

Official Journal of the
HIRE AND RENTAL
ASSOCIATION
OF AUSTRALIA

PROUDLY PRINTED
IN AUSTRALIA

HIRE and RENTAL Industry Quarterly

SPECIAL HIREXPO
CONVENTION ISSUE

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RENT-A-WRECK
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JULY
1987

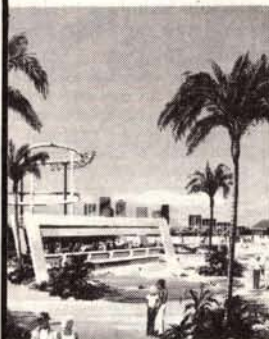
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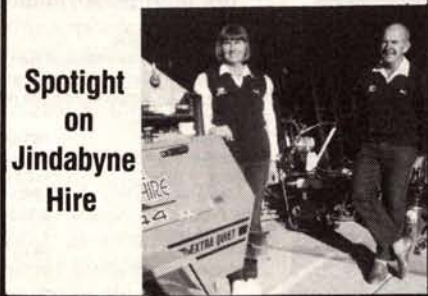
**Sydney
Hire
Convention
Exhibition
1987**



**Victorian
Hire
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Auction**



**World Expo
'88
Construction**



**Spotlight
on
Jindabyne
Hire**

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

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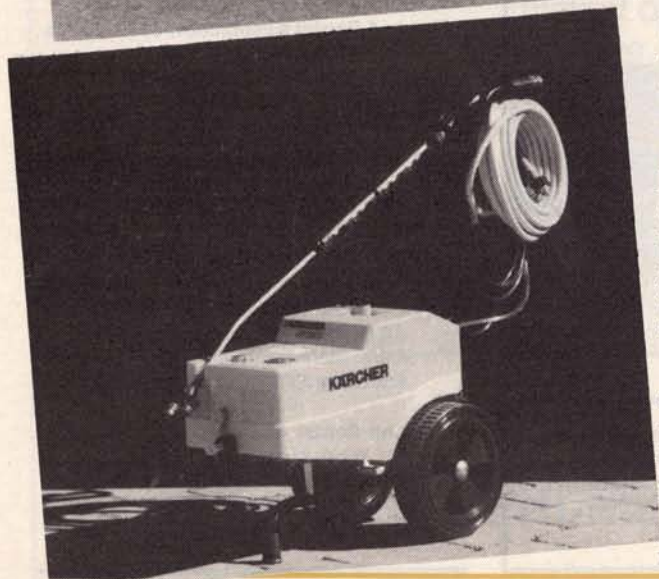
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The ideal carpet cleaning system would be to put carpets into an automatic washing machine, where they would first be prewashed to remove heavy soiling and then deep cleaned by the main washing programme and subsequently rinsed and spun-dried.

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TECHNICAL DATA:

Throughput	150-850 l/hr
Chemical Injector	0-80 l/hr
Pressure — max	1400 PSI
Inlet Temp — max	60°C
Motor Rating	2.0 kW 240V
Connected Load	2.75 kW
Weight	36 kg
Dimensions L x W x H	650 x 410 x 875 mm

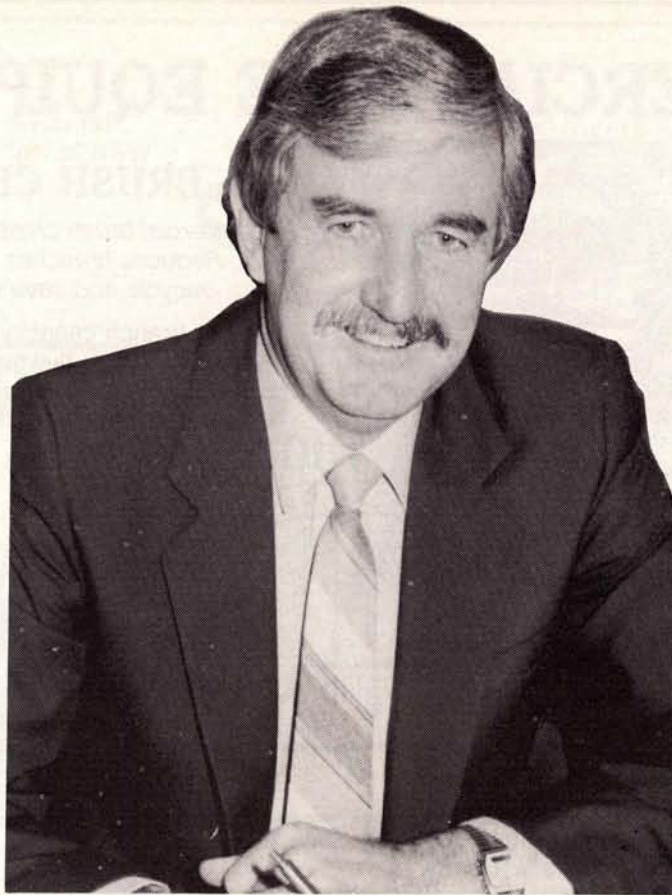
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President's Message

By the time this third edition of Hire & Rental Quarterly hits your desk we will all know the outcome of the forthcoming Federal election. As I write this, however, the speculation and promises are still running rife.

In addition, this issue finds us right between the May Mini budget and the August budget and all the indications are that further expenditure cuts will be recommended which must have some adverse effects on our industry. However, if we can look at the situation long term, implementation of these policies combined with co-operation from Unions should lead to an increase in private sector expenditure which will benefit all areas of Australian industry, including the hire industry.

One thing the election certainly won't change is the steady rise in equipment costs and the increasing number of specialist pieces of equipment available. Both these factors are leading to a growing acceptance of hiring as an alternative to purchase for an ever increasing range of goods.

While hiring has been accepted to a large degree by the construction and civil engineering industries for many years, the acceptance of the concept of hiring into a wider range of areas in our day-to-day lives means that the industry's potential for growth is increasing sharply.

In order to capitalise on this growth potential, it is essential that all the members of the hire industry make a concerted effort to promote the concept of hiring as an alternative to purchase and all its attendant benefits.

One of the ways of ensuring that your particular area is represented is by becoming an active member of the Association in your State. In addition to promoting hiring, membership provides you with a range of benefits, not the least of which is access to the Hire & Rental Insurance Brokerage scheme.

Another is by contributing to your Magazine. We have had extremely good feedback from the first two issues, but we are constantly looking for constructive comments and, more than that, contributions from all sectors of the industry.

If you feel that the Magazine isn't delivering what you expected, then it's also up to you to let us know. If you want more new equipment stories, stories about other hire companies, stories about different applications or more information on how to run a hire company efficiently — we would be pleased to provide them; just drop a line to the Editor.

Don't forget, both the Association and the Magazine are here to help you but, like everything in life, the more you put in, the greater the benefits you reap.

Finally, the 16th Annual "HireExpo" has the theme of "Survival of the Fittest" and its aim is to provide participants with all the tools to be one of the fittest and, therefore, a survivor.

Full details of the programme, speakers and a list of exhibitors is contained elsewhere in this issue and I look forward to seeing as many of our readers as possible at this important event.

JIM BROWN, National President

COMMERCIAL HIRE EQUIPMENT



BRUSH CHIPPER

A commercial brush chipper built solid for hard work. Reduces branches to a useful mulch — recycle and save tipping costs.

- ★ 2½" branch capacity ★ Trailer mounted
- ★ Heavy duty 66 lb flywheel ★ Portable, dependable, economical
- ★ Designed for households, landscapers, golf courses etc

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Dual purpose machine that will scarify and seed in the one operation.

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- ★ Heavy duty construction
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"The Survival of the Fittest" What better place to contemplate our future, which is obviously going to be tough, and together address the issues that face our industry in tough times, so we not only survive, but thrive.

Join us in beautiful Sydney, enjoy the camaraderie of the Hire Industry, learn from others, discuss common problems and view the latest offerings from the exhibitors at what is expected to be the biggest Expo yet.

Be there!! I look forward to joining you.

JIM BROWN, *National President*

VIBMAC

76

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vibrating edge
roller.*

- *Ideal for Contractors for repair work on streets, pathways and parking lots and for backfill against retaining walls;*
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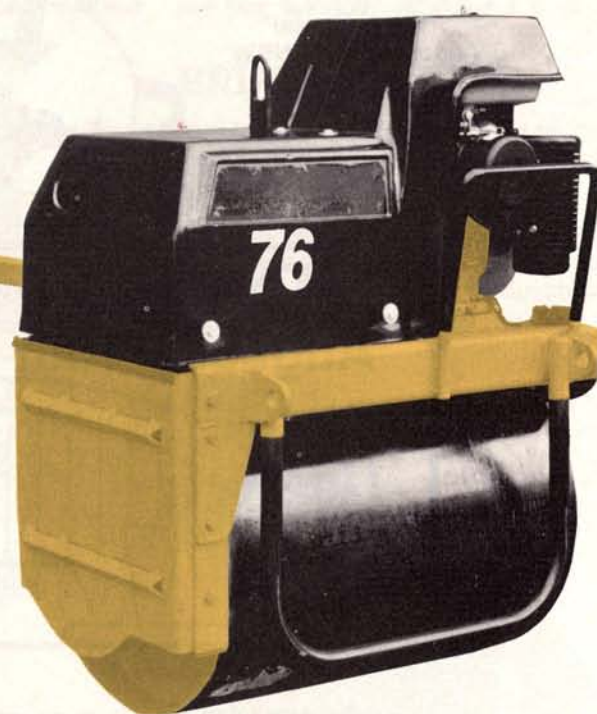
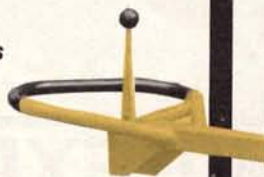
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*heavy duty
grinders*



*see us
on the
Flexitool
stand.*



**breaker
hammers**



*demolition
hammers*

The Sydney HirExpo Seminar Programme

The Biggest line-up of Professional Heavyweight Speakers ever assembled at any Hire Convention

JOHN LEARD
GEOFF SLADE
JOE BYRNES
ALAN CARROLL
GRAEME RYAN
DR JOHN GATTORNA

"Survival of the fittest"
"How to get the right person for the job"
"How others see us"
"Economic outlook for '88 and beyond"
"Sources of finance"
"Customer service — cliché or clincher"

A once-in-a-lifetime opportunity to be part of an outstanding event. You will go home brimming over with ideas and directions that will give your business such a boost you will remember Sydney 1987 Hirexpo as a landmark event.

== Profiles ==

JOHN LEARD

John Leard has been described as "one of the great business leaders in Australian Corporate history", his management style being described as "individualistic and unorthodox, highly effective, outstandingly successful".

Under John Leard's leadership as its Managing Director and Chief Executive, Australian National Industries Limited (ANI) in 1984 achieved seventeen years of continuous profit with an outstanding profit growth record of 31% per annum compound. Sales had also increased from \$19m in 1967 to over one billion dollars in 1984.

The respected New York Investment Bankers, Kiddar, Peabody & Co, stated that they were not aware of any Company of ANI's size in the United States, the United Kingdom, Europe or Japan which had equalled ANI's growth record.

At the time of his retirement from ANI in 1984, ANI was operating in eight overseas countries and its one billion dollars of sales were spread across fourteen operating divisions including heavy engineering, manufacture of steel forgings, metals merchandising,

equipment rental, motor vehicle distribution, railway rolling stock manufacture, manufacture of steel castings, electrical contracting, scientific equipment distribution, mechanical and electrical engineering merchandising, merchant banking, container repair and storage and heavy earthmoving equipment distribution.

Mr Leard served as an advisor to three Australian Prime Ministers and was a participant at the first National Economic Summit Conference held in Canberra in April, 1983.

He has represented Australia on many occasions in overseas countries on behalf of both the Government and the Australian Business Community.

Mr Leard was born in Scone, New South Wales, in 1934 and attended the Bunnan Public School and Maitland Boys' High School. He is qualified both as an Accountant and a Cost Accountant.

Married with five children, Mr Leard lives in the Lower Blue Mountains, west of Sydney. His many recreational activities include athletics, weight-lifting, golf, tennis, water sports, writing, travelling and reading.

Mr Leard has travelled widely and is the author of three booklets covering his visits to the Soviet Union, Communist China and the 1984 Olympic Games.

He continues to be in strong demand as a speaker and controversial commentator on the Australian business, political and sporting scenes and contributes articles to a number of Australian newspapers and journals from time to time.

Mr Leard is a strong supporter of the Free Enterprise system; an unapologetic advocate of Capitalism and believes in the encouragement of entrepreneurs and small business.

He was nominated in both 1982 and 1983 for the award of "Australian of the Year" conducted by *The Australian* newspaper.

Mr Leard continues to have a number of active sporting interests. Over the years he has played more than twenty sports and has represented Australia in athletics.

For many years Mr Leard and his family have been active in community, church, cultural and sporting activities in the Lower Blue Mountains and New South Wales.

GEOFF SLADE

Geoff Slade is the Managing Director of the Slade Consulting Group Pty Ltd, one of Australia's best known companies in the field of executive search and selection of office staff recruitment services.

He started the company in 1967 with \$300 and the company has now grown to operate in eight cities throughout Australia, New Zealand and the UK with revenues in the vicinity of \$15 million.

Geoff was the chairman of the founding committee of the Institute of Personnel Consultants when it was launched in 1977. He is also a former president of the National Association of Personnel Consultants and is on the board of a number of outside companies, including the recently launched Australian Home Shopping Network.

He is a former board member of the Melbourne Football Club and is a keen sportsman.

JOE BYRNES

The success that Joe Byrnes has achieved as a salesman was recognised nationally when he was described as Australia's Super Salesman on the cover story of the *Australian Business Fortnightly* in 1982.

The Bulletin, *The Financial Review*, *Executive News* and the daily newspapers have run stories on Joe and he was featured on Four Corners and Nationwide.

With appearances on the Don Lane Show; Mike Willessee; Turn Around Australia and Wonder World, Joe has promoted the improved professionalism of the Australian sales and marketing fraternity.

Joe is also recognised as one of the finest public speakers in the world today; he has toured with such luminaries as Dr Norman Vincent Peale, 'first man-on-the-moon' Neil Armstrong, Zig Ziglar; his client list reads like the Who's Who of business.

Joe's previous sales track record in real estate, office machines and finance, before turning his talents to marketing and sales training, enables him to relate with sales and marketing people whatever their industry.

He is the Managing Director and founder of Applied Business Management, a Company dedicated to the philosophy "professional excellence gets results."

What he says makes a lot of sense, with a bitter/sweet delivery that will have you rolling in the aisles one minute and the next, planning a complete restructure of your business.

ALAN M. CARROLL

Alan Carroll is based in Melbourne and is the Managing Partner of Business International Australia — a globally linked consulting, research and publishing organisation dealing with the majority of the world's largest multinational companies. He is also the Chairman and co-founder of Australian Ratings, the major corporate credit rating agency in this country.

Mr Carroll has developed a number of other significant business interests in recent years and in August 1986 was voted the inaugural award of the American Chamber of Commerce as their Victorian Businessman of the Year in a poll which included many of Australia's leading and perhaps better-known commercial figures. Alan is, however, best known for and has developed an international reputation in external political and economic environments and their implications for corporate strategic planning.

The Japanese correspondent for "The Australian" wrote in November 1986 of a speech Alan had given in Tokyo: "His bold projections utterly upstaged the 'official' two-country annual review, the Australian-Japan Businessmen's Co-operation Conference, which closed in Osaka on November 1. Like a prophet unrecognised in his own country, the Perth-born, US-educated analyst is well regarded in Tokyo. In February last year, he correctly forecast that the US dollar would fall to 150 yen, oil would drop below \$US15 and the Marcos regime would fall in the Philippines.

As indicated, Mr Carroll originates

from Perth, Western Australia but graduated in 1966 from Georgetown University, Washington DC, where he attended the School of Foreign Service studying International Economics and Government. He is also a 1974 alumnus of the Programme for Management Development at the Harvard Graduate School of Business Administration.

He is currently Chairman and co-founder of three successful and relatively new companies: Australian Business Marketing P/L, publishers of the *Melbourne Business Information Guide*; Bicom International, an executive remuneration consultancy; and Digital Imaging Australia, a video technology firm dealing with most of the country's major television and animatic production houses. He is also a member of the Board and the Management Committee of Ogilvy and Mather, a Board Director of MacDonalds, and a Senior Associate at the Melbourne University School of Business Administration.

GRAEME RYAN

MBA(Cran), MSc(Lond), DIC,
ARMIT, GAIP

Graeme Ryan is Managing Director of G & S Ryan Pty Ltd, a Sydney-based consultancy which specialises in Federal and State government financial assistance schemes, venture capital and business planning. He is also a registered lobbyist with the Australian Government.

Graeme has a strong academic background in Physics, Materials Science and Business Administration. He has many years working experience in

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research and development, manufacturing, marketing and management with large public companies in Australia and overseas.

His consultancy practice has been operating since the late 1970s and major areas of assistance provided to client companies has included: preparation and presentation of applications for finance from government departments and venture capitalists, feasibility studies, market research, forecasting, budgeting, financial, corporate and business planning.

With his knowledge of finance and corporate planning, and his ability to access those responsible for implementing government assistance schemes, Graeme is well equipped to provide expert and authoritative advice based on "hands on" experience.

Dr J. L. GATTORNA **BE, MBA, PhD**

John Gattorna is Distinguished Visiting Professor in Marketing and Logistics, Temple University, Philadelphia (USA), and a Visiting Fellow at the Australian Graduate School of Management, University of New South Wales. He also regularly visits the UK and Europe, and lectures at Cranfield School of Management, Cranfield Institute of Technology. Until January, 1986, John was the Sir Theo Kelly Foundation Associate Professor in Retail Management, at the Graduate School of Management, Macquarie University, Sydney.

Dr Gattorna is Chief Executive of the John Gattorna Group comprising Strategy Search and Logistics International, two teaching/management consultancy organisations which are part of a worldwide network of academic practitioners specialising in strategy formulation and logistics respectively.

John is well known in international circles, and is currently the Australasian Regional Representative of the US based Council of Logistics Management and is on the CLM's International Australian Chapter of the Society of Logistics Engineers (SOLE) which is the US based military equivalent of the Council of Logistics Management.

Dr Gattorna is Director of the highly regarded Effective Logistics Management (Executive Diploma) Programme conducted at the University of New South Wales through Unisearch Limited, which is made available to many executives throughout Australia and the Pacific Region via distance learning techniques. In 1984 Dr Gattorna was awarded the "Ivor Kent Prize" for his outstanding contribution to the development of logistics thinking in

Australia, and continues to lead in this field.

Dr Gattorna is the leading authority in logistics, distribution, customer service, marketing planning and retailing in Australasia. He travels extensively to keep abreast of developments worldwide, and regularly teaches and consults in the UK, Europe, the USA, and throughout Asia. In this regard, his clients are all highly regarded blue chip companies.

He is the author of several books and articles, Regional Editor of the *International Journal of Physical Distribution and Materials Management*, and Editor-in-Chief of the new *Asia-Pacific Journal of Business Logistics* to be launched later in 1987.

VALE: JACK PARKER

We sadly report the passing of well-known Victorian hire personality Jack Parker.

After a long fight against a progressive illness, Jack passed away on April 17th last.

A twenty year hireman — shared between B. E. Hire & U Hire — Jack was a loyal association supporter, always to the fore at social gatherings.

His service to the industry was rewarded with a life membership of the Victorian division.



Cemtool
(NSW) PTY LTD

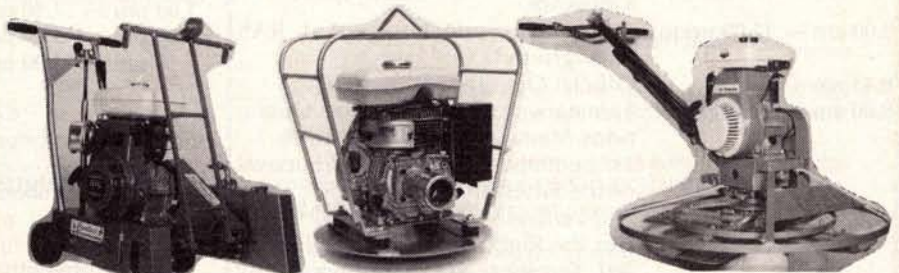
**105 LONG STREET,
SMITHFIELD, NSW 2164
PHONE (02) 609 7555**

A HISTORY IS CEMENTED

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

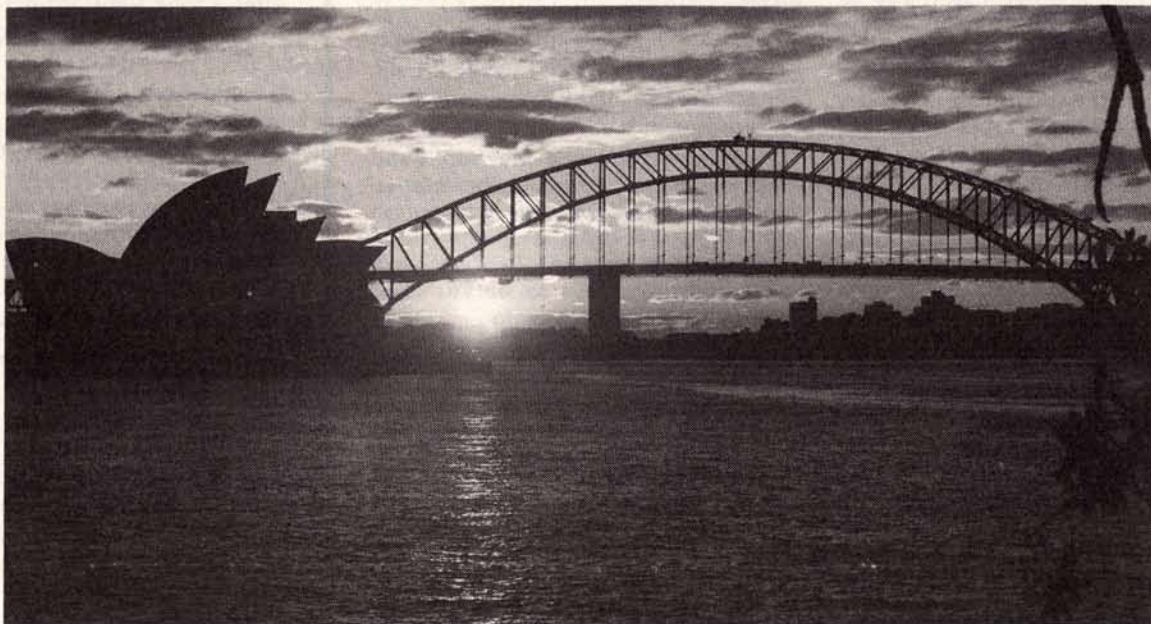
With this move also came a change in business name known as CEMTOOL (NSW) PTY LTD; by this time his product range had increased to a point where he was specialising in the manufacture of trowelling machines, concrete vibrator shafts, drive units, submersible water pumps, post hole diggers, dual cut concrete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

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



16th AUSTRALIAN HIREXPO

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



PROGRAMME

Monday — August 10

10.00 am — 6.00 pm Registration desk open at Hyatt Kingsgate.
2.00 pm — 5.00 pm Golf and/or Tennis Tournament.
6.00 pm — 7.30 pm Early arrivals Cocktail Party.

1.00 pm — 2.30 pm

1.00 pm — 8.00 pm

1.45 pm — 5.00 pm

6.00 pm — 8.00 pm

Lunch at Expo.

HirExpo at AMP Pavillion.

Ladies Afternoon Tour — Vaucluse House.

Drinks and Snacks at HirExpo.

Tuesday — August 11

7.00 am — 7.30 am Survival of the Fittest Fitness Programme.
8.00 am — 5.00 pm Registration desk open at Hyatt Kingsgate.
9.30 am — 4.00 pm Party and general Hire Centre Tours.
9.30 am — 4.00 pm Ladies Day Tour — El Caballo Blanco.
6.00 pm — 9.00 pm Opening Cocktail Party — Harbour Cruise.

Thursday — August 13

7.00 am — 7.30 am Survival of the Fittest Fitness programme.
8.00 am — 5.00 pm Registration desk open at Hyatt Kingsgate.
8.00 am — 1.00 pm Registration Desk open at RAS Showground.
8.45 am — 1.00 pm Seminars — especially for Executives and Owners.
4th Seminar — Alan Carroll "Economic Outlook for '88 and Beyond".

5th Seminar — Graeme Ryan "Sources of Finance".

6th Seminar — Dr John Gattorna "Customer Service — Cliche or Clincher".

Lunch Expo.

HirExpo — AMP Pavilion.

Closing Banquet, dancing and entertainment.

Wednesday — August 12

7.00 am — 7.30 am Survival of the Fittest Fitness Programme.
8.00 am — 5.00 pm Registration desk open at Hyatt Kingsgate.
8.00 am — 12.00 noon Registration desk open at RAS Showground.
8.45 am Official Opening.
9.00 am — 1.00 pm Seminars — suit Branch and Operations Managers, plus executives.
1st Seminar — John Leard "Survival of the Fittest".
2nd Seminar — Geoff Slade "How to Get the Right Person for the Job".
3rd Seminar — Joe Byrnes "How Others See Us".

1.00 pm — 2.30 pm

1.00 pm — 5.00 pm

7.30 pm — 11.00 pm

Friday — August 14

9.30 am

HAA National Committee Meeting at Hyatt Kingsgate.

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

Survival of the Fittest

Generally, the Hire Business is healthy, and looks to stay that way during 1987.

However, many prominent economists in Australia and overseas are predicting a downturn in 1988. Some say it could be a serious slump, even a Depression.

In previous Recessions, many Hire Companies went out of business.

The theme for the 1987, Sydney HirExpo "Survival of the Fittest" is to address the issues that face our industry in tough times, so we not only survive, but thrive.

THE EQUIPMENT EXHIBITION

1983 was the last time the Expo was held in Sydney and suppliers to our industry are enthusiastic to exhibit again in Australia's largest Hire market.

Exhibitors now appreciate the true value of HirExpo. The introduction of new products, the offering of show specials at really attractive savings, the contacts made (and re-established) are invaluable to both delegates and exhibitors.

The RAS Showground has been selected for the 1987 Expo. The showground is situated just 3 kms from the convention hotel, and buses will shuttle delegates between the two.

The showground buildings will allow all exhibits to be under cover with excellent facilities, no weather problems (not that Sydney has any), and easy access and parking.

The Expo will be open until 8.00 pm on Wednesday 12th so delegates and exhibitors have maximum opportunity to "do a deal".

THE SEMINARS

In keeping with the theme "Survival of the Fittest" the thought provoking seminars will force you to question your current strategies, and provide you with answers, and directions.

DAY 1 — Will be more 'nuts and bolts' for your operations people to attend.

DAY 2 — Is designed for Managers and Owners.

Seminars will be conducted in the mornings, in the RAS showground seminar facilities. Lunch will be served at the Showground and the exhibits will be the only functions in the afternoons to allow as much time with the equipment and suppliers as possible.

HIREXPO HOTEL

The Hyatt Kingsgate, at the top of William Street, in the heart of Kings Cross is the convention hotel. The Kingsgate is one of Sydney's best hotels, with excellent facilities.

Special rates of \$90 per room have been negotiated to make it economical for you to stay where the action is. (Normally \$160).

It's always more fun and better value to stay at the Convention Hotel — more opportunities to meet delegates and suppliers in sociable surroundings.

HIRE CENTRE TOURS

The Sydney Hire Business has changed — and now boasts some of the best hire centres in the world.

The tours will include one for Party Rentals and one for Construction and DIY. This promises to be one of the highlights of the 1987 Expo, with guided tours by the Owners and Senior Managers of each Centre.

You won't want to miss it!



REGISTRATION FORM

Name _____

Preferred First Name _____ Spouse _____

Firm _____

Address _____

State _____ Postcode _____ Phone () _____

Other members of firm: _____

☐ Member ☐ Non Member ☐ 1st Convention

Registration Fees	Non Mem	Mem	Qty	TOTAL
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DAY 1 Early Arrival Cocktail Party (Not included in Full Registration)	\$ 30	\$ 30	_____	_____
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DAY 2 Hire Centre Tour	\$ 35	\$ 40	_____	_____
Opening Harbour Cruise Cocktail Party	\$ 45	\$ 60	_____	_____
COMPLETE DAY 2	\$ 80	\$ 100	_____	_____

DAY 3 Day seminars, lunch, exhibitions until 8.00 pm	\$175	\$235	_____	_____
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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 HANSW until December, 1987)				

SPOUSES FULL REGISTRATION (Includes organised tours) Please indicate tours attending	\$175	\$230	_____	_____
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El Caballo Blanco ☐ Yes ☐ No

Vaucluse House ☐ Yes ☐ No

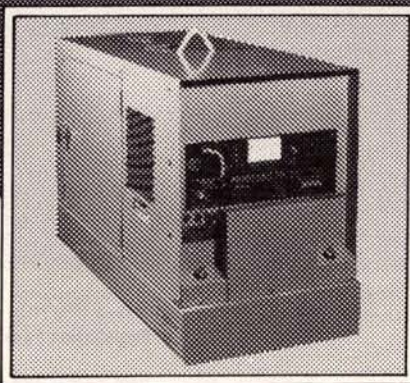
TOTAL REMITTANCE \$ _____

Make cheque payable to Hire Association of NSW and mail to PO Box 613, Baulkham Hills, NSW, 2153. Telephone: (02) 634 2964.

When making enquiries with Ansett regarding this convention, please quote Code No: J37HGQ and File No: 538 to obtain your maximum discounts.

Please indicate if you are interested in:
POST CONVENTION TOUR Yes ☐ No ☐

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 * 70dBA at 7m.

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Letters to the Editor...

With regard to your comments on the low level of hire rates in the Sydney CBD, I feel your comments are valid to a point, but until such time as the major hire companies in this area acknowledge the fact that they are letting the customer dictate the rates by a series of "Dutch Auctions" I can see no light at the end of the tunnel.

But, unfortunately the lack of old fashioned trust between hire companies in the rationalising of this situation is the major cause for the low price level.

The other thing that gets in my craw is the way certain hire companies still hire to customers who have a history of extremely slow paying or have actually "folded up" in the past, but who have reopened under another name. Most of the time these dubious customers are receiving super low prices as well — crazy.

Why don't we do something constructive about the situation? Why don't we get a bit of backbone and make it easy for all of us in the long run?

I've tried once before, and got disgusted at the reception, but I'm willing to try once more. If anyone's interested please write to me at our Parramatta Branch, Cnr George & Harris Streets, Parramatta, 2150.

Regards,
BILL YEO
C-Y Hire Pty Ltd

Mr J. A. Brown
President
Hire & Rental Association of Australia
The Denison
Private Mail Bag No 938
NORTH SYDNEY, NSW, 2060

Dear Mr Brown

Thank you for contacting me recently concerning the Industrial Relations Bill 1987 which was released on Thursday May 14th. Since then there has been considerable disquiet expressed by employer groups. Most of what has been publicly said has been alarmist and inaccurate. The amount of correspondence relating to this Bill received by my office has made individual response impossible. It is important however that the basis of the Democrat position is clearly understood. Below is a brief response to some of the more common assertions regarding the Bill. It is followed by a detailed explanation of the Democrat position. *What the Industrial Relations Bill does/does not do:*

- The Bill does not delay injunctive relief for secondary boycotts "until the process of conciliation and arbitration is exhausted". S197(3) provides fast track access to an injunction. S197(1), provides for access to an injunction immediately the Commission becomes aware it will not through conciliation be able to stop the boycott promptly.

- The definition of a secondary boycott, and penalties for engaging in a secondary boycott remain as they are.
- The Bill *does not* place unions above the law. It contains a number of provisions which establish the law relating to industrial action, and imposes penalties, of up to \$5,000 per day, per breach. If this Bill had been in force at the time of the Plumbers dispute, the Plumbers and Gasfitters Union would have been liable for fines of over \$350,000 per week.
- The Bill does replace a common law injunction with an injunction under the Act. Failure to obey a common law injunction may attract a higher penalty than the \$5,000 per day prescribed in the Bill, but the average penalty by the Victorian Supreme Court for failure to obey an injunction is approximately \$4,000 per day. The Bill, unlike the common law, provides that officers of a union who disobey an injunction may be barred from holding office in the union. In theory access to a common law injunction may be speedier, and costlier. In practice a common law injunction is not sought until it is clear that the union is not going to obey the directions of the Commission, at which time an injunction under the Bill would be available.
- The new Labour Court is not just "the Commission in legal drag". It is a superior court of record, equivalent to the Federal Court or State Supreme Court. Appointees to the Court must already hold judicial appointment, or have 5 years standing as legal practitioners before the High Court, Federal or Supreme Court. The President of the Commission is likely to hold a joint appointment on the Labour Court, but will not be chief Judge of the Labour Court.
- The Bill does not affect common law actions for compensatory damages. An employer may still sue a union for economic losses resulting from industrial action.
- The Bill does not give the Commission general power to award strike pay. The Bill specifically limits the Commission's right to hear claims for strike pay to industrial action taken on the basis of a justifiable belief that workers' health or safety was at risk.

Yours sincerely

Janine Haines
JANINE HAINES

Leader of the Australian Democrats

VALE: STAN JESSUP

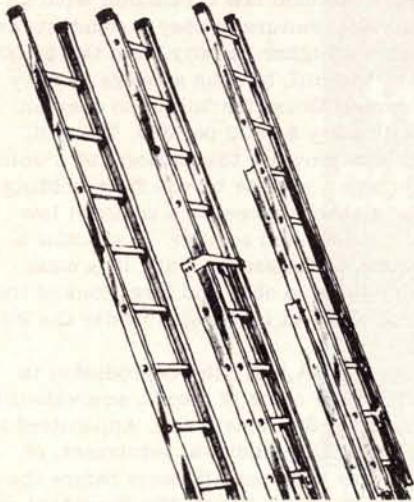
The sudden death of Stan Jessup at his home in Eltham, Victoria was a great loss to all those who knew him personally and to the Hire Industry with which he was so closely related.

Stan was one of the original foundation members and his drive and energy over the years were major contributing factors in maintaining the influence of the Hire Association in the Industry.

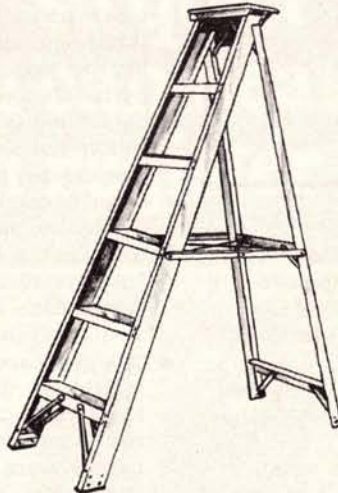
The expression "cannot be done" did not exist in Stan Jessup's vocabulary. Every task was possible and he was always generous with his time and sound advice to those in need. He was also a great friend and companion, full of fun with a charming, endearing sense of humor.

Stan Jessup was a unique person and all who knew him would consider themselves most fortunate to have been associated with an individual who was truly one of nature's gentlemen.

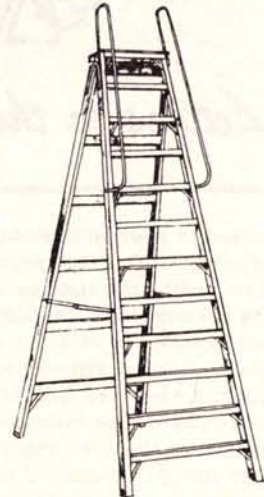
DO YOU WANT TO BE AT THE TOP? STOCK MOTE LADDERS. A STEP IN THE RIGHT DIRECTION.



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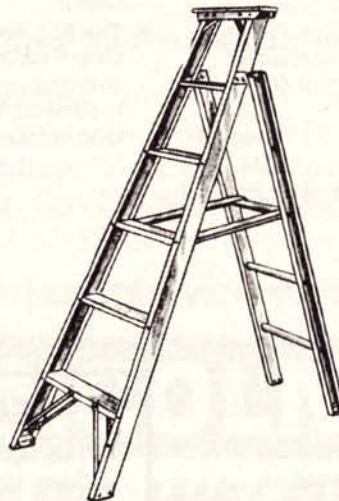
STEP LADDERS.
Ruggedly constructed, Mote step ladders are light to carry and easy to store. Interlocking side arms and diagonal bracing ensures maximum strength and rigidity. Moulded rubber feet won't slip, or mark and scratch delicate floors. Safety rail and tool tray may be added.



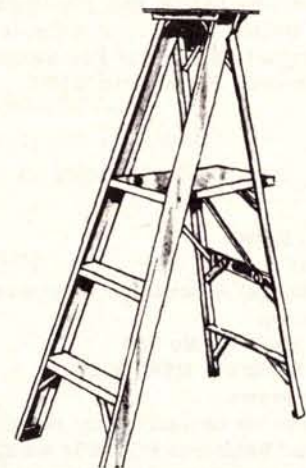
HEAVY-DUTY STEP LADDERS.
Built with heavy-duty side rails, reinforced treads, trestle type back and hinges, and additional bracing, these step ladders are ideal for a wide range of construction and maintenance purposes - halls, schools, theatres, factories, stores, hotels, etc.



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On a wide, stable base of moulded rubber feet, these trestles are designed for strength and safety. Deep trough aluminium side and cross rail extrusions provide the greatest toughness and strength without sacrificing the lightness of the metal.



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A combination ladder of innumerable uses. This is a step ladder with a flip-up back which converts in seconds to an extension ladder. Super strong, super safe, it is suitable for use indoor and out.



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A platform on this ladder, located .6m below the top, provides extra comfort and convenience. As in all models, treads are serrated and non-slip. Folds flat for easy storage and carrying.

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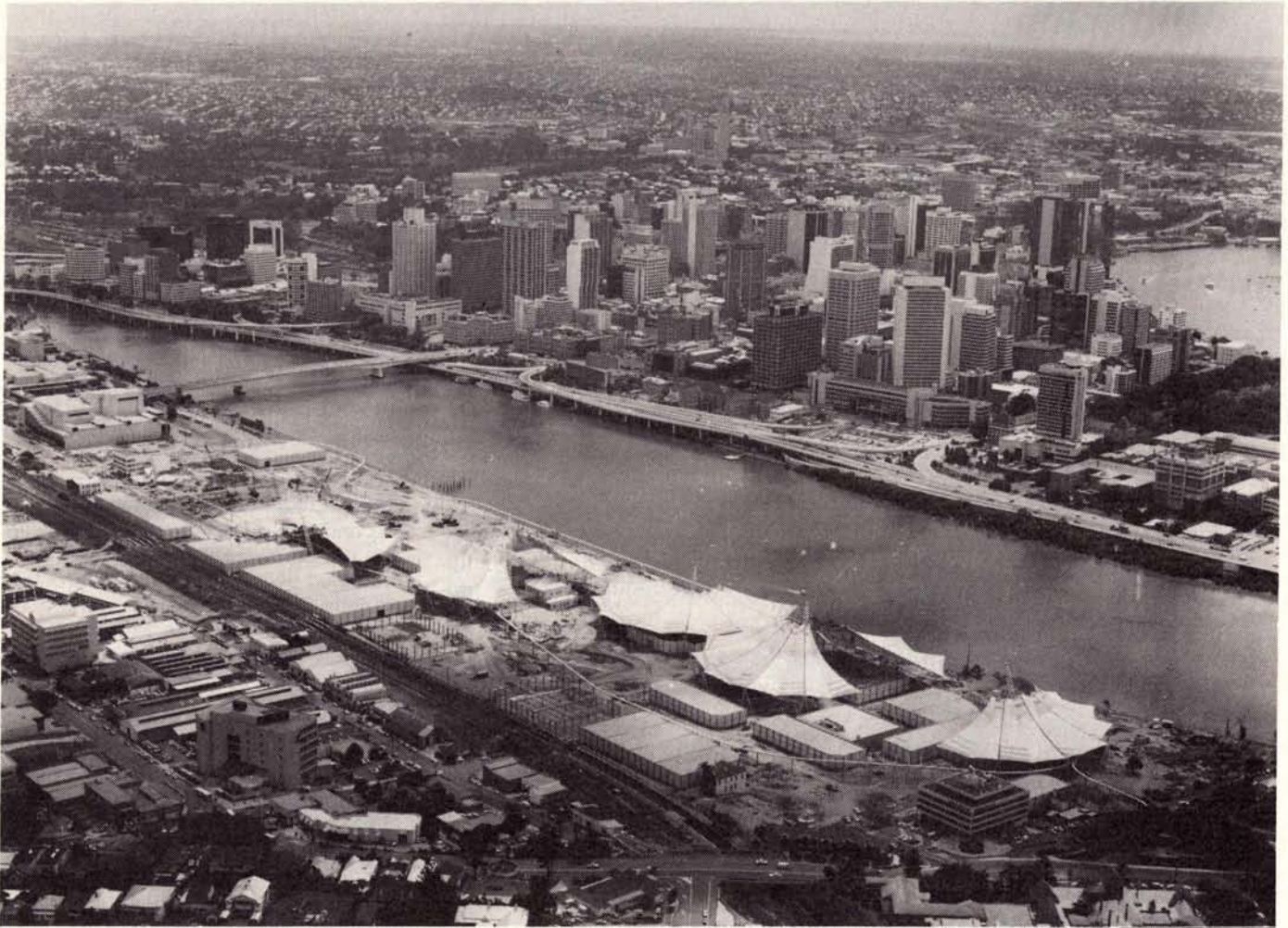
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ARM ADVERTISING

Queensland Hire Operators on World Expo '88 Construction



The 40-hectare World Expo site takes shape along the South Bank of the Brisbane River, March, 1987.

The World Expo 88 is billed as *"the leading International event of the Australian Bicentenary"*. To be held in Brisbane from April 30 to October 30, 1988 this World Fair is expected to attract 7.8 million Australian and overseas visitors.

A construction of massive proportions it will cover 40 hectares on the south bank of the Brisbane River within 800 metres of Brisbane's central business district, first class hotels and shopping facilities, and will encompass pavilions for exhibitors, a 12 million electric monorail, a high-tech amusement park, artificial lagoon, amphitheatre, river stage and seating for 12,000, piazza to hold 3,000 people; aquacade with high diving towers, taverns, restaurants and merchandising outlets.

We spoke to some of the Queensland Association members working on

the site. David Pearce, Queensland Sales Manager of Coates Hire, told us "Since its inception, Coates Hire has been associated with this enormous project, supplying a comprehensive selection of equipment from hand tools to huge compaction rollers to the many large Contractors and Builders involved. These include Thiess-Watkins (Project Management); Abigroup, Civil Engineering; Evans Deakin Industries, Monorail Construction; John Holland Constructions, Partners Engineering and Bondor Manufacturing, pavilion construction; Coolibah Landscapes, general landscaping, to name just a few.

"The theme is 'Leisure in the Age of Technology' and already it is being talked about as the most 'involving' Expo ever. Since not only will visitors be able to take a glimpse into the future but exhibits have been designed to be used rather than merely looked at.

"World Expo 88 will feature many thousands of hours of entertainment selected from the best in the world. It will include daily parades, firework displays, the Monterey Jazz Festival and a huge entertainment/fun park for all the family. Expo 88 will be a six month celebration of the world's achievements in



The aquacade under construction.

of the aquacade, amusement park and pavilions.

"Our site accommodation (offices, lunch rooms, containers, toilet blocks etc) are being used to house the multitude of workers required on the project.

"With modern equipment and professional advice available from Wreckair's efficient and qualified staff, our company can afford to offer an extremely wide variety of items for hire.

"A twenty-four hour, seven day a week back up service is another successful facet of the Wreckair system. A large fleet of radio-controlled

vehicles assures clients of fast and efficient delivery service.

"In 1970 Wreckair opened their first Queensland branch in Yeerongpilly which is now the Queensland Head Office. Wreckair, leaders in hiring equipment, have over eighty national and international branches with gear ranging from a ¾" drill up to 36 tonne road rollers.

" 'Setting Hire Standards' is not an idle boast, it is a fact. The standards set by Wreckair are unequalled by any similar company in the industry. So when you think hire — think Wreckair".

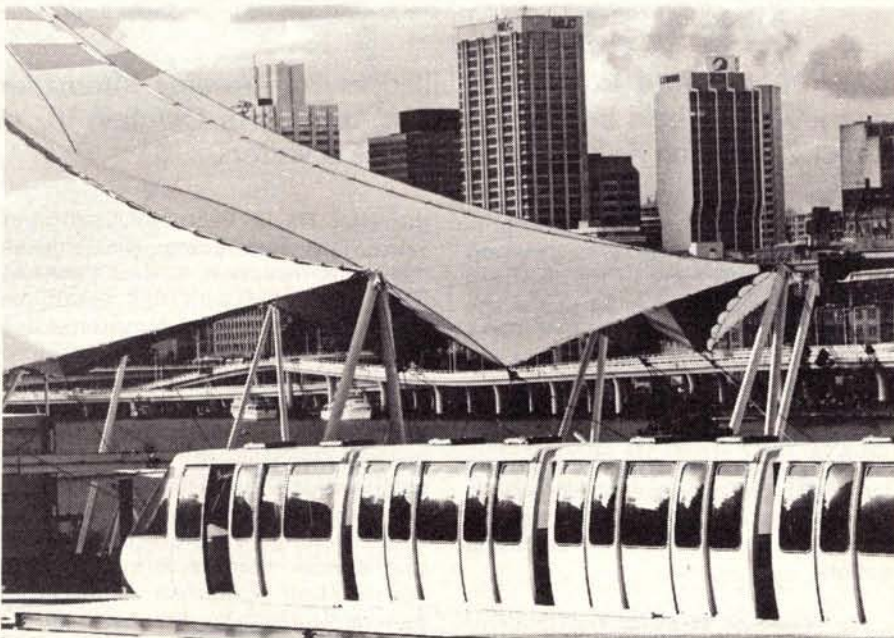
The "heavies" are not the only ones providing their services for this spectacular project. Owen Staines from All Hire said they are supplying mechanical pulling tools as well as electrical equipment.

City Hire's Cliff Hughes, Managing Director, and Martin Donald, Marketing and Sales Representative gave an account of their role on the site. "The increased demands of Expo 88 prompted us to purchase extra hot water blasters. The Expo site is disastrous in bad weather, and cold water blasters could not cope with the clay residue coating the annexes to be erected. Our contract on a long term hire basis was with IPL, the German firm employed to supply and erect the annexes. Hot water blasters proved most efficient for the job. So effective was our equipment that it will again be used before the opening of Expo 88 to ensure the annexes are at their best for the occa-

making life enjoyable with the US, Britain, Japan and New Zealand being some of the nations which will participate."

Wreckair Hire are also heavily involved. Geoff Bermingham, Yeerongpilly Branch Manager of Wreckair Hire pointed out — "Wreckair Hire's involvement with the upcoming Expo '88 during our Bi-Centennial Year goes back to July 1984, through the earthworks, installation of services, building stages and now entering the fitting out stage.

"We are proud to have been chosen by all the major contractors on site to supply hire equipment for this exciting project. Our equipment has been utilised in earthworks compaction, construction of the monorail, erection of the tent structures, and in the building



World Expo '88's 2.3 kilometre Monorail track winds its way around the 40-hectare site.



World Expo Park, a five-hectare futuristic fun park will feature the latest in rides and amusements.

sion. We are the sole supplier to the major painting contractor supplying airless sprays, generators, scaffolding, cherry-pickers and lighting."

Martin Donald said — "Although our company was only formed six and a

half years ago by Cliff Hughes and Paul Stricklen with a very limited stock, we have toiled through the tough years and are proud to be in a position now to fulfil the demands of contractors on large construction sites such as Expo

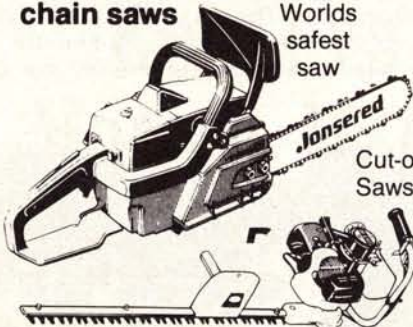
88."

A final word of advice from Cliff Hughes — "Anybody wanting to visit the Expo site before its completion should bring a 4-wheel drive and wear gum boots!"

Increased profit through greater reliability with the best in Swedish and Japanese engineering

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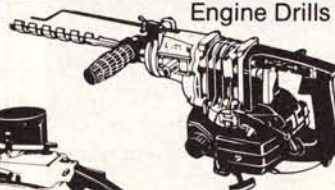
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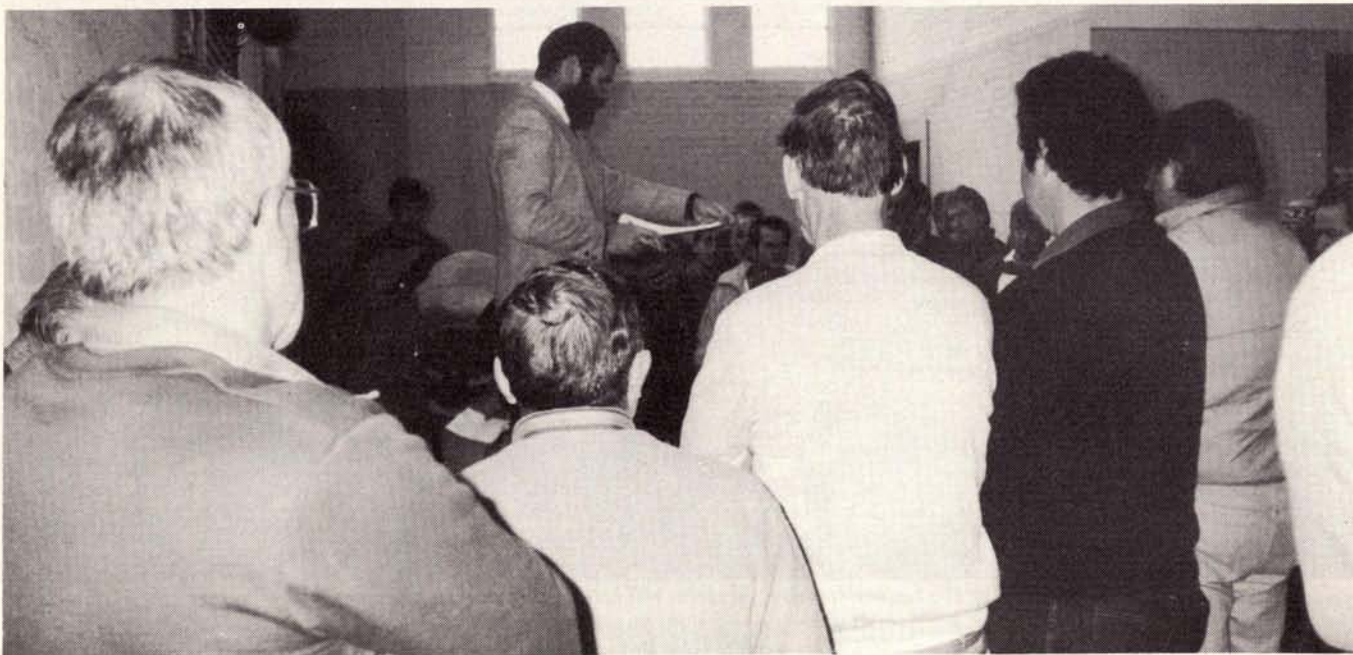
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Air
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VICTORIAN HIRE ASSOCIATION USED EQUIPMENT AUCTION SUCCESS



Auctioneer commencing.

The Royal Agricultural Showgrounds in Melbourne was the venue for the annual auction sale of used equipment run by the Victorian Hire Association on 17th June.

This auction is unique to Victoria and to the Association's credit provides an excellent opportunity for members to sell equipment they have outgrown to make possible the purchase of new upgraded products to offer their clients.

The event also allows the more modest hire operators to obtain a second-hand item which they would not otherwise be able to afford.

Victorian President, Mike Wilton, appointed Mr Ted Hocking to organise this year's auction.

Two hundred and eighty items went under the hammer of Mason Greene & Associates, the consultant auctioneers

and valuers, and just under \$100,000 worth of plant and machinery was sold.

From the members' point of view this is the most economical means of buying second-hand machines because of the favourable arrangements negotiated with the auctioneers. The items ranged from safety goggles to a Coles 12 ton mobile crane with a 60' hydraulic boom and GM671 diesel engine.

This year's auction was marred by the untimely death of Stan Jessup, whose funeral was held the same day. Mike Wilton and State Council member, Mike Gaffney, attended the opening of the auction both leaving early to attend the service for Stan.

This annual event is a very professional concept by the Victorian Hire Association. The 'H & R Quarterly' will announce the date of this event next year in time for interstate operators to attend. It is an opportunity not to be missed!



Left: Ted Hocking (in overalls) from Hocking Hire, appointed organiser for this year's Annual Auction.



Now, where's my lunch?



No! It's too big for the Kingswood.



Line-up of machinery available.

INTRODUCING YOUR TOUGHEST,
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3 cu. ft.
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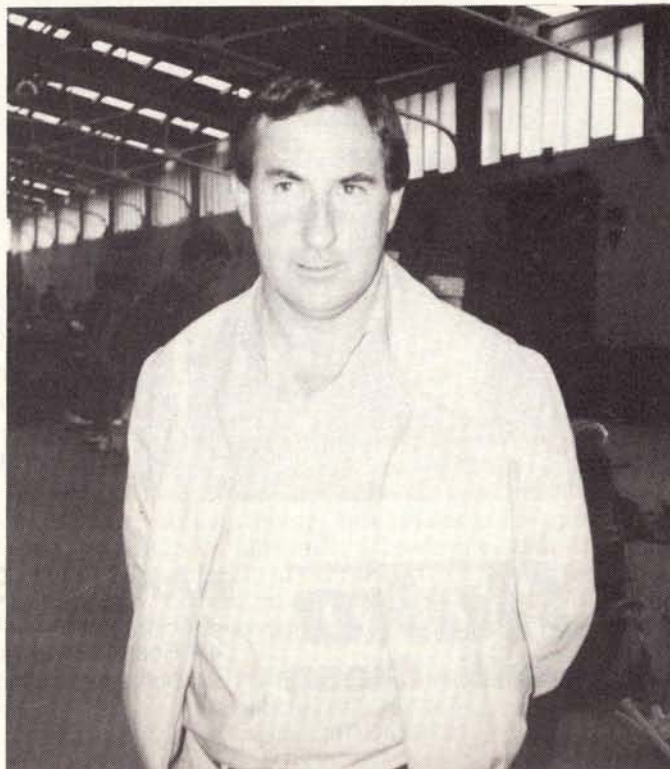
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Mike Gaffney

Hako Multi - Clean



WET/DRY VACS

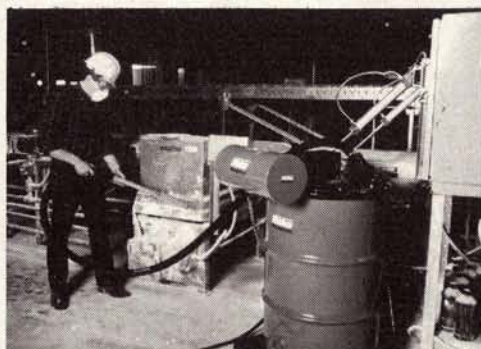
The Multi-Clean wet/dry vacuums are some of the most popular industrial wet/dry Vacs within the hire industry. With a range of twelve models, you can choose from five different tank sizes and three power units. All our wet/dry Vacs are fitted with moulded polyethylene tanks, that have a three year warranty, even to the hire industry, against corrosion, dents, or cracks. All Vac tops are metal, *not plastic*, therefore these Vacs can take rough treatment.

And remember our wet/dry Vacs are made in Australia so spare parts and service are not a problem.

FLIPPER

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.

Hako has the answer to this problem — the FLIPPER. The Flipper is an efficient sweeper and operates by a unique gearing device as it is pushed. The brooms can sweep most debris and dust to a hopper that is easily emptied. All this is achieved without a motor, making this unit a low maintenance and a high productive machine.



AIR VACS

The Hako Air Vacs use compressed air and the venturi principle to create super suction, capable of lifting or moving an extensive variety of solid or liquid materials. The Air Vacs being non-electric are explosion proof and there are no moving parts. This makes the Air Vac an extremely low maintenance vacuum, a great attraction to the hire industry.

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THE 1988 HIRE & RENTAL ASSOCIATION CONFERENCE

Conrad International Hotel, Gold Coast
7-12 AUGUST, 1988



The 1988 Hire & Rental Association of Australia Conference is to be held at the Conrad International Hotel, Gold Coast from 7 to 12 August, 1988.

The Conference committee, headed by Mr Ron Wyatt, is working towards an interesting and extensive conference programme offering delegates a perfect balance of educational, social and recreational activities.

The Conrad International Hotel has been the venue for some of Australia's most prestigious conferences, and offers every facility to conference delegates, including the Jupiters Casino.

1988 is the perfect time to visit Queensland, and delegates will have the opportunity of visiting World Expo '88 in Brisbane. The Hire & Rental Conference is an endorsed Expo '88 Related Event, and has also been endorsed as an Australian Bicentennial Activity.

With an excellent venue, location and programme, delegates are assured of attending a conference that offers the best of everything! The Conference Committee looks forward to welcoming you to the Gold Coast in 1988.

For further information, please contact the Conference Secretariat:

Postal Address: PO Box 177, RED HILL, QLD, 4059

Telephone: (07) 368 2644

Facsimile: (07) 369 3731

NEW!

From the Dirt Blaster – Here comes the Super Sucker!

Viking Gerni, the leader in industrial high pressure water cleaners, now offers you two new ways to cut the cost of industrial floor cleaning – **The Gerni 200 Dry Vacuum Cleaner and the Gerni 230 Wet/Dry Vacuum Cleaner.**



The Huge Capacity GERNI 200 & 230:

- Picks up 15 litres of dry refuse and dust (200 model).
- Picks up 20 litres of dry refuse and 16 litres in wet usage with auto cut off when tank is full (230 model).
- Powerful 1000W by-pass motor with separate cooling system.
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- High efficiency polyester primary filter.
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- 10 metre electric cord for nearly 30 metres working radius. (incl. hose & hand tubes).
- Simple height adjustment of the lance.
- 2.4m anti-static hose, 3-part stainless steel wand and 30cm dual-purpose floor nozzle (carpets/hard floors) supplied.
- 38cm wide water pick-up tool supplied (230 model).
- Optional power nozzle for even more cleaning ability.
- Guaranteed and serviced by Viking Equipment.
- Spare parts ALWAYS available.

The Gerni Vacs are built to last through a lifetime of use and abuse! These are the toughest, most reliable machines available in Australia. You must see the new Gerni Vacs in action to believe them!

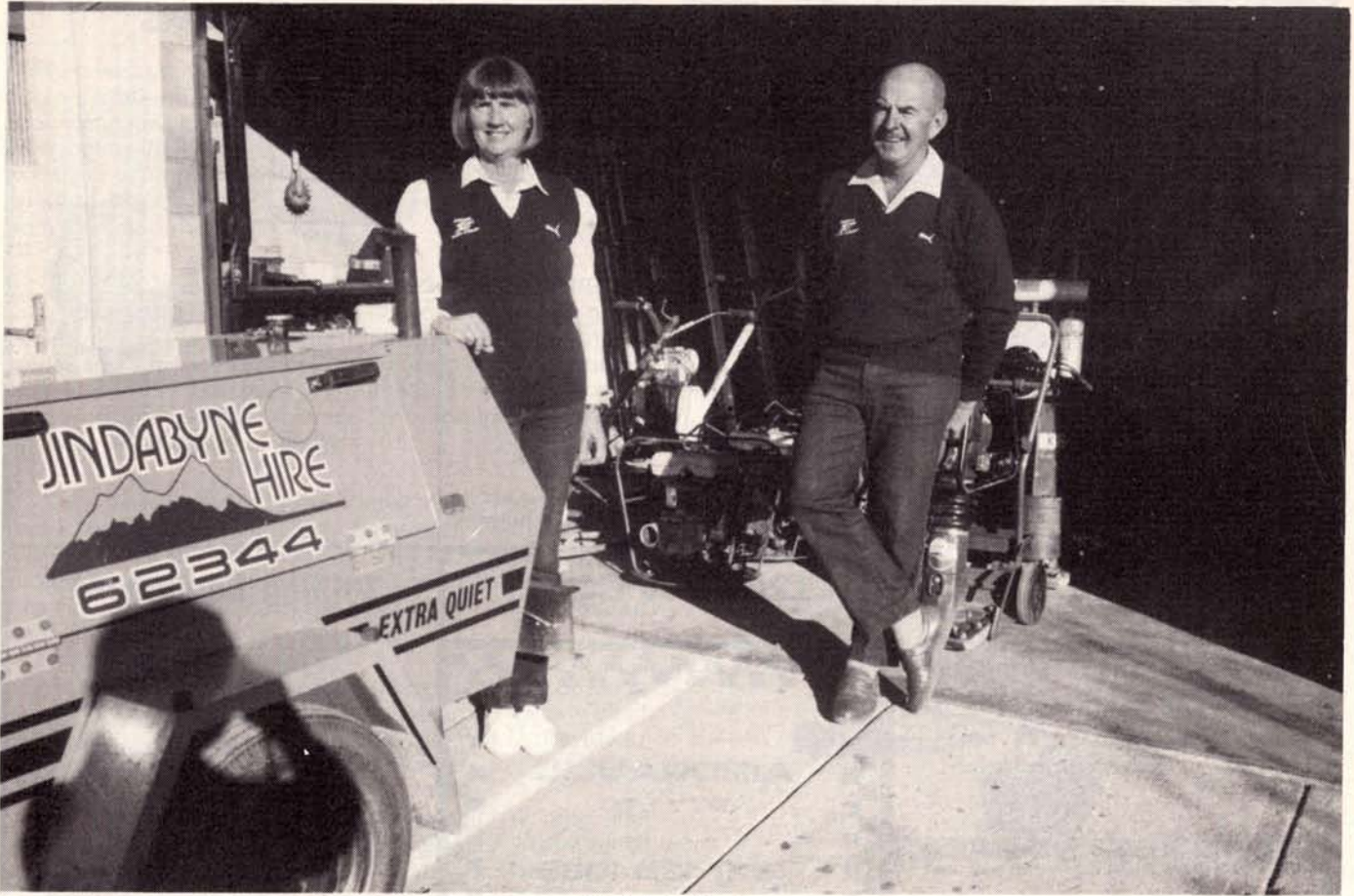
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SPOTLIGHT ON JINDABYNE HIRE



Pat & John Davis.

Jindabyne has a permanent population of around 1,600 people, so when we asked Pat and John Davis if we could profile their hire business, Jindabyne Hire, they were careful to point out that they were *"only a small operation"*. Well, let us state here and now that there is nothing 'small' about Jindabyne Hire!

John originally worked in Sydney in advertising and display while Pat was a dressmaker but in 1957 they journeyed

to Kosciusko to go skiing and stayed. After an assortment of jobs they became Managers of Perisher Valley Enterprises and were the original developers of Smiggins Holes Resort until the company sold to James Wallace Pty Ltd. They picked up the garbage contract for Perisher and Smiggins but by 1979 John could see that there would be an eventual phasing out of the contractor service in Kosciusko National Park, so using his natural ingenuity he contacted a friend from his days of skiing and discussed with Neville Kennard the viability of a hire and rental business in the snow country.

Neville confirmed John's assessment of the market and the Jindabyne Hire business became a reality. Pat and John owned land and a building in Jindabyne Industrial Estate which had to be used for an industrial purpose so with a cement mixer, barrow, lawnmower and garden tiller (previously for the exclusive use of mates to borrow) they bought a kango, ladder, another mower, 8 CFM compressor and spray guns, a brushcutter, tarpaulin, concrete vibrator and a bit of frame scaffold and to use John's words "went for it".

Kosciusko is no place for the faint-hearted. During the twelve weeks of winter there is a major scaling down of activity for the business. However, John and Pat have played an important part in the activities of the area. Ski Lift Engineering is the major builder of ski lifts in the snowfields and was one of their first hire customers in 1979 and remains a valued client of Jindabyne Hire. This is no doubt a testimony to the hard work and service provided by John and Pat. They have been involved with contracts for companies such as White Industries, Jennings, Matrix, Civil and Civic and John Holland. Many local small building contractors have relied on



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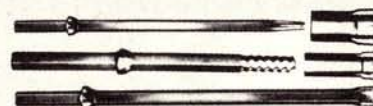
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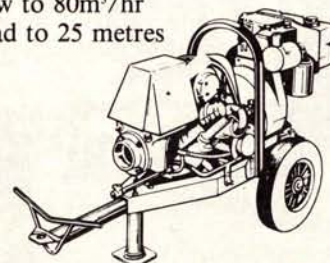
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their services in the gradual development of the area and today Jindabyne Hire is participating with Transfield-Kumagi and Sabemo in the construction of the Perisher Ski Tube and Blue Cow Resort.

When we asked John if he had a funny or terrifying experience to relate he told us "It gives you a funny feeling to see your brand new Compair 85 Air Compressor a couple of hundred metres up in the air slung under a helicopter on its way to the top of Blue Cow Mountain for use in chairlift construction. At least you know there's no chance of having it stolen from the site."

Today Pat and John have a wide range of construction equipment and handyman gear. Obviously because of the locality they have lots of one off items such as a mobile welder and a brick elevator but they are constantly tuned to the needs of the area and have purchased equipment as the need arose and have two rammers, five vibrators and a dozen ladders.

They have included some tourist items for those slow twelve winter weeks and carry baby cots, high chairs, roll away beds and heaters. John says they have resisted getting into the cut-throat ski hire but as the area continues to grow they aim to expand in both the areas of construction equipment and tourist related needs.

Jindabyne and the Snowy Mountains is a constantly developing area and Pat and John intend to grow with it. They are planning extensions to their building to provide for the expansion of hire services for the area.

On the subject of changes in the hire industry, John comments that he has noticed more specialisation in the rental business. He points to a recent observation at Hall near Canberra called "U-Farm-It Hire" for the man on the land.

John says he has had valuable assistance and has always received useful advice from the Hire Association and commends members of the Association for their guidance. He has also appreciated the support of Associate members mentioning particularly Flextool, Compair, Lightburn, Oldfields and Viking.

There is nothing 'small' about Jindabyne Hire. Pat and John are a winning team and they don't come bigger than that! They have carved their place in Australia, and stand tall in the hire industry.



Inside looking out over lake to foothills.



Perisher Valley express quad chairlift, a major contract of Ski Lift Engineering, our business has participated in, with Gunther Krohn, company's Managing Director pictured.

An Answer to the Bouncing Cheque



— TELECHECK!

A valuable and unique service has been available in Australia for the past 2½ years and is rapidly gaining acceptance not only in the equipment hire industry, but right across the range of retail and service industries. Called TeleCheck, the service allows a participating trader to verify cheques drawn on any bank in Australia, 24 hours a day, every day. All that is needed is a phone call similar to a credit card authorisation.

The TeleCheck service has many attractive features which enable subscribers to increase sales potential; decrease time wasted by staff by eliminating the need for manager etc, to approve cheques; improve customer goodwill, encourage repeat business and eliminate the problem of dishonoured cheques. Once TeleCheck approves a cheque, if it is returned, TeleCheck will buy it back.

TeleCheck has a unique system which enables people in the hire industry to have cheques approved even when the final amount of the cheque is unknown. One leading hire company already using TeleCheck has a policy of not hiring equipment to anyone TeleCheck declines, even for cash; experience has been that if a person has unpaid cheques around, equipment hired is often not returned.

TeleCheck is now into the electronic cheque verification era, and subscribers are already using the system. Instead of verbal information given on the phone, TeleCheck subscribers are able to verify cheques simply by punching in a few numbers on a touch tone phone. Within seconds the cheque is authorised. TeleCheck can provide Phone and POS equipment where existing phone systems are not suitable. The system offers fast and completely private cheque verification.

TeleCheck has offices in Sydney, Melbourne and Brisbane and subscribers right around Australia. STD calls are rebated back to the local call rate.

HA INSURANCE BROKERAGE

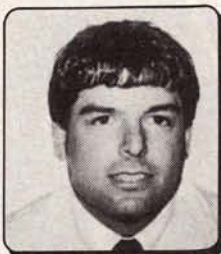
Hire & Rental
Insurance Specialists



David Denson (Manager)



Chris Cull (Manager)



Terry Och



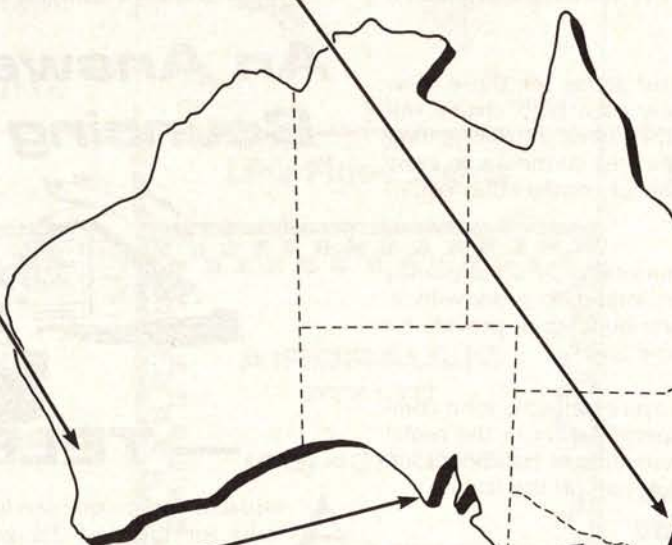
Greg Miles



David Curtis (Manager)



John Buganey



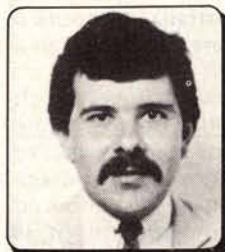
Ian Bell



John Marini (Manager)

John Lewis

John May



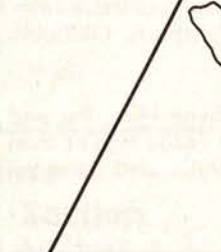
Don McLardy (Manager)



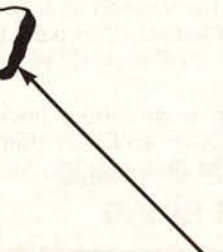
Grant Stillman



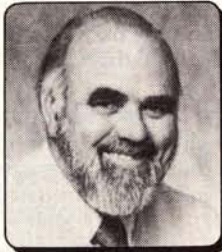
Joe Vella



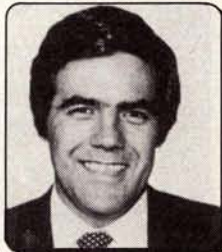
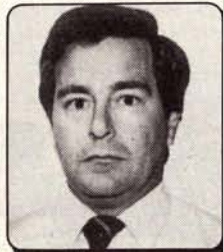
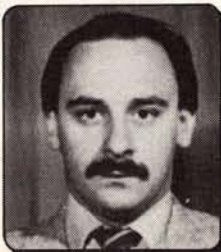
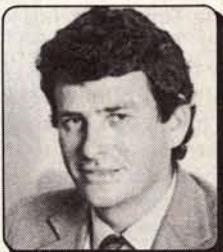
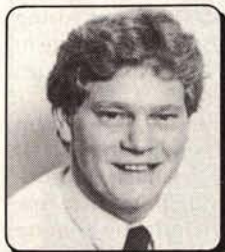
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SA Region's Successful Weekend Seminar

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

This popular resort centre is just 90 kms south of Adelaide, set in the spectacular Fleurieu Peninsula, and offers a relaxed rural setting in which excellent convention facilities and first class accommodation plus dining facilities are available.

The Association promoted the Seminar with a theme of "How to Bake a Bigger and Better Cake" relating to the marketing and servicing aspects of the Hire and Rental Industry. Furthermore, delegates were encouraged to bring their wives and families along and this "recipe" of total Seminar content proved successful with over 50 adults in attendance.

A careful selection of speakers was arranged to address the Association. Mr Geoff Winters, Managing Director of Lounge Discounters Pty Ltd, a well-known local marketing identity, related his experience in marketing, the need for market awareness, competitors' activities, and what successful competitors have to offer. He posed the question to Members, "Do I have a marketing edge over my competitors and can I offer something that is different?". Sometimes businesses need to take a fresh look at their operations, staff performance and attitude and "give it their best shot" he concluded.

The service aspect of the Seminar theme was presented by Mr Bob Molloy who operates his successful business consultancy firm, RM Consultants, in Adelaide. Bob was a strong advocate of training staff to perform and effect successfully the sales and operations of a business. He covered the many related success factors in quality control, servicing and staff performance which can be identified within the hire industry.

The third business speaker, Ms Kirstan Ahmer, Industrial Officer from the Chamber of Commerce and Industry in South Australia, spoke on the new impending State Legislation covering Occupational Health Safety & Welfare, its effect on all business, large and small and the need to be prepared.

Other speakers included Mr Reg DeGoumois, State Manager for Percival Publishing Co, the publisher of the official Association's Trade Journal, *Hire & Rental Industry Quarterly*, Mr Tony Lucas, from Middlebrook Winery presented a series of light-hearted anecdotes at the Saturday luncheon.

Delegates and wives enjoyed the resort's top class restaurant for a Saturday night of dining and dancing.

The State President, Mark Cambridge, in closing the Seminar, summed up the feelings of delegates who had applauded the Association on the interesting and informative business sessions and fellowship flavour of the Seminar by stating that another similar event would be held again next year.

OBITUARY



PALMER GRASSE California, USA

Palmer Arthur Grasse, 93, died April 20 at Glendale Convalescent Hospital.

Born in Owatana, Minn, he lived in Glendale for some 40 years. He owned A. Palmer Scaffold and Equipment Co and also ran Palmer Distributing and Sales Co in Glendale. He was also founder of Acme Rentals and Action Rentals. He was a member of the Glendale Elks Club for 50 years.

He is survived by his wife, Margorie, three sons, William, Robert and Donald of Glendale, daughter, Margorie Scarlett of Glendale.

Services were held and burial was at Forest Lawn Memorial Park, Glendale.

Whilst Palmer may not have been well known by Australians' his sons Bill and Bob who have been running Acme Rentals since taking the business over from Palmer many years ago up until it was bought by Ira Mendelsohn last year, certainly are.

Bill, along with his wife Ellie are extremely well known in Australia having visited our shores on numerous occasions and also has looked after many many Australians during their visits to the USA and Bill continues today as "Goodwill Ambassador" for Acme Rents and is still writing the informative "Rentopics" column in the American RER magazine as he has done since its inception.

The members of the Hire and Rental Association pass on their condolences to Bill, Bob and family.

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All diesel, providing exceptional power with proven reliability.

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

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

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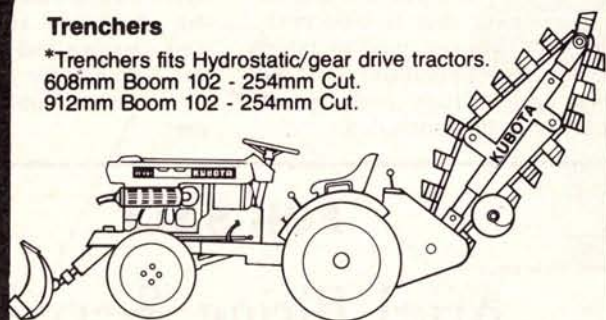
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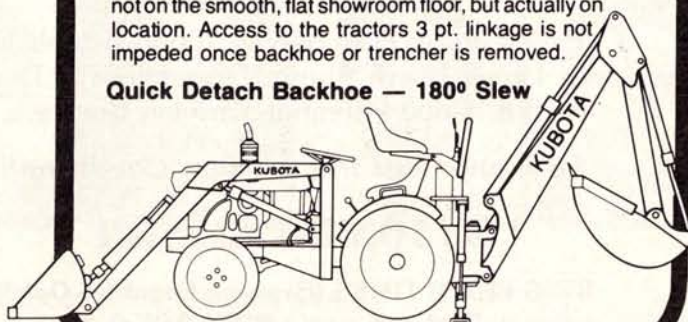
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KOMATSU LAUNCHES NEW MINI-SERIES HYDRAULIC EXCAVATORS

Komatsu has begun a bold move to establish itself as a major force in the Australian mini-excavator market.

It has launched five advanced new hydraulic excavators, suitable for local councils and public utilities, plumbing, swimming pool and general contractors and landscape gardeners.

The new mini-series has carried Komatsu to market leadership in Japan with 31 per cent of the market and a growing presence in the United States and Europe.

The new Komatsu mini-series hydraulic excavators were designed for maximum fuel economy, productivity and operator comfort and the ability to work in confined spaces.

Features include off-set booms to allow the machine to dig close to walls or obstructions, extra-small swing radii for confined areas, in-shoe travel motors, low-noise Komatsu diesel engines and advanced hydraulic systems for maximum work rate per litre of fuel used.

First Komatsu mini-series to arrive are the 1100 kg PC05-5, 3150 kg PC30-5, 3900 kg PC40-5, 6300 kg PC60-5 and 7000 kg PC60-U.

Komatsu PC05-5

Komatsu's versatile new 1100 kg PC05-5

hydraulic excavator is the baby of the range of 15 hydraulic excavators offered in Australia.

It has a 9.5kW (12.8hp) Komatsu diesel engine and a standard bucket capacity of 0.06 cubic metres.

Komatsu PC30-5

Komatsu's new 3150 kg PC30-5 hydraulic excavator has 22.1kW (29.6hp) engine and a bucket capacity of 0.15m³.

The versatile new PC30-5 has a maximum digging reach of 4.97m (16ft 4in), a maximum digging depth of 3.06m and a maximum dumping height of 2.96m.

Komatsu PC40-5

The PC40-5 has a 1840mm by 350mm dozer blade.

The fully open type machinery cover has a sound-absorbing lining for further noise reduction.

The PC40-5 has a wide, ergonomically designed cab layout with long levers for fine work equipment control and paired travel/steering levers.

An enclosed cab with large glass area is offered as an option.

Independent two-speed travel motors provide maximum drawbar pull of 2600 kg and travel speeds of 2.1km/h (low/speed) and 3.6km/h (high).

The axial-piston/hydraulic lock travel motors have a brake valve.

The travel valve automatically locks the motors when the travel levers are in the neutral position limiting travel speed on descent.

The Komatsu PC40-5 is offered with a choice of 1430mm and 1900mm arm length and six types of shoes including rubber pad shoes for work in paved areas.

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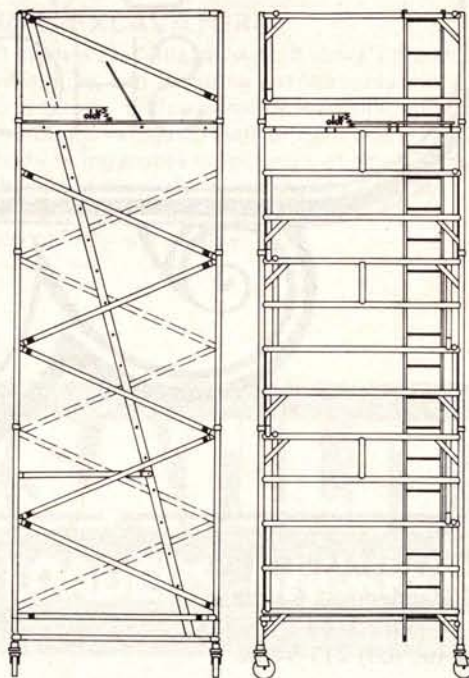
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PO Box 73, Devonport, Tas. 7310. Ph (004) 24 4893.

43 Cypress St. Launceston, Tas. 7250. Ph (003) 34 2366.

Komatsu PC60U-5 and PC60-5

Komatsu has launched two new 40kW (54hp) hydraulic excavators with a range of fuel-saving and job variety features.

The new Komatsu PC60U-5 has an offset boom with a working quadrant of 122 degrees to the right and 51 degrees to the left.

It has a bucket capacity of 0.28m³ and an operating weight of 7000 kg.

A single-lever boom offset control ensures efficient operation.

Offsetting the boom 122 degrees to the right provides extra-small swing radius of 1810mm (5ft 11in).

The new Komatsu PC60-5 has a bucket capacity of 0.28m³ and an operating weight of 6300 kg.

These features were also developed on Komatsu's larger Vanguard machines.

The new Komatsu PC60U-5 has a maximum digging reach of 6.63m, a maximum digging depth of 3.95m and a maximum dumping height of 4.07m.

Bucket digging force is 4500 kg.

Komatsu's new PC60-5 is offered with a choice of a standard 1750mm arm and a 2250mm 'long' arm.

Working range with the standard arm is: maximum digging reach, 6.23m; maximum digging depth, 4.06m; maximum dumping height, 4.45m; and bucket digging force, 4500 kg.

The Komatsu PC60U-5 and PC60-5 share a newly designed, international standard, 940mm wide rubber-mounted cab with a flat-front tinted window and long lever work equipment controls.

Travel/steering can be controlled by hand levers or foot pedals with fully hydrostatic drive.

Maximum travel speed is 3.8km/h.

The hydraulic piping to the travel motors is built into the X-leg type centre frame for added durability.

A cushion mechanism in the arm hydraulic cylinder absorbs arm extension and retraction shocks for increased operator comfort and component life.

The Komatsu PC60U-5 and PC60-5 have full-open type machinery covers for ease of maintenance, and high-tensile strength back hoe buckets for maximum durability.

KOMATSU IN AUSTRALIA

Komatsu's first Australian sales were in 1965 through a single national distributor.

Two crawler tractor models were offered to the mining and construction equipment market.

By the mid 1970s it was clear Komatsu needed a substantial physical presence in the Australian market place.

The company has initiated a programme of establishing subsidiary companies throughout the world.

Komatsu Australia, incorporated in December 1978, was the seventh such subsidiary to be established.

Komatsu Australia has three distributors — ANI Komatsu in New South Wales and Queensland; Forcepower in Victoria, Tasmania, South Australia and the Northern Territory; and Michell Cotts Engineering in Western Australia.

Komatsu Australia now markets over 60 Komatsu models.



The other products segment has grown sharply since the first Komatsu wheel loader was sold in Australia in 1977.

AUSTQUIP PTY LTD 19 Manton Rd, South Oakleigh, Vic, 3167

Austquip Pty Ltd, formerly A & N Equipment Pty Ltd, at this years HirExpo are proud to announce that all of its equipment will be 90% Australian manufactured to a high standard of engineering and priced at competitive prices. Displayed will be the proven rental Austquip Mang Tiller plus our range of Wood Chippers and Mulchers. We will be also reintroducing the Austquip earth drill and Austquip Mini trencher, both of our own manufacture.

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Along with the above come and see our demonstration of maybe the most sturdy and hardy Petrol Engine Driven High Pressure Cleaner on the market today.

VIZ Spitwater HP200A complete with:

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W. L. Bassett & Son welcome all delegates to this year's convention and urge each and everyone of you to compare the aforementioned products by visiting our stand during the convention.

HIRE and RENTAL Industry Quarterly

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Jetblaster announce the release of their new Australian made range of hot water/steam cleaners.

The main features of the new range is

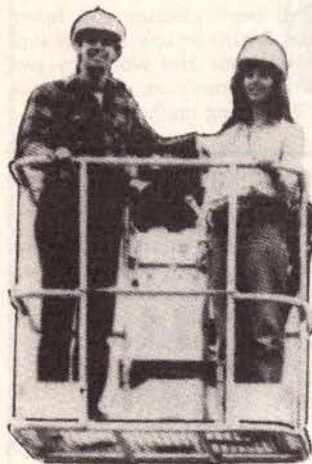
Page Thirty-one



Genie

MATERIALS & PERSONNEL LIFTS

SEE US at
the 16th AUSTRALIAN
HIREXPO SYDNEY
10th-13th AUG '87

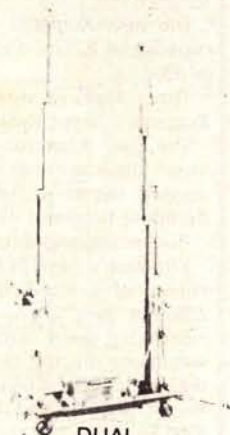


Very affordable.
Full range available.

Personnel lifts
AC, DC air models
4.5m - 11m.



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Lifts 91kg
to 1.4m.

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CORPORATION**
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New Handy Lift
272kg to 1.4m.
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272kg to truck level to 1.4m.



their ALL STAINLESS STEEL water cooled boiler; 316 stainless steel heating coil and stainless steel fuel tank.

The advantages of using stainless steel are obvious, particularly in the hire industry where arduous operating conditions require reliable heavy duty maintenance free machines. Some other features of the new range are: Ceramic plunger pumps; fully automatic diesel or LPG burners; trigger gun operation; top quality Australian made electric motors, disposable fuel filter elements.

The machines are also approximately one third lighter in weight than the traditional steel combustion chamber and coil machines.

Models available now are 1200psi (240V); 1500psi (240V); 2400psi (415V) and 3000psi (415V).

Jetblaster also manufacture an extensive range of heavy duty cold water cleaners in either electric motors; petrol or diesel engines.

Jetblaster machines are available from Jetblaster Industries Pty Ltd, 420 Parramatta Road, Burwood, NSW, 2134. Telephone: 747 3066.

COCKBURN CORPORATION

Unit 1, 21 Bricker Street
Cheltenham, Vic, 3192
Phone: (03) 553 2839

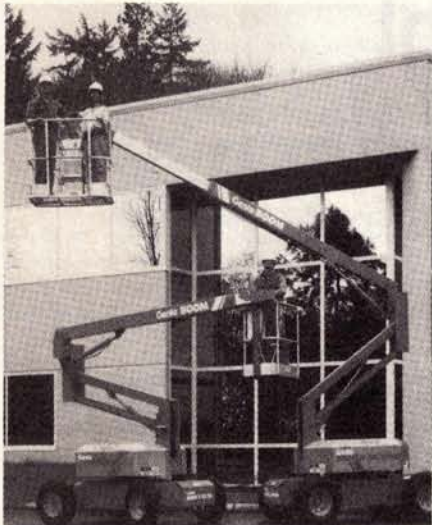
An exciting new product from Genie Industries

Australian distributor for the popular "GENIE MATERIAL LIFTS, AERIAL WORK PLATFORMS".

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Full of features, the Genie boom's agility and versatility allows access where previously unavailable.

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An asset to rental firms wishing to provide customers with alternative access equipment.

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COMPAIR

CompAir, as leaders in the field of compressed air technology, again show our commitment to the Hire and Rental Industry, by participating in and exhibiting at the "HirExpo '87".

In keeping with this year's theme of "Survival of the Fittest", we will be displaying the ever popular Compact 75 Compressor (75 cfm) fitted with the optional 2.5 KVA Generator. Also on view will be a range of Zitec Contractors and General purpose tools, which satisfy the current noise level requirements, along with the new HL60M Hy-Lift Pump.

Further to our range of Pneumatic Equipment, we will have the "RAMMER S.22" Hydraulic Hammer (smallest in the Rammer Range) for use with small Loaders up to 4 tonne.

For further information see our Personnel at the HirExpo or contact:

CompAir (Australasia) Limited, 4 Harbord Street, Granville. Phone: 637 8200. Fax: 682 4532.

Head Office: 34-40 Ricketts Road, Mount Waverley, Vic, 3149. Phone: (03) 544 1755.

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HIRE and RENTAL Industry Quarterly

CROWN CONTROLS PTY LTD

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Crown Controls Pty Ltd undoubtedly has one of Australia's most comprehensive range of elevated platform equipment.

Crown, established in Australia since 1969, have achieved their superiority in the marketplace through excellence in engineering design and stringent safety precautions.

In addition to Crown's already established range of elevated platform equipment, an insulated fourteen metre working height, truck mounted, elevating work platform was launched in April of this year.

The work platform has been designed specifically for work involving people in close proximity to high voltage wires, such as Council tree lopping programmes or electrical maintenance.

Crown have also developed the TRADESMAN over recent months — a 12 metre mobile hydraulic platform with modifications to reduce the cost of owning equipment without any compromises on operator safety or performance of the equipment.



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Dembicon, Australia's Diamond Tool and Machinery specialist, manufactures the largest range of diamond blades, thin wall bits and associated machinery in the country, and experts to New Zealand, Singapore, Japan and America.

They are also a major supplier to the Hire Industry of construction plant including compaction equipment, generators and pumps.

Special items on display will include the new range of Dembicon professional concrete saws, the Partner range of power and chainsaws (for which they are exclusive distributors) including the astonishing K3500 14" Ring cutter which can cut 10" deep, our extensive range of Rubi tiling equipment and tilesaws and drilling machines.

Also on show we will have the proven Stubbie Brick Saw which has now many thousands in reliable service throughout Australia and overseas.

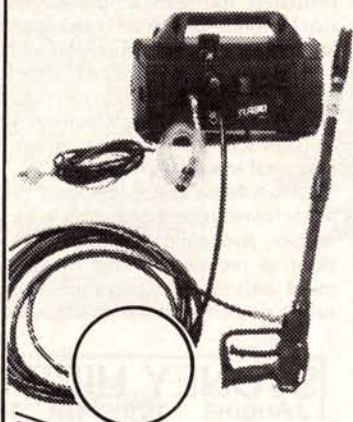
Dembicon have a proven reputation for performance and prompt professional service.

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The Hire and Rental Industry needs electric power tools that are tough — RUPES tough!

Distributed by Winnick Machines in Australia, the RUPES range of quality electrical power tools and dust extraction equipment is ideal for the hire and rental industry.

RUPES products are built tough. Tough enough to withstand the rough treatment of the rental market.

The RUPES range includes: Angle Grinders, Orbital Sanders and Dust Extraction units, Disc Sanders, Drills, Jigsaws, Screw Drivers, Suction Abrasive Blasters, Vacuum Cleaners, Trimmers and a large range of accessories.



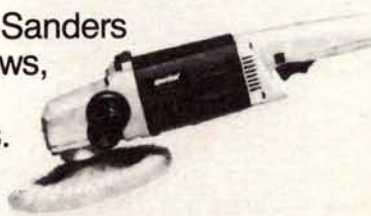
For further information contact:

Winnick Machines (Rupes Aust) Pty Ltd

133 Botany Road, Waterloo, N.S.W. 2017.

Telephone: (02) 699 7427

Or your local distributor



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Phone: 72 0431.

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Deveson Jahn are Australia's largest manufacturers and distributors of Commercial Park and Turf maintenance equipment. Established in 1959 and situated on the Hume Highway at Cabramatta. We have an extensive range of products and an efficient spare parts and service division.

Deveson Jahn are proud to be exhibiting at the 1987 Hire Rental Association Conference in Sydney. We will have videos and equipment on the stand including:

CHIPPERS

With the ban on burning, there is pressure on households to dispose of their prunings by other methods. The advantage of chipping this material is twofold:

- a) It saves the time and cost of carting the material to a tip.
- b) The chips produced are a useful mulch material for the gardens. Mulch will reduce watering required and excess water costs.

SEED AND THATCH

This is a new item of equipment which is unique in that it can scarify and sow seed in a single operation. The SEED AND THATCH will be a boom for the householders who wish to renovate their lawns as it will perform this operation quickly and easily. The Seed and Thatch provides an accurate seeding rate, which will reduce seed costs. It also ensures good soil contact to the seed which increases germination percentages.

But it will also have wide appeal for Landscapers, schools, hospitals etc.

DINGO

This four wheel drive mini loader is a great Australian invention. It is a most versatile machine capable of trenching, post hole digging, grading, rock breaking, forklift, front end bucket etc. Attachments are easily attached with the quick release system. Its hydraulic drive gives automatic forward and reverse with finger tip control.

The Dingo is tough and designed to fit through narrow openings, giving access to difficult sites. Built for reliability and low maintenance costs, it can be transported easily in a ute or small trailer.

Because of its versatility, the Dingo will be in demand by all types of contractors, Councils, schools etc. The range of attachments will ensure that you will obtain a high return on your investment dollar.



July, 1987

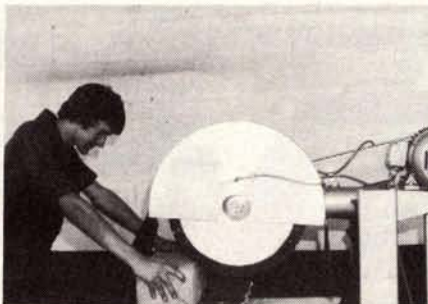


DIAMOND CUTTING TOOL SERVICES

165 South Creek Road
Dee Why, NSW, 2009

DIAMOND TOOL PRODUCT VARIETY FOR THE HIRE INDUSTRY

Diamond cutting saw blades designed and made by a Sydney company are being used on one of the nation's most prestigious projects, the bicentennial Sydney Darling Harbour entertainment and conference centre. Much of the work will involve cutting approximately half-a-million hard clay bricks which will be used for landscaping and paving purposes around the completed centre. It is one of a number of large commercial and community projects in areas of construction, building, landscaping and related industries, that is being supplied with specialised and highly durable products developed for a wide range of purposes by wholly Australian-owned Diamond Cutting Tools Pty Limited, of Dee Why.

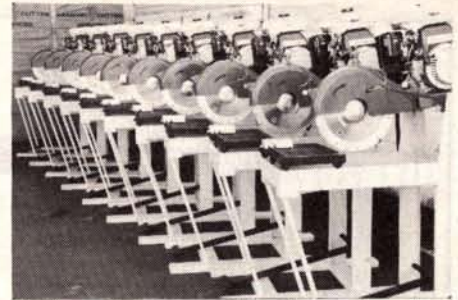


A 24 in block saw with 35 segments cutting an eight-inch besser block of the type used by refractory and building companies. The machine is powered by a three-phase motor and the block is set on a rotating table.

With over 15 years operational experience in local conditions, Diamond Cutting Tools has continuously raised its capacity to research and develop tools to the highest international standards, and market them at competitive price/performance levels.

In 1972 Diamond Cutting Tools was a new startup company beginning in a small factory, with only a trial product to sell. This was a locally-designed synthetic diamond saw blade for cutting concrete, and the first customer was the Sydney Metropolitan Water, Sewerage and Drainage Board which used it in on pipe section cutting operations.

In the succeeding decade and a half, the company expanded to many new fields, developing a variety of products which



A line of transportable diamond cutting saws with two-stroke engines designed for outdoor location work designed and manufactured by Diamond Cutting Tools Services for a nationwide hire firm.

could take a stand on the home market against overseas imports. By the end of last year it had increased its technical capacity to produce up to a rate of about 10,000 saw blades a year, and had augmented its manufacturing range into tools for half fields, developing a variety of products which could take a stand on the home market against overseas imports. By the end of last year it had increased its technical capacity to produce up to a rate of about 10,000 saw blades a year, and had augmented its manufacturing range into tools for half a dozen other areas of cutting, drilling and grindings. For 1988, the company is exploring new and innovative manufacturing techniques which will improve the output and standards of the current and new lines.

Diamond Cutting tools is a privately-owned company with annual revenues in excess of \$1 million and a policy of developing and launching products substantially designed and manufactured in Australia using wherever possible steel and other local raw materials although some ingredients including the micron-sized diamonds in rough and powder form are imported from Europe, Ireland, United States and Japan. The company is now marketing to scores of heavy industries in manufacturing, construction and engineering, and a variety of other activities including landscaping, coal mining, metal refining, ceramics and local government enterprises.

Until a few weeks ago Diamond Cutting Tools was a family company run by co-founders Ken Peters and his wife, Jean. Ken Peters, who has now bowed out of the business, was an engineer who had studied metallurgy and mineral topics and specialised in heat treatment and diamond tool making. When he started his own business after nearly 20 years working with other companies he brought several inventive ideas into the field of diamond tool cutting, and the company prospered ahead of foreign competition even though overseas firms could frequently offer lower selling prices against Australian production costs.

In 1985, the firm moved to nearby larger premises on a Dee Why industrial estate at South Creek Road. Last April Diamond Cutting Tools was purchased by a dynamic Sydney accountant, Graeme McGregor formerly owner and managing director of Pem Tool Company, an engineering firm in Earlwood, Sydney. He is planning further expansion of Diamond Cutting Tools which will include



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Specifically designed for the hire market, this well proven Electric Eel Kit allows for instant parts check on return and includes, as standard, sufficient tools and cables for most drain cleaning jobs.

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the addition of new technology welding processes and furnace equipment to the present plant. Dennis Clift, a former technical specialist who has returned to the company, is now responsible for the customer productivity operations of the new organisation. Diamond Cutting Tools is also adding to its salesforce to extend operations around Sydney outskirts and rural New South Wales with subsequent growth planned through branches in Victoria and other States.

Some of the highlights of Diamond Cutting Tools since its inception as one of the earliest privately-owned companies of its type in Australia have been:

1972 — The first synthetic saw blade made by Diamond Cutting Tools Services for cutting reinforced concrete cut four times faster than similar competitive products and required only 50 per cent of the horsepower previously needed.

1973 — Diamond Cutting Tools Services produced its first diamond-impregnated diamond drill for reinforced concrete (Speedydrill).

1974 — Introduced synthetic composite turning and boring tools to the automotive industry, machining non-ferrous metals at 25,000 rpm.

1976 — Produced "dry" cutting diamond saws for chrome magnesite refractory bricks.

1977 — Introduced a range of diamond tools for the vitrified clay pipe industry for machining and plunge grinding.

1981 — Use of metal dies in diamond tool manufacturing for sintering up to 1180 degrees Centigrade, enabling high pressures and low temperature sintering. In the same year, synthetic diamond milling tools were introduced for high-speed production of refractory insulation bricks.

1984 and subsequently — Machining of cast stainless interrupted cutting with cubic boron nitride (CBN) and continuing research into new methods and materials for diamond saw cutting.

Diamond Cutting Tools Services is a major supplier to the hire industry, particularly of diamond saw blades where heavy duty equipment is required for short term jobs for which large capital outlays are not warranted. Other equipment such as saw benches and drilling and grinding gear can also be hired through firms specialising in the different fields. Potential users in these areas are large construction corporations working on contracts to major projects and local government authorities which have to complete capital works and maintenance tasks under stringent budgetary conditions.

For further information contact Dennis Clift, Diamond Cutting Tools Services, 165 South Creek Road, Dee Why, NSW, 2009. Phone: (02) 981 1181.



DUNLITE POWER GENERATION

28 Orsmond Street, Hindmarsh,
South Australia, 5007. PO Box 100,
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Telephone: 46 3832. Telex:
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POWER BY DESIGN

Every Dunlite product is the result of careful research and design to obtain the maximum output across the range, with reliability and operating economy to suit specific customer requirements. Dunlite designers have produced many progressive developments — both mechanical and electronic — including sophisticated automatic and remote start, micro processor, loading sensing, control and monitoring systems. In addition to the standard Dunlite generator sets, special units are designed and built to customer specification, ranging in size from 400 Watt to 625 KVA.



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(NSW) PTY LTD

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Telephone: 818 5722. AH: 638 5085

"Flextool" will be exhibiting a wide range of equipment which has been soundly proven in the hire industry. Together with their own manufactured products (vibrators, pumps, screeds, brick and floor saws) they will display a comprehensive range of agency products which includes Hitachi,



HIRE and RENTAL Industry Quarterly

Kango, Bosch, Master Finish and Newton Elevators.

Also on the display will be the newly released Compacter Plate completely designed and manufactured by Flextool to suit the needs of today's hirers.

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Diamond gore drilling machines DCM1 and DCM2. Power actuated tools DX36, DX36M and DX450. Battery powered rotary hammer drilling machine TE10A. Electro pneumatic drilling machine TE22. Drilling and chiselling machine TE72 and TE92. Chiselling machine TP400 and TP800. Screw Guns TS12, TS13 and TS14. Complete anchor programme (nails, chargers, drill bits, chisels).

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Mobile air compressors, pneumatic operated coil nailers for fencing and drilling application. Pneumatic operated staplers for cabinet making and joinery. Carton stapling equipment. Miscellaneous air tools such as drills, screwdrivers and sanding machines.

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HEAVY-DUTY RANGE OF POWER TOOLS FOR AUSTRALIAN INDUSTRY

The Wolf power tool range, marketed in Australia and the Pacific region by Kango Wolf Power Tools Pty Ltd, has been established as a leader in its field in England and Europe for several decades.

Since the first Wolf drills were introduced in the mid 1920s the Wolf range has always been recognised for its emphasis on specialised, heavy-duty tools.



MANUFACTURERS

FOR OVER 50 YEARS OF PRIME & STANDBY POWER

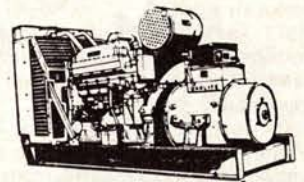
- ★ Specialist of Alternators & Control Systems
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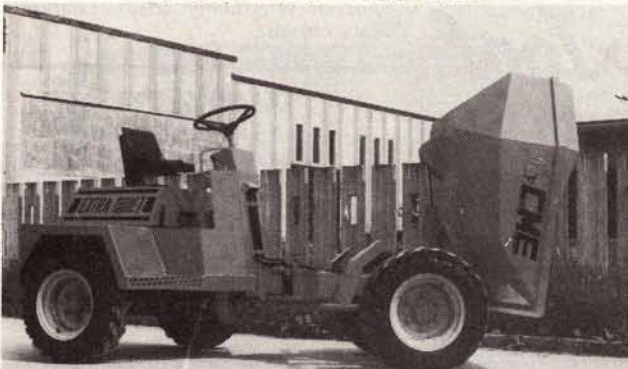
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DUMPER F 1000 WB



DUMPALA DP 75/A EXPORT



DUMPALA DP 75/A



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CONTACT: KEN NIXON

C. M. E. AUSTRALIA

17 DENIEHY STREET, GRANVILLE, 2142

Phone: 637 8888

This tradition is continuing with products now being developed for specific Australian applications.

Although the complete range of Wolf power tools includes a comprehensive listing of rotary and impact drills, variable speed drills, angle grinders, sanders, saws, specialised equipment and accessories, this article describes the models available in two specialised groups, particularly relevant to the hire industry — concrete vibrators and large capacity drills.

Recent additions to the Wolf range are two revolutionary portable concrete vibrators. Both models are driven by powerful Wolf pistol grip drills. Model 2707 is 1195mm overall length, with a 28mm vibrator head diameter. This model is ideally suited for vibrating small beams, steps, decorative work with intricate formwork or situations where reinforcement is particularly dense. Model 2715, 1230mm overall length and 40mm head diameter, has been designed for heavier duty applications — floors, large castings, restricted pier work and situations where access is a problem for larger or bulky units. Both models are lightweight and portable for easy one-man operation. They are ideal for occupied premises where noise could create a problem. An extra long heavy duty 2 core cable is standard on both models, which are double insulated.

The World tradition in electric tools was based on the introduction, in the late 1920s of the large capacity drill range. Four models are now offered, with a wide selection of speeds, attachment options and specific application drilling sizes.

Although rated at 1600 watts and incorporating large, high strength, gearing and enclosures, the drills weigh only 6.7-7 kg. Centrally mounted, in-line handles with a large breastplate, ensures complete operator control, but for those applications where the extremely high torque at low speed may necessitate additional operator protection, the Model 3806 is fitted with a mechanical safety clutch. With full load speeds of 215 rpm (low) and 290 rpm (high), this model is capable of drilling 90mm holes in masonry with core drills and 38mm with solid drills. Maximum capacity in steel is 32mm. A No 3 Morse Taper is the standard accessory but a 19mm chuck can be used on this drill.

Model 3814, with four speeds (full load) of 250, 370, 430 and 660 rpm is an extremely versatile tool. It is used for a number of industrial applications other than drilling, as its powerful torque rating makes it particularly suitable for stirring paints, resins, etc, twisting wires and ropes and operating specialised machinery.

Model 3376B, a reversible version of Model 3814, has found wide acceptance on drilling hardwood posts and poles where the machine must be reversed to extract the drill from the workpiece.

A two speed model, 3822, featuring the higher speeds (400 rpm and 660 rpm) is available for those applications where larger diameter holes are drilled but the torque requirement is not as high.

All four models of the large capacity drills can be mounted in the Wolf Model 0480 electro magnetic drill stand to enable the



drill to be taken to the job in the assembly shop or on the construction site.

ELECTRO-PNEUMATIC DRILLS, HAMMERS AND BREAKERS FOR THE BUILDING INDUSTRY

The Kango range of electro-pneumatic drilling, rotary and demolition hammers and breakers is marketed by Kango Wolf Power Tools Pty Ltd, a leading world manufacturer of power hand tools for the building and construction industry. Applications range from drilling and cutting concrete, brick and stone to chase cutting, scaling, vibrating, tamping, digging, brick raking, electrode driving and floor cleaning.

The "baby" of the Kango range is the 426, a lightweight 600 watt drilling hammer. It will drill holes from 5mm to 26mm in concrete, brick or masonry, using SDS-plus drills. A three-jaw chuck, an optional extra which can be fitted instantly, takes straight shank drills for rotary only drilling in metal to 10mm and in wood to 30mm diameter. An electronic switch gives fingertip speed control, while hammer drilling or rotary only drilling is selected by a switch just behind the forward handle. The 426 is designed to bring a total drilling system into one hammer, primarily for the plumbing and heating and ventilation industries. Weighing 3.1 kg, it is 325mm long and has a 600 watt input. Voltage options are 110 or 240 AC single-phase 50-60 Hz and it delivers 4050 blows a minute.

The Kango 637 is designed for quick clean drilling up to 38mm diameter holes — 90mm using a core drill. It is also suitable for lighter demolition work using points and chisels and for chase cutting. The 637 has a high power/weight ratio and is a suitable general-purpose tool for cottage builders, as well as industrial maintenance, modification and service. At 7.3 kg, the 637 can be used as an all-position hammer which eliminates the need for extensive support and scaffolding in areas of difficult access. For furnace maintenance, the 637 is suitable for removing clinker and slag from refractory bricks.

One of the most popular models in the range, the 950X, combines a large drilling capacity (16mm to 50mm with solid drills and up to 125mm with core drills) with the heavy-duty capacity to tackle demolition work. Although the 950 has a reputation as a hard-hitting vertical machine, it is light enough for a range of wall work, such as stitch drilling and comb-cutting, point and chisel demolition and scaling. There is a range of more than 100 drills and heavy-duty tools that contributes to the effectiveness of the 950X. It weighs 11.3 kg, is 675mm long and has an input of 1020 watts. Blows a minute are 2000 (drilling) and 2200 (hammering).

The traditional — or demolition only — Kango hammer range is based on three models — the 638, 900 and 2500. The 638 and 900 are used extensively in non-rotary applications. Their weight/power ratios are matched closely to their rotary counterparts, the 637 and 950X models.

The Kango 1100, launched recently on the Australian market, is a demolition hammer developed for local conditions by Kango Wolf in Sydney. Similar in appearance to the Model 900, the 1100 has increased hitting power and fills the gap between the 900 and 2500.

Redesigned impact components and an increase in power make the 1100 more efficient. A marginal increase in weight still keeps the 1100 in the category of an all-position tool. Accessories for the 900 and 950X are interchangeable with the 1100, so the hammer can be incorporated in any machine schedule without additional expenditure for accessories.

Top-of-the-range model 2500 — the big breaker — is designed for breaking up heavy foundations and concrete, asphalt cutting, backfilling and digging heavy clay. The 2500 can be used for tamping and electrode driving. The ability to use mains power and dust-free operation are important environmental considerations, particularly when indoor working is necessary. The 2500 uses standard breaker tools which are widely used with pneumatic and hydraulic breakers.

Portability is proving a major feature with the 2500. Because it can be operated from a 3 KVA portable generator, its use extends beyond the restrictions of the mains supply without the logistics involved in providing the support equipment required for pneumatic tools of a similar capacity.

Kango says its products are synonymous with on-the-job productivity. Special application accessories for electro-pneumatic hammers were pioneered by Kango and many of these items are now available as standard products. In addition to the wide range of points, chisels and other breaking and cutting tools, driving heads are being developed for specific user requirements. Floor cleaning tools for removing such diverse items as old vinyl tiles and animal fats from wood or concrete floors are available.

Redesigned core drills are also contributing to increased productivity. The new core drill system is based on the widely used K and A taper method of drill holding and is now used on all core drills to 125mm diameter.

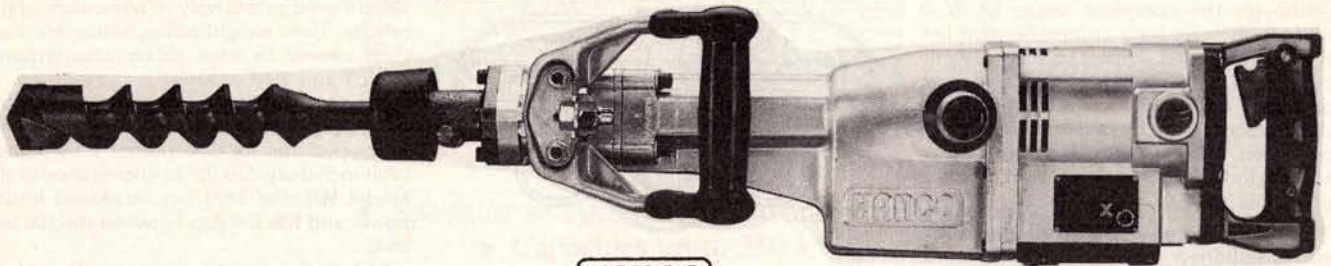
All Kango accessories can be removed and replaced easily and quickly. The simple one-action latch pin system is a feature of its hammer range.

INGERSOLL-RAND (AUST) LTD
702 Mowbray Road
Lane Cove, NSW
Phone: 427 2666

NEW 600 CFM PORTABLE COMPRESSOR SAFELY TOWS AT HIGHWAY SPEEDS

A new P800WD air compressor has just been released by Ingersoll-Rand (Australia)

INTRODUCING _____



THE NEW



MODEL 950X

Kango's most powerful rotary hammer, the 950X is the successor to the proven and respected Model 950. It has a new 1020 watt motor and a heavier striker for even better performance. All tools and accessories applicable to the Model 950 are interchangeable with the new 950X.

AVAILABLE NOW FROM ALL KANGO DISTRIBUTORS



KANGO WOLF POWER TOOLS PTY LTD

(INCORPORATED IN NSW)


61-63 GOVERNOR MACQUARIE DRIVE, CHIPPING NORTON, 2170
Postal Address: PO Box 143, Moorebank, 2170

Phone: 727 0177 Telefax No: 727 0697 Telex No: 24893
A member of the Dobson Park Industries Group

THERE'S AN INCREASING HIRE DEMAND FOR SMALL ROTARY DRILLING HAMMERS _____



_____ AND HERE'S
THE PRODUCT YOU NEED TO
MEET THAT DEMAND!

It's the new  Model 426 rotary drilling hammer. Massive 26 mm capacity with a 600 watt motor. Plenty of punch with 4050 blows per minute. Variable speed (on trigger) to 800 rpm. Takes standard SDS-plus drills, 5 mm-26 mm. For non-hammer drilling, an adaptor and chuck are available as optional extras.
Lightweight — only 3.1 kg. *AVAILABLE NOW FROM ALL KANGO DISTRIBUTORS*



KANGO WOLF POWER TOOLS PTY LTD

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61-63 GOVERNOR MACQUARIE DRIVE, CHIPPING NORTON, 2170
Postal Address: PO Box 143, Moorebank, 2170

Phone: 727 0177 Telefax No: 727 0697 Telex No: 24893
A member of the Dobson Park Industries Group

Ltd featuring a revolutionary undercarriage design enabling the unit to be towed safely at highway speeds.

Designed to complement the "mid-range" (175-600 cfm portables), the P600WD represents a large capacity compressor that has a gross weight of only 2400 kg. This low weight gives supreme manoeuvrability for quarrying or construction work.

Power is supplied from a Deutz BF6L913C engine that gives 131 kW at 2500 rpm. The compressor supplies 600 cfm (288 L/S) at 100 psi (700 kpa), with a maximum operating pressure of 120 psi (827 kpa).

The air end is produced to Ingersoll-Rand's exceptionally high standards, which includes precision machining to a mirror-like finish to bring it as close as is theoretically possible to the ideal motor design profile.

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

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

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

Controls are situated behind a lockable door while the instruments are clearly visible through a toughened perspex window. Instruments include a discharge pressure gauge and an electrically operated hour meter. Signal lights for protective shut-down operate in the event of loss of engine oil pressure, excessive rise in compressor air temperature or engine temperature.

Access to the engine and air end is made easy with the wide opening doors. Inside is space to store breakers, hoses and other equipment needed on the job.

The Ingersoll-Rand P600WD provides large capacity and with its low weight is designed for those on the move.

NEW PRODUCT RELEASE

Ingersoll-Rand (Australia) Ltd have released the DD35 vibratory asphalt compactor.

This 2135mm (84 inch) double drum machine features no projections outside the frame on either side which means compaction within 44mm of vertical obstacles, ie, improved curb clearance.

Static weight of the DD35 is 3200 kg which is balanced equally between the drums. High static weight combined with 67 Hz frequency allows the machine to perform in thin lift asphalt to ensure adequate compaction. This feature is in contrast to competitive machines that have higher compact rather than vibratory force.

Single level control provides hydrostatic propulsion to both drums coupled with 80° stop to stop articulation.

The DD35 is powered by the reliable Deutz F2L912 providing 24 kW (32 hp) at 2500 rpm.

The operator has a full width bench seat ensuring good visibility particularly to the



drum edges and the controls are within easy reach.

Ingersoll-Rand's DD35 is equally suited to asphalt or oil compaction and would be ideal for patchwork, carparks, bike paths, road shoulders etc.

COMPACTOR RE-DESIGNED

Ingersoll-Rand (Australia) Ltd has fully re-designed the operator's cabin and control on its latest SP48 drum drive vibratory compactor.

By reversing the operator's seating position, Ingersoll-Rand technical engineers have reduced the size of the cabin. This change has resulted in several benefits aimed at increasing operator comfort. Primary benefit is the provision of an optional dedicated and balanced air conditioning system. Ducting for the system is built into the head lining of the cabin roof. The air conditioning condenser unit is fitted between the roll over protection canopy and the cabin roof.

New cabin design also includes ducted window demisting, a push-out front window, side window and door access, acoustic lining to reduce exterior noise and ergonomic relocation of the compactor's controls which permits the operator to be in complete control of the machine at all times.

According to Ingersoll-Rand, the roll over protection canopy, which is fully tested and certified in Australia, is claimed to be one of the very few of its type supplied in Australia on compaction equipment. The SP48DD is designed for use on minor earthworks operations including subdivisions, site compaction, road construction and similar applications. The compactor's Cummins 'B' series 3.9BT diesel engine, develops 70 kW (94 hp) at 2200 rpm.

The roller's 1680mm wide drum is powered by a direct hydrostatic drive motor. The direct eccentric drive vibratory unit can produce up to 102.3 kN of centrifugal force, with a vibration frequency of up to 30.8 Hertz (1850 vmp) with an amplitude of 1.5mm (.058"). SP48DD's articulated frame can turn 40 degrees in either direction and provides effortless turning ability in confined areas. The unit's drum has a tilt of 17 degrees either up or down providing stability on rough ground.



HIRE and RENTAL Industry Quarterly

MACDONALD POWER TOOLS

Design, Manufacture, Sales and Service of Pneumatic and Hydraulic power tools.

Peel Park Place, College Milton South, East Kilbride, Glasgow, G74 5LS, Scotland.

Phone: E Kilbride (03552) 21215/6/7. Telex: 779047. Fax: (03552) 20091. Service & Distribution Depot, 13 Harris Road, Porte Marsh Industrial Estate, Calne, Wiltshire, SN11 9PT. Phone: Calne (0249) 81 6159.

Macdonald Power Tools, a worldwide recognised manufacturer of pneumatic and hydraulic tools, will be exhibiting equipment specifically designed for breaking, drilling, digging, chipping, compacting, grinding, sawing, pumping and for many other applications — a complete range from Macdonald for the Hire and Rental Industry.

A prominent feature of the display will be the new Macdonald Air Powered Floor Saw suitable for cutting concrete or asphalt — wet or dry cut — to a depth of 100mm. Using a 14 inch Diamond Blade and "up-cutting" into the concrete has resulted in a compact, portable air-driven saw with a heavy duty output.

Macdonald are not new to the air or concrete industry as shown by their range of air powered concrete surface preparation machines. These tools, known internationally as Scabblers, remain after many years the tool Contractors will consider for this type of work and one which hiremen can rely on to make money. A selection of these machines will be on display.

Also on show will be the full range of high performance air breakers from 16 kg to 41 kg in weight. The success of these tools lies in the fact that in the 30 kg and 40 kg weight class, Macdonald can offer fully interchangeable parts other than cylinder and piston, ie, one set of spares to suit two different tools.

On show, alongside the air products, will be a selection of Macdonald's range of Hydraulic Tools together with their portable Mini-Power Pack. Both petrol and diesel units are available for larger hydraulic breakers and accessories.

Macdonald Power Tools are distributed in Australia by Airdraulic Pty Ltd of Sydney, Hope Air Equipment of Melbourne, and Macdonald Power Tools WA in Perth.

Macdonald personnel will be available throughout the show on all products and also to discuss their specialised range of new products for concrete drilling and repair.

MERLIN (AUSTRALIA) PTY LTD

Unit 4 & 5, 81 Beauchamp Road
Matraville, NSW, 2036

Phone: (02) 666 8641. Fax: (02) 666 9035.

Merlin Australia will be exhibiting the comprehensive range of Sip Mig Welders from the 100 amp Migmate range of portable units to the 150 amp Autoplus and Ideal Models.

Also featured will be the new 130 amp, Migmate Super 24 watt battery powered Mig Welder.

MOLE

THE MOLE GROUP OF COMPANIES

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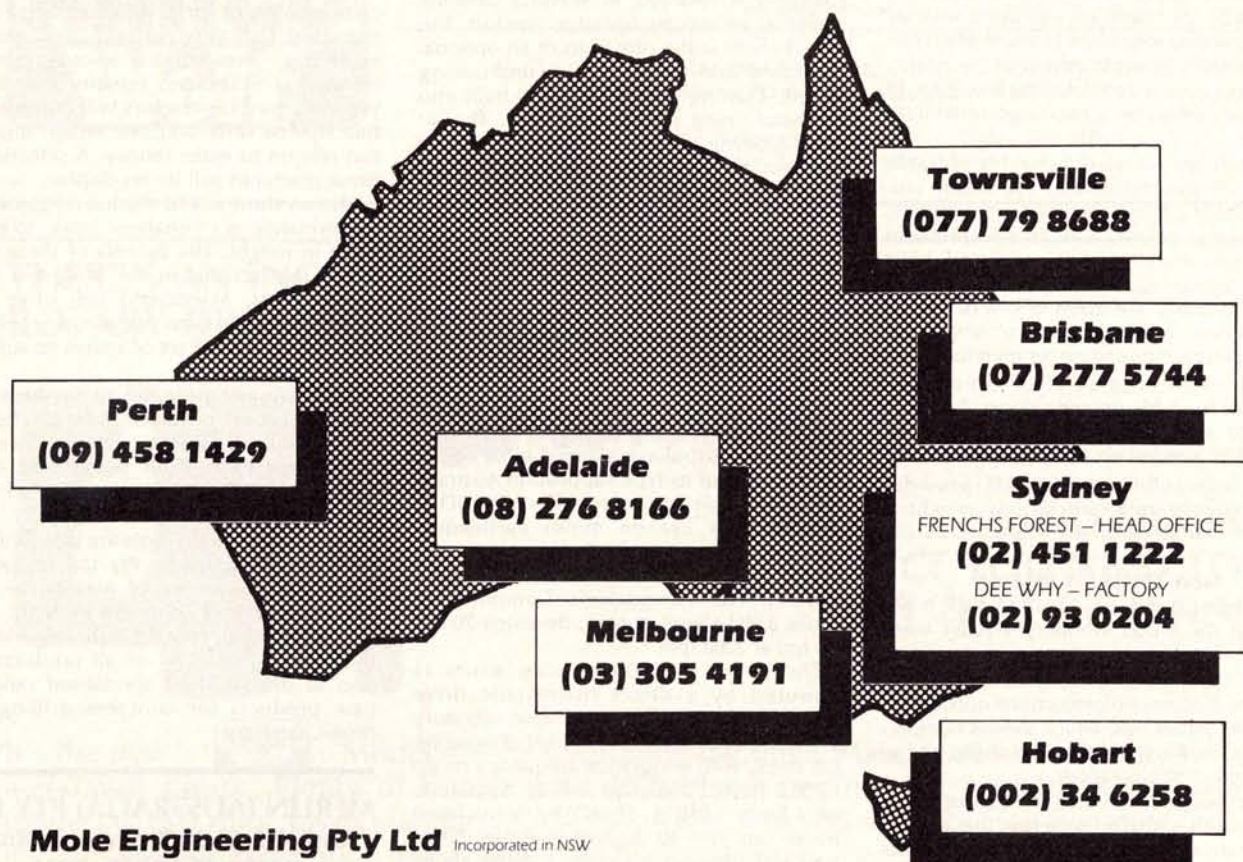
Ditch Witch®

The Mole Group are proud to be distributors and manufacturers of only top quality products.

Our nationwide sales, service and spare parts backup is second to none.



Mikasa®



Mole Engineering Pty Ltd Incorporated in NSW
Mole Bit and Tool Co. Pty Ltd
Lordco Australia

MOLE
THE MOLE GROUP OF COMPANIES

SERVICING THE HIRE AND RENTAL INDUSTRY

It's the Mig Welder that means you can weld anywhere, anytime you like.

Super light at 16.5 kg it runs off a 24 volt battery or 2 x 12 volt car batteries (in tandem) which means that you can weld up to 130 amp (5mm) in situations which previously would have been impossible.

Exhibited also will be a comprehensive range of SIPAIR air compressors from 3 cubic foot portable unit up to the 40 cubic foot workshop series.

The range of SIPAIR spray guns and accessories will also be displayed for the first time at the Hire and Equipment Exhibition.

MOLE ENGINEERING PTY LTD

15 Rodborough Road

Frenchs Forest, NSW, 2086

Phone: 451 1222

TRENCHING AND COMPACTION
EQUIPMENT ON DISPLAY

The latest equipment from two of the leading manufacturers in the trenching, compaction and construction field will be featured at the Mole Engineering displays at HirExpo '87.

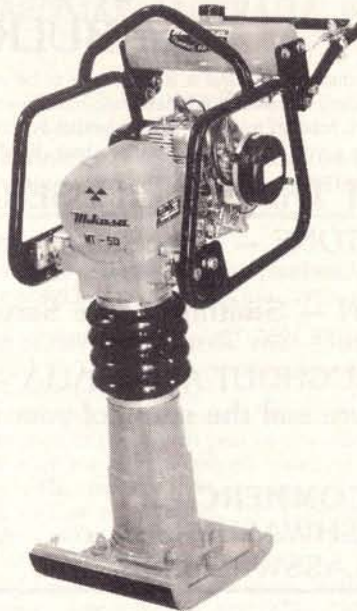
The displays will include the new Ditch Witch continuous chain trenching machines and a range of well-known and respected Mikasa compaction and construction equipment, all ideally suited to the equipment hire industry.

Mole Engineering Pty Ltd, which commenced operations in 1951 as a specialist supplier of replacement parts to the mining and construction industry, has distributed and supported Ditch Witch trenchers since 1960.

The American manufactured Ditch Witch equipment has set the standard for the continuous trencher industry and the latest range of models encompasses pedestrian-operated machines from 7 hp through to rider-operated, four wheel drive, four wheel steer 100 hp machines.

The smaller Ditch Witch units have proven very popular for "plant only" hire fleets while the larger units are more suited to major contracting and "comprehensive" hire applications.

Ditch Witch has recently introduced two



52 kg tamping rammer.

new models, the 1010 compact trencher and the 2310 ride-on unit, which incorporate modifications specifically requested by Mole Engineering for the Australian market but which have been adopted worldwide by the manufacturers because of their significance.

This interaction between Mole engineering and its suppliers is typical of the company's engineering expertise and support for the equipment it handles.

Because of the company's successful sales

and service track record for other leading overseas manufacturers, Mole Engineering has recently been appointed Australian distributor for the range of compaction and construction equipment from Mikasa Sangyo Co Ltd.

Mikasa rammers and tampers are widely used and respected throughout Australia's "plant only" hire industry.

This equipment has an enviable reputation for long-term reliability. Some machines which were purchased over 18 years ago, still remain in profitable service with plant hirers, a testimony of the quality and robustness of the original designs.

Although commencing as a replacement parts supplier, Mole Engineering has expanded its sales and distribution business considerably as well as embarking on a design and manufacturing role under its own name.

Mole Engineering products include versatile drilling rigs and horizontal under-road boring machines.

A major factor in the company's past and future success is the ability to provide spare parts and service years after the original purchase.

The Mole Engineering philosophy is built around "service to the industry we serve". The company has deliberately limited itself to areas where it knows it can offer good equipment or services, and provide back-up with parts (either fully imported or manufactured in-house), service and engineering know-how.

Mole Engineering has company-owned branches in every state including Tasmania, staffed by over 100 highly qualified and experienced sales and service personnel.

The branches are situated at Campbellfield, Victoria; Edwardstown, South Australia; Salisbury North, Queensland; Townsville, North Queensland; Welshpool, Western Australia and North Hobart, Tasmania.

Mole Engineering Pty Ltd is headquartered at 15 Rodborough Road, Frenchs Forest, NSW and can be contacted on (02) 451 1222.

OGDEN INDUSTRIES PTY LTD

23 Leeds Street

Rhodes, NSW, 2138

Phone: 736 3666

STEEL PRODUCTS DIVISION

KELSO WHEELBARROWS AND HANDTRUCKS

Wheelbarrows

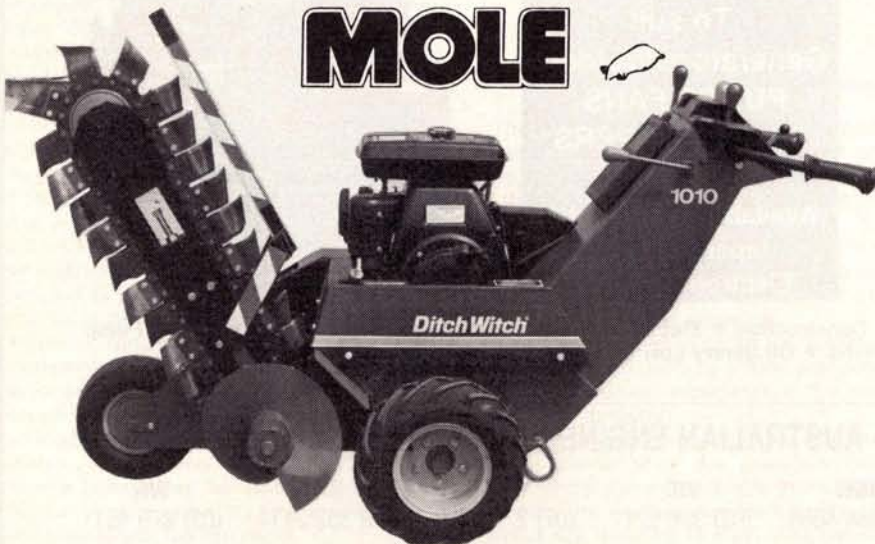
There is a Kelso wheelbarrow for almost every application. Kelso makes a full range of industrial, handyman and garden wheelbarrows and carts.

All are designed and manufactured to the highest Kelso standards to provide performance and durability.

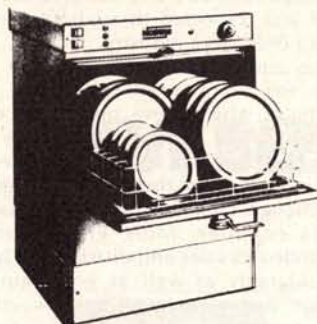
Kelso wheelbarrows incorporate many features which enhance the safety of the product and provide operator confidence.

Handtrucks

There is a Kelso handtruck to move almost any load. Kelso manufactures light, medium and heavy duty handtrucks: furniture and refrigerator trucks, carton trucks, sack



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In this day and age it is important to be able to tell your prospective clients that ALL your cutlery, crockery and glassware have been machine washed and sanitised. It is also important for you to know that your dishes, cups etc, are CONSISTENTLY being presented at their best. Fresh and Sparkling Clean.

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ANDREW STEIN — Smithfield Hire Service (02) 604 5407
PURCHASED JUNE 1985. "Saves heaps of time — runs like a charm."

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For a brochure and the name of your nearest dealer

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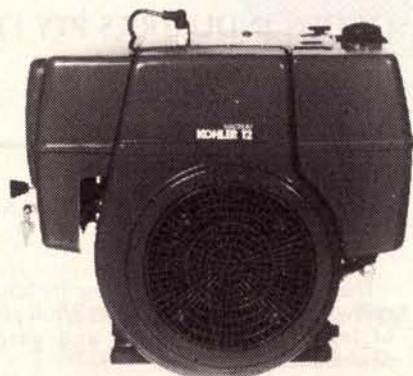
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HEAVY DUTY KOHLER RELIABLE-POWERFUL ENGINES

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trucks, 200l drum trucks, gas cylinder trucks, and a variety of other general-purpose handtrucks.

The many different models facilitate materials handling in all branches of industry and around the home.

Kelso Guarantee

All Kelso products are sold with an unconditional guarantee against faulty workmanship and materials, subject to fair wear and tear within the normal working life of the products.

SEWER EQUIPMENT COMPANY (AUST)

Inc G. H. Rose & Co and Electric Eel (Aust)

11 Carrington Road
Marrickville, NSW, 2204, Australia
Phone: 559 5622

Sewer Equipment Company (Aust) previously trading as Electric Eel (Aust) will be displaying a comprehensive range of Sewer & Drain Cleaning Equipment — including the now Australian made Electric Eel Model 'A', Burton Powersnake, plus hand rods and accessories.



9-11 Nowill Street
Condell Park, NSW, 2200
Phone: (02) 708 2211

Tube Fab Pty Ltd will display many of its large range of products on their stand at the HirExpo. Two of the main products displayed will be their Golden Deluxe Folding Tables and their SHOPWALL® shopfittings.

Golden Deluxe Folding Tables are rapidly proving to be one of the best tables available to the hire market. The table top is completely enclosed in a steel extrusion which eliminates damage to the edge of tops. They fold down to the completely flat 38mm which makes them easy to store and transport. There is a complete range of sizes from 1200mm to 2400mm long by 760mm to 1800mm round. Various types of tops are available and the frame can be powder coated in almost any colour. The tables are fitted with a patented locking device and will NOT collapse. Special tables can be manufactured to suit your requirements.

SHOPWALL® is Tube Fab's latest release. It is a range of shelving suitable for shops, offices and exhibitions. SHOPWALL® is easily assembled by inexperienced staff. It can be used as temporary partitioning to create that extra office or storeroom that may be required for only a short time or permanently. It is ideal for special displays in showrooms and can be changed to suit the situation with the minimum of hassle. Many accessories are available in the way of shelves, wall panels and display fittings. Special colours can be arranged and Tube Fab can assist with the complete layout of any project you have in mind.



VIBROMAX AUSTRALIA PTY LTD

Incorporated in NSW

55 Myoora Road
Terrey Hills, NSW, 2084
Phone: (02) 450 2780/450 2844
VIBROMAX AUSTRALIA PTY LIMITED

No 1 in 1986

Vitromax is a wholly-owned subsidiary of Case-VIBROMAX of Dusseldorf, West Germany.

Vibromax Australia, whose Head Office is located at Terrey Hills, NSW commenced operations in July, 1983.

VIBROMAX is very proud of the fact that, at the end of the fourth year of operations, they were the acknowledged leader in the road roller market in 1986.

As well as road rollers, the VIBROMAX product range includes a broad variety of equipment used by the hire industry.

VIBROMAX products include tamping rammers, one-way and reversible plates, concrete cutters etc, as well as walk-behind and ride-on rollers, from 1.7 tonne to 18 tonne in weight.

The VIBROMAX exhibit at HirExpo will feature a selection of this equipment, including some products which will be displayed for the first time.

VIBROMAX has many valued customers in the hire industry and looks forward to the opportunity of seeing some old and new faces at Sydney HirExpo.

VIKING EQUIPMENT PTY LTD

Newbridge Road
Moorebank, NSW, 2170
Phone: 602 3666

The manufacturers of Gerni High Pressure Cleaners are celebrating 25 years of pressure cleaner manufacture with the release of the incredible new Turbo Laser range of cleaners.

Gerni are maintaining their position in the forefront of the industry in Australia with this high-technology advance in the treatment of water under pressure.

Gerni have been distributed Australia-wide for over 10 years by Viking Equipment who have extensive experience in the needs of the hire industry.

The new Gerni Turbo Laser has 60% more hitting power than the previous Turbo Lance which was in itself 50% more powerful than the normal fan lances. This has given a new meaning to measuring cleaning

performance as it is now more important to see cleaning effect on the surface to be cleaned rather than measure performance simply by the output of the pump.

The new single phase cold water Turbo Laser equipped Gerni can now give similar performance to a petrol driven or 3-phase unit with the advantage of convenience, economy and less maintenance.

The latest addition to our range is the Gerni Wet and Dry Vacuums and Extraction Machines which will be exhibited and demonstrated on our Stand.

We offer in our range, hire-proven industrial cleaning and decorating equipment, the Gerni high pressure water cleaners, vacuum cleaners and extraction machines, the Airlessco airless paint sprayers, and Hiretech wallpaper strippers, floor sanders and edge sanders.

The Viking Organisation backs up all sales of equipment with a comprehensive range of spare parts and after sales service.

WACKER AUSTRALIA PTY LTD

14 Vore Street
Auburn, NSW, 2144
Phone: (02) 648 0366

WACKER AUSTRALIA has been involved with the Hire & Rental Association since its inception and understands that the key to construction equipment rental is quick payback. Quick payback results from quality equipment, and that means top performance, contractor acceptance and a manufacturer that stands behind its products.

Since 1848 WACKER have been producing quality equipment, much of which is ideally suited to the hire and rental industry, and with WACKER's direct presence in Australia since 1960 these products have enjoyed, and will continue to get, unequalled parts and service support. Consequently WACKER has the high degree of customer acceptance to ensure quick payback.

On their stand at the Hire Convention Exhibition WACKER is displaying some of their products. Their vibratory rammer range, soon to be increased to 7 models, remains the market leader and is the most comprehensive in the industry. The locally produced VPH70/VPR70 and BPU3345 plates provide the best value in the market for efficient compaction at competitive prices. HD3.7/RD3.7 Flexible shaft drive units, compatible with all makes of flex shaft vibrators and pumps that use the standard 3 dog coupling, protected by heavy duty tubular steel frames give reliable performance and long life in the most extreme application. You can see these and other units on the WACKER Stand.

Contact your local WACKER branch for further information.

WENNICK MACHINES (Rupes Australia) Pty Ltd

133 Botany Road
Waterloo, NSW, 2017
Phone: 699 7427

Wennick Machines have been the Australia-

CROWN

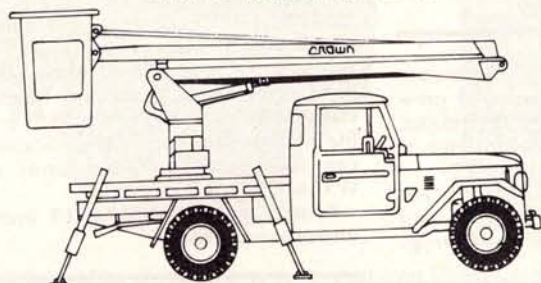
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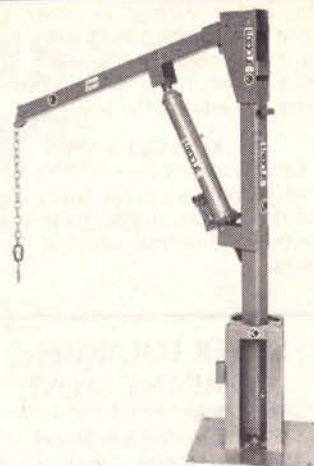
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Tel: (062) 82 1862

lian agents for RUPES portable power tools and spare parts for the past 25 years and have ultimately become the market leaders for power tools in the automotive industry.

RUPES portable tools and spare parts are available in all states of Australia and are backed by the most reliable service and spare parts department.

RUPES produce some of the finest power tools in the world. The range includes sanders, grinders, polishers, screwdrivers, drills and vacuum cleaners. Those tools of particular interest to the hiring and rental industry would be in the finishing sanders, polishing machines, angle grinders and vacuum cleaners.

RUPES Mod SS70 orbital sanders with 5mm orbit and powerful 350W motor, is driven through a tough gearbox to guarantee reliability under the toughest working conditions.

RUPES Mod LT2 polisher suitable for lambswool and foam polishing pads 2100 and 100 rpm 900W motor, very light at only 3.3 kg.

RUPES Mod S130 wet and dry vacuum cleaner stainless steel container with 45 litre capacity 2 hp motor WT25 kg suitable for most industrial cleaning jobs.

RUPES Mod GP6 and GP8 heavy duty angle grinders 2,200 watt powerful motor. This is the largest of the RUPES grinders and is therefore suited to most grinding, cutting and masonry work.

Wennick Machines (Rupes Aust) Pty Ltd throughout 1987 are celebrating 25 years in Australia and we are very optimistic of having an even better next 25 years.

WESTPOINT CORPORATION LTD

Auckland Office: 28 Dunn Ave,
Mt Wellington, Private Bag Panmure,
Auckland, New Zealand.

Phone: 57 1159. Telex: Wescorp NZ60883.
South Island Branch: Unit 4, 10 Sheffield
Crescent, Burnside, Christchurch. Phone:
(03) 58 4250.

Industrial heating invariably means keeping people warm to maintain productivity. With the onset of cold weather, the conventional solution is to fire-up a main boiler plant to heat the entire premises, with all of the associated operating and maintenance costs and ever increasing fuel bills.

INSTANT FLEXIBLE HEAT

Consider the energy efficient alternative — ANDREWS GASMASTER PORTABLE AIR HEATERS. You can achieve on-the-spot heat instantly, without waste. No expensive warming up period, simply wheel into position and switch on, to provide safe controllable heat, when and where you want it. Used singly or in multiples, highly manoeuvrable and robust, Andrew Gasmaster portable heaters burn LP Gas, and deliver heat ranging from 30,000 to 260,000 Btus per hour.

100% EFFICIENT

Compared with the 75% efficiency, at best, of central boiler plant, Andrews Gasmaster direct fired heaters are 100%



efficient, based on Nett Calorific Value. The capital cost of the Andrew Gasmaster portable heater is at least 50% LESS than a fixed warm air system of equivalent Btu output.

RELIABILITY

In addition to twelve months warranty,

product design features facilitate economical preventive maintenance and simple servicing.

WELL-PROVEN HEAT

The Andrews Gasmaster range has proved highly reliable in service over many diverse industrial and commercial applications and withstood the extreme conditions experienced by the BRITISH TRANSGLOBE EXPEDITION.

So before you switch on your heating system this winter... stop... consider the economic alternative. ANDREWS GASMASTER PORTABLE AIR HEATERS, they turn ENERGY SENSE INTO ACTION.

LP GAS MODELS

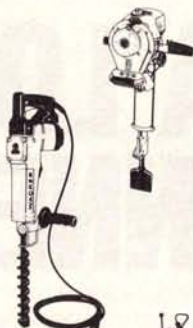
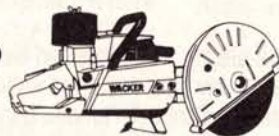
G125 Input 30,000 to 125,000 Btu/H. Heated Air 400 CFM. Consumption 0.6 to 2.6 kg/hr.

G260 Input 65,000 to 260,000 Btu/H. Heated Air 1200 CFM. Consumption 1.36 to 5.5 kg/hr.



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QUALITY EQUIPMENT TO MEET THE NEEDS
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SA 5067
Tel: 42 2331

SYDNEY
14 Vore St,
Auburn
NSW 2144
Tel: 648 0366

BRISBANE
Unit 6,
42 Moss St.
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For when
the user is
not the owner. .
(You know what we mean!)

THESE ARE JUST TWO EXAMPLES

Vibratory Tamperers

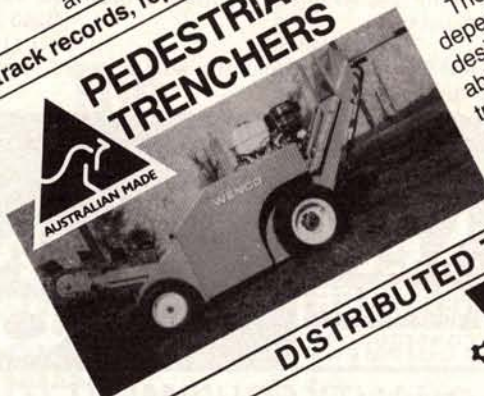
Easy to operate, light, compact but powerful, these tamperers are built to absorb heavy punishment on soil or bitumen compaction, with efficient jump heights up to 60mm. Plate widths of 230 and 280mm are ideal for

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Bomag and Wenco - solid track records, reputations and dependability - more than tough enough for this industry!

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.

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Model 49H

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Only 813mm wide, with 8.2kW power, trenches up to 150mm wide and 750mm deep. Features hydraulic travel, boom raise and lower.



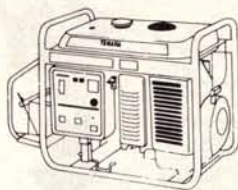
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Smithfield 2164.
(02) 604 9333

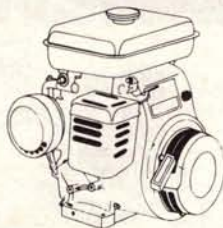
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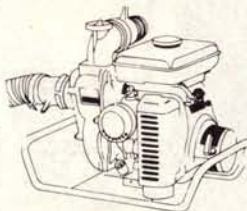
GENERATORS

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- ☐ Generator: 5kVA to 10kVA
- ☐ Pump: 2 inch
- ☐ Pump: 3 inch
- ☐ Welder: 200 amps
- ☐ Welder: 250 amps

Name:

Address:

Code:

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POWER PRODUCTS

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Yamaha Motor Australia Pty. Limited.
705 Springvale Road, Mulgrave 3170. Tel: (03) 560 7288

DISTRIBUTORS: QLD: Annand & Thompson Pty. Ltd., 30 Johnson Street, Bulimba 4171. Tel: (07) 399 0999. NSW: Yamaha Motor Australia Pty. Ltd., 3 Coal Street, Silverwater 2141. Tel: (02) 647 2044. VIC: Yamaha Motor Australia Pty. Ltd., 705 Springvale Road, Mulgrave 3170. Tel: (03) 560 7288. TAS: Sport & Road Retail Pty. Ltd., 232 William Street, Devonport 7310. Tel: (004) 245122. SA & NT: Pitmans Holdings Pty. Ltd., 224 Main North Road, Prospect 5082. Tel: (08) 344 8681. W.A.: Yamaha Motor Australia Pty. Ltd., Unit 6, 166 Kewdale Rd, Kewdale 6105. Tel: (09) 353 3166. NZ: Moller Yamaha Ltd., Paraite Road, Bell Block, New Plymouth. Tel: 70930.

IF, like most hire business operators, you dread the month end close with all those account invoices to be re-written or re-typed to carry on next month and posting them all by hand — not to mention the statements and aged trial balance — relax, its all been computerised!

Just pour yourself a cold beer, switch on the computer, press a couple of buttons, sit back, enjoy the beer and watch the computer automatically calculate all of the charges for the end of month, automatically print all of the invoices, automatically produce all of the statements and aged trial balance, automatically post all of these amounts to the correct account in your sales and general ledgers, and produce detailed analysis of your whole month's performance all in the space of ½ an hour or so!

That's not a fantasy any more! It's just some of the benefits provided in the new 4th generation language written Rental Management System recently released in Australia.

James Lolley, President of Systematic Computer Services Limited, Toronto, Canada recently spent two weeks in Australia with Chris Pannell, Managing Director of The Software Link and National distributors of Systematics computer software in Australia for the past year or more.

The new programme is based on over five years of experience and close to 200 active applications in USA, Canada and Australia (with about 24).

Users of the new system are ecstatic and include such prestigious companies as Budget Car Rentals in North America, Thrifty Car Rentals, United Rent Alls and many others. The new system is already scheduled for installation by many major Hire and Rental companies around Australia.

The new Systematics Rental Management System programme is a computer programme written by another computer programme. It is therefore free of human error.

Some of the benefits available in the new system include automatic cycle billing or invoicing with the computer calculating the rates to be charged in the same way a human person would. Individual rental rates and charging philosophy can be applied for every single product in your hire fleet if you want. A calendar within the programme is generated according to your policy of pricing and it can take into account flexi days,

NEW RENTAL MANAGEMENT COMPUTER SYSTEM RELEASED IN AUSTRALIA

by KAY COLDWELL

public holidays, special weekend rates and charges or whatever type of approach you wish to adopt for costing. The beauty of this approach is that you only need to write it all down once, it is entered into the computer and from then on all of your invoicing is automatically done in the same way a human person would invoice.

The programme is completely multi user with record locking built in and systems with up to 32 terminals or more can be installed if required.

On-site or in house-training is offered by The Software Link staff at their Gosford headquarters. Instant on-line help is available Australia-wide by means of a modem installed within each customer's computer, which enables instant connection (subject to the whims of Telecom!) to The Software Link master computer where their staff can assist directly from keyboard to keyboard in your office — anywhere in Australia.

Other benefits of the new system include instant availability status on every item at any time in the future, perfect for party hire, exhibition hire and the entertainment industry generally where future availability status is critical.

Another major feature of the new system is the facility of the computer to keep track of every contract on a site basis. For example items can be added to a contract with an existing customer and site and returned and invoiced off the contract at any time and the computer keeps track of each item individually for the period it has been out on hire. The volume of paper work is substantially reduced both for the hire company and the customer.

There is an on-board bad guy file

which, once names and/or licence numbers are entered, will automatically warn an operator if that person's name or licence number is entered onto a contract. This warning system is quite automatic.

The new Rental Management System is available in modular form and the basic modules necessary for start up are general ledger, accounts receivable and rental management, the on-line support is compulsory. Optional modules include order entry, accounts payable, payroll, direct mail and reservations.

For those people with an IBM compatible computer a demonstration disk showing the contract counter operations is available at no cost.

A full working programme demonstration configuration is available, don't ask for it unless you are serious — it consist of 20 diskettes and requires 7MB of space to load and run on a hard disk IBM compatible computer. The cost for the full working demonstration programme is \$100 which is refundable upon return or purchase of a full system.

For those hire companies who are serious about cost cutting and improving management efficiency and productivity this new computer programme would seem to be the answer, every possible function and requirement necessary for the smooth, efficient operation of a hire or rental business seems to be incorporated within it!

Further information and demonstration programmes are available from The Software Link.

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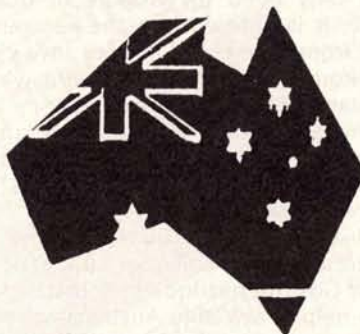


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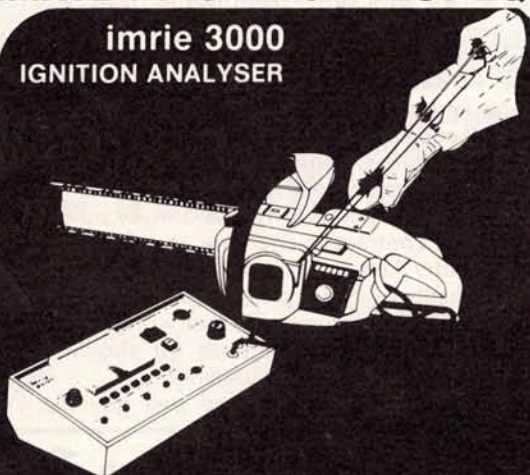
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SOME HIDDEN TRAPS OF CHAINSAW MAINTENANCE

from STIHL

You regularly clear out the air filter, adjust the carburettor nicely, check the fuel, keep the chain sharp, clean the guide bar and chain, check screws and bolts for tightness, and keep your chainsaw free from dust, grease and dirt.

Good. But is it enough?

There are a few points about chainsaw maintenance that are often overlooked, even by professional users.

Mostly these are simple matters of routine checking and adjustment, but in some instances, their neglect can cause lasting damage or waste valuable hours of down-time while you search for more complicated causes of the trouble.

Let's take a look at some of these obvious, but often overlooked maintenance "traps".

THE FUEL FILTER: This small but highly essential little device in the fuel tank can cause a great deal of bother if you don't maintain it properly. When the fuel filter gets blocked or just doesn't work, neither does the engine.

Air filters get cleaned regularly because they're easy to see, easy to get at. Fuel filters, being out of sight in the tank, tend also to be out of mind, but it's well worth the trouble to take a regular look at them and clean thoroughly.

Only recently a Stihl dealer reported

that a professional chainsaw user carried out three different repairs to his carburettor before checking the fuel filter, to find it completely blocked.

OIL TANK FILTER: The little pick-up filter in the lubrication oil tank also needs regular inspection. Most users look at the oil pump but very few check the oil line and the pick-up filter in the tank.

SAFETY DEVICES: Chainsaw manufacturers today build a range of safety features into their machines to protect the operator. It's the experience of many manufacturers that on saws that come in for servicing or repair, these safety devices have not been properly maintained to allow them to operate to maximum efficiency.

For instance, most modern chainsaws are fitted with a bolt or other projection on the engine casing which is positioned so that, in the event of the chain breaking, it will be prevented from whipping back on to the operator's hand.

Stihl calls this device a chain catching bolt, but on other brands a different term may be used.

This bolt is made either of aluminium or plastic, so that if the chain catches it in normal operation the chain will not be damaged. Constant contact will, however, eventually cause the bolt to wear, reducing its effectiveness in the event of a chain breakage. The bolt should therefore be replaced as soon as wear becomes apparent.

FLOCK TYPE FILTERS: It's a common practice to clean filters with a jet of compressed air. This can cause problems with flock filters, because the strong air pressure can break the flock material away from the metal screen, thus destroying its filtering capacity. These fibres should be washed in petrol and shaken dry.

CHAIN BAR WEAR: The chain bar, as well as the chain itself, is subject to wear — and it wears quickest in the underside of the bar. That's why it's important to turn the bar over occasionally.

If this is not done, the underside of the bar, which obviously carries most of the weight and pressure of the sawing operation, will develop a concave box and eventually become useless. Turning the bar over regularly will lengthen its working life considerably.

CHAIN TENSION: Another common maintenance fault is over-tensioning of the chain. The chain should be tensioned so that it can be freely rotated by hand around the bar. (Wrap a piece of cloth around your fingers, or use leather gloves before you do this).

Properly tensioned, the chain should rotate easily around the bar without hanging slack on the underside.

If it is too loose, it will cause increased wear on the top edge and on the back or engine end of the bar. If it's too tight, it will drain power from the engine and cause accelerated wear on the tip or roller nose of the bar.

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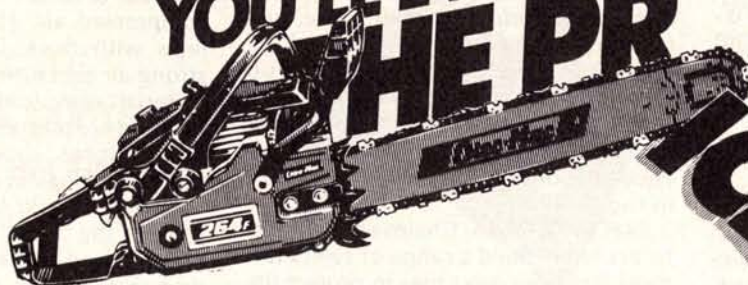
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Each year we introduce new products. Our latest product released this month is the 'Multi-Purpose Invalid Sick Bed'. With a growing number of elderly people in Australia, and over-

crowding in hospitals and nursing homes, the government is promoting 'home health care', to relieve the problem. This product is ideal for this purpose. It is truly multi-functional as shown in the attached photographs.

Currently on the Australian market there isn't a product which offers such versatility. As one of Australia's largest suppliers of wheelchairs, we can say there has been a need for this product for some time. So if you're looking for a growth area to add to your range, please write or phone for prices and catalogues. We currently have some 300 distributors and outlets but there are still areas of Australia where our product range is not handled.

For any further details, please contact our office at 478 Logan Road, Stones Corner, Qld. Phone: (07) 397 9755, or arrange an appointment and we will show you our range.

Editor's Note

Healthquip have been in business since 1967, hiring and selling body building, exercise and surgical equipment. Recently, we have found care for the sick, elderly and incapacitated, a growing business. Eighteen years ago I received catalogues from large hiring firms in the United States and on the front page they had a drawing of a hospital sick bed. My first reaction was one of surprise. Why a sick bed?

Looking at the facts, we all work hard and plan for old age, unfortunately not all of us have perfect health. When illness strikes a member of your family, there is sometimes a feeling of helplessness and a strong desire to ensure your loved ones receive the best care.

Home health care becomes a necessity in some cases. We believe specialised hiring firms or large hiring firms can cater for the needs of these people. One of our largest distributors, Stewart Barlen Hire, Canberra, employ specialist staff to manage their health care section. Products may be hired for short or long terms and in many cases after a fixed hire period can be purchased outright. The main concern is that the customer comes first and their needs are met.

***We are looking for a caption
... any suggestions?***

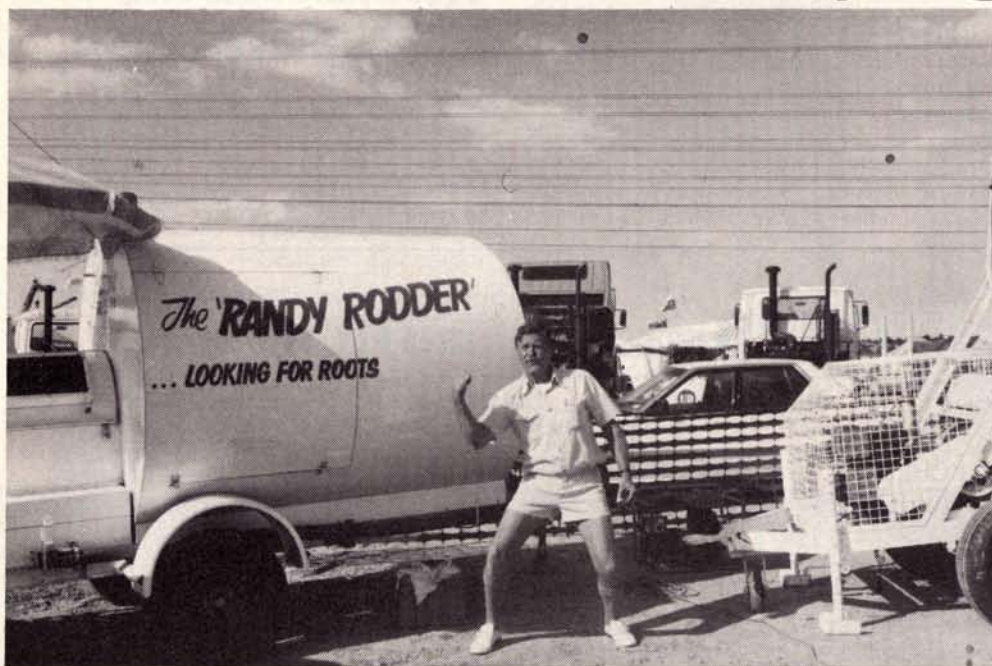


Photo taken at
the local
Government
Engineers'
Exhibition of
Flexible Pipe
Cleaning Tools
Equipment.

MANUAL HANDLING HEALTH HAZARD

The National Occupational Health & Safety Council is a body established by the Commonwealth Government to develop, facilitate and complement a national occupational health and safety strategy.

One of the areas addressed by this body is:

MANUAL HANDLING

This area has become a priority issue in occupational health and safety because of its enormous impact on society as a whole. Many occupations run high risks of back injury from lifting, twisting or prolonged posture in awkward positions.

Very little information is available on

manual handling injury apart from those incurred in lifting and carrying weights. With all of our mechanisation, manual handling is still a substantial feature of our life.

In the area of hire and rental many tasks require varying degrees of manual handling and some statistics researched by the National Health Safety Council warrant our attention.

The vast majority of these accidents result in back injury. Back pain is the

single greatest cause of lost time in Australian industry.

The current legislation which was recently enacted in NSW, Victoria, South Australia and Tasmania covers all workplaces under State jurisdiction and requires that a work environment is safe and without risks to health. There are limits on the maximum weight that can be lifted by women and young workers in many Awards. However, because these limits

TABLE 1 INDUSTRIAL ACCIDENTS: NUMBER OF ACCIDENTS, TIME LOST AND COST BY DISABILITY AND AGENCY OF ACCIDENT, BY STATES

Over-exertion in Lifting or Carrying an Object (Code 41)

Outcome	N.S.W. 1982-83	VIC. 1983-84	QLD (a) 1983-84	S.A. 1983-84	W.A. 1982-83	TAS. 1983-84
Fatal						
No. of Accidents	1	-	-	-	-	-
Cost of Claims (\$'000)	0.1	-	-	-	-	-
Permanent Total Disability						
No. of Accidents	24	19		6	1	3
Time Lost (weeks)	-	-		-	50.0	-
Cost of Claims (\$'000)	6 971.4	714.0		423.8	75.0	60.0
Permanent Partial Disability						
No. of Accidents	197	192	52	120	55	3
Time Lost (weeks)	58 054.0	4 229.0	NA	3 793.0	2 398.0	69.0
Cost of Claims (\$'000)	13 007.9	6 786.5	NA	3 820.7	3 474.0	38.0
Temporary Disability						
No. of Accidents	12 664	8 365	5 665	1 542	3 467	612
Time Lost (weeks)	213 382.0	55 395.0	43 013.0	7 691.7	21 859.4	2 727.0
Cost of Claims (\$'000)	59 373.2	48 978.5	NA	7 425.9	13 779.0	1 242.0
TOTAL						
No. of Accidents	12 886	8 576	5 717	1 668	3 523	618
Time Lost (weeks)	271 436.0	59 624.0	43 013.0	11 484.7	24 307.4	2 796.0
Cost of Claims (\$'000)	79 352.6	56 479.0	NA	11 670.4	17 328.0	1 340.0

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ENGINES

GENERATORS

PUMPS

generally occur in legislation for factories, shops and certain industries, many people, male or female, are not covered. In particular the hire industry with its predominance of small, often husband and wife operations, is a risk area.

The National Occupational Health & Safety Council's draft code of practice includes the following components for an ideal lift:

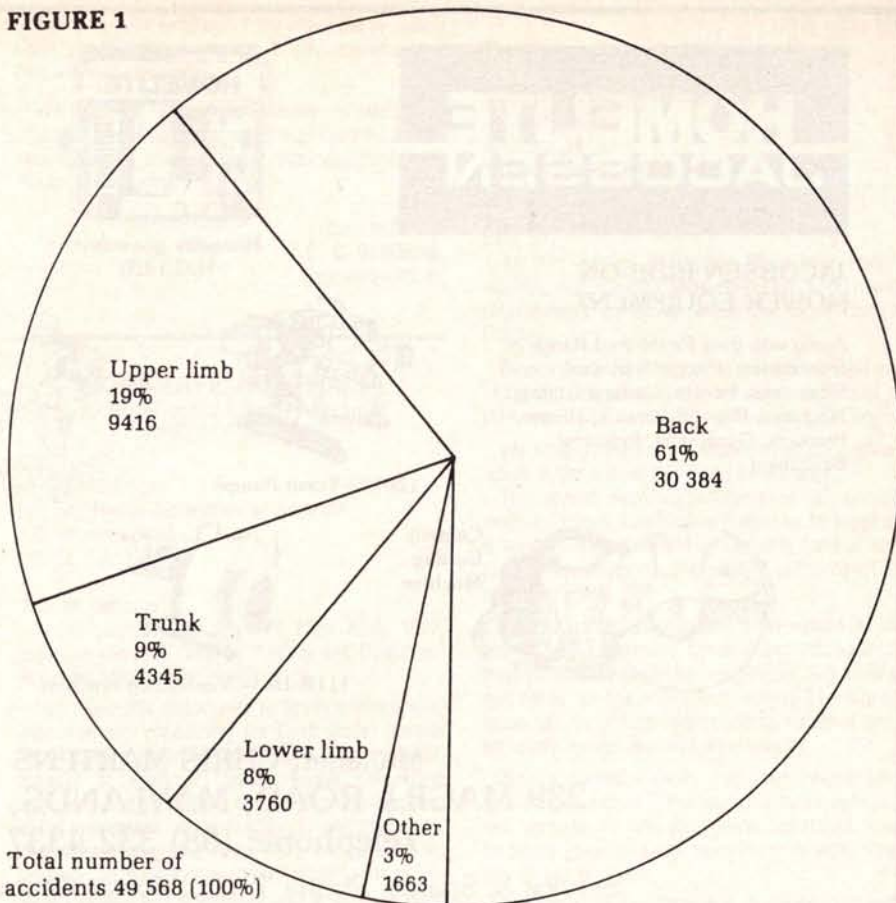
- (i) vertical, mid-thigh to shoulder lift;
 - (ii) compact load;
 - (iii) use of both hands;
 - (iv) operator in unrestricted space;
 - (v) load held close to operator;
- and no unaided lifting above 16 kg.

There were 32,988 industrial accidents relating to over-exertion in lifting or carrying in Australia in 1983-84 and 17,968 relating to over-exertion in handling an object other than lifting or carrying.

Your business needs YOU to function and succeed. Care and awareness of the risks with manual lifting are important considerations for all hire operators. Don't become a statistic!

NB Comprehensive information on safe handling can be obtained by contacting the National Occupational Health & Safety Commission, GPO Box 58, Sydney, NSW, 2001, or the relevant Department of Labour & Industry in your State.

FIGURE 1



PUMPS PUMPS & MORE PUMPS

**FOR THE HIRE
INDUSTRY**

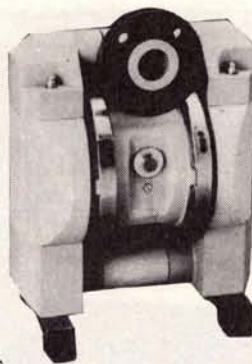
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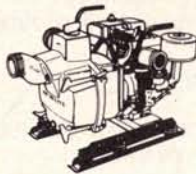
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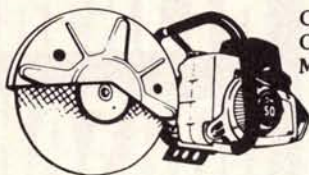
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Letters on Manual Handling

22nd April, 1987

Working Party on Manual Handling
Worksafe Australia
National Occupational Health Safety Commission
GPO Box 58
SYDNEY, NSW, 2001

Dear Commissioners,

The Hire and Rental Association of Australia, South Australian Region, Inc, wish to express their concern regarding new safe manual handling requirements contained within the Draft Code of Practice. The South Australian Region is a branch of the National Hire and Rental Association of Australia which has over 400 members throughout the country, representing many aspects of the hire and rental industry, including builders and home-handyman equipment, plus party hire materials.

We strongly believe the efficiency of our Industry will suffer should this Code be adopted.

The recommendations that all unaided manual lifting or handling be limited to 16 kilograms is impractical. To illustrate the effect of this new Code, I have some examples below.

A commonly used piece of hire equipment, a small jackhammer, weighing an average of 18 kilograms currently managed by one person, would require assistance to lift and handle the equipment under the proposed Code.

Another unit of equipment often used on building sites and by home handymen is a portable brick saw, weighing 70 kilograms, which is currently lifted by two or more persons, but would require some form of mechanical handling system with the new Code.

This hire company would be faced with enormous capital cost to replace what would be regarded as obsolete stock. Furthermore, the additional cost of labour to handle the equipment would affect the viability of his business.

This is but one example of the effect the proposed Code would have in the day-to-day operations of hire industry members.

We therefore strongly oppose the unrealistic and impracticable Code and urge the Commission to reconsider the effect of these recommendations on Australian industry.

Yours faithfully,
R. S. OSBORNE,
Executive Officer.

WORKSAFE AUSTRALIA NATIONAL OCCUPATIONAL HEALTH & SAFETY COMMISSION

Mr R. S. Osborne
Hire and Rental Association of Australia
136 Greenhill Road
UNLEY, SA, 5061

Dear Mr Osborne,

Thank you for your letter of 22nd April, 1987, regarding the Draft Code of Practice and Discussion Paper on Safe Manual Handling.

May I take this opportunity to clarify a widespread misconception concerning the Draft Code: It does not propose a 16kg limit on lifting. It does, however, propose a series of "action levels" at which employers and employees should give consideration to the appropriate action in lifting or carrying loads. Where weights greater than 16kg are to be lifted regularly, such lifting should be "aided". The definition of aided lifting includes proper training in lifting techniques, team lifting or mechanical assistance as appropriate to the task.

The National Occupational Health and Safety Commission has released the document for public comment because it is committed to considering fully the practical effects of its Codes of Practice. Please be assured that the document is included to prompt discussion and that the extensive comment received will be thoroughly evaluated before a final Code of Practice is endorsed by the Commission.

You should also be aware that under the National Occupational Health and Safety Commission Act, all Standards and Codes of Practice endorsed by the National Commission are of an advisory nature only and do not become mandatory unless adopted in State or Territory legislation.

Yours sincerely,
for **ACTING CHAIRMAN**
5th May, 1987.

28th April, 1987

The Working Party on Manual Handling
Worksafe Australia
National Occupational Health and Safety
Commission
GPO Box 58
SYDNEY, NSW, 2001

Dear Sir,

We the owners of Betboy Party Hire wish to express our concern regarding new safe manual requirements contained within the Draft Code of Practice.

Betboy Party Hire is a small company involved in hiring party equipment. We are also members of the Hire and Rental Association of Australia, SA Region.

We strongly believe the efficiency of our business would suffer should this Code be adopted.

The stated recommendations of all unaided manual lifting or handling be limited to 16 kilograms is totally impractical and unworkable for our company. Some examples of the effect of this new Code are listed below.

A small barbecue (body unit only) weighs 34 kilograms and is currently handled and placed in the boot of vehicles easily by one person. A 9 kilogram gas bottle for the above unit weighs 21 kilograms when full. To require two people to handle it would be totally unworkable and unnecessary.

A large barbecue (body unit only) weighs 44kgs and is easily placed in the boot of a motor vehicle by two persons. To use mechanical assistance would be totally unsuitable and beyond the financial structure of our business.

Another common item is a marquee **roof only**, weighing an average of 34kgs. This unit is rolled and placed in a bag for transportation and is easily handled by one person. Using two would be very costly and time wasting. One person with the marquee roof on your shoulder is less strain than carrying between two people.

Our hire company would be faced with enormous capital cost to replace what would be regarded as obsolete stock.

Furthermore, the additional cost of labour to handle the equipment would affect the viability of this business.

We strongly oppose this unrealistic and impractical Code and urge the Commission to reconsider its effect on Australian industry.

Yours faithfully,
L. BOYLEY,
R. BETTISON.

WANTED: HIRE BUSINESS

Melbourne Consortium wishes to purchase a profitable business in metropolitan area. Would prefer business with obvious potential for improvement and expansion.

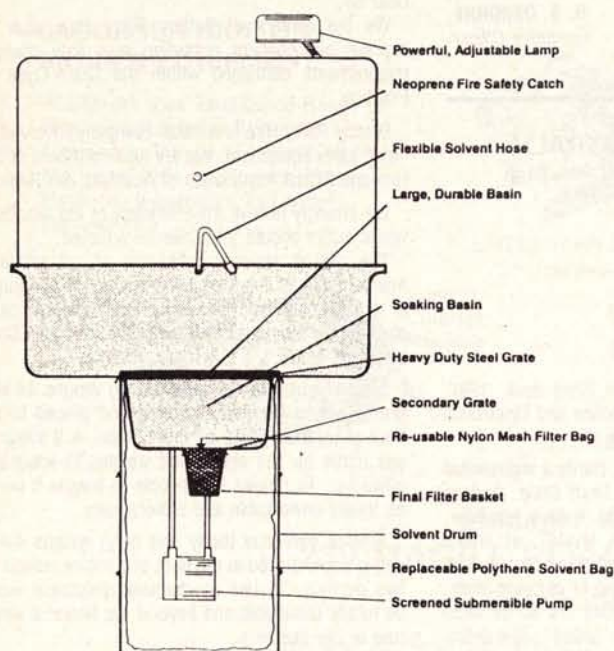
This company is interested in any of the following:

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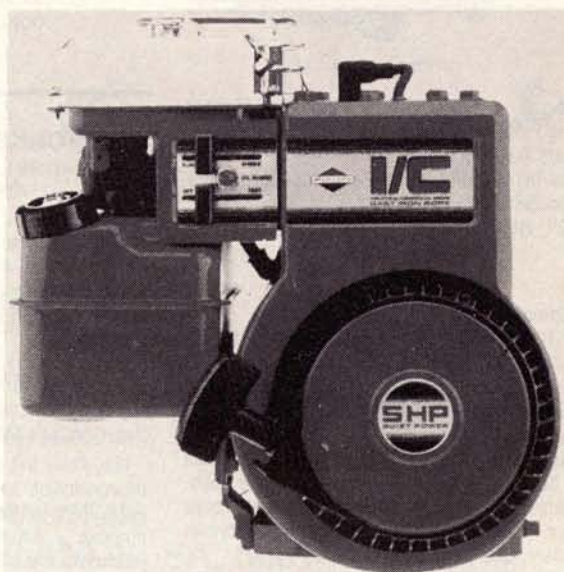
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BRIGGS & STATTON INTRODUCES NEW 5-HORSEPOWER ENGINE DESIGN



The new Briggs & Stratton 5 hp I/C engine has been redesigned to give greater user benefits.

Milwaukee, WI (February 20, 1986) — Powerful performance and durable construction mark the Briggs & Stratton Industrial/Commercial engine. The newly restyled version of the original 5-horsepower I/C engine will be introduced to the I/C family.

This versatile and user-friendly engine features a flat-panel air cleaner, a convenient control panel, an aluminum diecast carburettor and optional finger guard.

The redesigned, two element air cleaner reduces overall height of the engine and provides greater engine protection and better serviceability.

Displaying choke control, engine speed and stop functions, the control panel incorporates two horizontal levers for the three functions. The panel also holds an indicator light for an optional OilGard low-oil shut-down system.

Complete with a fixed main jet and adjustable idle, the carburettor has a venturi tube that gives better acceleration, increased load pick-up, and more efficient starting.

The new finger guard is of black, high density propylene and can be factory installed or field retrofitted to the engine.

Other benefits of the new engine include a larger bayonet type fuel tank cap, a rack and pinion control linkage and redesigned blower and rewind housing.

The 5-horsepower engine, as well as all other Briggs & Stratton I/C engine models, carries an exclusive 2 + 5 warranty. The engine is warranted for two years and the Magnatron Ignition System, for five years.

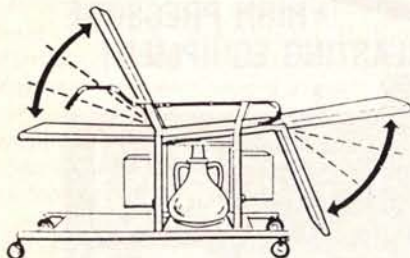
Get more information about the Briggs & Stratton I/C engine range from Briggs and Stratton Australia Pty Ltd, 3 Conifer Crescent, Dingley, 3171. (Private Bag 48). Phone: (03) 551 1407.

PRODUCT NEWS

Multi-Purpose Invalid Sick Bed

Designed by two caring sons for both their sick and elderly parents. This unit has been designed completely multi-functional, to service the daily needs of a sick or incapacitated patient.

1. As a bed, on wheels (with locking device). The Sick Bed can be used in a bedroom or it can be moved into a sunny area indoors or out. The elevating headrest can be easily adjusted up or down with the aid of double sided cranks, geared so that, regardless of the weight of the person there is very little effort involved.
2. As a chair, in an upright position. The user is comfortable, with supports for the arms and feet. Comfortable enough to read, watch television, or just to simply have a chat!
3. With a table, attached it is convenient for all meals.
4. As a commode.
5. When washing a patient. Simply remove the mattress and specially designed PVC sheets can be hung beneath the bed to catch any excess water and the patient can be washed comfortably on top of the reinforced nylon webbing.
6. Intravenous drip attachment, makes moving the Multi-purpose sick bed easy. A genuine complaint from



hospital staff is that two people are needed to transport patients in wheelchairs, one to push the chair and the other to hold the drip. The attachment can also hold a report sheet or towel.

Available from Healthequip — (07) 397 9755 Lincoln 225 AC/DC Welder

"The Quietest Yet"

Hire companies have been the first to take delivery of Lincoln Electric's latest 225 AC/DC combined welder and AC power generator which is the quietest yet in the company's comprehensive Weldanpower range.

The Weldanpower 225 is powered by the well-proven Kubota four stroke, 3 cylinder D950-B engine, from the same family as the motor driving the super-quiet 6.5 Dis-gen gen set, already used widely by hire companies for auxiliary power.

The Weldanpower multi-purpose machines range from the easily transportable 175P and 175D (petrol and diesel driven) AC welder/AC power units, to the 300 AC/DC Multi-Arc which can be used for Innershield, MIG, TIG and semi-automatic as well as stick electrode welding. All models can provide auxiliary power.

The Weldanpower 225 AC/DC diesel welder, the "quiet one", is described as three machines in one:

- DC to power LN-22 feeders for continuous wire welding, Hi-Freq for TIG welding, or stick electrode for stainless steel, alloy and high tensile welding and for hard-surfacing.
- AC for ordinary stick electrode welding and Hi-Freq for AC TIG welding.
- 240 Volt AC, 50 Hz for standby or

emergency power. Simultaneous welding and auxiliary power are permissible.

Three small cylinders

Contributing to the quieter operation are the Kubota's three small cylinders rather than fewer larger ones, resulting in smoother more continuous sound — only 70 dBA at 7 metres, the lowest noise level of all Lincoln engine-driven machines. The engine runs at 3000 rpm.

This quietness makes the unit specially suitable for project work where noise is a consideration such as night maintenance or lighting jobs. With its 6,000 VA generator for auxiliary power, its 240 V 50 Hz output can light sixty 100 watt bulbs or drive a 2 hp motor (provided it is started under no load). It operates all AC power tools within the rating of the unit.

Options include a High Frequency unit with gas valve for TIG welding.

Lincoln point out that continuous wire welding with the optional light weight LN-22 wire feeder and Innershield flux-cored electrodes (increasingly used on the farm as well as commercially) expand the usefulness of the 225.

Quiet operation factors

Lincoln Electric say factors contributing to the Weldanpower 225's quiet operation are:

- High cam shaft and short push rods resulting in reduced vibration, noise and wear.
- Small mass of crankshaft and pistons to minimise vibration.
- The crankcase's rigid tunnel type integral structure with built in injection pump, reducing vibration and noise.
- Water cooled engine, absorbing

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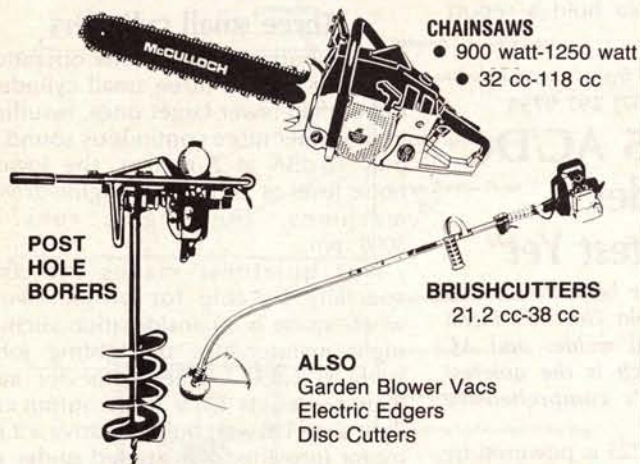
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Western Rider Mowers and Garden Tractors are available in 5, 8, 11, 16 and 18 hp models all of which have been suitably modified for tough Australian conditions without sacrificing their stylish American appearance. Western Riders also have a rear discharge cutter deck providing safer, more efficient clipping discharge and easy collection by a towed catcher if required.



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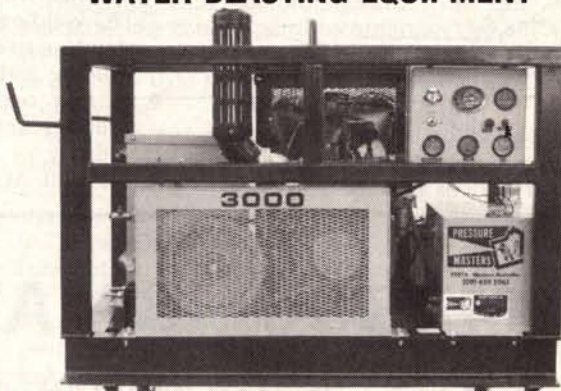
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PRODUCT NEWS

noise rather than radiating it, as can be the case with air cooled engines.

- Carefully designed and positioned engine mounts to minimise vibration.
- Air cleaner silencer and exhaust muffler mounted inside canopy, which is 1.6mm steel lined with 25mm insulation.
- Air flow patterns throughout planned to minimise noise transmission and emission.

Further information from The Lincoln Electric Company (Aust) Pty Ltd, 35 Bryant Street, Padstow, NSW, 2211. (Phone: (02) 772 7222) — or offices in Melbourne, Brisbane, Townsville, Mackay, Newcastle, Wollongong, Adelaide, Perth, Karratha, Launceston, Auckland, Christchurch, Singapore.

Blackwood Hodge Takes Dynapac On Board

Blackwood Hodge (Australia) Pty Ltd, one of the largest heavy equipment dealers in Australia, has just announced its appointment as national distributor for the Dynapac and Dickinson range of compaction and asphaltting equipment effective April 3rd, 1987.

This addition complements the existing Blackwood Hodge product range which includes Terex, Titan, Marathon, Hyster, Kobelco, Fiatallis P & H and Greison equipment for the construction, earthmoving and civil engineering industries.

In announcing the appointment Mr Peter Nockles, Blackwood Hodge Managing Director, said a recently acquired company would handle the Dynapac and Dickinson ranges and possibly a number of other products.

Mr Ian McMaster, National Marketing Manager with Dynapac for the past 8 years will head up the Dynapac operation.

The company will have its Head Office at Silverwater in NSW in the existing Dynapac premises, but Dynapac offices in other States will move into Blackwood Hodge premises from May 1.

The appointment will provide existing Dynapac customers with access to sales, service and spare parts from the more extensive Blackwood Hodge network consists of 14 branches strategically placed around the country.

Mr Nockles said Blackwood Hodge was proud to represent such a well respected company as Dynapac in Australia and he looked forward to a long and mutually successful relationship



Mr N. P. (Peter) Nockles

with both Dynapac and its Australian customers.

For further information, please contact:

Mr Ian McMaster, phone: (02) 647 1822.

Ms Sue Lister, phone: (02) 90 9278.

The Magnificent McCulloch's

This magnificent range of farm and professional chainsaws from McCulloch is the most significant and comprehensive ever seen in Australia.

First released in 1986, each saw features the very latest in European and American technology, including state of the art electronic ignitions and sophisticated anti-vibration systems.

These saws have been carefully targeted to ensure every farm and professional application is covered. Whether you want a big brute of a saw to knock down a forest — or simply a weekend saw to knock up some firewood, McCulloch have cut the confusion, and made choosing the best saw for the job easier.

Since their introduction in 1986, this gutsy range of chainsaws have gained acceptance with farm and professional woodcutters as well as government departments. The Pro Mac 6800 and the Super Pro 85 have both gained a permanent position of the NSW State Government Contract Board and are being used widely in the Forestry Commission, the MWS&D Board, State Rail, Local and Shire Councils. On a national level, both the army and navy have favoured these saws as well as the National Parks and Wildlife Commissions. These saws are competitively

priced and are available at all McCulloch authorised service centres.

The Pro Mac 4300

This super versatile light farm saw has been designed to professional specifications, yet weighs a mere 5.2 kg complete with bar and chain.

The Pro Mac 5200 Super

The ideal medium-price, lightweight, all-round chainsaw with a power to weight ratio of 1.8 kg per kW — one of the lightest in its class.

The Double Eagle 50

Soon, this will become Australia's most popular farm saw. A truly professional saw built for power, performance and maximum safety. It took 3 years and 4 million dollars to develop — and the result is nothing short of magnificent.

The Pro Mac 5600

For those who need a saw that's slightly more powerful, the Pro Mac 5600 is the ideal choice. The Pro Mac 5600 is strong and powerful enough to fell medium-sized timber, yet sufficiently lightweight and versatile to handle both farm and professional jobs.

The Pro Mac 6800

The Pro Mac 6800 is ideally suited to professional cutting or heavy-duty farm use. Its powerful 68 cc high torque engine delivers a healthy 3.5 kW (8 hp), yet weighs a mere 7.4 kg with 45cm bar and chain.

The Pro Mac 6800 is fitted with a Carby Primer Pump for fast, easy starting every time.

The Super Pro 85

The Super Pro 85 is a super power chainsaw, specifically designed to professional specifications for large and tough timber felling. Like all saws in the magnificent seven range, the Super Pro 85 delivers reliable, gutsy power, even under heavy loads. Feature for feature, there's not a better saw in its class.

The Super Pro 118

This is the big daddy of them all! A mean brute of a saw, with 118 cc and 5.9 kW of power to knock down the biggest hardwoods. The Super Pro 118 is one of the most powerful chainsaws in the world. Its super high torque (up to 8.1 nm) at low revolutions provides top pulling power in hardwoods.

New Multi-Purpose Engine Powered Pump

The Pacific Pump Company have announced the introduction of a new



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Tested under all conditions throughout
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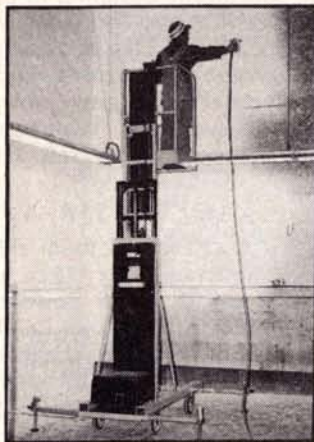
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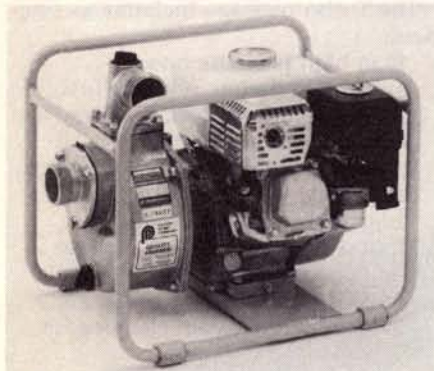
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DISTRIBUTORSHIP ENQUIRIES WELCOME

PRODUCT NEWS

multi-purpose light-weight self priming pump. Called the Pacific "Fire Chief" (Model TE2/50), it is suited for mop-up fire fighting and site dewatering, tank filling and general water transfer applications.

The pump features a heavy duty non



Pacific TE2-50 "Fire Chief" new multi-purpose self priming pump.

corrosive alloy casing; cast iron volute and non clog impeller enabling the pump to pass small solids in suspension; full roll/carry frame with vibration pads; and includes a heavy duty strainer as well as nut and tail fittings.

The new pump has a maximum flow

of 660 gallons per hour and a maximum head of 93 ft. It is powered by a reliable Honda GX110 gasoline engine.

This pump is ideally suited for the hire industry being both robust and reliable. Further information on the new Pacific "Fire Chief" is available from Pacific Pump Company, branches in all States.

Stihl Boosts Power On Cutquik Saw

With the introduction of its new TS760 Cutquik cut-off saw, Stihl has boosted power to 4.8 kW with engine capacity increased to 111 cc, compared with 89 cc for the TS510 model and 56 cc for the TS360.

The increased power of the TS760 allows it to make long cuts such as expansion joints and trench cuts more quickly and economically.

The new model features anti-vibration and electronic ignition and is fitted with a decompression valve for easy starting.

A new 350mm diamond cutting wheel for stone and asphalt has been developed to make full use of the TS760's higher power. This means the machine can be fitted either with a 300mm diamond wheel or the new

350mm wheel, although the latter is recommended for all normal cutting applications.

All cutting wheels approved for the other Stihl Cutquik models can be used on the TS760.

The TS760 can be mounted on a cart, which can be fitted with a water attachment and splash guard.

Leaders In Garage Equipment

Formula Engineering Pty Ltd of Smithfield NSW have been the recognised leaders in the field of garage equipment manufacturers and suppliers for over a decade. They have for many years produced lifting equipment designed primarily for the hire field.

Shown here is their KD35, ½ ton Knock Down Engine Crane, which can be completely dismantled for transporting. It is 100cm wide by 14cm leg height for access under low vehicles, it has a minimum jib height of 165cm lifting to a maximum of 280mm (9'2"). The boom has a three fixed position adjustment with hook and chain. Also pictured is the KD50, ½ ton Table Top Truck Hydraulic Crane. This has a 360° rotation same features as the KD35, the main jack and lifting boom assembly

HIRE AND RENTAL COMPANIES

Our Client wishes to expand present operations through the purchase of a broad range of hire and rental businesses.

Single or multi-site operations in metropolitan or country areas will be considered.

Contact Mr. M. Goodrich or Mr. J. Pollock on (03) 221 4722 for further information in strictest confidence.

Priestley & Morris
Chartered Accountants
Unit 6A, 426 Burwood Hwy,
Wantirna South, 3152

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PRODUCT NEWS

are removable for convenience and safety keeping, the unit is very simply installed on just about any table-top truck. A very popular part of these units is the high lift hydraulic hand jack of 3 ton capacity. These units are very reasonably priced and have an infinite number of uses.

Along with the above items Formula Engineering have a complete range of workshop items, including axle stands in seven different weight and design specifications, mechanics creeper boards, run-up ramps, engine stands for 4, 6 and V8 engines, oxy acetylene trollies, mechanics workshop stools, truck dual wheel manoeuvring trollies, axle bearing presses and a complete range of panel beaters portopower sets.

For complete catalogue on all Formula's equipment: Phone: (02) 604 9000 or write to PO Box 453, Smithfield NSW 2164.

Quik Kleen's Second Model

Quick Kleen Parts Washers Pty Ltd after having successfully sold 5000 of their popular 120P parts washing machines have now introduced a second model.

This model has been designed for the small workshop or backyard mechanic and sells for \$399.00 (inc tax and delivery) and yet a full solvent change service is still offered (when desired).

A full range of allied products such as hand cleaner, degreaser, concrete clean, and decarboniser etc, are also available.

Quik Kleen is looking to expand its successful operation by appointing distributors in other states and enquiries are welcome on (03) 794 6820.

Heavy Duty Hammers and Tools

The range of Bosch rotary and demolition hammers covers just about any job one could think of.

All hammers in the range feature high performance motors with ample power for the job intended, built-in safety clutches and the demolition hammers are equipped with shock-absorbent handles. There is a full range of CT hammer bits, chisels, points and accessories available.

Bosch also manufacture a full range of blue heavy duty tools that have built up a reputation among professional users as being the best of their kind. The materials used to produce the blue range are of the highest quality. The precision motors are designed to keep on working under the most demanding conditions. Ergonomic design is also incorporated for user comfort. Bosch is the No 1 seller of heavy duty power tools in Australia.

Bassett Turbo Blaster

W. L. Bassett & Son would like to introduce an exciting new concept to high pressure water cleaning.

The Turbo is a professionally engi-

neered unit complete with a triple ceramic plunger pump incorporating a built in by-pass.

The Turbo is designed for all types of cleaning jobs be it around the home, on the farm, or in the workshop.

The unit is lightweight and compact for easy portability and almost foolproof to operate it will connect to any 240 volt power supply or 1900 watt or larger generator.

The Turbo package includes as standard:

- 10 m high pressure hose;
- automatic lance with adjustable pressure and adjustable spray fan from pencil thin to 15°;
- plug-in detergent venturi with hose and filter;
- adjustable pressure knob.

Optional extras available include a: quick coupling wet sandblast kit; quick coupling rotary brush kit; quick coupling drain cleaning kit.

Technical data:

Model: Turbo 8-70.
Volume: 8L/min.
Max Pressure: 70 Bar.
Motor: 240 volt — 1.5 hp — 50 Hz — 1 ph — 8 amps.
Dimensions: 362 x 246 x 240mm.
Weight: 18.5 kg.

Along with the above W. L. Bassett & Son now have in stock the all new Spitwater petrol machines complete with 5, 8 or 11 hp Honda engines, ranging from 1500 psi to 3000 psi driven via close coupled gear box operation ie, no pulleys or belts.

Call W. L. Bassett & Son now for your free brochure on the Turbo or any of our range of high pressure cleaners. We have units from 1000 psi to 6000 psi in electric, petrol, diesel, cold or hot and cold.

Visit the W. L. Bassett & Son stand at the Hire Association Exhibition and view and discuss our entire range of products including Univac Wellpoint Submersible and Centrifugal Pumps, Simer Pumps, Weda Pumps, PP12/24 volt Transfer Pumps.

TOM'S CRANE & PLANT HIRE CO

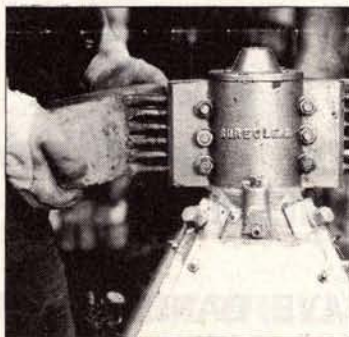
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DEPOT: 328 Hassler Rd, Osborne Park; Office: 222 McDonald St, Joondanna, WA



"Big Bickies for old bricks."

The revolutionary Brick Recovery Machine is as easy as money for old bricks. Two men can clean an average of 2000 bricks per day. Which can add up to big bickies. The amazing design, featuring two sets of chisels on a lumpy cam, is a 'hands on' proposition resulting in maximum safety and minimal brick breakage. Features include removable dust cowl and fully enclosed single phase Asea capacitor start motor.

The Brick Recovery Machine operates on both town power supply and 1 KVA generator. To find out more about this amazing machine for hire or sale, phone The Brick Cleaning Co today on 439 9293, 437 1826 or 417 2477.

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