987**

To quote ARA outgoing president Bill Turk: "Members have always been eager to sample the sauciness, the excitement, the glitter and the glamour of New Orleans and in this, our third visit to the Crescent City, you can be sure that no effort has been spared to make your visit a stimulating and productive event."

Prophetic words indeed: From the minute we left New Orleans airport the negro cab-driver had us moving in our seats with Dixieland jazz at about 10 decibels above the comfort level. He was almost impossible to understand, except when he asked for the fare.

Sunday evening saw us boarding the SS President to the accompaniment of a genuine Dixieland band for a showboat extravaganza. This was a great ice-breaker and the start to a most exciting and informative convention.

Monday's opening sessions included a full Mardi Gras parade led by the retiring Executive Director and his wife from the HQ Hotel to the convention centre, both a Dixieland band and a fully regaled marching band, with mounted police to control the traffic — real American razzmatazz.

The seminars, the more than 600 exhibitors, the organised tours, the food, the overwhelming friendship and last but by no means least the magnificent Mardi Gras banquet where friends and guests farewelled Ziggy Siegfried and his wife Ethel, after their 31 years of dedication to the ARA made this more than just a festive event.

We take this opportunity to thank our American hosts for a great experience.

**RON and DENISE WYATT**

# **Gain an unfair advantage**

With an efficient Ingersoll-Rand air compressor, you can get a head start on your competitors and save money on every job.

Ingersoll-Rand offers a complete range of "unfair" compressors from 47 l/sec (100) to 755 l/sec (1600 cfm), with a selection of rated pressures from 7 kg/cm<sup>2</sup> (100) to 21.1 kg/cm<sup>2</sup> (300 psig). You can be sure there is an Ingersoll-Rand compressor that is just right for your job.

All are designed with compressor/engine combinations up to 27% more fuel efficient than comparable models. Light and compact, these compressor packages feature easily reachable components for quick servicing from ground level.

Naturally, they all come with the Ingersoll-Rand reputation for quality and reliability. So your equipment stays on-line, saving you money and precious time.

Take advantage of our flexible financing programs to get the compressor you need at the terms you want. And when you're finished with it, you'll benefit once again — from the highest trade-in and resale values in the industry.

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



Ask your local distributor to help you choose the best compressor for your needs or call Ingersoll-Rand (Aust); Sydney; (02) 648 5055 Perth; (09) 2772211, Brisbane; (07) 2776077, Adelaide; (08) 3526122 or Melbourne; (03) 7941611.



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# Hire Services of NZ Announce Their 1987 Staff Training Courses

The NZ Hire Industry Training Programme for 1987 is a comprehensive course designed to provide the essential skills required for those employed in this diverse area.

In a course presented jointly by the Association and the Taranaki Polytechnic participants are given the opportunity to learn the operation and maintenance of all types of equipment, train in sales techniques, inventory control, store display and advertising.

Aimed at the construction equipment, DIY tools and party hire fields the courses are broken into 4 modules.

## MODULE 1

### Dealing with the customer.

Approaching customers and finding out needs.  
Product knowledge and suggestion selling.  
Presentation features and benefits.  
Advertising and public image.  
Communication via telephone.  
Safety on the job and with equipment.  
Basic first aid.  
Documentation and record keeping.  
Understanding your industry.  
Home and leisure hire introduction.

## MODULE 2

### Product Knowledge and Servicing Part I

Basic principles and servicing of electrical power tools.  
Hydraulic systems and servicing.  
Air tools and compressors.  
Waterblasters.  
Water and trash pumps.  
Access equipment.  
Lifting and pulling equipment.

## MODULE 3

### Product Knowledge and Servicing Part II

Basic principles and servicing of 2 & 4 stroke engines.  
Operation and maintenance of concreting equipment.  
Small engine-driven garden equipment.  
Basic arc and gas welding.  
Plant service record keeping.

## MODULE 4

### Product Knowledge and Servicing Part III

Basic principles of petrol and diesel engines over 10 Hp.  
Welders, generators and electrical systems.  
Compaction equipment.  
Trenching machines.  
Ramset guns.  
Equipment delivery and pickup procedures.  
Operational pre-hire checks on equipment.  
Modifying and rebuilding equipment to suit the industry.  
Insurance and damage waivers.  
Regulations affecting the hire industry.  
The hire industry as a career opportunity.

Completion of the four modules and serving three years in the Hire Industry leads to the Certificate of Hire and Rental.

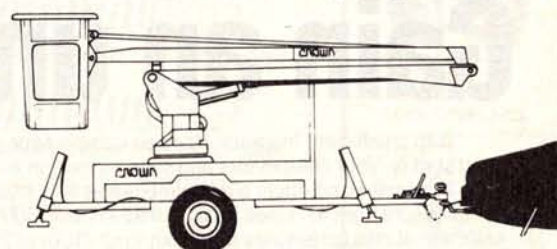
It is to their credit that the Hire Services of NZ have instituted staff training which will ensure that the industry has well informed and professional staffing.

It would seem appropriate for Australia to look closely at the NZ programme with some thought for the future growth and expansion in the level of competency in our industry. We welcome your comments.

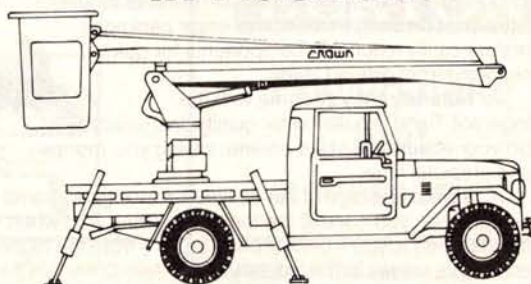


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# The ARA Convention — an Exhibitor's View

*Keith Fitzgerald, manager of Witch Engineering, one of the leading machinery dealers in Australia, offers his perception of this major rental industry event.*

Witch Engineering took an innovative new product to New Orleans for the exhibition and as the machine attracted great interest, Keith was kept very busy on his stand. However, for those who did not attend the exhibition and convention, his experience and comments will be most valuable.

Over 1200 hire and rental dealers attended the event and as Keith puts it "the convention covered all aspects of the rental industry from "catering to compaction". A veteran of the exhibition circuit which often has little in the way of new ideas to offer, Keith reports on the highlights from "The Eye of a Machinery Dealer".

"... there was not a lot of new or novel products despite the huge scale of the exhibition."

**The TSR Pac Wheel** attachment for trenchers and excavators interested me as an inexpensive method of achieving mechanical compaction in narrow trenches, and extending the versatility of trenchers and excavators.

**Hayes Industrial Brake Co** displayed an extensive range of mechanical and hydraulic service brakes. These are disc brakes for both stationary and mobile applications.

**Concepts in Concrete** marketed inflatable concrete forms which appeared to be quite innovative.

**American Northwest Inc.** promoted "bolt-on" remote controls for construction equipment. Basically, this is a radio controlled console or operation of electric actuators that physically move a vehicle's standard valves and levers —



Witch Engineering's unit which claimed plenty of attention, was a novel four-wheel drive trenching machine with rotational steering design features not previously incorporated into pedestrian trenchers, due for release on the Australian market in May this year, it is certain to be a winner here. The machine wore our green and gold colours at the "Yankee" exhibition under the terms of the "Made in Australia" guidelines and Witch Engineering flew our flag high at this prestigious international exhibition.

from a remote location. Such machines as aerial baskets, front end loaders, trenchers, bulldozers, graders, etc are suitable for this system.

**Troxler Electronic Laboratories** exhibited a range of quality control instruments, principally aimed at road construction authorities for measuring moisture content, density, asphalt content in pavement mix.

(Anyone interested in literature on the concepts in concrete, American Northwest or Troxler Products can contact us — Keith kindly supplied brochures).

**Mini excavators** were very well represented — mainly of Japanese origin. It seems that this is one direction in which rental yards are moving. There was an abundance of engines of all types and sizes.

**Compaction equipment** was extensively exhibited by such major international groups as Bomag & Wacker.

**Min Trenchers** were widely displayed by Kwik-Trench, Parsons, Ditch Witch, Ground Hog, Davis and others. Aerial lifts, Tillers, pumps, compressors and hand tools were in great varieties.

The United States has had ongoing difficulties in the economics of energy related areas, particularly Texas, Louisiana and Oklahoma and equipment rental operations in these states are understandably very difficult — due to a severe recession in home building — and reduced spending by State owned utilities. It is generally conceded that an upturn in such areas is unlikely until world oil prices increase substantially over present levels. High tech industries continue to expand in selected areas."

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HA 7568



# NSW STAMP DUTY SHOCK

*On 1st January, 1987, The Hire Industry without warning lost its Equipment Maintenance Allowance. However, as there was some ambiguity about what was dutiable, the Association has had several meetings with the Commissioner. Several concessions were made and we enclose the guidelines issued by The Stamp Duties Office. In case these are still confusing we have summarised below the main points.*

The changes on a Hire Arrangement which are dutiable are primarily **HIRE CHARGES** and items inseparable from them such as Damage Waiver and Mileage. Other items separately charged are not dutiable.

Eg:

ITEM	DUTIABLE
1. Transport charges, delivery and pick-up.	NO
2. Labour charges for operation of hired equipment.	NO
3. Installation or erection charges.	NO
4. Fuel charges for hired equipment.	NO
5. Charges for repairs, damage, loss of spare parts.	NO
6. -----	
7. (a) Charges for insurance where it offsets separate outside insurance.	NO
(b) Damage waiver.	YES
8. Charges for mileage.	YES
9. Rehired equipment.	YES

## PRACTICE NOTE: STAMP DUTY ON HIRING ARRANGEMENTS PREAMBLE

Stamp duty has been payable on hiring arrangements since January 1, 1968. The owner of the goods hired under a hiring arrangement is responsible for payment of duty. A hiring arrangement includes an arrangement under which goods may be used by a person other than the owner.

The rate of duty is 1.5% of the amount payable for hire of the goods, and varies between a minimum amount and maximum ceiling. The minimum amount prior to 1st January, 1987, was \$400.00 and after that date, \$6000.00, constituting an owner's gross monthly hiring fee. The maximum amount of stamp duty is \$10,000.00 for any single hiring arrangement. Otherwise the maximum dutiable amount on a monthly return of hiring arrangements is unlimited.

A return of hiring arrangements means a process by which an owner of hired goods furnishes the Stamp Duties Division of the Department of Finance with details of hiring arrangements for the previous calendar month, together with payment for duty thereon.

For the purpose of assessing duty, a crucial factor for an owner of goods who enters into hiring arrangements is the question of what constitutes an amount payable under a hiring arrangement.

To assist taxpayers in formulating their returns, the following guidelines are offered. They have been formulated in a general tone and are not meant to be exhaustive. In the event a factor within a hiring arrangement is not covered in the guidelines either in fact or in spirit, inquiries should be made of the Stamp Duties Division Returns Branch, telephone: 689 6222.

### RULING

Factors of a hiring arrangement attracting a fee payable by a hirer, and in respect of which a separate entry or record is made on the hirer's invoice, will not be dutiable where indicated in the guidelines. This applies unless such factors are indistinct from dutiable factors in which case the rate of 1.5% will apply.

*Support the*

**RED CROSS**

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**Become a blood donor NOW**

## IS YOUR HIRE SYSTEM IN A MESS? Then TPS HIRE will sort it out.

When you're in the hire business, you need accurate control of both bookings and inventory. That's why one of Australia's most successful hire companies commissioned us to develop a super fast computerised hire control system, which is now available as a package tailored to suit your business.

- Advance bookings ■ Accounts receivable
- Invoice/cash receipt printout ■ Sub hire handling
- Equipment performance analysis

Are all handled by this extensive program.

So why not get your hire business organised and phone for a free demo to see what we can do.

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**GRAFTON'S LIGHTING & SOUND**

183 Campbell Street, East Sydney, NSW 2010  
(AUTHORISED DEALER)



# NEW PRODUCT NEWS

## FIBRE OPTICS

*Adopting the latest technology to ensure truck mounted platforms are developed to world standards has always had a high priority at Abbey.*

After extensive development and refinement in close association with EDPM Pty Ltd of Melbourne, Abbey have a fibre optic system that is standard equipment in the larger insulated platforms and optional equipment in other units.

The product of this joint project successfully meets the basic criteria that:

"The system must withstand the effect of vibration caused by road travel and platform operation. It must perform reliably in wide temperature ranges and in conditions ranging from dust to torrential rain."

Unlike some other systems currently on offer, each component has been assessed to ensure it meets the basic criteria and also the demand for insulation safety when operating in and around high voltage installations.

The system has proven reliable in operation with minimal maintenance requirement and provides the operator with single purpose, soft touch controls for ease of operation.

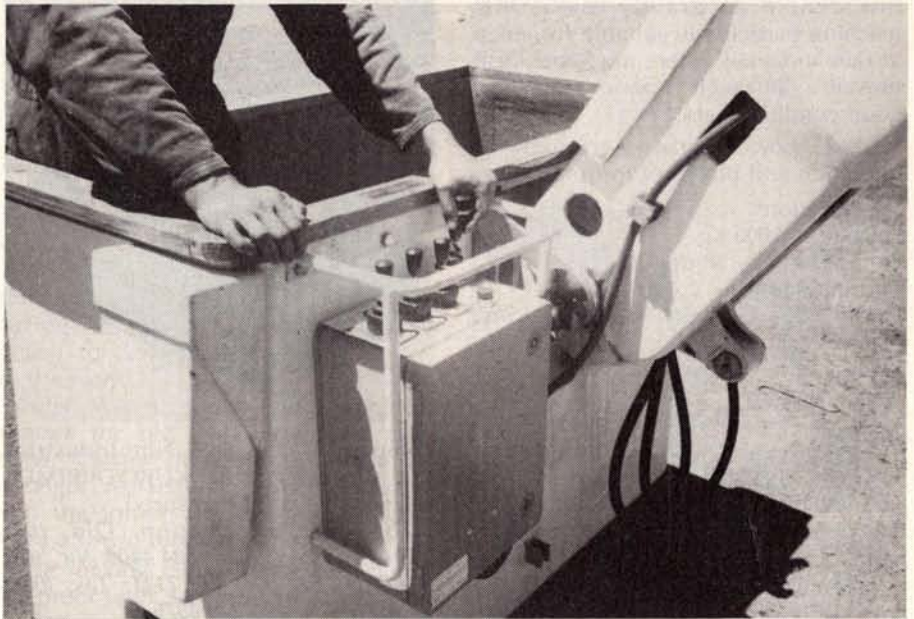
Further benefits provided by the Abbey/EDPM fibre optic system include:

- Extended range of basket controlled options (eg, Vehicle engine stop/start).
- High level of electrical insulation.
- Self-contained power supply not influenced by vehicle system failure.
- Emergency stop control for immediate system shut down.
- Complete override facility at the base control station.
- Significant reduction in control system overall weight.

## ELECTRIC EEL DRAIN CLEANING EQUIPMENT FOR AUSTRALIA

The Sewer Equipment Company (Aust) and their Queensland distributor, Gregory Machinery Pty Ltd, have expanded their range of Drain and Sewerage maintenance machines to cover applications from minor household obstructions to major sewerage blockages. The equipment range that is applicable to the hire industry is listed below.

- (a) "Electric Eel" petrol and electric



*Soft touch controls are a feature of the fibre optic system.*

powered dual cable drain cleaning systems puts the operator behind the cable. Portable, self feeding flexible cable, clutch controlled — unsurpassed reliability.

- (b) "Burton" drum type Powersnake including replacement cables, tools and spare parts.
- (c) "Hande" closet auger and domestic drain cleaner.
- (d) Replacement cables for Rigid and Rothenberger systems available in plain, cored and with stainless steel retriever wires.
- (e) "Cherne" pneumatic and mechanical pipe plugs, cleaning balls for testing and isolating working drainage systems.

Sewer Equipment Company (Aust) with over 20 years industry experience can advise on all of your drain cleaning problems.

## NEW MINI DUMP TRUCK FROM TUTTS

*TUTTS have released a new model mini dump truck to complement their existing Yanmar range of mini dumpers with capacities from 1 to 3.2 tonnes featuring both rubber tyred, crawler and skid of front steer machines.*

The YFW20DW Yanmar is an eight-wheel drive, skid steer machine only





## NEW PRODUCT NEWS

1.625m (5ft 4in) wide, but with a hefty 2 tonne payload. The all wheel drive and low centre of gravity make this machine particularly suitable for steep terrain and areas where mud and slush prevail — although it performs well in good conditions also!

Diesel power ensures economy of operation and plenty of torque.

### Specifications:

Payload — 2000 Kg  
Dump Angle — 58 deg  
Turning Radius — 2.4 m  
Dump Body Capacity — Struck .65m<sup>3</sup>;  
Heaped 1.15m<sup>3</sup>  
Overall dimensions — LxWxH 3060 x 1645 x 1695  
Gearbox — 4 x FWD, 4 x Reverse  
Top speed — 14.9 kph — Forward or Reverse  
Gradability Fully Loaded — 30 deg.  
Engine — Yanmar Diesel Model 3TN75-LRFW — 13.7 kW at 2600 rpm continuous rating  
Operating Weight — 1280 Kg  
Tyres (std) — 20 x 10 x 6 ply  
Contact: PIMEC (07) 277 0455, Qld; (02) 684 4400, NSW; (03) 314 0011, Vic; (08) 262 2121, SA; (002) 72 1911, Tas; (09) 279 4876, WA.

## PIMEC ASSUMES NATIONAL RESPONSIBILITY FOR KUBOTA

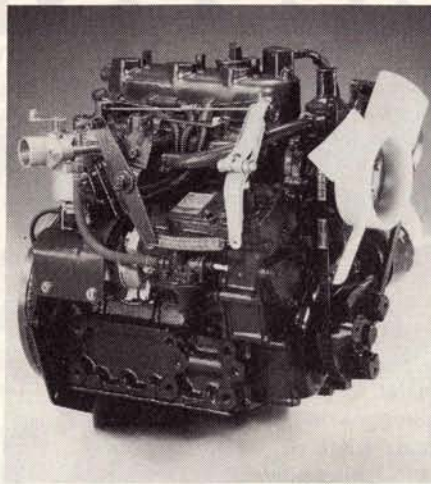
**KANEMATSU-GOSHO** — The Trading House for Kubota vertical cylinder industrial engines — has announced the appointment of PIMEC as National Distributor.

Kubota diesel engines from 6.25kW (8.5hp) weighing only 51.1kg to 51.5kW (70hp) weighing 380kg are now AN IMPORTANT part of the PIMEC product range.

A recently released Kubota petrol engine of 11.9kW (16hp) is now available. The Kubota WG600 is virtually a Diesel engine base, redesigned as a heavy duty industrial petrol unit. Weight is 61.7kg and maximum torque is 26ft pounds continuous, long life and robust construction are major features of the Kubota WG600.

PIMEC are offering engine sales, service and spare parts effective immediately except in NSW where the transaction is timed to occur on May 1.

PIMEC's National Product Manager, Mr Richard George, said that with a more compact marketing control structure, better spare parts inventory control through national warehousing and the overall philosophy of the parent

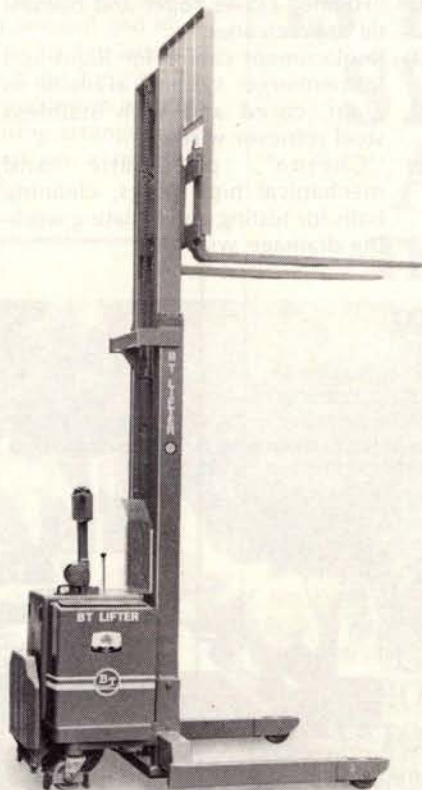


company — Bowater Tutt Industries the success of the KUBOTA/PIMEC relationship will be ensured.

For more information, Qld, (07) 277 0455; NSW, (02) 684 4400; Vic, (03) 314 0011, SA, (08) 262 2121; Tas, (002) 72 1911; WA, (09) 279 4876.

## NEW POWERED STACKERS FROM QBM

*QBM has released a new range of BT powered stackers, featuring a spring-loaded drive unit for outstanding stability and traction on both even and uneven surfaces.*



BT powered stacker from QBM.

The BT LST 1000 and 1350 (kg capacity) stackers are straddle versions with forged forks.

The stackers can be used either as walk-behind units in narrow spaces and when stacking, or ride-on units for longer journeys... the operator standing on the large hinged platform.

All controls are near at hand on the steering handle. Speed and direction are controlled by the thumbs, and the horn by the forefingers. Lifting and lowering is controlled by a lever on the top cover.

The steering arm has two braking positions and a safety button prevents reversing accidents. Batteries and electrical control panel are easily accessible for inspection and maintenance. The batteries can be industrial batteries or full-traction, the latter giving approximately eight hours normal usage.

A further advantage to users is that parts from the stackers are interchangeable with those for BT motorised pallet trucks.

The BT LST powered stackers complement the already large range of BT hand stackers available from QBM.

All BT stackers are ideal for use in warehouses, workshops and factories.

Hand stackers are available with either electro-hydraulic or manual lifting up to 1000kg (2200lbs) capacity.

For further information, contact John Roach at QBM in Melbourne, 15-19 Summit Road, Noble Park, Vic, 3174. Telephone: (03) 795 7455. Telex: AA30134. Fax (03) 795 8355 or State Offices (02) 609 1755, SA (08) 352 8422, Qld (07) 277 7577.

## NEW RELEASE 5-WHEEL COMMERCIAL AUSSIE VAC

*A 5-wheel heavy duty commercial tank vac made in Australia! — and at a price competitive to make it a world-beater, claims the manufacturer.*

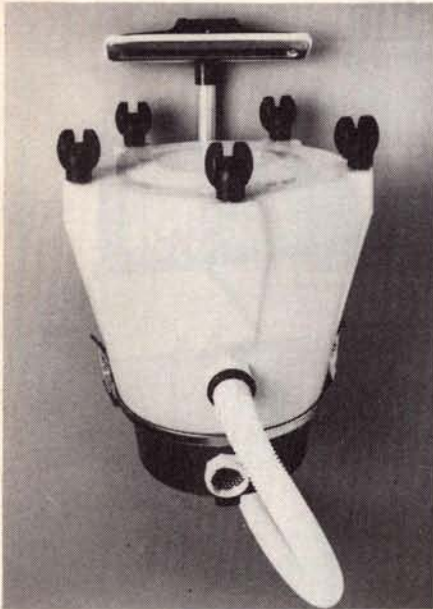
Not only does the unit's 5th wheel enable the operator to more easily pull the Vacmate across the floor more easily, but the overall design enables the manufacturer to produce a vacuum cleaner with an exceptionally low centre of gravity.

Combined with its 5 contact points through the twin roller casters the unit resists the "topple-over" effect common to 4 wheel commercial vacs.

The Aussie VACMATE Heavy Duty Commercial Vac with its 850 watts of power is the unit for commercial dry or wet and dry operations. The dry model,



## NEW PRODUCT NEWS



New Aussie VACMATE, with 5-wheel suspension, more stable ACROSS-THE-FLOOR and resists "tank vac topple over"

when combined with the POWASWEEP powerhead, enables an operator to clean up to 6000 square feet per hour — with minimal downtime.

VACMATE "A" the lighter weight lower profile design is designed for semi-congested areas where there are partitions, furniture, etc. Its lighter weight and lower overall profile makes it an ideal commercial unit for offices, hotels, etc. Available in a dry vac configuration only, the VACMATE "A" also has provision for use with the POWASWEEP powerhead accessory.

Both units are made in Australia and are available for demonstration through: Aussie Rotobic (Australia) Pty Ltd, 21-29 Production Avenue, Kogarah, NSW. Phone: (02) 587 8233, or the Company's Network of 35 dealers in all States.

## OLDFIELDS ALUMINIUM TOWERS

### The One the Real Professionals Use

Oldfields' involvement with aluminium towers began in 1983, when the Company purchased the rights to manufacture aluminium and fibreglass ladders in Australia under licence to R. D. Werner of the United States.

Although the manufacture and sale of ladders was the Company's priority to establish Oldfields in the marketplace, the manufacture of aluminium towers was on the agenda. However, it

was not until September, 1986, that this production began on a large scale.

When it began the result was to be the most sophisticated, yet simple form of aluminium tower available in Australia.

The Oldfields engineers coupled the expertise of the R. D. Werner Co. with that of England's leading manufacturer and their own manufacturing processes.

What was to eventually emerge from the Oldfields Homebush Bay manufacturing facility was to be the most advanced design of aluminium tower in the world.

Fully welded components were to replace the old cast or crimped systems. Corner bracing was to be in stronger rectangular formed sections and the joiners were to be swaged from a single tubular section.

The locking clip system was to be foolproof with a captive interlock pin made from stainless steel to ensure the frames were securely locked especially when the towers were moved over rough terrain.

The catchwood was to be ease of erection with patented self locking hooks or braces for one handed operation. All braces were to be colour coded for easy identification and all frames could be used as base frames with no special parts required.

The large 200mm wheels were to replace the smaller ones used on previous towers. These wheels would have nylon bearings to reduce maintenance and large brake bars with a simple positive action. Wheels were able to be replaced by sturdy base plates and are adjustable, even under load.

Access ladders were to be manufactured to the same high standard of Oldfields industrial ladders and the work platforms made from tough weatherproof material and tested to four times the rated safety load. These platforms were to be fitted with simple slot action toeboards.

Every possible improvement which could be made was, and the results speak for themselves. The latest in technology and design available from "OLDFIELDS — THE ONE THE REAL PROFESSIONALS USE"

## NEW MINI EXCAVATOR FROM TUTTS

The YANMAR YB101UZ is truly a mini excavator and a quiet operator!

79 dB (A) at the operator's ear!

Operating mass — 920kg



Diesel powered economy — 8hp engine

Bucket width — 350mm

Bucket capacity (SAE) — .03m<sup>3</sup>

Maximum digging depth — 1.6m

Operating width — .85m radius

Full swivel operation

Only 930mm wide! — 1.3m width needed for side ditch digging!

Ground contact pressure — 3.34 psi

Rubber crawler tracks as standard

For more information — Qld: (07)

277 0455, NSW: (02) 684 4400, Vic: (03)

314 0011, SA: (08) 262 2121, Tas: (002)

72 1911, WA: (09) 279 4876.

## ONE ON THE SIDE FROM QBM

A forklift that loads from the side is fast gaining popularity among several Australian industries.

The SSP Shuttle Sideloader from QBM is particularly suited to handling awkward long loads such as timber and piping.

Where manoeuvrability is essential, the Shuttle outperforms conventional front-loading lift trucks, needing less space to do the job.

This in turn leaves more space for yard or warehouse storage, allowing stacking in narrower, more cost-efficient aisles.

The SSP Shuttle range is available in three standard models — 3, 4 and 5 tonne. The trucks are fitted with Deutz air-cooled diesel engines from 54kW to 82kW at 2500 rpm. Other capacity



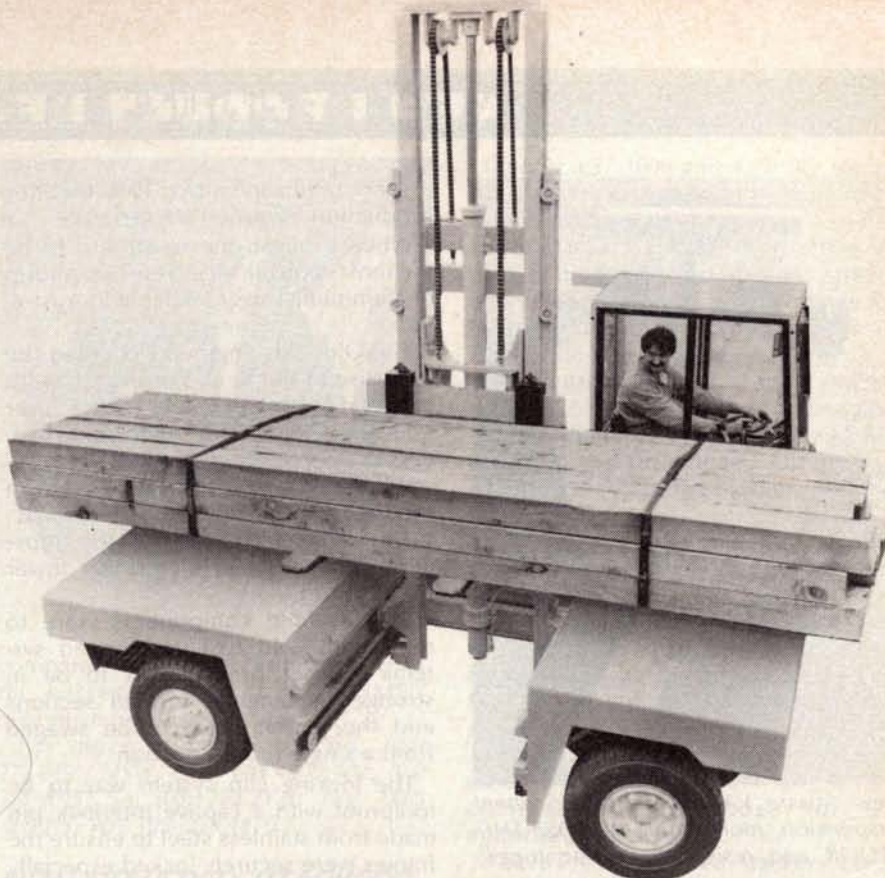
models can be specified according to individual requirements.

Operator ease and comfort are features of the Shuttle, with effortless steering and ultra-modern high-visibility cabin.

The heavy-duty mast section has all-roller construction for maximum stability at full lift height, while the fork carriage has 1200mm (48") fork spacing for long-load stability and pallet use.

The chassis is fully welded, extra heavy steel plate fabrication, with an exclusive 305mm (12") square box section front to rear. This makes the chassis extra strong and rigid, thereby reducing impact damage to the machine.

For further information on the SSP Shuttle Sideloaders, contact QBM State Offices or John Roach in Melbourne, 15-19 Summit Road, Noble Park, Vic, 3174, telephone: (03) 795 7455, telex: AA30134, Fax: (03) 795 8355.



SSP Shuttle Sideloaders from QBM.

## URESEAL SHRUGS OFF ACIDS

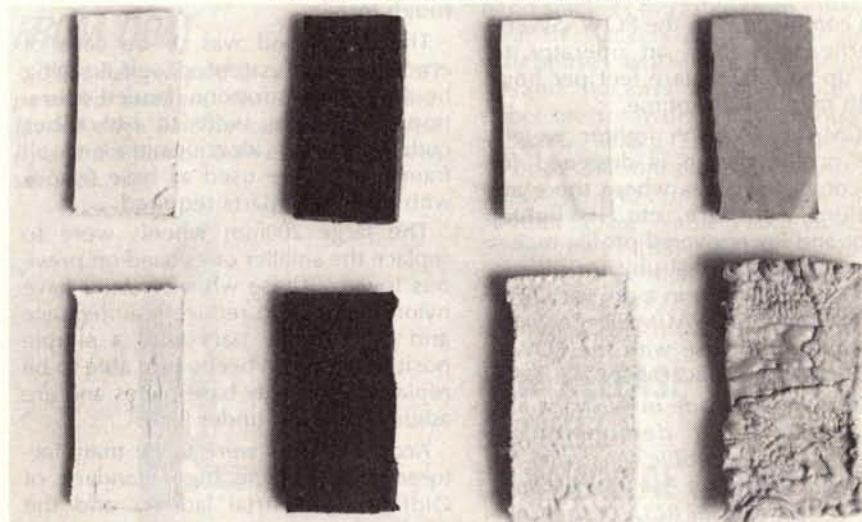
*Ure Seal, Selley's new sealant has an excellent reputation for resisting the reaction of some types of acids and alkalis.*

Ure Seal was chosen when the new \$60 million paint facility was designed, as it has an excellent reputation for resisting the reaction of the types of acids and alkalis used in the preparation of Ford steel car bodies.

Ure Seal can resist caustic-based cleaners with a pH up to 13, and phosphoric acid with a pH of 1.5.

Ure Seal is obviously an excellent choice for sealing concrete floors that may be subjected to harsh chemicals.

More details — Selley's Building and Industrial Division, Box 700, Revesby, 2122 or phone Selley's branches.

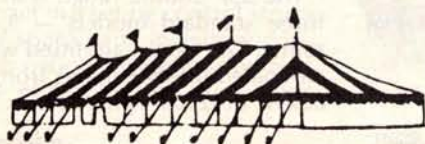


Tests done on the top row of freshly prepared samples of various sealant options for the Ford floor showed that while Ure Seal (left) remained unaffected when subjected to acids and alkalis (bottom row), others (right) swelled and softened badly.

## CARTERS HIRE SERVICE

NOW LOCATED AT CLAREMONT

Specialising in:  
**Commercial Promotions & Home Functions**  
All Suburbs & Country



- Marquees, various colours & white
- Marquee linings, pink & white
- Fete stalls, various colours
- Chairs, VIP, Sebel la Cafe & Poly
- Dance floors, indoor & outdoor
- Stages
- Spits (Gas)
- Table — round, square & trestles
- Crockery — Arcopal — Fine gold line
- Cutlery — Coronet & Kings pattern
- Cutlery — Silver & accessories
- Glasses — Standard & crystal
- Glassware — wide selection
- Service equipment, etc.

**We stock all items advertised**

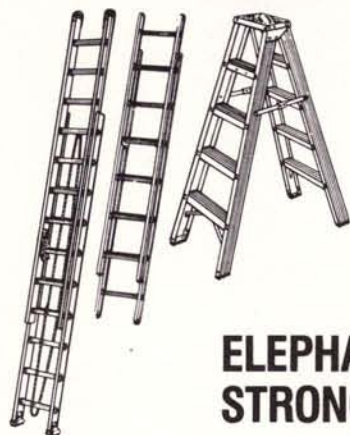
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☎ 384 8844 CLAREMONT  
231 Stirling Highway, Claremont  
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**make sure it's an**

# oldfields



**ALUMINIUM &  
FIBREGLASS  
LADDERS**

**ELEPHANT  
STRONG**



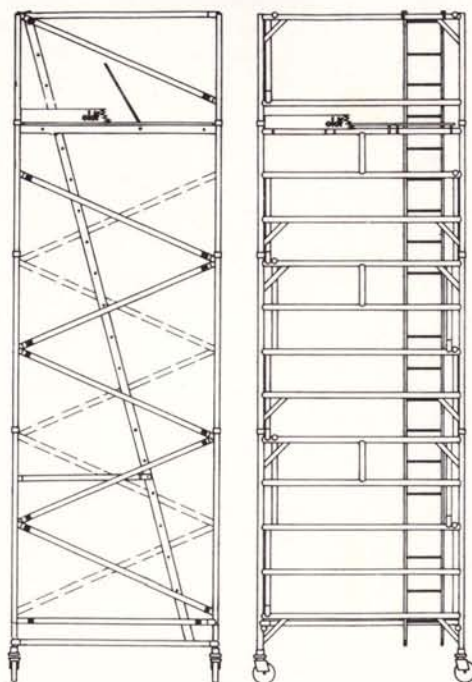
## oldfields

**AIRLESS SPRAYER**

**3500** WITH ELECTRIC MOTOR & PETROL POWER  
OUTSTANDING ONE OR TWO GUN PERFORMANCE  
ONE GUN WITH .031 TIP  
OR TWO GUNS WITH .021 TIPS



• 3000 p.s.i. • Tips up to .031 with one gun or .021 each with two guns • Lightweight, easy handling • Quick and simple to clean • Very high performance • 20 metre hose



**ALL SCAFFOLD 8" WHEELS**  
FRAME WIDTHS 2', 4', 6', 8', 10'  
**WHEELS EASY TO ADJUST AND MOVE**  
200mm (8") Purpose built wheels are standard and carry loads centrally for safety and increased capacity. Nylon bearings reduce maintenance. The large brake bars have a simple, positive action.

## oldfields

**OLDFIELDS  
PTY LTD**

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**BRISBANE OFFICE:** 25 Kensal St, Moorooka, Qld. 4105. Ph (07) 892 3922  
**ADELAIDE OFFICE:** 24 Surrey Rd, Keswick, SA. 5035. Ph (08) 297 6955.  
**PERTH OFFICE:** 3 McDonald St, Osborne Park, WA. 6017. Ph (09) 444 7999.  
**DARWIN AGENT:** Hawkes Agencies. PO Box 3711, Winnellie, NT. 5789. Ph (089) 84 3391.  
**TASMANIAN AGENT:** Tasmanian Hardware Distributors, 52 Albert Rd, Moonah, Tas. 7009. Ph (002) 28 0310  
PO Box 73, Devonport, Tas. 7310. Ph (004) 24 4893.  
43 Cypress St. Launceston, Tas. 7250. Ph (003) 31 5042.



Introducing, new from Scandinavia, the K.E.W. Hobby Cleaner.

# TOP GUN

Now, after outstanding success in Europe and the United States, the marvellous K.E.W. Hobby Cleaner is set to clean up in its Australian debut. This high-precision, high-pressure cleaning machine will save you time and effort. In fact, K.E.W. can get any cleaning job done in around one third the usual time.

Just take your portable K.E.W. Hobby Cleaner, ready, aim, fire... and an incredibly powerful jet stream of water blasts onto the target area. It makes the hardest cleaning job easy. And it makes dirt obsolete.

#### **NEW — the hot water cleaner.**

The K.E.W. 38A2V features a newly developed corrosion-proof, water-cooled motor and a three cylinder axial piston pump, producing a pump pressure up to 173 bar. An oil burner, working on the basis of K.E.W.'s famous labyrinth combustion, ensures low power consumption and produces continual hot water up to 80°C.

A built-in safety function guards against overloading or dry boiling.

#### **A range for every cleaning task.**

K.E.W. offers a range of products and accessories to solve any cleaning task. For example, there are stationary plants with fixed pipe installations and centrally placed take-off points, hot water and steam cleaners, petrol/diesel models, special purpose models, the comprehensive cold water cleaner programme, and the professional wet/dry vacuum cleaner. **Industries ideal for K.E.W.**

- Food processing
- Fishing/Boating
- Building • Transport • Hire Plant • Automotive • Farming
- Plumbing • Hospitality • Hotel
- Anywhere dirt is unwanted

For more information on the K.E.W. product and accessories for your needs, call your nearest K.E.W. agent.

#### **Service back-up.**

Full service and spare parts back-up are available Australia-wide from authorised K.E.W. distributors.

**Phone for free demo-trial  
(09) 277 0511.**

*The K.E.W. Hobby Cleaner  
— portable and powerful.  
It makes cleaning easy!*



## K.E.W.

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