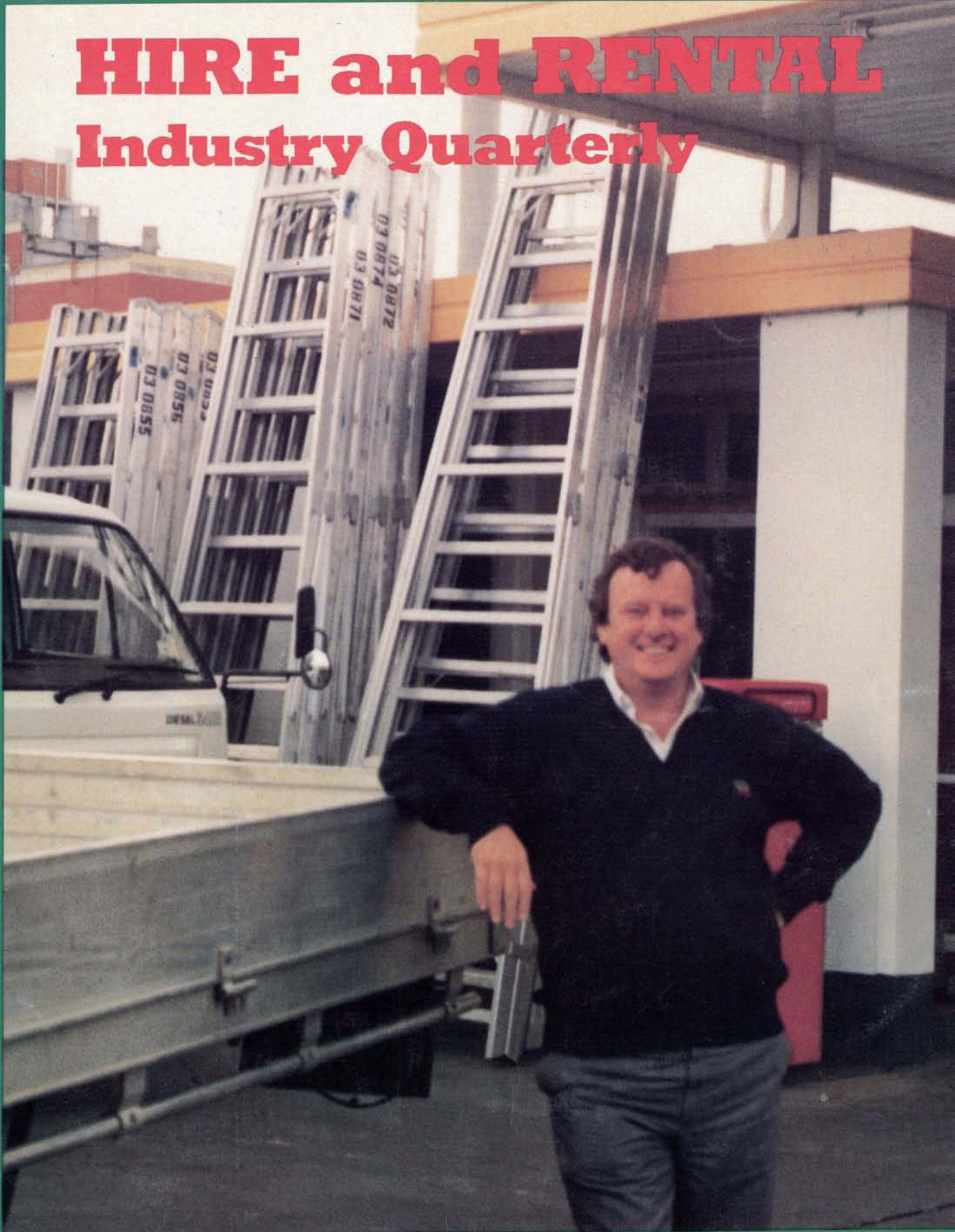


HIRE and RENTAL Industry Quarterly



OFFICIAL JOURNAL OF THE HIRE AND RENTAL

ASSOCIATION OF AUSTRALIA

and the

HIRE SERVICES ASSOCIATION OF NEW ZEALAND Inc

THE SECRETS TO LONG LIFE.

Briggs & Stratton **I/C**[®] (Industrial/Commercial) engines are built to work hard. Work long.

That's why more and more people are turning to Briggs & Stratton **I/C** for original or replacement power.

Briggs & Stratton **I/C** engines. The power with staying power. Available from 127 cc (3 hp) to 696 cc (18 hp).

Dual-element air cleaner. Filters air twice to insure that only the cleanest air gets through to the carburettor.

Cobalite valves and seats. Deliver better wear and heat resistance. Up to five times longer life than other materials.

Cast iron cylinder sleeve. For better wear and cylinder life.

*OilGard™ low oil shutdown and warning system. The ultimate protection against engine failure on stationary and mobile applications. Optional on most **I/C** engines.*

Heavy-duty replaceable bearings. Deliver long-life performance.

OIL GARD™
LOW OIL WARNING



Exclusive 2+5 warranty.
The best in the business! Two years on the engine. Five years on the Magnetron® ignition — our long lasting, completely maintenance-free electronic system.

NEW
2+5
WARRANTY

2 years on our Industrial/Commercial engines, plus 5 years on the Magnetron® Ignition installed on our I/C engines.

BRIGGS & STRATTON

The power in power equipment.

Published by . . .



PERCIVAL

Publishing Co
Pty Ltd

(Incorporated in NSW)

SYDNEY:

862-870 Elizabeth St
Waterloo, 2017
Phone: (02) 699 6231

MELBOURNE:

1st Floor
71 Palmerston Crescent
South Melbourne, 3205
Phone: (03) 696 1740

ADELAIDE:

97 Currie St
Adelaide, 5000
Phone: (08) 51 6225

BRISBANE:

460 Ann Street
Brisbane, 4000
Phone (07) 832 2531

PERTH:

517 Hay St
Perth, 6000
Phone: (09) 221 1623

Advertising Representatives and Specialist
Publishers of Business Publications, Special
Interest Magazines, Reference Works and
Technical Publications

Printed by . . .

MAXWELL PRINTING CO PTY LTD

(Incorporated in NSW)

862 Elizabeth St, Waterloo
NSW, 2017

Offset printers of quality magazines

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

HIRE and RENTAL Industry Quarterly

JANUARY
1988

Official Journal of the

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

and the

HIRE SERVICES ASSOCIATION OF NEW ZEALAND Inc

CONTENTS

	Page		Page
President's Report	5	What Can the Hire and Rental Association Do For You?	31
Des Whelan — A Tribute	7	WorkCover	32
Hire Companies Ripped Off by Government Authorities . . .	10	TransCover	34
Rental Contract Substitutions and the Battle of the Forms . .	13	Automatic Invoicing	36
Like a Military Operation	19	New Crone Round Balers	39
Art Davies Ltd	23	New Track Star for NSW Authority	41
New Zealand Round-Up	24	New Abbey Floor Crane Lifts Production	43
Rental Rates — Why They Must Rise	27	The Power of Advertising	44
1987 Goldfields Mining Exposition	29	Product News	47

Rental Contract Substitutions and the Battle of the Forms



Des Whelan — A Tribute



Art Davies Ltd



OUR COVER PHOTOGRAPH

Des Whelan of Whelan Rentals
— See Story on Page Seven

HIRE ASSOCIATION DIRECTORY Hire and Rental Association of Australia

65 Berry St, North Sydney, 2060
President: Jim Brown (02) 525 3333
Secretary: Rolf Schufft (02) 957 5792

New South Wales Region
PO Box 613, Baulkham Hills, 2153
President: Mal Williams (02) 601 1766
Executive Officer: Christine Stewart (02) 634 2964

Victorian Region Ltd
12 Rachele Drive, Wantirna 3152
720 1835

Queensland Region
PO Box 304, Kenmore, 4069
President: Brian Telfer (07) 277 8566
Secretary: Kathy Staines (07) 378 5991

South Australian Region
136 Greenhill Rd, Unley, 5061
President: Mark Cambridge (08) 391 1688
Executive Officer: Bob Osborne (08) 373 1422

West Australian Region
PO Box 569, Cloverdale, 6105
President: Bob Maloney (09) 277 2833
Secretary: Dave Braidwood (09) 458 1429



HIRE
AND
RENTAL
INSURANCE
BROKERAGE
Ltd.

Incorporated in Victoria

"OAMPS INTERNATIONAL GOOD MORNING".

Is what you'll hear when dialling the numbers below about insurance.

We're appointed by your Association to market its insurance programme to the members. Our legal name, OAMPS ROBINSON AUSTRALIA PTY. LTD. is too long for the phone, so we simply say OAMPS INTERNATIONAL, as we also operate overseas.

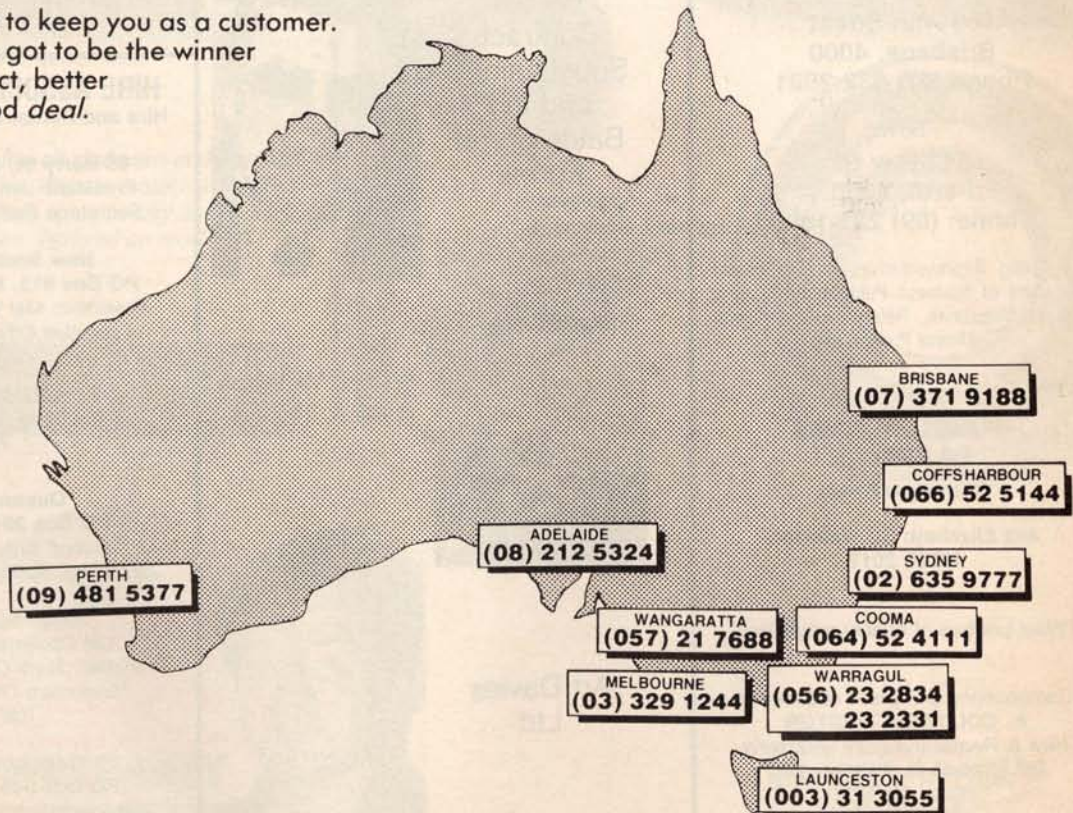
For you the buyer, why us?

Because we're members of the National Insurance Brokers Association - we comply with the legal system that protects your rights.

But we go further. Here's what you can expect:

- * Value for money covers with leading underwriters.
- * Covers fitted to your industry needs.
- * Easily understood language, minimal "small print".
- * Ongoing contact so you don't get that "mushroom" feeling.
- * Full range of covers for business and personal needs.
- * Covers grouped in sensible packages for your convenience and economy.

You see, we want to keep you as a customer. To do that you've got to be the winner with better product, better service and a good *deal*.



Call us now. Besides a warm greeting, a good *deal* will follow.

The Computer solution to hire company problems!





Over 40 hire companies in Australia, New Zealand and Papua New Guinea now rely on the QUIK HIRE computer programme modules to run their hire business in a profitable and cost effective way. They include party hire, plant hire and vehicle hire companies from the largest to the smallest. They all have one thing in common — they don't gamble — they make professional investment decisions!

If you want to know why — call us! We will send you a list of users and an overview by return courier.

PHONE NOW

(043) 88 5133

ALL AMERICAN Business Machine
Computers are built in Australia by:
Pannell Plant Engineers Pty Ltd.

 *Winners of The Australian Design Award*  *Prince Philip Prize for Australian Design*



AMERICAN
Business Machines

P.O.Box 1, Berkeley Vale 2259 Fax: (043) 88 5035

WE UNDERSTAND BUSINESS



MINI EXCAVATORS

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

KUBOTA VERSATILITY

MINI EXCAVATORS, FRONT END LOADERS, BACKHOES AND TRENCHERS

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

'B' SERIES TRACTORS

8.95 – 14.17 kW (12 – 19 HP.)

All diesel, providing exceptional power with proven reliability.

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

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

KUBOTA BACK UP

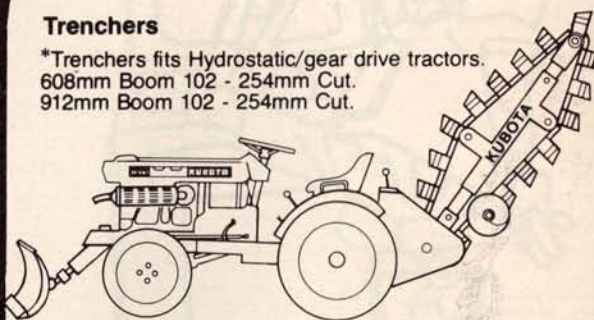
Australia-wide dealer network for sales and service. All dealers either have implements ex-stock, or immediate access to them through Kubota's efficient back-up system.



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

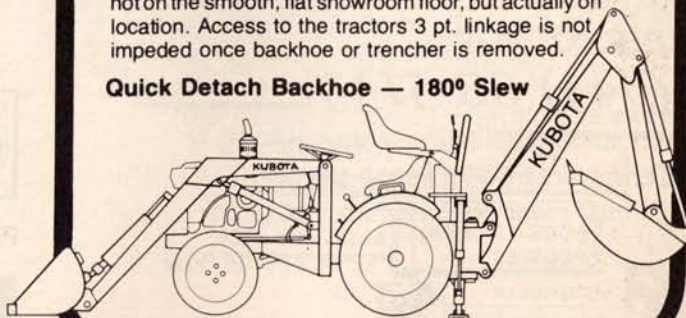
Trenchers

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



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

Quick Detach Backhoe — 180° Slew



President's Report . . .

AS I write this, we are well into our Bicentennial year and the tremendously successful Australia Day celebrations are already behind us. This day, more than anything, resulted in an Australian togetherness which had, to some extent, been put to one side since we were brought together as one when Australia II won the Americas Cup way back in 1983.

If anything was ever going to make you feel proud to be an Aussie, it was to be out on Sydney Harbour on that day and to be surrounded by that incredible atmosphere. It is a day I personally will never forget and, if this feeling of pride and togetherness can be maintained, it augurs well for Australia's future.

The Bicentennial has also proven a boon for the Hire Industry. You couldn't count the portable toilets in and around Sydney, often with long queues as evidence of their popularity. Everywhere the Bicentennial celebrations and parties using marquees, dance floors, chairs, crockery, sound equipment, lighting — you name it, it was hired.

Of course the Bicentennial Road Programme, even though it's now slowing down, had an effect right round the country and the flurry of Bicentennial construction activity, particularly Sydney's Darling Harbour and Brisbane's Expo '88 has brought enormous hire opportunities to these two areas.

However, the euphoria will soon be over and we'll get back to basics and the question "What do we face in 1988?".

By anyone's standards, 1987 was a great year for the industry generally

and, no matter what happens, it's going to be hard to better.

Hotel and housing construction are booming and interest rates have dropped. However, the prophets are forecasting gloom in the office construction market.

In addition, a lot of people are still holding their breath waiting for the repercussions from "Black Tuesday" to hit home. Since that infamous crash in October, the Stock Market has lifted and then sunk again and, as I write, it is again drifting down and the price of gold and other metals is also dropping.

The meaning of all of this differs, depending on who you are talking to, with nearly every "expert" having a different point of view, but I think that if we approach the situation on a very positive note, the industry will come out ahead.

The Stock Market crash and its continuing uncertainty may, in fact, bring opportunities for the Hire Industry as companies increasingly look for alternatives to long term capital commitments which allows them more flexibility to cope with any changes which come their way.

The Hire Industry must also be prepared for change. We must continually keep a tight control on our businesses, keep abreast of changes in technology and construction methods and be ready to take advantage of opportunities as they present themselves.

In addition, we must become aggressive promoters of the concept and benefits of hiring equipment as opposed to purchasing it outright. We must find out what our customers require from us as a service provider and actively mould our companies to make sure we are providing the best service possible.

Only in this way will we grow and



change with the industries we service, which provides benefits to both our customers and ourselves.

As members of the Hire and Rental Association, there are two very important ways in which we can keep each other up-to-date on changing industry trends.

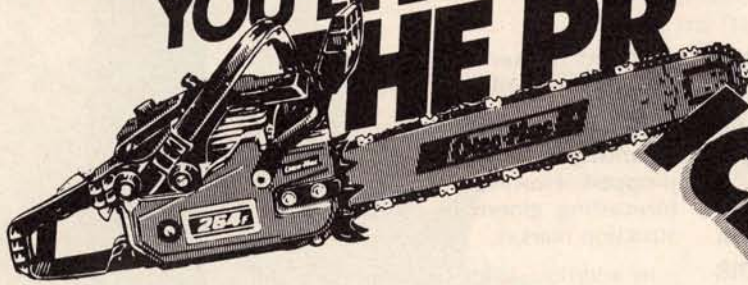
The first is our Annual Convention which, this year, is being hosted by the Queensland Association and will be held at Jupiter's Casino on the Gold Coast.

Planning is well under way and, if you have not booked already, I urge you to do so. Our conventions have traditionally provided a most interesting and informative forum for debate and the more active participation from members in all aspects of the industry, the more we all gain.

The second way we keep each other informed is through the pages of this magazine, *Hire and Rental Quarterly*, and again, its success is dependant upon the interest and involvement of its contributors.

This will be my last President's Message as I am stepping down after two extremely interesting and rewarding years in the chair. I would like to take this opportunity of thanking all members for your support and wishing you all the best in the future.

THIS OLEO-MAC CUTS THROUGH THE MOST DIFFICULT THING YOU'LL EVER FACE... THE PRICE!



Meet Oleo-Mac. A gutsy, hard working range of chainsaws that goes from 34 cc to 81 cc. The Oleo-Mac promise can be understood in any language: a lot of saw for the money. No matter if you're a handyman, farmer or pro, put an Oleo-Mac in your hand and ask us the price. You'll be amazed how quickly you'll be speaking Italian.

12 MONTH WARRANTY

DISTRIBUTED BY: VIC: Cranford Products, 39 Parkhurst Drive, Knoxfield, 3180. NSW: Cranford Products, Factory 33 Crescent Road, Warratah, 2093. SA: Lindfield Trading Co, 2/U3 Barrpowell Road, Welland, 5007. WA: Oleo-Mac Sales, 27 Adrian Street, Welshpool, 6106. TAS: Oleo-Mac Tas, 115 Harrington Street, Hobart, 7000.

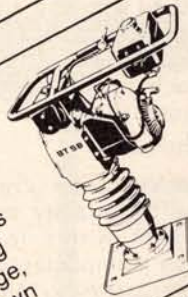
For when
the user is
not the owner. . .
(You know what we mean!)

THESE ARE JUST TWO EXAMPLES

Vibratory Tampers

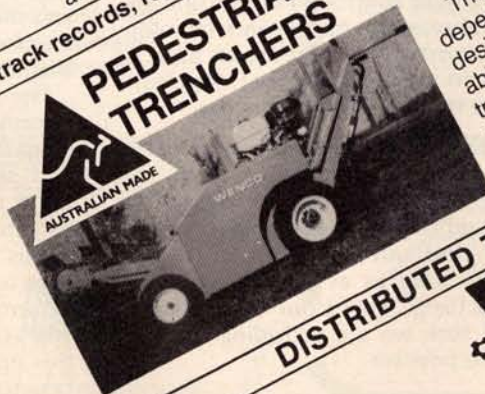
Easy to operate, light, compact but powerful, these tampers are built to absorb heavy punishment on soil or bitumen compaction, with efficient jump heights up to 60mm. Plate widths of 230 and 280mm are ideal for

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



BOMAG 'HIRE TOUGH' COMPACTORS!

PEDESTRIAN TRENCHERS



Model 49H

The tough, rugged and dependable Australian design provides the ability to handle most trenchable conditions which may be encountered.

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

WENCO 'HIRE TOUGH' TRENCHERS

DISTRIBUTED TO THE HIRE INDUSTRY BY:



WITCH ENGINEERING

(Part of Banbury Engineering)
A Division of Petersville Industries Limited
(Incorporated in Victoria)
MELBOURNE: 15 Cambria Road,
Noble Park 3174.
(03) 798 7977
SYDNEY: Cnr. Woodpark &
Percival Streets,
Smithfield 2164.
(02) 604 9333

BWS7

DES WHELAN — A TRIBUTE

Chadstone Progress, Wed., April 18, 1979 — 15

Des has got his challenge

Des Whelan needed a different challenge and life-style despite the fact that he was running a very successful company called Wreckair.

IN the hire and rental fraternity, the name Des Whelan is synonymous with success. His achievements are a tribute to his personal drive, ability and dedication to succeed.

Although he entered the hire business, started by his father and two uncles, it was not at the top end but quite definitely at the working end of the company. In 1956 at 16 years old he started at the bottom of the ladder riding his bike to work.

Mick Agg, who was Managing Director and part owner of Wreckair at the time became Des's original mentor. Des learned very quickly that being an owner's son could be more of a disadvantage than an advantage as more was expected of him as a result. It was at this stage, while getting a good grounding and knowledge of equipment, driving trucks and getting his hands dirty that Des's personal drive and ability to learn began to shine.



Des on right, early Wreckair days. Others unknown

After his marriage to Helene in Victoria in 1963, he moved to Sydney to run the newly established NSW Branch of the company. The new division flourished under his control and so did a family of three girls and two boys. Des was promoted through the management chain and held positions as Chief Executive, Managing Director and Executive Chairman.

On the retirement of Mick Agg in 1972, Des was appointed Chairman and Managing Director of Wreckair Holdings Ltd and he returned to Melbourne in 1973. The company grew and prospered and he built up a formidable and loyal team of people while at the helm.

Chicago Pneumatic Tool Co Ltd controlled 65% of the shares of the company by 1978 and Des decided to "go it alone" and left Wreckair to open his own company — D. G. Whelan Rentals Pty Ltd.

In February, 1979, the company commenced business in North Road, Oakleigh, where a wide range of equipment, truck, trailers, construction equipment, home-use equipment and access gear was rented. The equipment mix was aimed at the small contractor-home handyman market.

Des became interested in scissor lifts and booms during a visit to a convention in California in 1971 and he developed this line of equipment for his business after its release in Australia in the late 70s. With great foresight he assessed the potential growth of the access gear area and in 1981 opened

So he went to America and discovered a new idea which fired his imagination.

That idea became reality recently when Des opened up the Whelan Rentals yard in North Road, Huntingdale, just over the flyover.

"Perhaps Whelan the renter will become as popular as my grandfather's Whelan the wrecker has," said Des this week.

The Toorak businessman said he

wasn't too concerned about carrying the family name into a relatively new and very competitive area.

"There's very few businesses left which can boast of family management," he said.

"Of course you don't automatically get a guernsey just because your a Whelan," he added.

Des said he was look-

ing forward to becoming more closely involved with his customers and the rental business itself.

"I've everything here from the latest lawnmowers to a modern fleet of trucks and trailers for hire.

"I'll supply all local needs," he said.

Naturally Whelan Rentals will be open seven days a week for business.



North Road before purchase, 1979





a separate yard to specialise in the rental of mechanical access equipment. Launched as Whelan Hi-Lift in August, the enterprise successfully anticipated the trend towards sophisticated access gear and the need for specialist organisation to service the market.



Hi-lift, Moorabbin, Bob Potter (left) and Rob Willmott (far right)

So successful was the response from the construction industry that the BLF domain of conventional scaffolding was diminished. Typically the BLF reacted with a demand that a BLF operator must be used on each machine.

Des became embroiled in a long and costly dispute to combat the unreasonable demands of the Union. The campaign saw vicious and determined picketing waged against Whelan Hi-Lift, Wreckair and Kwikform Industries. Belated police action ultimately broke the picket lines and a successful 45D determination brought to an end the destructive and disruptive campaign.

There were some tough times during the formative years of his company. The Daimler went and whatever vehicle was left in the yard at night became his transport home. The nights he had to drive the Diahatsu tip truck home were probably the worst. The truck would not fit down the drive, so it was parked right up front for all the neighbours to see. A reliable source confirms that Des, Helene and the children were seen travelling to Portsea with a picnic lunch in that same tipper.

In the first few weeks of trading Des was known to break out in a sweat each time his new equipment was hired out for more than a day. He had many sleepless nights agonising over the possibility of it being stolen.



The Hi-Lift Division at Moorabbin expanded quickly with the acceptance of this gear until the fleet grew to well over 100 units.



Alex Koster, Geoff Potter, Beverley Whalebone — Hi-lift operations



Max Brown (left), Bill Brown (third from left) and Rose Ash, 1981

A personal highlight for Des was his participation in the Big M Marathon Race in 1985. After several months of steady training (sometimes up to seven days a week), a complete change of diet (and drinking habits!), he was suddenly considered boring by his family and friends, and often nodded off by 8 pm over his glass of mineral water. The big day finally arrived and Des was away with several thousand other runners on their way to Melbourne.



Heading towards the south road along Nepean Highway, Des spotted a large scissor lift in the distance. He first thought he was having hallucinations; then his eyes narrowed and his frown deepened — bloody Wreckair! More



Hi-lift workshop taken 1987 with Vim and Frank

advertising! Just what I don't need! But a little closer and yes! Whelans! There was a large sign — "GO FOR IT CHIEF" with the Rocky theme ringing out full blast.

Des went on to finish in great style and it was rumoured he was still wearing his medal up to three months later.

The year 1986 was another milestone when another "general" yard was started in Victoria Street, Abbotsford.



Extreme left: Jack Gray, Geelong Hire with USA Delegates at Victorian Convention

The company's short term proposals are excellent and there is considerable optimism in the industry that customers will continue to use rental services for plant hire to offset the considerable cost of purchasing equipment which may stand idle for much of its time.



Barry McDonald, Neville Kennard, Andrew Kennard and Des Whelan

As most members know, Des has been a highly active member of the Hire Association. He was an inaugural member of the NSW Association and NSW President then on his move back to Victoria was a long-time committeeman and Victorian President to later rise to National President then more recently Victorian President and currently Vice President and on the National Association Executive.

It may not be well known throughout the industry, but when Whelan Rentals look like setting any records at all, Des always claims he will dance on his desk top. The records keep coming but to date this has not happened because of very short Acron Props not being available.

Des Whelan's story is one of success. It is also one of sacrifice and hard work, the culmination of clear-sightedness and planning — the achievement of specific goals.

Hire Companies ripped off By Government Authorities

THE Hire and Rental Association of NSW has for some time been waging a campaign against the Government's practice of "no liability" for hire equipment rented from hire companies.

Continual equipment damage and losses are experienced by hire companies particularly from the State Rail Authority, the Water Board, Local Councils and the Main Roads Department. Equipment is abused and pilfered by Government employees creating severe problems for rental companies and abnormal insurance claims.

Mr Bruce Baird, the Shadow Minister for Transport, views the matter with considerable concern and says "the basic problem is with the appalling management in the department which allows these acts of theft and vandalism".

The NSW Hire Association's complaints involve incidents of theft each month of thousands of dollars worth of equipment hire to the SRA, including petrol and two-way radios.

Other cases cited were:

- A company hired four new compressors for work on the Illawarra railway line and even provided locks to encourage SRA employees to secure them. After the first day of use all of the new batteries had been removed from the machines.
- Water Board employees in the Blue Mountains crashed a hire dump truck into a worker's car after using the vehicle for joyrides during their lunch break. The private hirer had to bear the \$2,000 insurance loss.
- SRA workers were seen using hired loader trucks as doggem cars — again, the private company had to pay for the damage.

Mr Baird states that it is outrageous for the Government to force small businesses to insure against the irresponsibility and negligence of Government employees.

Letters to the Minister for Local Government and Minister for Water Resources, Janice Crosio, and the Minister for Transport, Mr Mulock, have invoked only token replies and no action!

This Government practice of demanding unfair insurance conditions is totally unacceptable. In support of the campaign to change the practice we ask members to write to us outlining their experiences with Government instrumentalities so that we can carry the claim for better treatment to every Government member.

For the information of Association members, a letter from Illawarra Hire to Bruce Baird, MP, and a statement from the Shadow Minister will provide an outline of what has become a major problem for hire companies.

ILLAWARRA HIRE PTY LTD

30th November, 1987

Attention: Mr Bruce Baird

Dear Bruce,

I am writing to you regarding matters that are now becoming of serious concern to myself and many other companies in the hire industry.

It is related to the hiring of construction and building equipment without an operator to Government and Local Government departments carrying out work using their

We invite the Government Departments named in this article to advise the industry of the action they plan to take to remedy this ludicrous situation.

own staff and operators, the equipment thus becoming out of care and control.

Equipment is supplied on conditions of a "plant hire tendering contract", which is the basis of our concern. The condition of tender contrives to contract themselves out any liability for loss or damage under all circumstances including mysterious disappearance, theft whilst providing inadequate security and negligence on their behalf.

Unrecoverable losses as a result of these conditions have now become an enormous burden on the hire industry resulting in hardship to increased costs being passed on to taxpayers.

It is usual for hire companies to obtain and provide insurance cover for their customers, but is conditional. As you would expect insurance companies do impose conditions so as there is some form of restraint and encouragement for good business practice. Having to provide unconditional cover to an organisation you have no control of is inviting disaster for both parties.

Many hire companies have excellent insurance claim records but with the imposition of having to bear claims that should be attributed to someone else's poor record are now finding insurance cover difficult to obtain. The usual practice for the last few years is to bear the cost of losses and pass on these extra costs in the form of higher tender rates the following year.

Government departments have now become well out of align in comparison with private users of plant hire equipment. The effect of not being directly accountable encourages diminished responsibility with no restraining influences, resulting in deteriorating efficiency.

Could you look at the situation from the point of view that this matter is in fact legal where one can be forced to be responsible for some other unknown person's negligence. At least this situation should be deemed to be a grossly unfair trading practice.

Yours faithfully,
GARRY SILBURN,
Managing Director

NEWS FROM THE SHADOW MINISTRY

Mr Bruce Baird, MP, Finance, Transport

The Government is forcing small business to insure against the irresponsibility and negligence of its own employees, the Shadow Minister for Finance, Bruce Baird has said.

Private companies hiring equipment to the SRA, the Water Board and other Departments are having their property damaged and stolen at an alarming rate. The basic problem is with the appalling management in the departments which allow these acts of theft and vandalism. Despite this the Government forces the hirers to insure against this negligence when it is completely out of their control.

In hiring to private users the hire companies provide insurance cover, but this is conditional so as to encourage responsible use of the equipment. However, the Government forces the hirer to provide insurance for loss or damage under all circumstances, including mysterious disappearance, theft due to inadequate security and negligence generally. The Government's grossly unfair trading practice is driving many businesses to the wall as a result of escalating premiums. Because Government departments are not accountable for their negligence, incidents such as the following are common:

- Earlier this year Water Board employees in the Blue Mountains used hired dump trucks for joyrides during their lunch hour. The trucks were driven up and over a ramp and other stunts, until one truck went out of control, crashing into an employee's car. The private hirer had to bear the \$2,000 insurance loss, yet the fault clearly lay with the lack of supervision by the Board.
- SRA employees working along the rail track near Thornleigh were seen to be using privately hired loader trucks as dodgem cars, deliberately bumping into the back of each other on repeated occasions. Again, the private company had to cover the loss of damage caused.
- One company hiring four new compressors for work on the Illawarra Line provided locking devices on the machines to encourage the SRA to secure the property. After the first day of use the machines were found to have had all their batteries removed. Again the loss was met by the hirers.

Stories such as these are common in the hiring industry. I have been told that to hire a chainsaw to the SRA is to virtually say goodbye to ever seeing it again.

The Hire Association of NSW has approached the Government with its complaints but has been treated with typical indifference. The Coalition in government will ensure that departments are directly accountable for losses caused by their own negligence — like any other responsible business. The SRA and other bodies will not be allowed to shift the costs of their own mismanagement.

The Government's refusal to agree to fair insurance conditions is actively encouraging theft and vandalism, Mr Baird added.

Enquiries: Tel: 230 2194 Parliament House

We invite the Government Departments named in this article to advise the industry of the action they plan to take to remedy this ludicrous situation.

Crown
Access Equipment

The largest range of telescopic boom and scissor lift access equipment

in Australia

For a free demonstration
PHONE:

Sydney 604 6000	Brisbane 345 7300
Melbourne 560 5144	Adelaide 277 3011
Newcastle 69 6200	Perth 277 4577

ALIPRO
Prefabricated Aluminium Scaffold Towers

THE **SAFE AND EASY** ANSWER TO THAT ACCESS PROBLEM

- * INTERNAL STAIRWAYS WITH HANDRAIL PROVIDE SAFE ACCESS TO PLATFORMS AT EACH 2 METRE LEVEL
- * RAPID ONE-MAN ASSEMBLY AROUND 5 MINUTES PER 2 METRE SECTION
- * FULLY MOBILE ON LOCKABLE CASTORS WITH ADJUSTABLE LEGS (400mm)
- * 2.2MTR—6.3MTR UNITS AVAILABLE
- * APPROVED BY THE NZ LABOUR DEPARTMENT

4 Tinley Street, Auckland. Parkside Road, Lower Hutt.
Ph: (09) 732-287. Ph: (04) 683-989.
Fax: (09) 377-019. Fax: (04) 688-673.

A Division of P&O (NZ) Limited

HIRE OR BUY

ALSO HIRED AT SELECTED HIRE CENTRES

Single handedly conquer the earth.



Troy-Bilt tillers are very special. They're built to last a lifetime and they don't cost a fortune.

As you well know, there's more to gardening than just breaking ground and making seedbeds.

There's also hilling, furrowing, weeding and soil-building, to mention a few. Many tillers will do one or two of these jobs reasonably well. But a Troy-Bilt Tiller does all of them extremely well!

Powered Wheels keep the tiller moving at an even pace.

Cast Iron Transmission housing provides the weight to push the tines into the soil.

Rear Mounted Tines revolve 13.5 times faster than the wheels. They take more than 100 bites for every foot of travel.

Precision Depth Control and drag bar keep the tines uniform in the soil.

All of this can be achieved with single-handed operation!

Each Troy-Bilt receives over 100 quality control checks before leaving the factory. And every tiller is guaranteed against defects in parts or workmanship for life.

If you'd like to know more about Troy-Bilt Tillers phone Masport (03) 586 7777 or send in the coupon below to Masport Pty. Ltd. Cnr Boundary Road & Industrial Drive, Braeside, Vic. 3195.

Please send me Literature Phone me with information on the Troy-Bilt Tiller range. (Tick where appropriate)

Name _____

Address _____

Post Code _____

Telephone _____

Company _____

ENQUIRE NOW ABOUT UPGRADING YOUR MACHINERY THROUGH MASPORT RENTALS.

AMERICAN HIRE COMPANIES FACE SIMILAR PROBLEMS

Reproduced with the kind permission of the "American Rental Association"(ARA)

Rental contract substitutions and the battle of the forms

by WILLIAM T. STEPHENS

Rental firms' contracts are the heart of the rental transaction. They describe and record the rights, obligations and responsibilities of the respective parties. Properly drafted, the rental contract provides adequate protection for the rental firm, which is highly vulnerable every time it entrusts possession of valuable equipment to a customer for a deposit of a relatively few dollars. Rental firms have their own standard-form rental contracts which, most likely, have been carefully considered and revised from time to time.



This is the first in a two-part article by ARA General Counsel William Stephens addressing the growing problem of larger contractors, public utilities and government agencies attempting to substitute their own contracts for existing contracts supplied by rental firms. The second part of the article will appear next month.

Your rental contract is the one item used in every rental transaction you make. Whenever a difference or dispute arises between you and your customer, your rental contract serves as the basic, authoritative source and official record of your agreement. Not even a court of law may change your agreement, except in a very few exceptional and remote circumstances. Thus, it is readily understandable that your standard form rental contract is the very foundation of your business, and it is imperative that its integrity be preserved.

In the past few years, however, a serious and growing problem has threatened to undermine your use of your own tried and true form of rental contract.

Many rental firms have encountered the situation where some of their large order customers — typically government agencies, large contractors, public utility companies and industrial companies — insist their own form of rental contract or purchase order be used in place of the rental firm's standard form rental contract. We refer to these customer contract forms and purchase orders as "rental contract substitutions". Their provisions vary widely, but they all have a single purpose: To shift various responsibilities, risks and liabilities from the larger order customer back to the rental firm.

The rental dealer cannot be sure what kind of agreement is being proposed unless he or she reads the fine print of the customer's form and compares it with his or her own contract.

Dangerous situation

Some customer forms accomplish their purpose by employing specific language, while others use general or sketchy references in their terms and conditions. Customers' rental agreements also may intentionally omit or add certain terms and conditions that might normally appear or be absent from the rental firm's contract. In short, the customer drafts a rental agreement form in a manner most favourable to the customer — shedding as many responsibilities, risks and liabilities as possible.

In almost every instance, it is unwise and dangerous for the rental firm to allow the customer's contract or purchase order to be used. Most rental firms realise this danger and wisely insist on using their own form of rental contract, even at the prospect of losing a very large rental order.

In some unfortunate instances, however, such as where the local economy is ailing and the rental business is suffering, a very large rental is difficult to resist, despite the attendant risks. Here, it is important to recognise the insidious nature of capitulation.

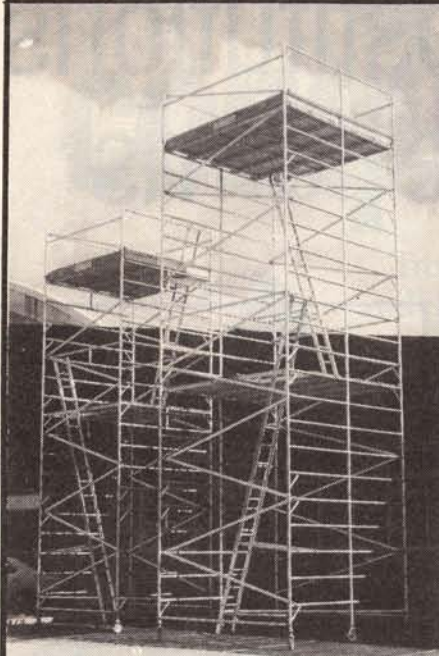
The rental firm that accepts the large order and repeat business will be raising its true costs by accepting the added risks, while the large order company or agency customer is reducing its true costs by ridding itself of significant obligations, liability and other contingencies.

Admittedly, competition for high volume business from these larger customers is keen, but it is certainly worthwhile for you to re-examine the consequences of allowing the customer's contract to replace your own and govern the rental transaction.

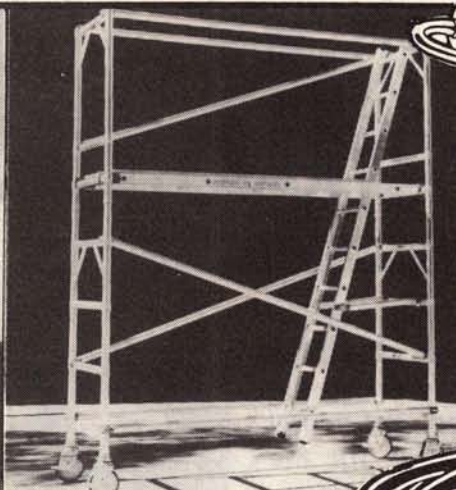
Adoption of the customer's purchase order or rental contract instead of your own is not the only way in which the "rental contract substitution" problem surfaces. Some rental firms also have had one or more of their rental contract copies "rubber stamped" with a note, such as "Terms and conditions as Stated from Customer's Purchase Order".

Another notation written by the customer might read "for receiving purposes only" near the customer's signature from your contract, at the time the equipment is received. In these and similar situations, the customer's own "terms and conditions" will be attached to your standard rental contract and a copy held in the customer's office. When that happens, your rental

AT OLDFIELDS WE DO MORE THAN
JUST MAKE PAINT BRUSHES -
WE'RE INTO *HIRE* GEAR AS WELL.



**BIG MOBILE
ALUMINIUM TOWERS**



AND NOT SO BIG
ALUMINIUM
MOBILE PLATFORMS

THE **BIG** TIME SAVER
THE POWER FLO-PRO
POWER ROLLER



AND **BIG** PERFORMANCE AIRLESS SPRAYERS AND ACCESSORIES

THE ECONOMICAL
120 AIRLESS SPRAY GUN
& BACKTAINER



3500 GE

PETROL POWERED



3500

ELECTRIC POWERED



2400

AND A FULL RANGE OF ALUMINIUM STEP AND EXTENSION LADDERS

make sure it's an



* HIRE NOT AVAILABLE
IN SOME STATES

OLDFIELDS PTY LIMITED

HEAD OFFICE: 29-31 Alfred St, Campsie N.S.W. 2194 Ph (02) 787-2111
MELBOURNE OFFICE: 14 Pilgrim Court, Ringwood, Vic 3134 Ph (03) 873-1133
BRISBANE OFFICE: 25 Kensal St, Moorooka, Qld 4105 Ph (07) 892-3922
ADELAIDE OFFICE: 24 Surrey Rd, Keswick S.A. 5035 Ph (08) 297-6955
PERTH OFFICE: 3 McDonald St, Osborne Park, W.A. 6017 Ph (09) 444-7999
DARWIN AGENT: Hawkes Agencies
51 Albatross St, Winnellie, N.T. 5789 Ph (089) 84-3391
TASMANIAN AGENT: Tasmanian Hardware Distributors
52 Albert Road, Moonah, Tas 7009 Ph (002) 28-0310
P.O. Box 73, Devonport, Tas 7310 Ph (004) 24-4893
43 Cypress St, Launceston, Tas 7250 Ph (003) 31-5042

contract has been modified, in part, if not entirely.

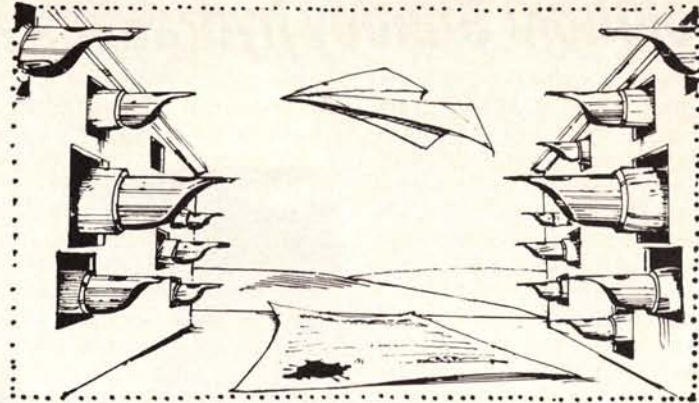
Whose contract will prevail in the event of a dispute or breach? While no cut-and-dried answer is available, possible ways the law may resolve this situation will be suggested. In any event, any time you accept any customer's contract, purchase order or notations, addendums or other modifications to your own rental contract it contributes to the growing problem of "rental contract substitutions" now facing the equipment rental industry.

Battle of the forms

Particular hazards and consequences of signing the customer's purchase order or rental contract will be discussed, but first, it should be clear that a particular problem arises when it is not clear whose contract prevails. There is the risk that the customer's substituted contract or terms will prevail. A caution is in order here. Although a set of laws governs the "battle of the forms", the particular facts and circumstances of each case and the jurisdiction will dictate whose contract prevails. Again, no "sure" answer is available, but you should be aware of when you may find yourself in a "battle of the forms" and what the result might be.

The Uniform Commercial Code

It does not make good sense to assume inequitable contract conditions . . .



(UCC), Section 2-207, governs the "battle of the forms". Even for those States which do not apply the UCC directly to the rental transaction, there is a good chance that a court may apply Sec 2-207 by analogy. Section 2-207 is a complex and heavily litigated UCC section. In fact, in Section 2A-Leases of the UCC (which is in a proposed, final draft form and most likely to become part of the UCC), there is no analogue to Sec 2-207. It is worthwhile to discuss this section since it may apply to the problem at hand.

One situation which may call into

play Sec.2-207 is the "rubber-stamping" modification described above. It is possible that a court might consider a rubber stamp containing such language as "Terms and Conditions as Stated on Customer's Purchase Order" as a counter offer, in which case the rental firm may reject the customer's form and choose not to deal with the customer. If, however, both parties' behaviours assume that a contract exists, and the customer's form (counter-offer) demands warranty protection, that form may prevail. (Sec 2-207 (3) would govern this situation.)

GOOD NEWS FROM **KANGO**

WHEN YOU PURCHASE ANY OF THESE **KANGO** ROTARY HAMMERS YOU WILL FIND A K TAPER DRILL ADAPTOR INCLUDED — FREE OF CHARGE

— and there's also a **FREE** point and chisel with each hammer.

AVAILABLE NOW FROM ALL KANGO DISTRIBUTORS

MODEL 950X

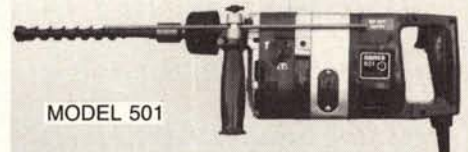


KANGO WOLF POWER TOOLS PTY LTD
(INCORPORATED IN NSW)

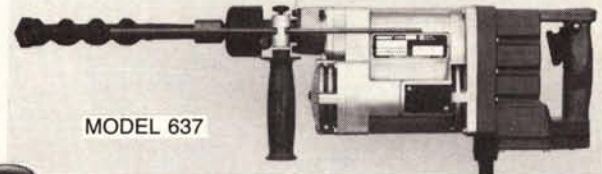
61-63 GOVERNOR MACQUARIE DRIVE, CHIPPING NORTON, 2170
Postal Address: PO Box 143, Moorebank, 2170

Phone: 727 0177 Telefax No: 727 0697 Telex No: 24893

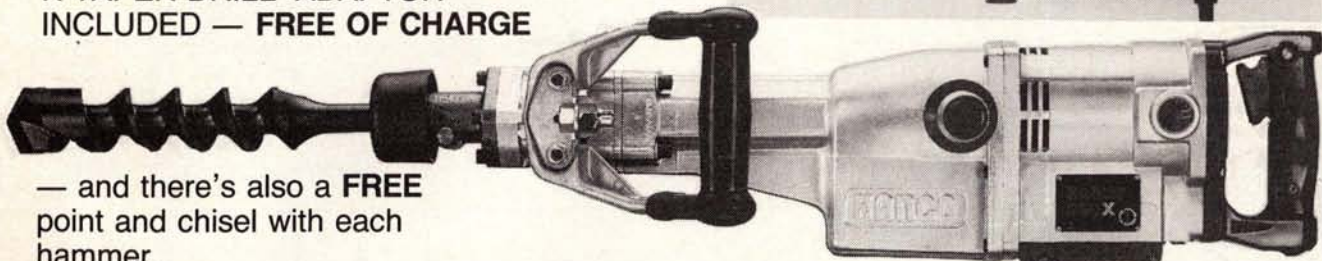
A member of the Dobson Park Industries Group



MODEL 501



MODEL 637



Problem: heavy air compressors.

Solution: Stanley hydraulics are lighter than air.



Hydraulic fluid transmits power more efficiently than air. So hydraulic-powered tools are lighter, and work harder than air-powered.

Stanley compact power units are about half the size of comparable air compressors – they can easily be loaded onto a ute.

And Stanley offers the tools you need right down the line; drills, breakers, grinders, cutters, saws, wrenches, pumps.

For more information call Mole. The Mole Group of Companies, 15 Rodborough Road, Frenchs Forest NSW. Telephone (02) 451 1222. Branches in all capital cities.

Mole Technology

In any event, if your firm receives a copy of your contract with a similar rubber stamp on it, along with the customer's rental contract, purchase order, terms and conditions or other modifications to your rental contract form, you should be careful not to sign that agreement. If you or your employee signs the customer's agreement, you very well may be bound by it. At least the "battle of the forms" will arise, and you can no longer be sure that your rental contract rules.

If you regularly receive a rubber-stamped copy of your rental contract copy or one with a "for receiving purposes only" notation from your customer, but continue to do business with that customer, a court may well find that you have, in effect, assented to the terms and conditions of the customer's form. To be safe, it is wise to alert your employees (both counter persons and those who deliver equipment), to watch for a rubber stamp or other notation placed on or attached to your rental contract by the customer.

While the validity of a "rubber stamping" clause is not clear, be aware that, depending on how often you see it or if you sign an attachment, you may be bound by the customer's agreement form — or at least find yourself in a costly "battle of the forms".

The knock-out rule

Rental firms also should be warned of the possible application of the "knock-out" rule, which is similar to a Sec 2-207 (3) approach, whereby the court resolves the "battle of the forms" by simply "knocking out" conflicting terms and replacing them with UCC "gap fillers" — terms that are implied into the contract. The "knock-out" rule may be applied when the two forms conflict and contain "weasel words" such as "there is no contract unless you agree to these terms".

The "knock-out" rule is potentially dangerous to the rental firm. For example, conflicting terms dealing with liability for breach of warranty will can-

cel each other out, and the court will fill in the gaps with implied terms provided in the UCC. For example, a court may fill in the implied warranties of merchantability or fitness for a particular purpose.

Another possible situation in which Sec 2-207 may apply is where the rental firm and customer send their forms to each other, in response, for example, to a prior, informal conversation about a rental. If both forms cross each other in the mail, and neither is signed by the parties, a "battle of the forms" situation again is highly probable. To avoid this, the rental firm may wish to send a note with the rental contract making it clear to the customer that the rental firm's rental contract will govern the transaction and, accordingly, it should be signed by the customer. You may achieve this by using language which expressly limits acceptance (by the customer) to your terms. Of course, the customer may try to employ similar language, when sending you a purchase order or rental contract.

Again, Sec 2-207 of the UCC will not necessarily apply in a "battle of the forms" situation, and the outcome of its application is uncertain. A court may even refuse to apply the UCC, because, technically, it applies only to sales and not to rental transactions.

Instead, the common general law of contracts may pertain, where a "mirror image rule" of offer and acceptance was required. That is, the terms of the offer and acceptance were not supposed to vary at all, otherwise the acceptance would be considered a counter-offer. If that were the case, and the firm does not make any objections, but the parties proceed with the transaction, the rental firm will be considered to have accepted the counter-offer.

Sec. 2-207 of the UCC has eliminated the "mirror image rule". The purpose of Sec. 2-207 is to allow non-material changes in either party's contract form to become operative unless objected

to, after consideration. A policy consideration behind Sec. 2-207 is that parties to a contract often intend to be bound despite immaterial differences in their forms or communications.

However, with respect to the "rental contract substitution problem", often the gravest concern is when the customer's rental contract form contains terms and provisions which do materially alter those of the rental firm's contract. For example, under Sec. 2-207, a disclaimer might likely be held to be a material change rather than a simple proposal for a change. And under Sec. 2-207, a material change does not automatically become part of the agreement. Yet the rental firm should not be deceived; it is better to avoid the "battle of the forms" altogether. This is especially true because it is not certain how a court would decide whose contract prevails in every instance.

Next month, Stephens addresses specific contracts large concerns have attempted to substitute and explains what rental firms can do to legally and successfully fight any attempts to alter or substitute existing contracts.

SA Region Diary Updates

State Seminar
and
Annual General Meeting
for SA Region
WIRRINA CONVENTION CENTRE
27-28 February, 1988

International Convention

to be hosted by
South Australia
Adelaide Convention Centre
9-13 September, 1990



Tanaka

Send for a comprehensive catalogue and get all the facts on the complete range of Tanaka products today.



Available from



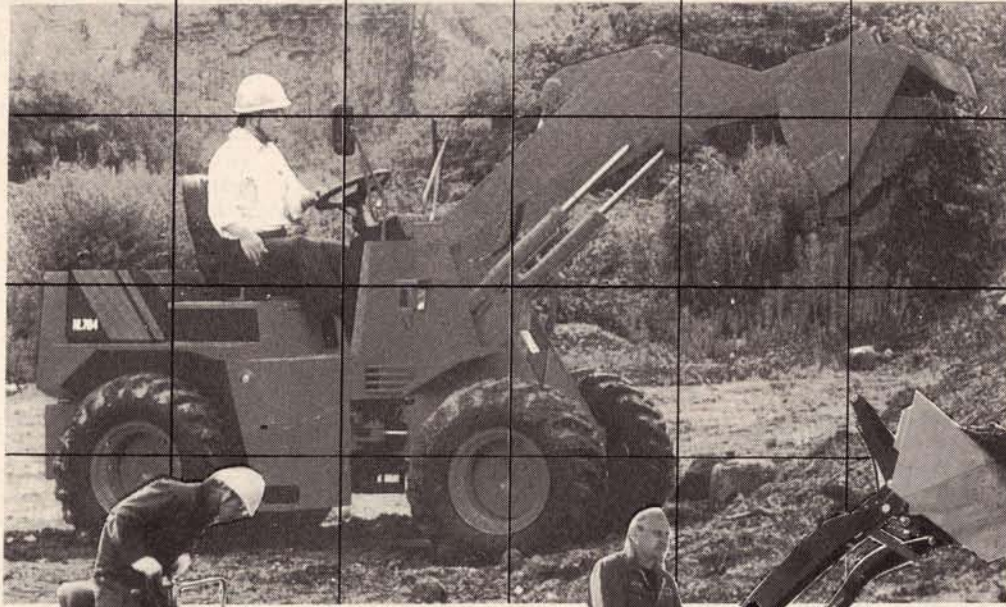
PARKLANDS

TRADING COMPANY PTY LTD

VIC.: 23 Parkhurst Drive,
Knoxfield 3180. Phone: (03) 221 7717.

NSW: 71 Chapel Street, Lakemba 2195. Phone: (02) 758 2111.

The long the short and the tall of efficient compact hire equipment



MITSUI
HL 704



IWAFUJI
CT 045



500
MINI LOADER

THESE MACHINES ARE AVAILABLE IN NEW ZEALAND

Mini Loader Sales New Zealand have a range of mini earth moving equipment that is a must for your range of hire equipment. Tough, compact machines that get in where others can't.

500 & 750 MINI LOADERS

The most versatile machine on the market as exported from N.Z. to Japan. Petrol or diesel models available. A variety of attachments including chain trencher, rotary hoe leveller, rock and concrete breaker, mowers, various blades and more.

IWAFUJI CT 045 BACK HOE

Its narrow 700mm width makes this machine ideal for excavating trenches in the tightest of areas. Rubber tracks, dozer blade and 0.01 cubic metres x 250mm bucket capacity x width. Maximum digging length 1200mm. Machine weight 500kg. Fitted with Robin engine.

MITSUI HL 704

Four wheel drive medium sized loader with a big (0.4 cubic metre) capacity bucket.

For further information contact: Mini Loader Sales, 75 Hilton Highway, Washdyke, Timaru, New Zealand. Telephone: (056) 82-019, AH Alister Rayner (056) 60-683, FAX (056) 82-762

Mini LOADER SALES

'LIKE A MILITARY OPERATION ...'

COATES ROLE VITAL

ORGANISATION for the annual Avon Descent represents a military operation in scale, with planning not only geared towards running the event itself, but also in providing for the thousands of people who have to be fed, provided with camping facilities, ablutions and more ...



The first hour or so is fun — after that enormous demands are made on physical and mental fitness to complete the Avon Descent

For Northam's Avon Descent Association, there is only one organisation to turn to, for the many items of equipment needed to create a 'temporary home' for thousands of people on the weekend of the race.

Coates Hire WA are major supporters of the event, and without this support it would be doubtful whether the Avon Descent Association would be able to cope with the thousands who gather to witness the unique white water event.

The camping area at Cobblers Pool is transformed from a deserted paddock of about 100 acres, with around ten thousand people camping for the Saturday night of the race.

The campsite proper covers about 50 acres, and Coates Hire light this entire area on both Friday and Saturday nights.

Coates in fact could light the town of Toodyay, if they were asked to do so!

Coates Hire generators power an entertainment area catering for two thousand people as well as bar areas,

VIP enclosures, food stalls, and facilities for St John Ambulance, police, army, official scorers, and many others.

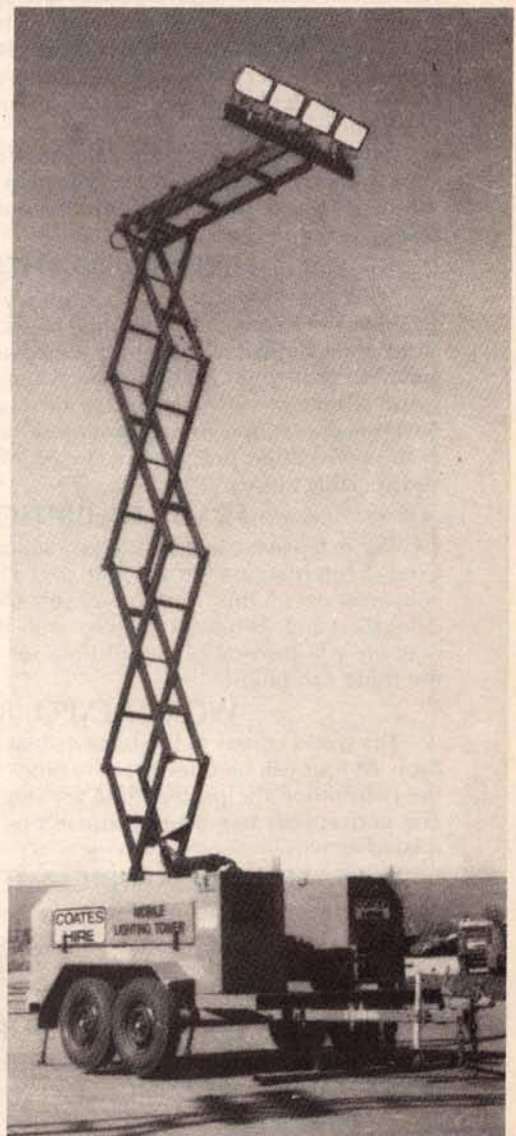
It is difficult to move anywhere on the Cobblers Pool site, without being aware of the vital input of Coates Hire.

Coates Hire WA have the largest fleet of mobile lighting towers in the State. They are towable, and are fully self contained with their own power units.

A fleet of 10 trucks carts the equipment from company headquarters in Belmont to the campsite, and 16 staff ensure that everything functions smoothly over the weekend.

For Coates Hire WA the Avon Descent weekend provides an ideal opportunity to demonstrate the enormous capacity the company has to provide the quantity and quality of equipment needed to cater for projects of significant scale.

For the organisers of Australia's greatest white water event, the choice is simple — Coates Hire WA.



One of many lighting towers to be installed by Coates Hire WA at the overnight campsite.

HIRE & RENTAL ASSOCIATION OF AUSTRALIA



HIREXPO '88
7-11 August
1988

"Hire in the Age of Technology" Convention

**CONRAD INTERNATIONAL HOTEL GOLD COAST
7 to 11 AUGUST, 1988**

ANNOUNCEMENT

The 17th Convention of the Hire and Rental Association of Australia will be held at the Conrad International Hotel on Queensland's Gold Coast, from the 7th to the 11th August, 1988. The Convention will address the theme "Hire in the Age of Technology".

HIREXPO '88 VENUE

Hirexpo '88 will be held at Australia's leading convention venue, the Conrad International Hotel and Jupiter's Casino, located on its own island at Broadbeach on the Gold Coast. The Conrad International is Australia's largest hotel, and features superb accommodation, conference, entertainment and leisure facilities. Delegates are assured of a "first class" convention experience.

Of particular benefit to delegates and trade exhibitors alike is the fact that both the convention and trade exhibition will be staged at the same superb venue, allowing excellent access to both events.

HIREXPO '88 THEME

"Hire in The Age of Technology" will identify and examine the issues of importance to all involved in the Hire and Rental Industry, and equip delegates with strategies to meet the challenges of the future. An impressive selection of guest speakers will help you to develop and expand your business operations. Brainstorming seminars will also feature in the convention programme, in addition to sports, leisure and social activities.

TRADE EXHIBITION

The extensive trade exhibition will also be staged at the Conrad International on the 10th and 11th August, 1988. The convenience of this location ensures excellent access for delegates and exhibitors alike, and the convention programme will provide plenty of time for all delegates to tour the trade exhibition.

WORLD EXPO '88

The world comes to Brisbane in 1988, and a special World Expo '88 tour will be offered to HirExpo '88 delegates, making the convention the perfect time for you to visit Queensland. The convention has been endorsed as an official Expo '88 related activity.

AUSTRALIAN BICENTENNIAL

The HirExpo '88 Convention has been recognised as an Endorsed Bicentennial Activity, and represents a milestone in the industry's history. Pre-register today and ensure your place at this exciting event.

OPTIONAL TOURS

HirExpo '88 delegates will be offered a range of exciting post convention tours, featuring such destinations as tropical North Queensland, the Great Barrier Reef and resort islands, allowing you to combine attendance at the convention with a well earned holiday. For more information, simply complete the pre-registration form.



AUSTRALIAN AIRLINES



SECRETARIAT

The HirExpo '88 Secretariat is open during office hours to assist you with any information you may require. Contact numbers for the Secretariat are listed below:

Telephone: (07) 368 2644

Facsimile: (07) 369 3731

Telex: AA 140472 (Attn. BR1566)

Address: Postal:
Secretariat
HirExpo '88
PO Box 177
RED HILL, Queensland 4059
AUSTRALIA

Office:
Office 14
152 Musgrave Road
RED HILL Queensland 4059

SPECIAL EVENTS

Organisers & Managers of
CONFERENCES • EVENTS • MEETINGS

The Organising Committee have appointed Special Events as professional organisers and managers of Hirexpo '88. The offices of Special Events are acting as the Convention Secretariat, and can be contacted during all office hours.

HIREXPO '88 AIRLINE **AUSTRALIAN AIRLINES**



Australian Airlines have been appointed as the Official Airline for HirExpo '88, in recognition of their valuable contribution to the Convention. It is important that you support this appointment by flying Australian Airlines whenever air travel is required.

As a HirExpo '88 delegate, special concessions may be available to you, and you should contact either the Convention Secretariat or your nearest Australian Airlines Convention Travel department. Only they can tell you how to gain the maximum benefit and discounts when flying Australian Airlines.

Adelaide	Lester Mee 216 1911	Mackay	Elsa D'Alessio 57 1411
Alice Springs	Karen Yee 50 2611	Melbourne	Andrew Johnston 665 1333
Burnie	Karen McPhee 31 3233	Mount Isa	Margaret Costello 44 1211

Cairns	Margaret Nargar 50 3766	Newcastle	Quintin Higgs 26 1544
Canberra	Di Preston-Stanley 46 1811	Perth	Tim Cox 323 8444
Darwin	Philip Clape 82 3311	Perth	Dave Arnold 323 8444
Devonport	Craig Harrington 24 1421	Proserpine	Ian Graham 46 6273
Gladstone	Lyn Southy 72 3488	Rockhampton	Julie Rowe 31 0511
Gold Coast	Ray Sawtell 38 1066	Sydney	Frances Ferguson 238 4282
Hobart	Richard Douglas 38 3511	Townsville	Bill Pellow 81 6211
Launceston	John Bird 32 9911	Woolongong	Rod Blanch 29 9411

HIREXPO '88 CAR RENTAL

Hertz Rent-A-Car have made available their discounted Corporate Rates to HirExpo '88 delegates. Please contact the Convention Secretariat for further information.



Pre-Registration Form HIREXPO '88 "Hire in the Age of Technology"



* Pre-register and return this form with your deposit before 30 November 1987 and receive full Earlybird Club benefits.

Name: Mr/Mrs/Ms
First Name Surname

Company:

Address:

Post Code

Phone No: STD Number Fax No: STD Number

HRA Member YES NO
 Please send membership information.

Please complete: Number of delegates attending:

Number of Partners attending:

- Please pre-register me/us as Earlybird delegates. A deposit of \$..... (\$50 per person) is attached.
- Please include me on your Hirexpo '88 Convention mailing list for further information.
- I am interested in display space at the Hirexpo '88 Trade Exhibition. Please send further information.
- I would like further information about Post Convention Tours.

Signature Date:

(Please make cheques payable to "Hirexpo '88 Convention")

OFFICE USE ONLY

D.N.CL.....
DEPMODE.....
ACKCL.....

CLEAN UP ON KARCHER

BRAND NEW RELEASE



The mobile and time-proven Karcher HD 850 WS gives you power to clean.

- Cold water pressure up to 1500 psi
- Single phase 240 V
- Variable chemical feed
- 3-piston ceramic sleeved pump unit
- Dual nozzle
- Mobile, lightweight construction

Select from the full range of Karcher power cleaning accessories.

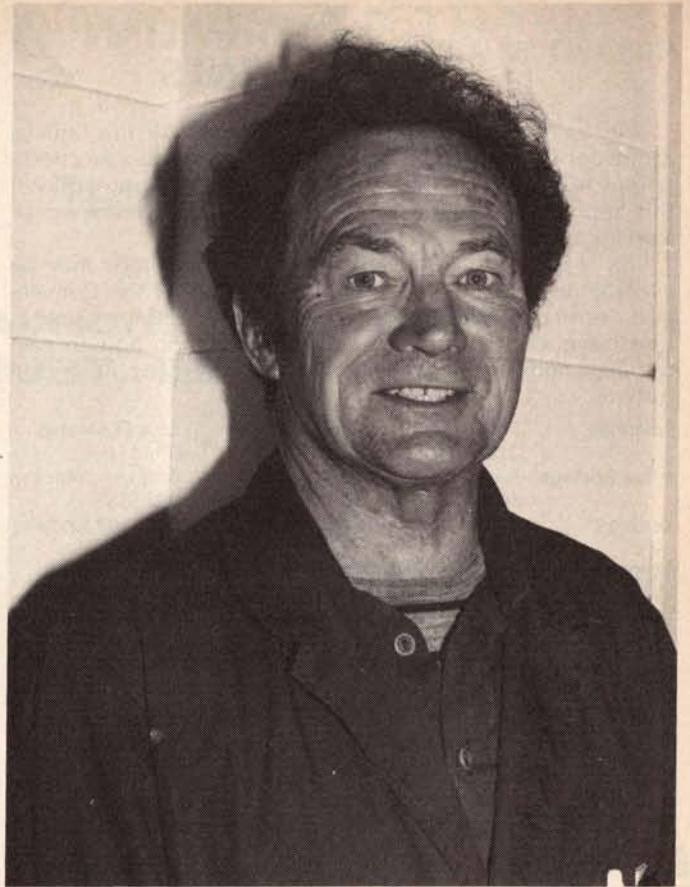


Sydney	(02) 631 4488
Melbourne	(03) 546 7177
Brisbane	(07) 808 2666
Tasmania	(003) 340 744
Adelaide	(08) 312 792

XN1202/787K



Peter Lawrence and staff



Peter Lawrence



ART DAVIES LTD

"People know when they talk Art Davies they are talking hire," says Managing Director Peter Lawrence. "We are known all over New Zealand, even as far south as Dunedin."

The business has been operating in Auckland since 1954, and Peter Lawrence himself has nearly 25 years' experience in the hire industry. A founder member and former president of the Hire Services Association of New Zealand, Peter joined Art Davies Ltd in 1963. He was counter hand, delivery boy and mechanic and it was not unusual for his working day to stretch from 7 in the morning to 9 at night.

The business was found by Arthur Davies when he was building his house in the Auckland suburb of Mt Eden in the 1950s. Neighbours kept asking if they could borrow his mixer or his wheelbarrow, and it occurred to him that he should start hiring it out. He continued with his full time job in a joinery factory while at the same time hiring out small equipment from his basement.

This lasted until the local council prohibited further business from his home, and so Art rented a small shop in Sandringham until a property came up for sale in Dominion Road, Mt Roskill. At this time the company relied mostly on mower sales and service, but the hire side of the business continued to grow.

"The business was being pushed more and more into home handyman requirements," Peter recalls, "and the largest items on our price list were trailers."

Until the early 70s, the business was operated by only Art, his wife Ethel and Peter. But in 1971 Ethel died, and soon the company was to face the boom years of 1972-73. *"The hire business went crazy," says Peter, "I acquired shares in the business and we had two extra men on the staff. We obtained more equipment and the back yard was so full we could hardly get a vehicle in or out without having to move something."*

In 1977 Art died after a six-year battle with cancer, and Peter took over the business.

By this time the company had built new and larger premises across the road from their original Dominion Road building which is presently rented out as a hardware shop.

In 1979 Peter ventured into party hire, a part of the business which has continued to expand ever since. But the company continues to be well known for its small equipment hire and service.

Over the years Peter has watched the hire industry in New Zealand grow enormously, and he believes it has a promising future.

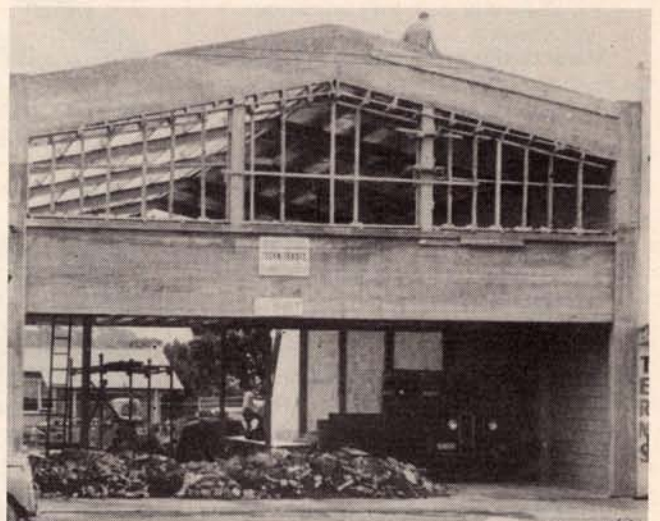
"It is an industry that supplies the needs of the community, and if people hire right they save themselves the cost of buying and are able to use a proper and correct tool to do the job," he says, "It is an industry that must go forward."



Founder Art Davies and his wife Ethel



Art Davies Ltd — original premises in Dominion Road, Mt Roskill



Building new and larger premises on the original site, which the business was later to outgrow and rent out to a hardware shop



Art Davies Ltd today at 932 Dominion Road, Mt Roskill.



NEW ZEALAND ROUND-UP

President's Comments . . .

I have just received the October issue of the Hire and Rental Industry Quarterly publication and found it to be a first rate source of information.

Of particular interest was President Jim Brown's message, and also his comments on the New Zealand Hire scene. It is good to see ourselves through someone else's eyes.

Many of the problems faced by our Association are similar to those in Australia, and while we no longer have Sales Tax, we have a Goods and Services Tax at 10%, and indications are that this will increase within the next 12 months. While this is recoverable on plant purchases and the service we provide, it has created more work on the administration side.

This particularly affects the small operator who has a small workforce, who carry out a wide range of duties.

We are also aware that equipment suppliers are getting involved in hire, and this creates a lot of problems for the hire and rental industry. In order to create a sale, a grossly inflated price can be offered on a trade-in, and then this piece of equipment is put on the hire scene in order to recoup the difference between that and the current market value.

With this practice very little regard is placed on the return of capital invested, whereas with a rental operator this must be the first consideration.

We do not have the problem here in New Zealand that obviously exists overseas. However, if as in the past we tend to follow overseas trends we will see more suppliers entering the hire and rental scene in future.

There are also incidents of 'price cutting' within our industry, and I strongly endorse Jim Brown's comments in the last issue of this publication. Here in New Zealand our industry has faced cost increases of about 60% in the last two years, while hire rates have gone up by less than 20%. We are all in business to make a good return on capital invested, and if this return is too low we are not in a position to replace our equipment, and maintain a high level of service.

A recent near fatal accident involving a hired concrete mixer brought headlines in newspapers here. This mixer had a faulty plug, which had been taped over prior to hire, and was being operated without an isolating transformer.

This near fatality brings home the responsibility to ensure these machines are thoroughly checked before they

leave our premises, and the hirer should be urged to use a transformer.

All this type of equipment should carry a label stating that it should be used only in conjunction with a transformer.

The mixer involved was not hired from a member of our Association, but a local service station, who hire the odd mixer and trailer. Although there is very little we can do about these operators, we should make it very clear to the public that we are the specialists in the hire field.

Our experience and service facilities are well ahead of these operations, and judging by some of the trailers hired, and rates charged, the hirer is only getting what he paid for.

I was very interested to read of Sue and Pat Pearce's new business venture and I wish them every success. We have recently gained a new member in my District, who is hiring a range of equipment for seminars and conventions, and this service is becoming very popular. The main problem in most places is making the public aware of what is available.

Arrangements are being made for an industry tour of Australia which will take in the 1988 Hire and Rental Convention, World EXPO and various yard tours. It is envisaged that our party will fly out of Auckland the day after the New Zealand Convention and proceed to Brisbane and the Gold Coast. After attending the convention and EXPO our party would then fly to Sydney for a few days before returning home.

A great deal of interest has been shown in this initially, so I feel we should be able to field a good party.

We have just commenced a new year and I would like to wish everyone in, and associated with, the Hire and Rental Industry a busy and prosperous 1988. The one message I have for one and all is give this excellent magazine the support it deserves.

**FRANK TICKNER
PRESIDENT**

NEWS FROM THE ZONES

Members from Zones 2 and 3 (ie the whole of the North Island) met together at the end of November for the Annual Christmas gathering at Wairakei (just north of Taupo) for a time of socialising and discussions. Golf, tennis and cricket were played during the Saturday with points scored resulting in a dead heat. A coin toss-up resulted in Zone 3 retaining the trophy for 1987. Zone 2 members were to the fore in attendance this year after a lapse of interest over the past few years.

The business side of the weekend was held on the Sunday morning and concluded a very successful weekend. Zone 1 members within the South Island were due to hold their last meeting for the year after the deadline for this article.

However that Zone's last meeting proved to be a lively affair with con-

siderable discussion ensuing about the change of name of the Association which has been mooted. Our South Island members showed their conservatism by indicating they preferred the *status quo*.

MEMBERSHIP

Membership continues to grow within the Association with two or three applications every month. Our total Membership currently stands at 97 Full Members (with 135 Hire Centres) and 63 Associate Members. As we believe we have at least 90% of Hire Companies as members, the Association thus demonstrates the strength of the Industry in New Zealand. The continuing success of the Association lies in part with Membership involvement at Zone meetings and of course with the Annual Convention. It is through

this medium that the Association keeps its members informed and in turn enables members to share any concerns they have.

FAIR TRADING ACT

It was interesting to note the advertisement aimed at Advertisers regarding the Trade Practices Act 1974, in the October issue. Government has recently adopted the Fair Trading Act which follows a similar pattern and all Members are being advised of details of this Act as it applies within New Zealand.

1988 TRAINING PROGRAMME

Dates for the 1988 Training Programme conducted by the Association in conjunction with the Taranaki Polytechnic, have been tentatively set.

These are:

Module 1 Dealing with the Customer — April 11-15

Module 2 Product Knowledge and Servicing Part 1 — July 18-22

Module 3 Product Knowledge and Servicing Part 2 — Sep 19-23

Module 4 Product Knowledge and Servicing part 3 — June 13-17

Consideration is also being given to a Module specifically for companies involved in Party and Leisure Hire.

Interest was expressed by some Australian Members about sending Staff Members over the New Zealand to attend these week-long modules and we would welcome enquiries to Gordon Dale, 21 Awanui Street, New Plymouth.

1988 CONVENTIONS

We gave preliminary information about our 1988 Convention in the October edition of this magazine and it is hoped that details of the programme will be available for the next edition. The Association is organising a Tour to Brisbane Convention and EXPO '88 and a preliminary survey just completed amongst Members indicates that the seats on this tour will be at a premium when they are offered to Members.

We extend our invitation to all our Australian counterparts to visit New Zealand and attend our Convention in Auckland on 4-6 August on their way to Brisbane. We can assure them of a very warm welcome with true Kiwi hospitality.



BAYTEX CLIPFRAME MARQUEES... SEEN AT ALL THE BEST PLACES

- Versatile kitset design allows a variety of configurations.
- Strong, lightweight corrosion resistant alloy frame.
- Button lock rail fastenings eliminate loose bolts and pins.
- Components interchangeable between different frame sizes.
- Extendable to any length.
- Choice of roof materials and colours both in PVC and canvas.
- Wide selection of wall sections, silk linings and custom designed accessories.
- Proven weather tight in all conditions.
- Guaranteed Baytex quality construction.



Bay Textiles Ltd.
P.O. Box 2571, Tauranga South,
New Zealand.
13 Christopher St., Tauranga.
Telephone (075) 88-022 or 88-921.

AUSTRALIAN AGENT:
Mack II Enterprises Pty. Ltd.,
25 Maidstone Place,
Ferntree Gully 3156, Victoria.
Telephone: (03) 233-7088.

Hire profits.



034 AVEQZ



038 AVMEQZ

Stihl chainsaws pay their way. Fast. Reliably. That's why 70% of pro hardwood timber cutters, who make their living from chainsaws, buy Stihl. Precision German engineering makes these Stihl chainsaws easy to start and easy to use. Australia's biggest, best-equipped chainsaw dealer network makes them easy to service and easy to get spare parts for.

All of which makes them very, very hard to wear out.

Best of all, both models are fitted with Stihl's inertia-activated chain brake. It means that if the saw kicks back, the chain is frozen in a split second. That's ultimate chainsaw safety.

If you want hire profits, invest in highest quality equipment. And see your Stihl dealer.

The Boss is your best investment. **STIHL**
No 1 WORLDWIDE

Phone toll-free for your nearest Stihl dealer. 008 03 3133

CLIFTON COURT SMITH SCS-169

RENTAL RATES — WHY THEY MUST RISE

THE Hire Industry has been caught napping. Since 1985 the cost of equipment has risen 50% to 100%, but rental rates have risen only 10-25%.

The buoyant times we have been experiencing during 1987 have made us complacent; we have been enjoying good income and reasonable profit figures. However, closer analysis will show it is not as good as it should be.

Equipment capital and running costs have risen 50-100% in two years. This has been caused by the weak Australian dollar, the changes in Sales Tax from 7.5% to 20%, plus increased Government regulations. But generally rental rates have increased 10% to 25%.

Under normal situations, this disparity would cause a severe squeeze on profits, and paybacks on equipment.

However, the busier economy has lifted utilisation giving improved income and profits.

Many people predict the Stock Market decline will extend to the whole economy some time in 1988 and result in a slow-down. To what degree and precisely when is indeterminable.

This slow-down must affect the Hire Industry, and bring our utilisation down to more normal levels. This will reduce profits substantially.

It is during slower times that rental rates are squeezed, discounts increase and it is difficult to raise rates substantially.

Now is the time we need to raise rates and we have the opportunity while we are busy.

Our profits should be very, very high during these times — we can be certain of reduced profits in a downturn, and if we are not making these big profits now, we will miss an excellent opportunity that may not return for another five years.

Now is not the time to be buying market share. Many of the markets we now have, will be substantially reduced in size or non-existent in 1989. Buying business should be done at the start of an upturn in the economy, not at the peak of the boom (if at all!)

The table shows a range of popular rental equipment, with approximate purchase costs in 1985 and 1987, and the rental rates of our company at the same time.

The cost of spare parts has increased by at least the increase in equipment costs.

This means a slower return on our investments, and increased costs gives lower profits.

The enormous discounts some hire companies are giving to "buy business" is making this worse. Some rental rates after discount are the same now as in 1982!

Those of us who have been through a recession or two, know how profits are squeezed and have seen many hire companies go out of business in a downturn.

Many hire companies who now are keeping their rates low and/or discounts high, will not survive a downturn.

Is it a simple chance of fate, that those companies who have been around a long time also have rental rates close to the Industry highs? Definitely not!

It is true also that most, if not all, casualties have had low rates and/or big discounts.

If you want to survive it is essential you push up your rates. It is simply bad management not to.

At the moment when our rates are so low, we need to raise them quickly and aggressively.

The old rate rise of 5%-10%, twice a year is not enough — we need to get them up 30% to 50% within 12 months. This will require three-five price increases.

The recent further fall in the A\$ will add 5-15% to imported equipment purchase prices and running costs. Suddenly we are even further behind.

There are two ways I suggest to raise rates: The first is to plan 5% to 10% general increase three to six times during 1988. The second is to look at your rental equipment every day if possible, and on those items which are busy put up the rates immediately — today.

Rental rate cards are, thank goodness, becoming a marketing effort of the past. Very few companies, let alone industries, put out price lists. The sooner we scrap these for all but selected customers, the quicker we shall turn our customers from looking at price, to looking at service.

If you have a rate card you will improve your profit by throwing them out **now**, and substituting them with an equipment schedule. Do it today.

CONCLUSION

Changes to rental rates will have a larger impact on profits than any other action.

Item	APPROXIMATE COST			APPROX RENTAL RATES		
	1985	1987	% INCREASE	1985	1987	% INCREASE
75 cfm Compressor	9,500	13,000	36.8	60	66	10
160 cfm Compressor	14,000	20,400	45.7	90	99	10
Electric Eel	1,300	1,900	46.2	46	49	6.5
Kango 900	370	630	70.3	34	38	11.8
225 Diesel Welder	4,500	6,000	33.3	40	48	20
Chain Saw, Petrol	500	826	65.2	43	45	4.7



HIRE KIT



PROVEN RELIABILITY

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.

Highly cost effective Electric Eel is the machine preferred by both plumbers and handymen.



AVAILABLE FROM:

QLD	NSW	VIC	SA	WA	NZ
Gregory Machinery 1 Vulture Street WEST END QLD 4101 Ph: (07) 884 4433	SECA Aust. 11 Carrington Road MARRICKVILLE NSW 2204 Ph: (02) 559 5622	OBE Trading 65 Taunton Drive CHELTENHAM VIC 3192 Ph: (03) 584 7211	METCO Ph: (08) 234 0566	Magnus Agencies Unit 4 Yampi Way WILLETTON WA 6155 Ph: (09) 457 0277	Moupak Products 3 18th Avenue TAURANGA Ph: (07) 58 9685



Flextool

BUILDING AND CONTRACTING EQUIPMENT

At Your Service for Over 35 Years

TOP PEOPLE
TOP PRODUCTS
TOP PERFORMANCE
TOP VALUE



TOP RETURN
ON YOUR
HIRE
INVESTMENT

Phone: Brisbane (07) 52 2306; Sydney (02) 818 5722;
Melbourne (03) 419 6300; Perth (09) 451 2077

1987 Goldfields Mining Exposition

The Nation's most important mining-related Exposition, the Goldfields Mining Expo was on again in October last year.

FROM October 15th-17th, thousands of visitors, buyers, operators and representatives of the nation's mining industry converged on the twin towns of Kalgoorlie/Boulder to attend the 1987 Goldfields Mining Expo. The Goldfields Mining Expo was the biggest yet with over 200 exhibitor bays displaying millions of dollars worth of mining-related equipment, technology and services.

Exploration was the main theme for this year's Expo and two major Conferences were run in conjunction with GME '87. Preceding GME '87 was the AUS IMM Conference titled "Equipment in the Minerals Industry-Exploration, Mining and Processing". Following on from GME '87 the National Drilling Industry Association conducted their National Conference.

Without exception, the Goldfields Mining Expo has proved to be far more worthwhile — profitable both on the ground and through following up the contacts made.

Held in the midst of a dynamic, diversified mining and mineral processing district its proximity to so many operations enabled visitors from all levels of the workforce to attend.

Another invaluable aspect of GME is that suppliers not only meet the buyers but are able to meet the end users of their particular products or services. This interface has led to many modifications, and beneficial design changes to products that have benefited both users and suppliers.

While many companies concentrated on the theme of "Exploration" other exhibitors at GME '87 featured a vast range of products and interests.

Other mining-orientated displays featured at GME '87 included equipment in the areas of surface/open pit mining, blasting methodologies, mineral processing/extraction, engineering, plant design/construction, transport/ore haulage and equipment manufacturing and distribution.

International representations from overseas included companies from France, USA and Canada.

The official opening of GME '87 took

place on Thursday 15th October and was performed by a distinguished member of the International Gold

Community, Mr Don MacKay-Coghill, Chief Executive Officer of GoldCorp Australia.

Be the first to offer this unique, profitable service line

AMERICA'S FASTEST GROWING RENTAL INDUSTRY

RENTAL TOOLS

50 of the most useful service tools regularly needed by mechanics and engineers



EACH DISPLAY SUPPLIED WITH BACKING SHEET, PEGBOARD HOOKS, TOOL INSTRUCTION LEAFLETS AT NO CHARGE

AUSTRALIAN DISTRIBUTORS:

Boustead
Tools and
equipment

BOUSTEAD TRADING — A Division of Amtel Limited
Sydney (02) 648 3922 Adelaide (08) 212 4548
Melbourne (03) 311 8133 Perth (09) 344 2711
Brisbane (07) 277 5922 Townsville (077) 757 999

TOOLS AVAILABLE:

- SELECTION OF GEAR PULLERS
- TORQUE WRENCHES
- VALVE SPRING COMPRESSORS
- COIL SPRING COMPRESSORS
- SPECIALTY TOOLS

THE RIGHT PAINT FINISH FOR THE RIGHT JOB



HIGH QUALITY SPRAYING ENAMELS

- 313 Fast Drying, High Gloss, Economical
- 333 Slow Drying, High Gloss, Suitable for Large Equipment
- 353 Automotive, High Gloss, Quality

For that High Quality, Durable Finish, Aultrafast, the 2K Acrylic Urethane that Lasts and Lasts and Lasts

Available throughout Australia



REGAL PAINTS

**23-28 MELBOURNE STREET
RIVERSTONE, 2765**

Telephone: (02) 627 4422

**BURLINGTON
SHIRT SHOP**

WORKWEAR

- Overalls • Trousers • Shirts • Shorts • Safety Footwear • Winter Jackets
- Rain Wear • Ladies Uniforms • Approved Industrial Footwear

**BURLINGTON SHIRT SHOP
CNR HAY & SUSSEX ST, SYDNEY**

Telephone: 211 1499

WHAT CAN THE HIRE AND RENTAL ASSOCIATION DO FOR YOU?

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

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

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

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

Among the benefits of membership are:

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

regulated, ethical and progressive industry.

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

To pledge honesty and reliability in all transactions;

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

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

To foster co-operation with manufacturers and suppliers.

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



Ride the New Breed of Horse.

The new Wheel Horse 200-Series

It's all here. Styling, power and performance. The new Wheel Horse 200-Series Lawn Tractor—engineered to handle your big lawn and grass cutting chores.

Because performance counts... the 200-series gives you a choice of powerful engines: a Briggs & Stratton 11-horsepower 1/C, or a Kawasaki 12.5-horsepower engine. Both with cowli-induction cooling for longer engine life. Pinion and sector steering and extra-wide turf tyres provide greater maneuverability and control. With all the comfort features you'd expect in a larger, more expensive tractor; like padded seats and aero headlights. All designed in a

functional new unitized steel frame with cast iron front axle and electric PTO clutch. Invest in the *only* quality lawn tractor that gives you all the power, styling and performance you want, at a price you can afford. The new Wheel Horse 200-Series.

This Spring-Look for our Wheel Horse full product line

See the complete range of powerful mowers and tractors - 11HP to 20HP (Briggs & Stratton, Kawasaki, Kohler and Onan Petrol Engines plus diesel). See the optional sized mowing decks (30" through 60"), the catchers, the heavy duty tiller and dozer blade. Find the performance, quality and value you're looking for.

Wheel Horse Power. Put it to work for you.

 **Wheel Horse**

(Division of Toro Australia Pty. Limited)

49 Cleeland Road, Oakleigh South Vic. Ph. (03) 5440866

For more information or a copy of our comprehensive catalogue phone toll free 008 033531 or send the coupon below:

Please send me a catalogue and price list on Wheel Horse Ride-ons and Lawn and Garden Tractors - also the name of my nearest dealer.

Name: _____ Address: _____

Hire 1-88 Phone: _____ code _____

TransCover is the NSW Government's new Motor Vehicles Third Party Cover, and Workcover replaces the Workers' Compensation Act of 1985.

WORKCOVER

The State Government has made reforms to Workers' Compensation Insurance which will affect all insurance policies attaching from or being renewed from the 30th June, 1987. The effect of this legislation is an attempt to reduce workers' compensation rates (in the majority of cases) for you the employer. For the injured worker, the right to sue for damages at Common Law will be lost and replaced with a new table of maims.

Further the Workcover will be managed by licensed Insurers who will become managers of Individual Statutory Funds and be paid a management fee for this service.

BENEFITS

Weekly compensation benefits for total incapacity during the first (26) twenty-six weeks will be retained at the current award rate with a limit of \$500.00 maximum per week. After the first (26) twenty-six weeks of incapacity the rates of weekly compensation will be altered; ie a single person will receive \$159.00; an employee with a spouse and one child will receive \$231.00.

Lump sums for permanent disability will be limited to a maximum of \$80,000.00 and if approved, a further \$40,000.00 may be allowed for pain and suffering.

PREMIUMS

The new rating system will pool industries into groups' these groups having a common premium rate. The rates for each employer will be individually adjusted according to the employer's safety performance and claims history.

It should be noted that in future, there will be only one rate for each industry. No longer will clerical staff or commercial travellers be treated as separate but will be rated in accordance with your classified Industry Rate. This could mean that in most cases you could find your premiums higher than previous.

The rate(s) that would apply in our industry would be:

Hire Service (Plant and Heavy Equipment) 3.2%

The rate(s) would then be adjusted in accordance with your claims experience and safety performance.

PREMIUM PAYMENTS

In future your insurer will advise you on expiry of your policy the deposit premium which will have to be paid. This premium will have to be paid directly to the Insurer within (30) thirty days from the date of your policy expiry.

If your premium exceeds \$2,000.00 you will still have the option of paying by instalments.

These payments will be made as follows:

- 1ST INSTALMENT Being 1/3 of estimated premium to be paid within one month of due date of policy
- 2ND INSTALMENT Being the amount by which 2/3 of the estimated premium exceeds the amount of 1st instalment to be paid within four months of due date.
- 3RD INSTALMENT The outstanding balance due to be paid within eight months of due date.
- 4TH INSTALMENT Being the adjustment of actual premium against amount already paid to be paid within 16 months of due date.

Failure to comply with the above will result in the total balance of the annual premium becoming payable and interest at the rate of 15 per cent will be charged to you.

CLEAN UP ON KARCHER



New wet and dry vacuum with a powerful 900 watt motor

The latest in wet and dry vacuums for shops, factories and hotels/motels.

Also suitable for domestic use.

- Powerful suction – 30 L/sec air flow
- Efficient 900 W turbine generates 140 mbar suction
- Holds 22 L water
- Robust construction
- Includes ready-to-use 60 mm diameter accessories kit
- Weighs only 5.5 kg

Select from the full range of Karcher power cleaning accessories.



KARCHER

FOR FREE DEMONSTRATION:

Sydney (02) 631 4488 Tasmania (003) 340 744
Melbourne (03) 546 7177 Adelaide (08) 312 792
Brisbane (07) 808 2666

XN1202/787F

WAGES DECLARATION

Legislation puts the responsibility on the employer for timely submission of all wages declarations. You will be asked to submit a wages estimate for the coming renewal period which must be submitted within (30) thirty days of the policy expiry date and you will also be requested to submit a wages declaration for the past insurance period and this declaration will have to be submitted within (60) sixty days of the expiry date.

Late, incorrect, or misleading wages declarations will result in penalties being imposed.

They could be in the way of interest being charged on premiums calculated in arrears; the loss of the option to pay by instalment and a possible \$10,000.00 fine.

PENALTIES

The Act contains, inter alia, the following penalties:

- ★ \$20,000 for not obtaining or maintaining in force a policy of insurance as well as an amount equal to twice the amount of the premium;
- ★ \$2,000 for failure to produce a Workers' Compensation policy for inspection;
- ★ \$10,000 for supplying false or misleading information to an Insurer, or failing to observe any policy condition.

CLAIMS

The claims excess of \$500.00 is still to apply.

REHABILITATION OF INJURED WORKERS

Rehabilitation — vocational or social — is a central feature of the State Government reforms.

All employers will be required to have in place within 12 months of the new legislation being enacted an approved rehabilitation programme.

For those employers who are unable to implement internal programmes, such as smaller employers, assistance will be given by their Licensed Managed Fund Insurer or the State Compensation Board, in conjunction with the Occupational Health, Safety and Rehabilitation Council of New South Wales to identify appropriate service providers.

Other reforms associated with rehabilitation include:

- ★ Companies will have to publicly display their rehabilitation policy and procedures.
- ★ There will have to be a designated member of staff responsible for rehabilitation.
- ★ The medical and allied health service team will have to be named but can be on or off-site.

TOP-UP COVER

We believe "Top-Up" cover will become an industrial issue and we can foresee a major push by the Unions developing in this area. Some Insurers are gearing up to provide appropriate insurance cover and specific attention will need to be given to securing insurance cover to protect your interests.

We will be only too willing to advise you of possible covers and terms available for this type of cover.

Brokers are now prevented by legislation from receiving premium payments from clients but can provide ancillary services as a consultant and are subject to a \$5,000.00 fine.

Should you require further clarification of Workcover, please contact your Harib Representative.



CLARK
bobcat
LOADER

No.1

9 MODELS
AVAILABLE
plus
ATTACHMENTS!



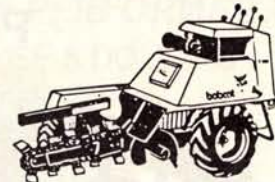
CLARK®
bobcat

TRENCHERS

Choose from 3 models....

T108

7Hp Pedestrian



T116

16Hp Pedestrian

T136

36Hp
Ride On



For Dealer information contact

CLARK CLARK EQUIPMENT
AUSTRALIA LIMITED

30 Salisbury Road, P.O. Box 50,
Hornsby N.S.W. 2077

Phone: (02) 477 8551 Telex: 170189
Fax: 476 2712

BOBCAT is
the registered
trademark of the
Clark Equipment
Company of the
U.S.A.



CLARK

Mastamedia HR No.9

TRANSCOVER

As from 1st July, 1987 the NSW State Government has introduced the TransCover scheme replacing the previous compulsory Third Party Insurance Act.

In TransCover, a claimant will have to prove fault against an owner/driver to get a benefit. He won't get anything if the accident was his fault under the scheme. There will be no Common Law rights but there will be set benefits which are briefly as follows:

WEEKLY BENEFITS

After five days, the victim of an accident caused by someone else is entitled to compensation if he or she is totally or partially incapacitated. A person who is totally incapacitated will get 80 per cent of his or her ordinary time gross earnings but to a maximum of only \$500.00 a week.

A partially incapacitated accident victim will get 80 per cent of the difference between pre-accident and post-accident earnings capacity to \$500.00 maximum.

An accident victim who receives weekly loss of earnings benefit may be able to get them put into a one lump-sum payoff if his incapacity is permanent and he is suffering hardship, or if he wants to leave Australia. The Government wants to discourage this as much as possible because it is seen as a disincentive to rehabilitation.

MEDICAL BENEFITS

TransCover will pay for all reasonable costs of medical, hospital, nursing, ambulance, pharmaceutical and dental services due to the injury, after the first \$100.00.

DEATH BENEFITS

If, within three years, an accident victim dies as a result of an accident, a lump sum amount of up to \$80,000 will be given to his family. But this will be offset against any lump sum he received for permanent impairment before he died. If it is needed then TransCover will give extra money to his family and help with funeral expenses and household services.

LUMP SUM BENEFITS

If you are permanently impaired in an accident and assessed as having an impairment level of more than 4 per cent, you are entitled to a lump sum benefit which is scaled to a maximum of \$120,000.

NON-EARNER BENEFITS

People who weren't earning a wage before the accident won't be entitled to the weekly loss of earnings benefits until they have been incapacitated for not less than two years from the date of the accident.

'NEW GENERATION' AIRLETE PORTABLE AIR COMPRESSORS

NEW



Noblet & Forrest Machinery

- ADELAIDE: Cnr Cavan & Grand Junction Rds, Gepps Cross. Ph: (08) 260 2788
- SYDNEY: 78-82 Riverside Road, Chipping Norton. Ph: (02) 726 7499
- PERTH: 174 Railway Parade, Bassendean. Ph: (09) 378 1999



A non-earner is a person who has not worked regularly during the two years before the date of the accident or who did not have firm employment arrangements at the time of the accident.

When a non-earner does get compensation it will be set at a percentage of the average weekly earnings.

The injured person will be entitled to apply for Commonwealth Social Security.

CLAIMS

Claims will be handled by a newly created department within the GIO.

The assessment of entitlement will be determined by the GIO.

If you want to appeal against a decision of the GIO then you can employ a lawyer and take the case to the District Court. If it's a dispute over an assessment of permanent impairment, then it will have to go to a Medical Review Panel to be decided. So there will be a chance for legal help later, but only if you can afford it.

Rehabilitation is a key part of the scheme with the emphasis on getting injured people back to work as soon as possible. TransCover will provide medical rehabilitation and help with vocational and occupational training. It will also pay for any modifications to your home, car or workshop for such items as wheelchairs.

The main reasons for the changes are that costs of the Third Party Scheme has got completely out of control. Claim costs have gone up 28 per cent a year for the last five years and our Third Party premiums have had to jump to keep up so the scheme does not run out of money.

When it unveiled TransCover in early May, the State Government said motorists, Third Party premiums would have to go up 23 per cent from July 1 in spite of the cuts to benefits in the new scheme. This is because \$3 billion in claims still has to be paid out.

For many families the new measures mean they will have to seriously consider getting their own private health "top-up" insurance to fill the gap, and the Government itself admits this may be necessary.

The GIO are offering a "top-up cover" but it has the same limitation as TransCover in that the injured person must prove that a Third Party was at fault.

We are at present endeavouring to arrange "top-up cover" for our clients which would offer cover for persons injured in an accident whether they were at fault or a Third Party was at fault.

Several insurance companies have indicated that they are developing this type of cover and it should be available shortly.

We will inform you when this cover becomes available and to the extent of the cover afforded.

Should you require further clarification of TransCover, please contact your Harib Representative.

SUPPORT THE
RED CROSS
BLOOD BANK

PELTOR

EARMUFFS & ACCESSORIES

IDEAL HEARING PROTECTION FOR —

- **MOTOR MOWING**
- **BRUSH CUTTING**
- **CHAIN SAWING**



CAP, MUFF
& VISOR COMB.

 **marshal safety
service pty ltd**

37 BURWOOD ROAD HAWTHORN VIC (AUST) 3122

PH. (03) 818 0446

DISTRIBUTORSHIP ENQUIRIES WELCOME

Powerlite

THE PROVEN PERFORMERS

DOLLAR \$ WISE \$ DOLLARS

RELIABILITY AND SERVICE
TO THE HIRE INDUSTRY FOR OVER 20 YEARS



NOW IN QUEENSLAND

Portable Power-Pacs, Diesel Generators
Mobile Lighting Towers, Silenced Canopies

Powerlite (Qld)

17 Campbell St, Bowen Hills, Brisbane, Qld, 4006
Phone: (07) 854 1818. AH: (07) 379 7904. Fax: (07) 52 3361

 **Powerlite**

61-63 GOVERNOR MACQUARIE DRIVE
CHIPPING NORTON, NSW, 2170
PHONE: 727 0077. FAX: 727 0309

AUTOMATIC INVOICING

We review the "State of the Art"
"Rental Management System"
Computer Programmes from "American Business
Machines"



WHEN well-known Australian hire personality Chris Pannell visited James Lolley of Ontario Canada in May, 1984 to look at the "Rental Management System" computer programmes for his newly acquired hireshop business at Gosford, NSW, he little realised that it would put him at the head of an Australian wide computer business with a seven-figure turnover within three years! — and make once again a market leader in his chosen field.

To those who know this entrepreneur, however, it will come as no surprise. As State Manager for Coates Hire NSW he turned a \$10,000 a month loss operation into one making 50% of the Company's net profit within five years

and attracting ANI's attention at the same time!

A further nine years down the track and he sold his engineering business to a Canadian Pacific subsidiary which gave him the means to acquire his own hire business — and the need and search for that elusive computer programme!

When he met James Lolley in Toronto, he knew he had found it — and it greatly helped him to repeat his previous success at Coates. In November, 1987 he turned down a written offer from Wreckair to buy the whole of his hireshop business for a substantial sum!

"So whats all this to me?" you may say; well its quite simple really — Alvin

Toffler, author of "Future Shock" forecast five years ago many areas where the microchip revolution would affect our lives and the way we do business. Today we live in the "Information Age" and like it or not — we either go with it and succeed or become like the quill pen or the horse and cart!

Now and tomorrow, every successful business will find the computer an essential tool — even more than the calculator, typewriter and filing

Ditch Witch 1010 **The Small Trencher** **with a BIG Reputation**

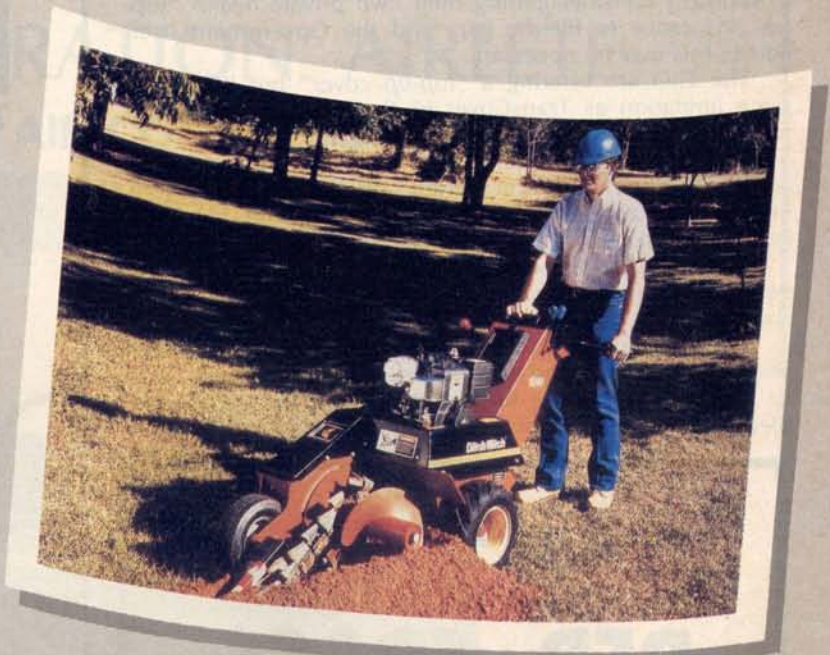
Everyone said Ditch Witch couldn't get better. But they found a way to do it.

The Ditch Witch 1010 is a brand new addition to the range. It has all the quality, dependability and simplicity that you expect from Ditch Witch.

A simplified drive train and hydrostatic ground drive system provide more working power at the business end. Maintenance is simple, with only three greasing points. Hydraulic controls save the operator a lot of effort. This one is a true Ditch Witch, from the ground up.

At the Mole Group, we believe our customers deserve nothing but the best. That's why we sell Ditch Witch. And that's why we added the 1010 to our range.


The range was good enough before. But that's not good enough for us.



The MOLE Group of Companies

15 RODBOROUGH ROAD FRENCHS FOREST NSW 2086 TELEPHONE: (02) 451 1222

BRANCHES IN ALL CAPITAL CITIES

Sole Australian distributor for  **Ditch Witch**



**Ditch
Witch**

cabinet. The computer replaces all three anyway!

The latest multi-user hire business computers can perform calculations at a speed of 20 million cycles a second and store 100 million bits of information about your business in a space the size of a paperback novel or on a standard cassette tape.

This sort of computing power and data storage is all handled by a series of written instructions (written by a computer acting under direction!) which is called "the programme".

Such is the pace of computer development since IBM released the first PC or personal computer in 1982, (when you had to write your own programmes!). Today there are over 30,000 programmes written for Personal and Business Computers. You just need to find the right programme to suit your business!

And here's the rub. If you need brain surgery — would you go to your friendly GP down the street? Of course not! For a specialist job you need a specialist — and a successful one too — or your mistakes could bury you financially!

The latest version of the Rental Management System from James Lolley and Chris Pannell includes so many features essential to the Hire and Rental Industry that it would take this whole magazine to describe them.

The programmes include things like an individual rate structure for each item if required, a customised calendar lets you define your days and weeks. Want to improve the cash flow? Introduce cycle billing, spread your month end close over 30 days and let the computer invoice all your hires on a 30-day cycle from the start of the hire. That means you are giving credit for the first 30 days instead of up to 60 days.

The new programmes have an instant "Alpha" search for both customers and products in preparing contracts and invoices. Just enter a few letters and the computer instantly finds a match for you to accept.

All the normal options you would handwrite are precoded by you and called by a single keystroke, eg C puts "Customer Pick up" on the contract, or B in the payment method puts "Bankcard".

Your charging methods can be automatically applied and all the month end — cycle billing — invoices printed, or you can review them first!

This is achieved by you setting up both the calendar and the rate structure by product or group of products which defines the charge to be applied for any of your standard rates, over a

defined period of time. (Remember — you sell time!).

The computer will "look at" the time passed; "look at" the time passed; "look at" the calendar days and times; and "look at" the rates you have set for each product. It will then automatically calculate and apply the correct charge and print the supporting invoice. With a fast printer we are told you can do your end of month or end of cycle invoicing in just an hour or two and print all the statements, performance reports and the month's profit and loss statement!

There is an old saying:
"When you build a better mousetrap — the world beats a path to your door!"

With a client base of over 40 users in Australia, New Guinea and New Zealand which includes many nationally known companies, the Rental Management System can certainly claim to be the market leader.

As Chris Pannell's nationwide "American Business Machines" — ABM — moves into high gear for our bicentenary year, it looks like he is once again building better mousetraps!

PLEASE SUPPORT OUR ADVERTISERS who make this magazine possible



NPK

The best hammer for demolition
and small excavation work

Now Introducing NPK's New
Little One With The Big Hit!

The NPK Model HO6X
Hydraulic Hammer

- ★ Designed specifically for use on 1 tonne class mini-excavator
- ★ Operating weight of just 84 kg
- ★ Requires only 10-15 lpm oil flow
- ★ 200 Nm constant energy per blow
- ★ Low repulsion characteristics
- ★ Low noise level
- ★ Replaceable main cylinder bush

Sold and Serviced by:
NSW:

69 Madeline Street
Enfield, 2136
Telephone: (02) 642 7333
Telex: AA26623
Fax: (02) 742 5490

VICTORIA:

214 Wellington Road
Clayton, 3168
Telephone: (03) 561 2244
Telex: AA32222
Fax: (03) 561 5163

(AGENTS IN OTHER STATES)

FERROCAST



“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.

THE BRICK CLEANING CO

Rick & Greg Venn “Bundaleer”

REYNOLDS ROAD, ELTHAM, 3095. Telephone: 439 9293 or 437 1826

For Sale

AVA PARTY HIRE

2 Locations North Shore
\$300,000

- Long established business
- Equipment in near new condition
- Small staff

Phone:
938 5599, 949 5664

**ATTENTION HYDRAULIC
HAMMER USERS!**



BREAKER STEELS



Japan's leading Chisel manufacturer. All point types available. Chisel moil, flat end and Cone type. To suit most popular rock breakers

**HAMMER POINT PTY LTD
Unit 6A, 115 Bath Road
Kirrawee, NSW 2232**

Phone: 542 3060
After Hours: (042) 96 7640
Telex: 176834 Tohant.

ABBEEY EVENTS

For all Convention arrangements
and exhibitions

Leaders in Company, State or
National events

All Enquiries:

(03) 429 6666

New Krone Round Balers

The Australian distributors for Krone farm equipment — Kubota Tractor (Australia) — have announced the release of four new round balers.

KR125 1.20x1.2 metre bale from 25kW requirement

KR155 1.50x1.20 metre bale from 29 kW requirement

Two new 'mini-stop' balers:

KR130 1.2x1.2 metre bale from 25 kW power requirement

KR160 1.5x1.2 metre bale from 29 kW power requirement.

The 'mini-stop' balers feature a kicker plate which eliminates the need to reverse in the windrow and also acts as a gathering plate, allowing the baler to immediately continue gathering crop while the tailgate is closing. This process amounts to a significant time saving.

Another feature of mini-stop models is their ability to tie with net, plastic or string.

In addition to these round balers, which are manufactured in West Germany by the family-owned company of Bernard Krone, a wide range of high quality Krone rotary disc and drum mowers, rotavators and manure spreaders are available in Australia.

All Krone round balers are designed and built to a patented system and have very few moving parts; plus, the bale chamber is fully enclosed to keep crop wastage to a minimum.

The makers claim that due to the unique design, Krone balers require up

to 30% less power than other balers of equivalent size, allowing smaller and more economical tractors to be used.

The hydraulic system is conventional and adjusts to all makes of tractor. The spring relief pick-up has hydraulic operation as a standard feature and robust U-shaped strippers with close tine arrangements ensure a clean pick-up under all conditions.

The crop is fed through a large aperture direct into the bale chamber by an endless rotating chain conveyor and with the continuous intake, the harvested material is compacted more and more with the bale being compressed from the outside. The density of the bale varies with the material, providing firm density for silage and straw, and medium density for hay to allow bales to breathe in storage.

On completion of the wrapping process, the tailgate is opened hydraulically and the bale is ejected. The next bale commences as soon as the tailgate is closed.

A twine box for five rolls is standard and the automatic twine wrapping system has a 4-step drive wheel so that the number of windings can be matched to the crop.

A bale density gauge is situated on both the left and right within view of the driver.

Krone claim the standing time of the baler can be reduced by up to 60% with their optional automatic net-wrapping process. The net wrap is fed into the chamber above the pick-up at the same time as the crop is taken in, and is then automatically cut off fol-



lowing a preselected number of windings. This setting adjustment is variable.

An electronic monitoring and control system provides maximum operating comfort on the KR130 and KR160, as all functions can be monitored and controlled from the tractor seat.

Whereas many round balers require a reasonable degree of skill to operate, a spokesman for Krone said that "anyone who can drive a tractor can operate a Krone round baler."

For further information contact:

Kubota Tractor (Aust) Pty Ltd
347 Settlement Road,
Thomastown, Victoria, 3074
Attn: Mr Barry Fisher

CarbiChain®

Chainsaw Chain, the All-Terrain Chain, Now Available in Australia

TUNGSTEN-CARBIDE



Awarded the SIMA84 Gold Medal for Technical Innovation at Paris Agricultural Machinery Show with new high technology tooth configuration. The cutting link supporting the tungsten tip is folded into a reverse U shape thus enclosing the rear and bottom sections of the tip which cannot work free. Brazing supplies additional reinforcement. CarbiChain cutter and drive link assembly, with reduced kickback, efficient chip evacuation, secure support for the tungsten tip. Available in: 3/8" PITCH, 0.050, 0.058, 0.063 GAUGE



The Saw Chain Specialists.

CENTREPHONE PTY LTD

PO Box 192, Katoomba, 2780, NSW, Australia. Ph: (047) 82 4966. Fax: (047) 82 3899. Tlx: 73038

Write or phone today for information and price list — Dealer enquiries welcome

NSW: W. H. IRELAND & SONS PTY LTD. Ph: (048) 71 1100; VIC: CANNING & SON PTY LTD. Ph: (03) 882 8245;
WA: STAR SALES & SERVICE. Ph: (098) 41 2455

THE ORIGINAL
TRIED AND PROVEN
W71 A VIBRATING
EDGE ROLLER.
UNCHALLENGED
MARKET LEADERS



DISTRIBUTED BY:

NEW SOUTH WALES:
QUEENSLAND:
VICTORIA:
SOUTH AUSTRALIA:
TASMANIA:
NORTHERN TERRITORY:
WESTERN AUSTRALIA:

ANI KOMATSU
ANI KOMATSU
CONSTRUCTION & INDUSTRIAL SUPPLIES
BROONS HIRE
FORCEPOWER
BROONS HIRE
UNIMEC (WA)

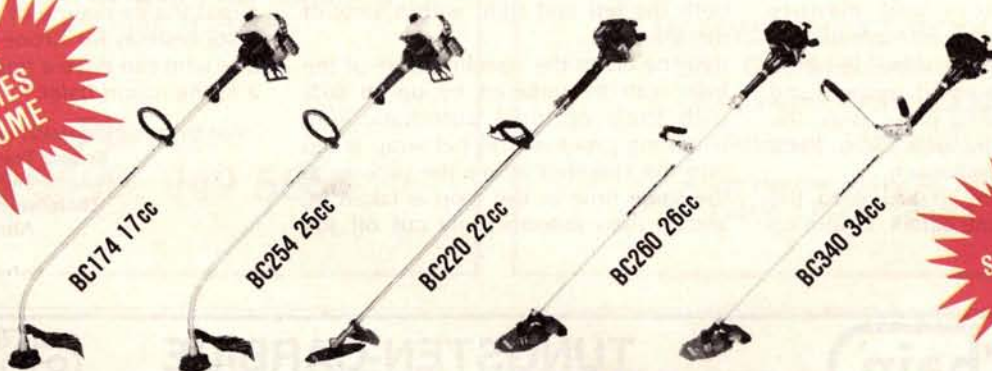
PHONE: (02) 726 8111
PHONE: (07) 379 6711
PHONE: (03) 798 1757
PHONE: (08) 268 1988
PHONE: (002) 34 3821
PHONE: (08) 268 1988
PHONE: (09) 277 2365

JAPANESE
QUALITY

**KOMATSU
ZENOAH**

COMPETITIVELY
PRICED

DEALER
ENQUIRIES
WELCOME



SOLD TO
SERVICE DEALERS
ONLY

BC174 17cc and BC254 25cc
Both models trim grass easily around trees, under hedges or along fences. Great for lawn edging. These well designed, reliable Zenoah trimmers offer years of trouble-free operation. Low noise allows safe and convenient operation.

BC220 22cc
A new light-weight brush cutter designed for light to medium-duty application. Easy starting, excellent handling plus low noise level and anti-vibration design. Zenoah G2KC engine delivers high power to the blade throughout the entire RPM range, assuring minimum

blade speed drop during heavy-duty brush cutting. Hollow drive shaft is lighter but stronger than solid shafts of the same diameter. It also features anti-resonance characteristics at high speed ranges. Specially designed large muffler, intake silencer and Zenoah's unique noise reduction technology.

BC260 26cc & BC340 34cc
The BC260DUM is designed for professional brush-cutting operations. High mobility is assured with the all-attitude carburetor for difficult-to-get-to spots and better operating comfort. The main frame is specially constructed to soak up vibration.

Both models are perfectly suited to operators who frequently work long and hard hours. Economical but powerful, lightweight but tough, this model features a horn-shaped handle that permits the operator to work in a comfortable position, resulting in minimum fatigue. The high-performance 25.4cc engine features instant starts and quick acceleration. Easy-to-remove cylinder head cover. Easily cleaned air filter. Efficient muffler with rear exhaust. Zenoah's unique overflow return system, all overflow fuel is returned to the gas tank for extremely clean operation.



IMPORTERS & DISTRIBUTORS

W.H. IRELAND & SONS (MACHINERY) PTY. LTD.

BOWRAL RD. MITTAGONG N.S.W. P.O. BOX 333 MITTAGONG 2575
PH. (048) 71 1100 TLX 72931 FAX (048) 71 2540
CONTACTS: TONY IRELAND, PETER IRELAND, DARYL HANDEBO.



New Track Star For NSW Rail Authority

THE State Rail Authority of New South Wales has purchased an Abbey Overhead Wiring Road/Rail Maintenance Vehicle for the repair and construction of overhead traction wires.

The unit has been operating in the Sydney Metropolitan Area, but plans are afoot to extend its operating area to take in Lithgow, Newcastle and Wollongong.

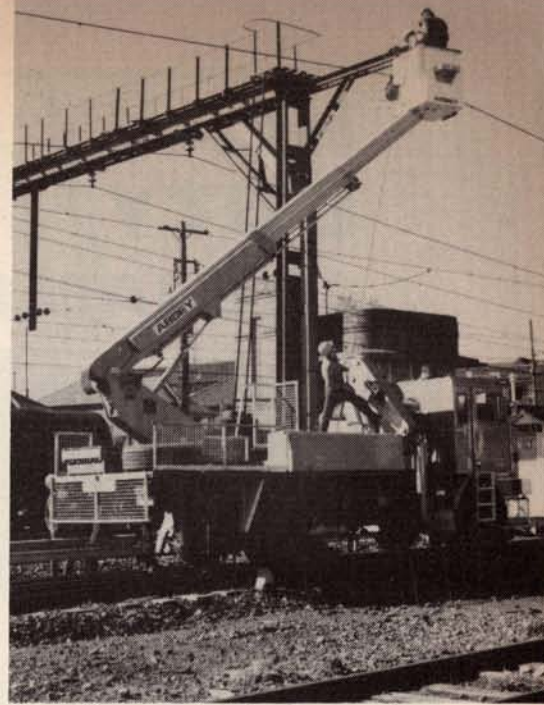
For the technically-minded, the Unit comprises a custom built RFW 4 x chassis, having a GVM of 16,000 kg. The chassis is fitted with rail wheels which lower down on to the track for guidance while the vehicle tyres in contact with the rail provide traction on-track. The vehicle's transmission is geared to give it the capability of

towing a 50 tonne drum wagon up a gradient of 1 in 30.

The aerial platform is an Abbey "Skyprobe" Model TSK200/10 telescopic unit which has a basket capacity of 200 kg, and a working height of 10.24 m to the floor of the basket. The Abbey "Skyprobe" was selected to allow traffic flow on the adjacent track to continue unimpeded and to allow for compact stowage of the unit within the confines of the tray.

The vehicle is also equipped with an Abbey Model TLC.780 truck loading crane which has a rated capacity of 7.8 tonnes/metre. The crane is used to raise and support overhead wires whilst workmen in the basket carry out maintenance work. The crane is capable of being controlled from either the ground or the work basket with the basket in the elevated position.

The vehicle chassis is fitted with hydraulically-operated rail clamps to provide side stability on-track in the working situation and hydraulically-



The Abbey overhead wiring road/rail maintenance vehicle recently supplied to the State Rail Authority of NSW.

operated stabilisers for the crane and "Skyprobe" when the equipment is used off-track for general work.

Reliability is critical as the unit is on call 24 hours per day, 7 days a week. Abbey manufactures the vehicle in Australia with a 90% local content.



SAW AND BLOCKSPLITTER

A compact diamond blade brick-cutting machine designed by tradesmen for tradesmen.



They Call
"Them"
the
Brickies
and Pavers
Best Mates



A portable blocksplitter with adjustable height and three cutting black edge!

Available From:

NSW: Vetner (02) 631 6288 QLD: Vetner (07) 208 7766 VIC: Vic Wheelbarrows (03) 288 2711 and Vic Contractors (03) 439 8796 SA: Bianco Builders Hardware (08) 33 6666 WA: Hire-All Sales (09) 349 1999 and James William Trading (09) 459 9045

HEAVY DUTY

KOHLER

RELIABLE - POWERFUL ENGINES



Single Cylinder
8-16 H.P.
Recoil or
Electric start

**AIR COOLED
PETROL ENGINES**
To suit
**Generators/Welders
PUMPS - FANS -
SAWS - TAMPERS
BOBCATS**
Available in straight &
tapered shafts
Electronic Ignition



Twin Cylinder
18-23 H.P.
Electric start

Backed by 2 year warranty ● Cast Iron Construction ● Electric Ignition ● Nationwide Dealer Network ● Fuel Pump ● Forced Lubrication on Twins ● Oil Sentry Low Oil Level Protection ● Low Tune Mufflers



AUSTRALIAN ENGINE & TRANSMISSION COMPANY

N.S.W.
(02) 684 4666

VIC
(03) 398 5211

QLD
(07) 277 2333

S.A.
(08) 352 2114

W.A.
(09) 279 4511

RENHEL MANUFACTURING CO PTY LTD

HATZ DIESEL ENGINES



*MADE IN WEST GERMANY

- Air Cooled Diesel Engines
- 1.1 to 55kW (1.5 to 75hp) at 3000rpm
- "Silent Pack" Low Noise Range
- For Gensets, Pumps and Construction Equipment
- Diesel Generator Sets
- 3kVA to 50kVA
- "Silent Pack" Generator Sets
- Genuine Spares, Sales & Service

RENHEL MANUFACTURING CO PTY LTD

Factory 4, 43 Amberley Cres,
Dandenong 3175. Phone:
792 4146
Fax: 792 1393

TUNGSTEN CARBIDE TIPPED SAW CHAIN

NEW
3/8LP

NOW AVAILABLE — A range of Prinz Tungsten Carbide Tipped Saw Chain that will stay sharper much longer than standard chain and still deliver a smooth fast cut. These chains are for use in cutting hardwood in extremely abrasive conditions (even for cutting out tree stumps), cutting of masonry, demolition of buildings etc. **SUITS MOST CHAINSAWS** — Unique Prinz Cutter designed from the start to be Tungsten Carbide Chain not a modified chipper chain cutter. These chains are precision engineered, designed from the start to be tungsten carbide chains. They are not modified standard saw chains. This results in much longer life and smooth cutting. They have been designed to allow sharpening when they eventually do become blunt. This allows a greater working life.



90 HOTHAM PDE, ARTARMON, NSW 2064
PHONE: (02) 438 5320 TELEX: 10722580
NEW ZEALAND ENQUIRIES WELCOMED

New Abbey Floor Crane Lifts Production

Abbey Equipment recently delivered a 1-tonne capacity floor crane to the Small Arms Factory at Lithgow in NSW.

The crane is being used to transport dies from the Moulding Press Shop to the Toolroom where repairs and alterations are carried out to the dies. They are then returned to the moulding presses.

The application of the crane is not unique as the job was previously carried out by an Abbey CR25. What makes this new crane a winner is that it has larger tyres and is fitted with a hydraulic power wheel and powered lift to speed up the entire process. The powered forward and reverse travel is controlled from the steering handle and the powered lift is controlled from a push button station on the crane column. Pressurised hydraulic oil is provided via a self contained battery electric power pack mounted on the rear of the crane.

The CR20P/BE/PW also has the normal Abbey Floor Crane features such as the adjustable chain and claw attachment and multi-position extension jib.

The crane pictured is also available in 2 and 3 tonne capacities.

For further information:
Abbey Equipment Pty Ltd
PO Box 309,
Clayton Vic. 3168

Tel: (03) 551 8866
Fax: (03) 551 5723



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 **KANGO** 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
(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

THE POWER OF ADVERTISING

Frank Towsey, Managing Director of the Advertising Works, offers some timely comments on the effectiveness of Advertising.

His Advertising Agency is a rapidly growing organisation, with its head office in Sydney and branches in Melbourne and Brisbane.

Advertising is not for the faint-hearted. To invest in any sort of advertising is somewhat of a gamble.

Fairly traditionally, in a period of 'so-called' recession, most companies review their advertising expenditure — normally with a sharpened razor blade!

This article is intended for those who recognise the power of Advertising. It is designed to 'open new doors' to those who have become so familiar with their own 'piece of turf' that they are jaded, or confused as to how best to exploit the opportunities provided by their 'shrinking violet' competitors.

For while your competitors are withdrawing from the communications arena, you've got a marvellous chance to dominate the 'top-of-mind' awareness of your marketplace — and consequently increase your marketplace.

Gains in marketshare now will have an even greater significance in the future, when the economy is more buoyant and purse strings are gradually loosened.

There are some forms of Advertising which can be regarded as less of a gamble than others. However, before discussing 'safe' or 'less safe' forms of advertising, let us look at the potential market:

1. Former customers
2. Current customers
3. Future customers — known prospects
4. Future customers — unknown prospects

Ironically, most Advertising Agencies are briefed to assist in finding the last

category — unknown prospects — often as a priority, over and at the expense of the prior categories.

Yet it is the first three categories which represent the greatest potential resources of new business, however, are most commonly overlooked

Most advertisers possess an immensely valuable databank of potential business, firmly locked away in their Accounts Department.

It's often the case that the only forms of communication received by former and current customers are invoices, statements and 'dirty letters' about late payment.

Communicating your latest products and services to these first two categories can be regarded as the ultimate in 'safe' advertising:

- a) There is very little wastage, if any.
- b) The results are totally measurable.

In these two categories, it is possible to measure the value of your advertising, by measuring the retention of, or gain in business from these totally identifiable markets.

The next 'safest' category to which to address your advertising, is to 'known prospects.' This category represents the group of potential customers which you can identify, however, who choose to purchase elsewhere or who, through lack of information, aren't purchasing at all.

The 'known prospects' group represents the most frustrating group of potential customers, because they're the people you 'know' but annoyingly, you can't seem to convert! Yet it may require very little, by way of promotion, to tip the scales and secure some business in this area.



In many cases, the advertiser fails to identify many potential sources of new business within this category, as familiarity breeds 'blinkers' — that is, a tunnel-like perspective of the potential "real" marketplace.

Consequently, the area we're asked to address most often, is the 'unknown' prospect group, yet our successes in the former category suggest that you should be urgently reviewing your efforts in these areas. Surprisingly, you won't gain much help from our competitors in these areas, as they're more accustomed to adventuring into the 'wilds' of the 'unknown' prospect sector.

And it is this last sector which mostly seems to excite the intending advertiser, perhaps because it represents the ultimate Advertising gamble.

It represents the area of greatest risk and conversely, is perceived as being the area of greatest potential result.

The Easy-Heat Gun is Australian-made with a die-cast aluminium body and a high performance motor capable of temperatures up to 300°C with a comfortable pistol grip

The gun is suitable for many uses • Heating • Bonding • Curing • Drying • Shrinking • Paint Removal. A product proven to be ideal for the hire industry

For further information contact

**TASMANIAN PAINTS
PTY LTD**

PO Box 61, North Hobart, Tasmania 7002
Telephone: (002) 34 4788



So it's not hard to see why most advertisers are lured to this style of Advertising.

The element of risk can, however, be substantially reduced by employing an Advertising Agency.

Their experience can help you avoid the most blatant pitfalls, yet it should be pointed out they are incapable of providing any realistic forecasting of the likely outcome. Needless to say, the larger the budget, the more likelihood of success: even bad advertising can work!

Good advertising requires good planning.

Before launching into a headstrong lash at promoting yourselves, it is wise to examine your real benefits and offers. Cross out the chest thumping claims. Just identify the real advantages you can offer.

Then identify your perceived market. Next, set aside a budget.

Present this brief to an Advertising Agency — or maybe to more than one. See what they come up with. Together, arrive at a mutually satisfying campaign.

Go for it!

But there's just one more thing. When the phone starts to ring, who's going to answer it and what are they going to say?

It is sad but true — many, many clients 'get it right' — right to the point where the prospect responds. And that's where they come unstuck!

An Advertising Agency can not only help in generating inquiries, we can help you prepare your team to adequately respond. After all, it's going to be how you respond, which will determine your rate of conversion. Don't underestimate the power of good advertising. It often sneaks up on advertisers, who aren't prepared for significant numbers of responses. Prepare your phone system and technique. Train your sales team.

It is a worthy point to remind your sales team that an order is rarely placed by a customer without the need for an audio or visual contact. It is an uncanny fact that potential customers will retain an imprint, a lifetime impression of your organisation, right from the first phone call or meeting. That imprint will determine your sales future. The imprint will be consolidated and confirmed by the quality and presentation of your staff, your premises, your brochure and your product.

It is strange that the Hire and Rental Industry, an industry which, logically, should depend on advertising, often forgets how important these points

are. Whilst the most important qualification a Hire and Rental specialist requires is the ability to provide top quality service and constant availability of a large range of reliable equipment, many don't realise that image and customer perceptions also affect business. Clean, well-presented equipment, delivered by friendly, efficient staff. Display your logo clearly. Is it easily recognisable? Make sure your contact information is within reach. Be seen in as many places as possible. Spend that little bit extra to ensure a place in the public's minds. Advertise. Remind potential and current clients that you exist. Frequently. You'll be surprised at the results.

The power of advertising can only be measured by the sales results you achieve. Making your advertising work requires more than a casual effort. Your advertising will be more potent when you regard it as a necessary component of your total offer.

These are economic times, when more than ever before, you should be examining the total mix of your offer.

Success will come to those who shrewdly assess their total offer and maximise the effects of their marketing mix. Advertising is powerful but only to those business people who recognise it as a major component in a total marketing effort.

BELLE 3 Cu Ft MIXER

"THE STRONGEST AND MOST RELIABLE MIXER ON THE MARKET"

- Easy to handle; has removeable barrel.
- Pass through 25" doorway.
- Rotating stand means full circle load and discharge.
- Petrol or electric.
- Pour 3 cubic feet wet cement in 4 minutes.
- The price is right.

ADVANCE HIRE: 52 VICTORIA ROAD, DRUMMOYNE
OPEN 7 DAYS — PHONE: 819 7022



BILL BROWN'S HUNTINGDALE MOWER SERVICE

For the best deals on
MASPORT
VICTA
ROVER

Phone: (03) 544 6755
After Hours (03) 583 8009

277 HUNTINGDALE ROAD
HUNTINGDALE, VIC 3166



Golden Deluxe Folding Tables

FEATURES:

- Steel Encased Table Top
- Folds Flat to 38 mm For Stacking
- Patented Leg Locking System Will NOT Collapse
- Large Range of Sizes, Tops and Frame Colours Available

See Our Range of Table & Shop Fittings



9-11 Nowill St, Condell Park, NSW, 2200

Telex: AA71132

Fax: (02) 707 3919

TELEPHONE: (02) 708 2211

Every HIRE & RENTAL

Cheque is Good!

When the Hiring Company uses TeleCheck

Cheque payment is significant in Plant hiring. TeleCheck, world leader in Cheque Verification, guarantees to reimburse all warranted cheques. Special services include: Advance Warranty (before releasing plant you can assure the final cheque); Touch-Tone Direct-computer Verification; 24 hour, 7 day, Australia-wide service; Low cost.

Enquire how Telecheck can increase profits and eliminate bad cheques

Write to: Free Post 4

**TELECHECK AUSTRALIA, PO Box 227
ST LEONARDS, NSW, 2065. (02) 439 3188**

Simply complete this coupon

NAME

ADDRESS

.....POST CODE.....

COY. NAME

PHONE No.....



COMPRESSOR, FORKLIFT & MACHINERY

SERVICE AND REPAIRS

Specialising in: All types of Portable Compressors, Forklift Trucks, General Contractors' Equipment and a large range of Diesel Engines

Experienced in most types of Diesel Engines

- Rolls Royce • Ford • Perkins • GM Detroit
- Caterpillar • Deutz • Lister • Slanzi • Hatz
- Lombardini • Petter

Field Service Available

**FACTORY 5
18-22 BANCELL STREET
CAMPBELLFIELD, VIC, 3061**

Phone: 357 1689

The Easy-Heat Gun is Australian-made with a die-cast aluminium body and a high performance motor capable of temperatures up to 300°C with a comfortable pistol grip

The gun is suitable for many uses • Heating • Bonding • Curing • Drying • Shrinking • Paint Removal. A product proven to be ideal for the hire industry

For further information contact

HEAT STRIP

PO Box 61, North Hobart, Tasmania 7002
Telephone: (002) 34 4788



PRODUCT NEWS

EASY-HEAT GUN

The Easy-Heat Gun is the most robust and most efficient heat gun available. It is a tool which every hire merchant should have and is a proven winner in this field.

The gun is an all-metal product with a die-cast aluminium casing and a high performance motor capable of producing 700 litres of air per minute at a temperature of approximately 300°C with a comfortable pistol grip for horizontal use. It is also possible to stand the gun for vertical or horizontal applications. The body of the unit will remain cool even after hours of continuous operation.

The versatile Easy-Heat Gun has many applications including paint removal, heat shrinking, bonding, curing, drying, setting, melting, forming and moulding. We have been manufacturing, selling and hiring the Easy-Heat Gun for over seven years and have found them to perform extremely well under very arduous conditions and with their heavy duty components they are an ideal addition to any hire industry.

Our experience is that sales regularly follow from hiring the Easy-heat Gun. With paint remover costing around \$40.00 per four litres it is easy to use \$80.00 worth of paint stripper in a day's work. Our experience is that the Easy-Heat Gun is about eight times as quick as using paint stripper and look at the money saved by not having to purchase the paint stripper.

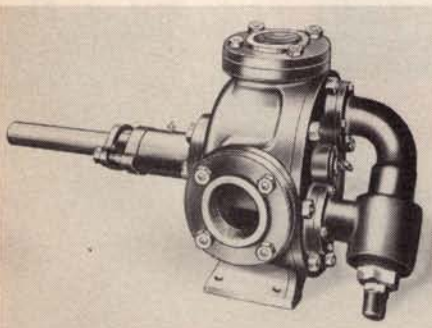
The usual life of the element is many hundreds of hours. If damaged or broken, the element can be easily replaced within five minutes, using simple tools.

The Easy-Heat Gun is manufactured by HEAT STRIP, PO Box 61, NORTH HOBART, TAS, 7001. Tel: (002) 34 4788 — See advertisement this issue.

NEW ASPHALT GEAR PUMP

A new Viking internal gear pump suitable for pumping asphalt, heavy petroleum, soap solutions and other viscous liquids has been released by Pacific Pump Company. Called the Viking Series 34, the pump is specifically designed for handling liquids which present temperature control problems.

The new Viking Series 34 pumps come completely jacketed with individual chambers surrounding the casing head and rotor bearing sleeve and each is provided with separate openings for connectors with heating or cooling lines.



Available in 6.81-34 litres per second configuration, the Series 34 can be used to circulate and transfer oil and asphalt within the hot mix plants or for loading and unloading of tanker trucks. Mechanised paint strippers used for line marking of roads and aircraft runways also utilise Viking's heavy duty abrasive liquid pump. In fact there are many Viking pumps specifically designed for handling abrasive media such as paint. Viking is the world leader in the design of internal gear pumps and manufactures a complete range suitable for emulsion, tar, bitumen and other hot liquids.

Further information on Viking pumps is available from Pacific Pump Company, branches in all states.

Further information on this Press Release is available from Mr Ian Brassett, Pacific Pump Company, 2 South Street, Rydalmere NSW 2116. Telephone (02) 638 5600.

O'PHEE TRAILERS EXPANDS

Award-winning manufacturer, O'Phee Trailers, has launched a bold assault on the Australian transport market with enlistment of new key senior personnel and extension of its eastern States network.

Company spokesman, Bill O'Phee, said the moves would give transport operators readier access to the Group's products and service.

"We have expanded to Townsville, Sydney and Melbourne, as well as relocating and enlarging the Brisbane operation," he said.

"We are in the thick of things at Rocklea (Brisbane), Plumpton (Sydney), Footscray (Melbourne) and Garbutt (Townsville).

"We are considering more sites for our eastern States network. O'Phee has a good product and the expansion will be a boost for existing sales operations at Pittsworth, Melbourne and Shepparton."

New general manager for O'Phee, Ian Fairweather, himself a qualified engineer, said the Pittsworth factory was producing among the best engineered trailers in Australia.

"Our units are generally of lower tare weight than other trailers and are priced competitively. The proof of our products lies in the good performance they are giving owners," said Mr Fairweather.

"Winning an Australian Design Award for the O'Phee Mark II and winning the Australian Bicentennial Authority's prized contract to build trailers for their massive 1988 travelling exhibition, are further evidence of the O'Phee excellence and our wish to be in the forefront of new product development.

"In an engineering sense we are making improvements whenever we see an opportunity. We want the market to realise that O'Phee Trailers are built for a very wide range of transport applications, not only for stock and grain haulage for which the firm became famous in years gone by," said Mr Fairweather.

O'Phee offers over 16 semi trailer types and can meet almost every transport opera-

DIAMOND & BOART Pty LIMITED

Thin Wall Bits

Drill Bits & Equipment

Diamond Saws & Wheels

Unit 15 Halker Street
Slough Business Park
Silverwater NSW 2141

Sydney (02) 648 5744
Melbourne (03) 222 3397
Brisbane (07) 288 4453
Toll Free (008) 25 1579
Fax: (02) 648 5198
Telex: 21830

Made in Australia

tor's requirements, the latest being the "B" Train Flap-Top, first built in Queensland. This unit has a unique application for versatility. The overall unit measures 19.2 metres, with chassis fabricated of high tensile steel, and capacity ratings of 37 tonnes for "A" Trailer and 30 tonnes for "B" Trailer. Also, available are the O'Phee "B" Train Contractor and O'Phee "B" Train Tipper which all incorporate 33 tonne final stage hoists. As well, O'Phee manufactures a range of flat top trailers for general transport, curtainsider trailers, drop deck trailers, full bulk tippers, extendables, stock movers complete with crates, plus the low low bed stock mover trailers which were an industry first, when displayed at the Agquip Show in Tamworth during August last year.

In Brisbane, O'Phee has discovered a growing demand for service requirements including spare parts, and O'Phee has geared up to offer first class service to meet customer needs. As well, the Sales Division is available Mondays to Saturdays including after hours to sell new or used trailers.

"We get some interesting feedback from our workshops on shortcomings in other manufacturers' equipment and this information is fed into our product engineering programme to make sure that O'Phee avoids repeating the mistakes of others," Mr Fairweather said.

OVERHEAD GUARD AVAILABLE FOR TOUGH NEW TENNANT® 235 SWEEPER

The TENNANT® 235 offers an optional steel overhead guard for use in facilities storing product above ground level, the manufacturer says.

The guard is one of several features that protect the operator. Special decals warn of possible hazards. A support bar stabilises the hopper in the upright position. And a Thermo-Sentry™ closes the hopper if the machine collects an ignition source.

The 235 quickly and easily removes a range of dirt and debris that collect on floors. It picks up cans, glass, gravel, paper, bricks, heavy debris, and other materials in a single pass. It works inside and out on smooth and rough surfaces.

BATTERY-POWERED WALK-BEHIND CLEANS FLOORS QUICKLY AND QUIETLY — WITHOUT FUMES

The new battery-powered TENNANT® 186E efficiently sweeps and scrubs floors while maintaining high air quality levels, according to the manufacturer. It removes virtually every type of dirt, debris and litter that accumulate indoors.

When used as a sweeper, the unit instantly removes dust, sand, metal chips, cans, glass, and other materials. It sweeps up to six times faster than brooms. When an optional scrubbing attachment is added to the machine, it removes grease, grime and stains. The 186E scrubber works 12 times faster than hand mops.

The model's dependable 24-volt batteries sweep up to 6,500 m² on a single charge. A built-in battery charger comes standard.

For further information on the above two products, contact:

Cliff Schutt,
PO Box 295, Ermington, NSW 2115
Telephone: (02) 476 5893.

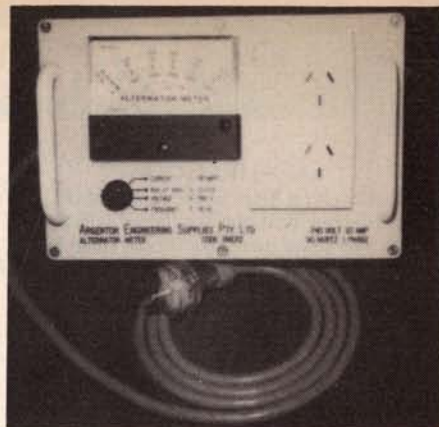
NEW ALTERNATOR METERING UNIT

Argenton Engineering Supplies Pty Ltd (Incorporated in NSW) are pleased to announce the release of an Alternator Metering Unit (AMU) for the Hire and Rental Industry of Australia.

The Alternator Metering Unit, type AMU-10, is a simple and effective unit used for measuring outputs and loads of single phase, 240 volt alternators up to 10 kVA. This lightweight unit is housed in a high impact polycarbonate case and is suitable for use in the factory or the field, enabling quick and easy checks on alternator performance to be carried out.

The AMU-10 is capable of measuring:
Voltage: 0-250 Volt AC
Current: 0-10 Amps AC (cont), 50 Amps AC (short time)
Load: 0-2.5 kVA (cont), 10kVA (short time)
Frequency: 0-50 Hz

Argenton Engineering Supplies Pty Ltd can provide similar units for both single and three phase alternators in a range of sizes.



For further information, please contact:
Argenton Engineering Supplies Pty Ltd
PO Box 159,
Adamstown NSW 2289
Phone (049) 52 7666 (4 lines)
Fax: (049) 52 9167

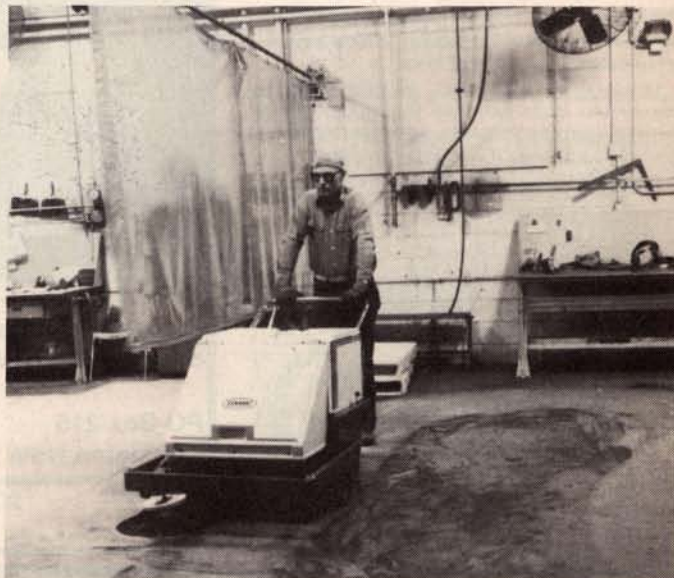
C-Y HIRE — NOBLET & FORREST MACHINERY

Sydney based C-Y Hire Pty Ltd have recently taken delivery of an additional two Airlete SF-175 portable air compressors, increasing their total fleet of these units to 14.

Mr Bill Yeo said that the reason his company chose the Airlete machines is due mainly to their reliability and low maintenance costs. The units have been well accepted by both Government and the Construction Industry and many customers are now requesting the Airlete units in preference to others. Any field service requirements have been handled extremely quickly and service and parts back-up on the equipment has been excellent.

Manufactured by Noblet & Forrest Machinery in Adelaide, the Airlete portable compressor range utilises the Gardner Denver rotary screw compressor driven by Isuzu diesel engines and they are available in sizes from 100 cfm (47 litres/sec.)

For further information contact:
NOBLET & FORREST MACHINERY
Adelaide: (08) 260 2788
Sydney: (02) 726 7499
Perth: (09) 378 1999





Komatsu's PC05-6 is a little Hydraulic excavator that does very big things both manually and financially - which makes it ideal for rental purposes. But its size alone isn't what makes it so uniquely predominant amongst its peers.

Komatsu's PC05-6 is totally mobile, meaning that it can be towed, on its own trailer, by the average utility or car. And with large lifting eyes, moving it by crane becomes light work. Its operator position has the best and most comfortable layout, while its boom offset capability far

exceeds any other in its class. It turns on a pin head, and on top of all that, its canopy outlasts its competitors by far.

Couple all this with the added back-up service of the largest and most experienced excavator company in the

world and you've got a little excavator that spells big profits instead of problems.

BIG PROFITS COME IN SMALL EXCAVATORS

* Trailer not included.

 **KOMATSU**

More down to earth / excavators

Komatsu Australia Pty Ltd 34-48 Bay Street, Botany NSW 2019 Phone (02) 666 9137

New from Scandinavia, K.E.W. wet/dry vacuum cleaners.

SUPER SUCK

Now, after outstanding success in Europe and the United States, the marvellous KEW range of wet/dry vacuum cleaners is set to clean up in its Australian debut. These high precision cleaning machines will save you time and effort. In fact, KEW can get any cleaning job done in around one third the usual time.

KEW, King of Cleaners.

There is a KEW wet/dry vacuum suitable for any job that calls for efficient suction cleaning. The compact, easy to manoeuvre 200 SVS is perfect for quick, quiet cleaning. The bigger 280 SVS can pick up debris like pieces of glass and metal chippings. The giant 550 SVS and 750 SVS feature super suction to pick up all waste, whether it's sawdust, chippings or slivers.

A range for every cleaning task.

KEW offers a range of products and accessories for most situations. For example, there are stationary plants with fixed pipe installations and centrally placed take-off points, hot water and steam cleaners, petrol/diesel models, special purpose models, the comprehensive cold water cleaner programme, plus the handy Hobby Cleaner.

Service back-up.

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

Phone for free demo-trial.

(09) 277 0511.

The 750 SVS features a 600mm wide roller suction head.



For more information write to:
K.E.W. Australia, C/- Atkins Carlyle,
44 Belmont Avenue, Belmont, WA 6104.

Name _____

Address _____

Phone _____



K.E.W.

HKQ 87

Western Australia:

K.E.W. Australia, C/- Atkins Carlyle, 44 Belmont Ave,
Belmont. (09) 277 0511.

South Australia: (08) 228 2411. Victoria: (03) 330 2333.
N.S.W.: (02) 727 8999. Queensland: (07) 277 6700.