

THE  
OFFICIAL  
JOURNAL  
OF  
THE  
HIRE  
AND  
RENTAL

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# HIRE and RENTAL Industry Quarterly

WINTER, 1988



ASSOCIATION OF AUSTRALIA

and the

HIRE SERVICES ASSOCIATION OF NEW ZEALAND Inc



**WHEN YOU COMPUTERISE  
YOUR BUSINESS —  
MAKE SURE YOU PICK A WINNER**

Five years ago, if you wanted to computerise your hire business, you had to first find your own programmer.

Then train them in the needs of the Hire Industry, and yours in particular . . . after a while parts of a programme might, appear . . . then you would wonder who had the communication problem . . .

If you had plenty of time and money you might, after lots of debugging, (and other ruder words) see some bits of printing with the words "HIRE INVOICE" or similar . . .

But as time went by, perhaps a year or two, just when you thought you could see daylight . . . your one person development team left for Tasmania to breed yaks or make cheese, leaving you poorer and wiser.

Sadly, as many in the Industry have discovered, this approach has a track record of success similar to do-it-yourself brain surgery!

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WINTER  
1988

Official Journal of the

## HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

and the

## HIRE SERVICES ASSOCIATION OF NEW ZEALAND Inc

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Women  
in  
Hire

Stanley  
Hydraulics  
Appoints  
NZ Agent



Health  
Hire  
Canberra  
Style

### OUR COVER PHOTOGRAPH

**KOMATSU**

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## PRESIDENT'S REPORT

*Firstly, I must comment on how each issue of our magazine improves on the last. Good to see the New Zealand input which will hopefully get more Aussie contribution on the Editor's desk.*

To whoever placed the article "Rental Rates — Why they must Rise" on her desk, more power to your pen.

We must thank Jim Brown for his efforts in getting our magazine "on the road" and he has again offered to continue to proof-read forthcoming issues to facilitate meeting deadlines. Thanks again, Jim.

National Vice-President "Des Whelan — a Tribute" made good reading. I well remember the help that Des gave to the first Queensland Convention held at the now demolished Broadbeach International Hotel in 1971. Time sure flies!

Talking conventions. Your committee is well into fine tuning the completed convention programme, which may make the next issue. But just in case it doesn't, let me assure you that we will really be up to meeting our theme "Hire in the Age of Technology". What you will learn from the seminars will lead you right into the 90s and beyond 2000. Those of you that haven't yet booked or are still thinking about it

GIVE YOURSELVES A BREAK  
GIVE YOURSELVES AN EDGE  
GIVE YOURSELVES A PUSH  
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*Only those who plan for tomorrow  
will be there for tomorrow.*

RON WYATT

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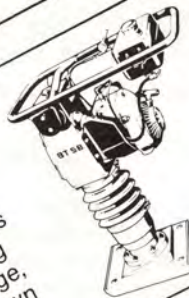
For when the user is not the owner. . . (You know what we mean!)

## 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

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# PROFILE

## RON WYATT

*Ron has been State Manager for well-known Australian construction equipment manufacturer Flextool Aust Pty Ltd since opening their doors for business in 1970.*

Since that time Flextool have maintained a small but active hire division specialising in inner city construction work and working hand-in-hand with their sales department.

As Flextool state manager Ron has been a very active member since the early days of the Queensland Hire Association serving on committees as regional delegate and as President in 1971 and together with his wife Denise flying the association flag at a number of US conventions.

Apart from being a very enthusiastic believer and supporter of hire conventions, Ron has been an active organiser and participator in all conventions hosted by his home state of Queensland.

Ron says it is very pleasing to see the benefits to the hire industry that are a direct result of convention meetings.

Conventions have played a very important part in establishing the strong lines of communication that now exist between many of our association companies.

Originally from the UK Ron started his sales career as a technical rep. for an international machinery merchant who distributed in Queensland a range of construction and material handling equipment including Hiab cranes, Favco cranes (Ron sold the first Favco crane in Qld), monorail transporter, concrete pumps, fork lift trucks and Bennett pan mixers.

Their range also included the Flextool range of concrete vibrators. Within a short time Ron was promoted to State Manager and held that position until the company withdrew from the Australian scene in 1970.

By the time the company had ceased trading Ron had built up a small but prosperous hire section specialising in concrete vibrators. Now faced with the prospect of finding another job and having seen the hire potential in Brisbane, Ron decided that if possible he should like to include hire in his new venture.

After receiving offers from several companies that "took over" the various agency products and having experienced the frustration of dealing

with large international companies, Ron decided that the only way to achieve job satisfaction was to join an Australian company.

The choice was easy. Flextool was an Australian manufacturer, was well known to Ron who had been selling the Flextool range as an agency line (as well as using Flextool vibrators in hire) and were keen to include a hire division in their new Queensland branch. Most important of all was that Flextool were building products suited to hire and Flextool management encouraged

and listened to hire user comments and suggestions.

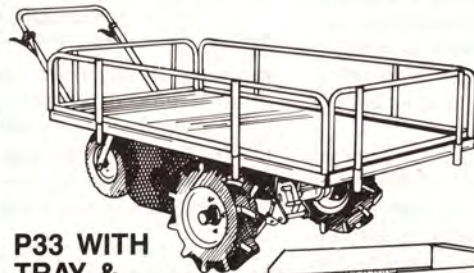
Looking back Ron says that running Flextool sales alongside Flextool hire has resulted in "hands on" experience for our manufacturing people and has increased communication between maker and user.

Ron believes communication is the key to success for any organisation and differences can only be overcome by communicating, and as National President will strive to improve communication between the States.



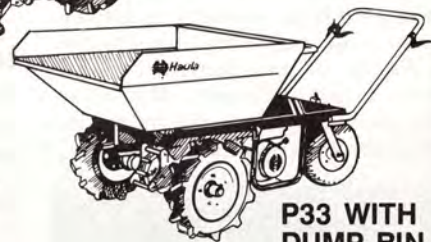
# NEWS

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# KOMATSU AUSTRALIA

**Komatsu constantly strives to maintain a fresh perspective in the development of mechatronics and high technology. Komatsu is now aiming for the latest advances in the industrial world.**

*Komatsu has witnessed a turbulent period of history in the 65 years since it was founded in 1921. It is no exaggeration to say that the history of Komatsu is the story of a challenging spirit, with which Komatsu has trodden a path parallel to the social developments of its time.*

*The aggressive attitude of tackling new ideas in order to meet the needs of customers is Komatsu's foundation for establishing itself as one of the top manufacturers in the world today in the fields of construction and industrial machinery. With the 21st century just around the corner, and increasing impetus for social advancement, a highly developed society is now within sight.*

*Centering on total quality control (TQC) systems perfected during our growth, together with our advanced technological base, Komatsu is leaving no stone unturned in moving into the new fields of mechatronics and advanced technologies. We have already produced many results in our efforts to serve an ever-growing society,*



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SWAMP DOZERS	90 hp (67 kW) to 220 hp (164 kW)
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MR JOHN ANDERSON	ADMINISTRATION MANAGER
MR DAVID YANAI	TREASURER
MR CHARLES FOO	MARKETING MANAGER
MR KEITH DALRYMPLE	SERVICE MANAGER
MR GRAEME REID	PARTS MANAGER
MR BARRY POTTER	TRAINING & TECHNICAL MANAGER

*evidence of our new initiative to be a multi-faceted machinery producer.*

*By aggressively challenging new fields, Komatsu will maintain its leading position as a manufacturer of diverse types of machinery.*

## **Incorporating Electronics in Construction Equipment**

**Komatsu, a full-line Construction Equipment Manufacturer**

Komatsu's philosophy is simple: to develop and manufacture products that meet the needs of users. As a full-line manufacturer of construction equipment, Komatsu has developed more than 300 types of equipment,



- ① Hydraulic excavator
- ② Modal analysis using CAD
- ③ Wheel loader and dump truck
- ④ Mini-sized hydraulic excavator





including bulldozers, hydraulic excavators, wheel loaders, dump trucks and many others. In addition, each product is available in a wide selection of sizes, ranging from the super large to small, and even further to the mini-sized models, to meet the different needs of users. Our products have gained a worldwide reputation for high quality and excellent performance, making Komatsu an undisputed world leader in the manufacture of a complete line-up of construction equipment.

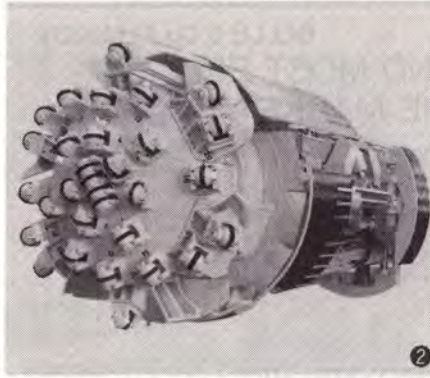
### Aiming for the next Generation in Construction Equipment

What will the next generation of construction equipment be like? Komatsu tackles the subject vigorously, and expends great effort in the areas of research and development. Komatsu is constantly striving to improve maneuverability, safety, durability, and economical efficiency. In order to achieve this goal, we incorporate the latest technology, including advanced electronics. For instance, Komatsu has been successful in producing a micro-computer-controlled hydraulic excavator with improved operating power and efficiency while reducing fuel consumption, a product fully meeting the needs of the times.

Komatsu is vigorously pursuing mechatronics and other high-technology developments, as can be seen in its efforts to develop unmanned construction equipment.

### Towards New Horizons High Technology Cuts Through Moving Underground

Komatsu has met the challenges of increased underground construction work, including projects to improve the urban environment and to build underground data transmission cable systems for advanced information networks. Komatsu has successfully developed a wide variety of underground construction equipment like shield machines, tunnel boring machines and all-earth type tunnel boring machines, each designed for a specific purpose and application. So far, more than 500 of these machines have been produced and sold.



Komatsu has also developed the world's first triple-joint shield machine, making sharper turns possible in underground construction work in urban areas. In addition Komatsu, ahead of all other Japanese manufacturers, has developed a small-diameter pipe jacking system called Iron Mole for underground pipe construction in areas governed by strict regulations. This equipment is currently being used in West Germany, Malaysia and Singapore, as well as Japan. All together, these machines have built more than 300 kilometres of underground pipe networks, greatly

contributing to the redevelopment of towns and cities.

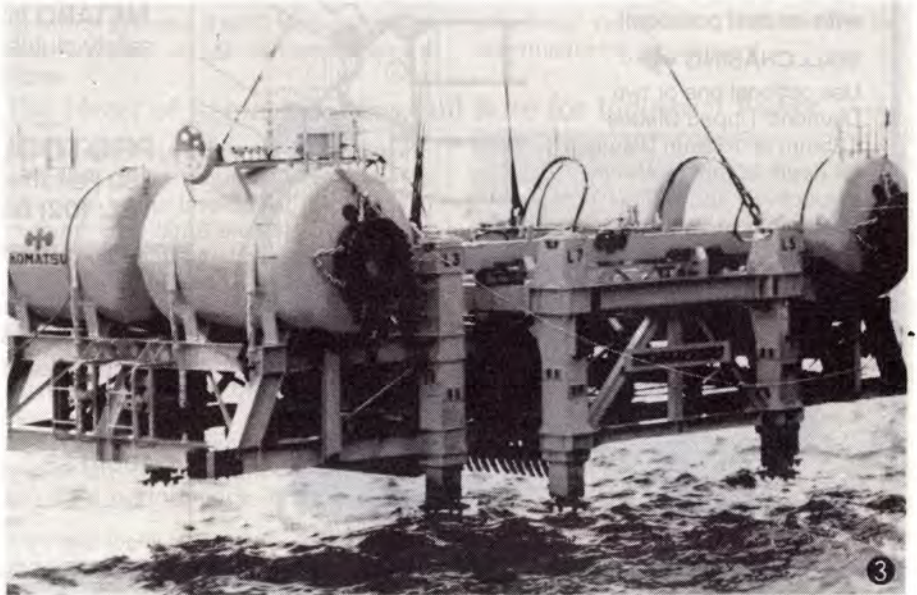
### And Into the Ocean

Komatsu is also striving to improve working conditions at sea by making the most of electronics, and has created undersea bulldozers to liberate men from risky and gruelling underwater work on the ocean floor. Our underwater rubble levelling robot makes it possible to level rubble deposited on the ocean floor as much as 30 metres beneath the surface. In a perpetual quest for robots for undersea work, the research and development of an improved version that can work at even greater depths is underway. This capability pushes the unexploited and limitless sea floor into the limelight as a new resource well worth developing.

### Aiming for Automated Production Systems Raising the Level of Precision

#### Komatsu Press Lines Boast Higher Precision Levels

Komatsu has long been a leading builder of advanced precision presses. Komatsu now offers more than 160



- ① Underground construction by shield machine
- ② Rockbed tunnel boring machine
- ③ Underwater rubble levelling robot
- ④ Iron Mole

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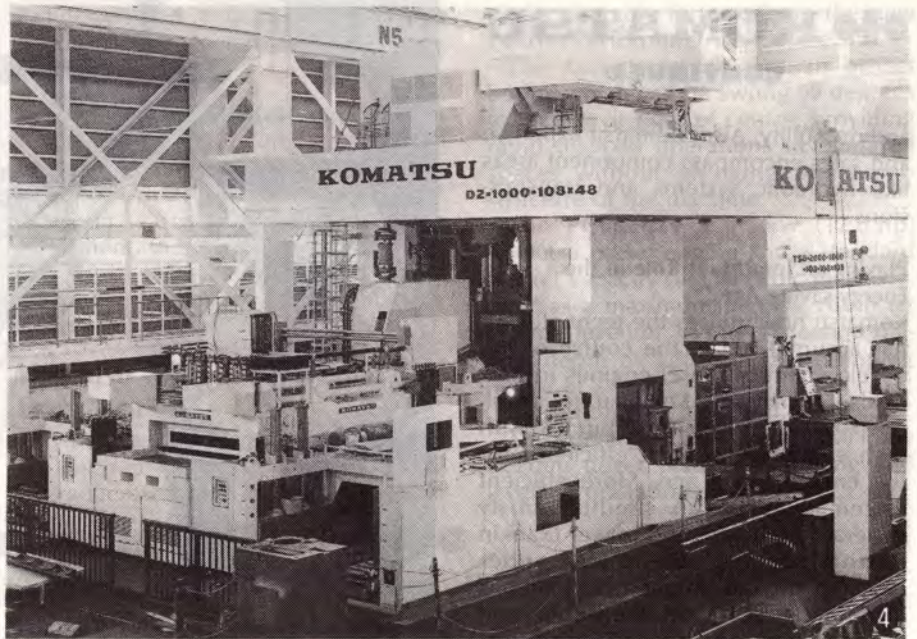


# KOMATSU CONTINUED

models of sheet metal presses in small, medium and large sizes, some featuring more than 6,000 tons of pressing power, as well as forging presses, hydraulic shears and press brakes to meet the needs of the industrial world. These machines are widely used by manufacturers of automobiles, electrical and electronic parts, precision machinery components, etc., both at home and abroad. Their outstanding precision and productivity are recognised by customers worldwide.

## Industrial Machinery Produced by High Technology

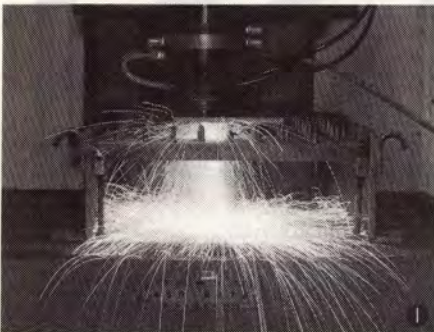
New production technology developed in the manufacturing of Komatsu construction equipment and press machinery has contributed to the creation of new industrial machinery which will find many innovative applications. Komatsu's products in this area range from special-purpose machine tools like crankshaft millers (which enjoy a dominant share in the Japanese



market), to general-purpose machines including the BTM-Compact/Complex, Frid Mills, to laser machines. They also include industrial robots with human-type intelligence for materials handling and welding, an essential part of factory automation (FA) or flexible manufacturing systems (FMS). Komatsu even manufactures visual sensor-equipped

- ① Laser Machining
- ② OBS root system
- ③ Visual sensor-equipped punching system
- ④ Large-power sheet metal press for automobiles

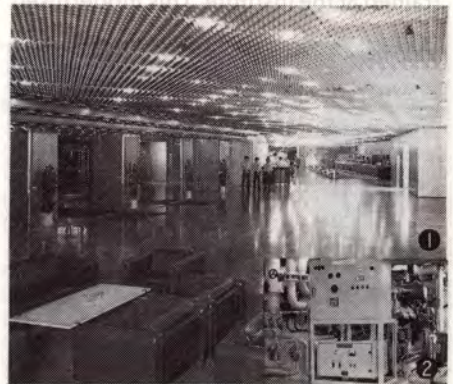
punching system and semiconductor manufacturing equipment.



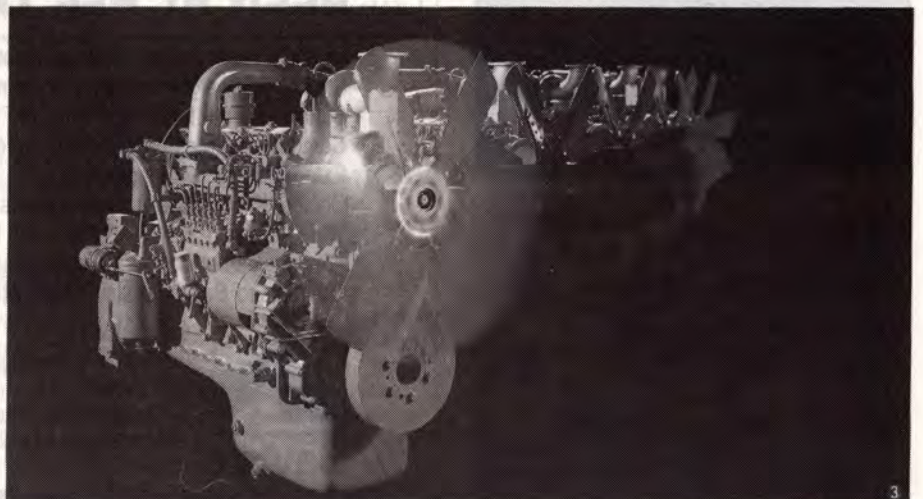
## The Heart of Komatsu Going Full Bore for Industrial Power

### Continually Improving the Diesel Engine

In the diesel engine field, Komatsu offers a basic line-up of 23 models, ranging from large engines developing over 1,500 hp to small ones developing 50 hp. In addition, Komatsu offers a wide choice of options to meet the changing needs of users. Our diesel engines are used in many kinds of construction equipment, industrial vehicles like fork lifts, diesel generators, compressors, marine engines and other engine-driven equipment, providing excellent performance, cost efficiency



- ① Hotel lobby air-conditioned by engine-driven heat pump
- ② Diesel engines



# KOMATSU

## CONTINUED

and durability. Also, Komatsu expertise and sales encompass component areas like hydraulic systems and transmissions.

### Playing an Important Role in the Energy-saving Age

Komatsu now utilises the technology it has accumulated in the course of the development of diesel engines in new fields. For instance, Komatsu has developed engine-driven heat pumps with high energy conversion efficiency for the energy-saving age. More efficient systems which can simultaneously generate both heat and power (Rankin Bottoming) are continually under research and development. Research is also being done on methanol and ceramic engines for automobiles. These are just some of the products Komatsu is developing in new areas.

### Well-trained People Provide Genuine Quality

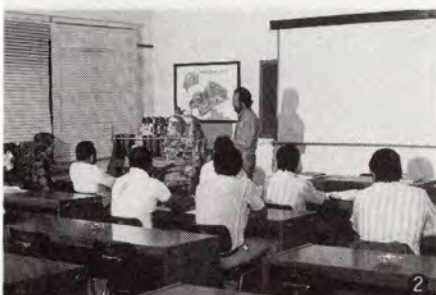
#### Positive Personnel Department

In 1979, Komatsu established a training institute to educate its sales, service and parts supply personnel. To date, about 130,000 persons have been trained at the institute. This modernised



educational facility provides Komatsu personnel from different parts of the world with a broad range of training including fault analysis using a unique

simulator. Komatsu has placed special emphasis on training in mechatronics. This training is received by more than 4,500 people from more than 30 coun-



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- ① Trainees on study
- ② Lecture
- ③ Field study
- ④ Discussion

tries each year. The Komatsu Training Institute has the added function of pro-

viding support and guidance for the seven training centres Komatsu operates abroad.

#### International Educational Programmes

Komatsu is carrying on a broad range of training centres in the USA, Brazil, Mexico, Australia, Singapore and Belgium. Furnished with modern equipment, these centres also turn out excellent sales, service and parts personnel to better serve Komatsu's customers.

### Komatsu PC05-5 Hydraulic Excavator

Sydney earthmoving contractor Ezi-dig used a 1,100 kg Komatsu PC05-5 hydraulic excavator to dig around and

under concrete formwork on the new Penrith Performing Arts Centre site.

The Komatsu PC05 has an off-set boom, which can be swung 50 degrees to the left or right of centre, providing rapid dig/load operations in confined spaces without swinging the super-structure of the machine.

The PC05 has a 9.5 kw (12.8 hp) Komatsu diesel engine and a standard bucket capacity of 0.06 cubic metres.

It has a maximum digging reach (at ground level) of 3.55 m (11 feet), a digging depth of 1.70 m and a dumping height of 2 m.

Bucket digging force is 1,000 kg.

The Komatsu PC05-5 has a 1,000 m by 220 mm dozer blade for refilling and levelling operations.

## DISTRIBUTOR LISTING

<b>ANI (NSW)</b> 41 Lisbon Street, <b>FAIRFIELD, NSW</b> 2165	Geoff Garth Rita Rogers Doug Baskerville	State Manager Secretary
<b>Ph: (02) 726 8111</b> <b>Facs: (02) 727 5372</b> <b>Tlx: 25272</b>	Mark Griffin Roy Burgess Albert	Financial Controller Head Accountant Hunter Valley Costing Service Dpt Clerk
<b>Auto Code: (417)</b>	Jim Gardner	Sales Rep. — NSW State Govt
	Jim McGregor Neil Monument Peter Dockmanovic Carol Uno Viskman Bruce Cawood Warren McGommes Joe Mahiate Gary Rochford	Mini Series Rep. Product Mgr (mini series) Service Manager Secretary/Switch Parts Manager Sales Representative Accounts Workshop Office Manager

<b>ANI (Muswellbrook)</b> Mitchell Line Road <b>MUSWELLBROOK,</b> <b>NSW 2333</b>	Doug Padman	Service Manager
<b>Ph: (065) 43 3900</b> <b>Facs: (065) 43 2974</b> <b>Tlx: 63806</b>		

<b>ANI (Qld)</b> 451 Sherwood Road <b>SHERWOOD, QLD</b> 4075	Peter Lovell Vicky Geoff Rogers Janelle Scott Rob Jones	General Manager Secretary to GM State Manager Secretary to SM Sales Manager — Earthmoving and construction equipment
<b>Ph: (07) 379 6711</b> <b>Facs: (07) 379 6530</b> <b>Tlx: 43863</b>	Darryl Brandon	Sales Manager—Mine Mgr

<b>Auto Code: (420)</b>	Roger Millar Col Pegg	Manager for Parts/Service Sales Support (Office Mgr)
	Mack Fatialofa	Sales Dept Clerk (Stk Ctrl)
	Harry Tonkin	Sales Admin — New Machines
	Debbie Jenny Gwen Peter Dixon Trevor Brown Lance Shmidt Chris Flarity	Secretary — Switch Secretary — Switch Switch Yard Man Head Accountant Service Manager Workshop-Supervisor

<b>ANI (Townsville)</b> 331 Wilcox Street <b>GARBUTT T'VILLE</b> 4818	Paul Taylor	Sales Representative
<b>Ph: (077) 75 3433</b> <b>Tlx: 47866</b>		

<b>ANI KOMATSU</b> Presto Avenue <b>Outer Harbour</b> <b>MACKAY, QLD</b> 4740	Darryl Brandon Kevin Munro Bruce Estell	Branch Manager Service Manager
<b>Ph: (079) 55 3566</b> <b>Facs: (079) 55 3761</b> <b>Tlx: 46018</b>		

<b>FORCEPOWER-VICTORIA</b> 1608 Hume Highway <b>CAMPBELLFIELD,</b> <b>VIC 3061</b>	Frank Dawson (357) 2555 Gail Parker Virginia Ian Olivieri David Laidlaw	General Manager Secretary to GM Secretary to State Mgr State Manager Sales Mgr — New Equipment Sales Support Stock Controller Sales Rep. Sales Rep. Major A/cs Sales Rep. Sales Mgr — Use Equipment
<b>Ph: (03) 359 3255</b> <b>Facs: (03) 359 1140</b> <b>Tlx: 36463</b>	Gerry Butler Darren Attard Bill Capell Steve Lester Neville Drayton Stuart Watson	Financial Controller KAP Service Rep. Service Manager Switch

<b>Night Line</b> (03) 359 3854	John O'Reilly Geoff Deller Doug Vaughan Trish or Gail	Financial Controller KAP Service Rep. Service Manager Switch
<b>Auto Code: (443)</b>		

<b>FORCEPOWER-STH AUST</b> 541 Prospect Road <b>GEPPS CROSS SA</b> 5094	Barry Millikan Del Billingsley Mike Thorpe Eleanor Paech Eric Glover	State Manager Sales Support Manager Engine Sales Manager Secretary/Switch Sales Admin. Clerk Service Manager
<b>Ph: (08) 262 4116</b> <b>Facs: (08) 260 6683</b> <b>Tlx: 89661</b> <b>Auto Code: (446)</b> <b>Postal Address:</b> <b>PO Box 237</b> <b>Blair Athol, SA</b>		

# KOMATSU

CONTINUED

FORCEPOWER-NT 1215 Stuart Highway WINNELLIE NT 5789 Ph: (089) 84 3633 Facs: (089) 84 4595 Tlx: 85124 Auto Code: (445) Postal Address: PO Box 39103 DARWIN, NT 5789	Ken Armstrong Karen David Crocker Laurie Reid Beau Brooks	State Manager Sales Department Secretary/Switch Asst to Parts Manager Parts Manager Service Manager
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FORCEPOWER-TASMANIA Lot 1, Cambridge Road CAMBRIDGE, TASMANIA 7170 Ph: (002) 48 5414 Facs: (002) 48 5410 Tlx: 57196 Auto Code: (447)	Jim Playsted Kim Paull Diane Burless Ron Ellis Shane Richard Locke	State Manager Secretary/Switch Secretary Product Support Manager Service Manager
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FORCEPOWER-TASMANIA 13 Goderick Street LONGFORD, TAS 7301 Ph: (003) 91 1570 Facs: (003) 91 1622 Tlx: Nil	John Alps Dennis Fowler	Specialised Machine Serv.
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M. C. KOMATSU 94-116 Sheffield Road WELSHPOOL, WA 6106 Ph: (09) 351 0555 Facs: (09) 451 8410 Tlx: 92080 Auto Code: ( )	Ron Bradbury Bridget Dennison David Dinsdale Nichole Andrew Ang (09) 351 0527 Graham Bettles Bob Brereton Jim Hutch Bob Wright Peter Trappert Julie Amanda Doug Jones	Divisional Managing Director Secretary to GM Sales Manager Secretary to SM Sales Admin. Commercial Manager Engine Sales Rep. Service Dept Clerk Service Mgr — (Wkshop sup.) Field Service Supervisor Switch Engine Reception Service Manager
--	---	--

Branches: 70 Vivian Street KALGOORLIE, WA 6432	Ph: (090) 93 1811 Facs: (090) 93 1914
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Kangan Way Wedgfield SOUTH HEDLAND WA 6721	Ph: (091) 72 1417
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See page 15 for details



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# 17th International Hire Convention & Exhibition

Conrad International Hotel — Gold Coast 7th to 12th August, 1988

## The Convention of a Lifetime

This is it, the Hire Industry's very own Bicentennial Event  
Hirexpo '88.

The 1988 Convention has been designed to give delegates the best of all worlds; an informative educational programme which looks to the future; the best in leisure and entertainment and a location which cannot be surpassed. Here is a sample of the Convention of your lifetime:

### GUEST SPEAKERS

#### CARMEL TRAVERS (*"The Age of Technology"*)

Famous for her "Beyond 2000" Programme on the 7 Network (also seen in the UK, USA, the Middle East, Greece and Turkey!), Carmel is ideally qualified to give you a unique insight into the technology of the future, an important issue to all hirers.

Prior to "Towards 2000" (forerunner to Beyond 2000), Carmel worked as a journalist in Rome, London, and Nairobi, where she reported from Uganda, Tanzania, the Sudan and Ethiopia. Her session is guaranteed to present technology in an interesting and entertaining way.

#### PAUL DUNN: (*"Industry Image in the Age of Technology"*)

Australian Airlines attribute an additional \$21.9 million in additional revenue to Paul Dunn's training, and Paul has been recognised as a driving force behind the marketing of Hartley Computer — initially a Brisbane-based company which grew in seven years from turnover of \$600 to a trans-national company turning over \$23 million. Talk about results!

Paul will address the important issue of your corporate image — an essential factor in successful sales and marketing. The secrets of selling face to face, the importance of correct telephone techniques and customer focus are all incorporated in this highly informative session.

#### DR JOHN TICKELL (*Moderation in Everything but Sex and Laughter OR Are You Dying to Please?*)

John Tickell offers a programme of awareness and self image improvement through nutrition, exercise and stress management.

The message is a serious one aimed at giving everyone a better chance of coping with the pressures of today's business life. John conveys this in a way that makes it fun . . . and achievable.

John is a Medical Director of the Hyatt Regency Coolool Health Resort, a \$130 million development near Noosa, Queensland. He graduated in Medicine at the University of Melbourne in 1968, and is credited with pioneering health management clinics in Australia.

#### DR NEVILLE NORMAN (*Opportunities for Growth — The Challenge Before Us*)

Without doubt one of Australia's leading economists, Neville Norman is the Senior Economic Adviser to the Committee for Economic Development of Australia and Economic Counsellor to the Australia Institute of

Management. He presents the facts and figures on the economy and future trends in a style which is entertaining as well as highly informative. How will you meet the challenges of the future, and benefit from new opportunities? Dr Norman's session will go a long way towards helping you understand the tasks at hand.

Arrangements for the appearances of Dr Neville Norman, Carmel Travers and Dr John Tickell were made through Celebrity Speakers International, of Sydney.

### INTERNATIONAL INDUSTRY SPEAKERS

We've assembled some of the international leading lights of the hire industry for you . . . a rare opportunity for you to listen to them and discuss their experiences fact to face.

#### RICHARD FRECHETTE

President of the American Rental Association (1988) after 20 years in the hire industry. Richard owns Quality Rental Centres (Pawtucket, Providence, Rhode Island). In the opening sessions of the Convention, Richard will address "Challenges for Hirers — An American Perspective".

#### JAMES IRISH

Executive Vice President of the American Rental Association, James will discuss marketing and motivational directions specifically for the Hire industry.

#### KARL LEVIN and PATRICK CHOSE

Owner of Regal Rents, and with 54 years Party Hire experience, Karl founded Regal, now operating in Los Angeles and Culver City, after leaving Abbey Rents, nine years ago. Regal now does \$14 million a year (that's American dollars!!) in party hire business.

Patrick Chose owns and operates San Francisco Party Rental Service, now in its 30th year. With over 80 years Party Hire experience between them, Karl and Patrick offer a once-in-a-lifetime opportunity for party hirers to learn from their infinite knowledge of the business.

### SOCIAL EVENTS

Hirexpo '88 will certainly be the ultimate learning experience, but this Convention isn't on the Gold Coast for nothing! A social programme to match the business content was certainly a challenge, but rest assured you'll be entertained in fine style.

The fun commences on Sunday, 7th August on the private wharf at the Conrad International Hotel, for a



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(sil) = silenced

## USED EQUIPMENT FOR SALE

(std) = unsilenced

### AIR COMPRESSORS — DIESEL 100 — 125 PSI

- 2 x Ingersoll-Rand (screw) 1200cfm (sil) G-M 12V71-N diesel
- 3 x Gardner Denver (screw) 1100cfm (std) CAT D343T diesel turbo
- 3 x Gardner Denver (screw) 900cfm (std) CAT D343T diesel turbo
- 1 x Consolidated pneumatic (vane) 900cfm (std) G-M 6 cyl diesel
- 1 x Airman (screw) 750cfm (std) CAT D343CT turbo (new)
- 1 x Gardner Denver (Screw) 750Scfm (sil) G-M 671-N diesel
- 1 x Consolidated pneumatic (vane) 600 (std) Rolls Royce diesel
- 1 x Consolidated pneumatic (vane) 600cfm Rolls Royce 6 cyl diesel
- 4 x Gardner Denver (screw) 600cfm (std) CAT D333 turbo diesel
- 1 x Gardner Denver (screw) 600cfm (std) G-M 671-N diesel
- 3 x Atlas Copco (screw) 600cfm (std) Cummins diesel skid mtd
- 1 x Broomwade (Screw) 600cfm (std) Rolls Royce diesel
- 3 x Ingersoll-Rand (vane) 365S (sil) G-M 4-71 diesel
- 2 x Gardner Denver (screw) 365Scfm (sil) G-M 4-53 diesel
- 2 x Consolidated pneumatic (vane) 365 (std) Rolls Royce diesel
- 4 x Atlas Copco XAS160SS (screw) 335cfm (sil) Deutz diesel
- 2 x Broomwade (vane) 250cfm (std) Ford 6 cyl diesel
- 1 x Ingersoll-Rand (vane) 250cfm (std) G-M 4-53 diesel
- 1 x Broomwade (vane) 165cfm (sil) Ford D65 4 cyl diesel
- 1 x Consolidated pneumatic (vane) 150cfm (std) Ford 4 cyl diesel
- 1 x Ingersoll-Rand (vane) 125cfm (std) Perkins 4 cyl diesel
- 1 x Broomwade (vane) 100cfm (std) Perkins 3 cyl diesel
- 1 x Ingersoll-Rand (vane) 100cfm (std) Holden petrol
- Atlas Copco (piston) 85cfm (std) Deutz
- 1 x Holman (piston) 60cfm (std) Volkswagen petrol

### AIR COMPRESSORS — HIGH PRESSURE DIESEL

- 2 x Atlas Copco (screw) 750cfm x 290psi (sil) Deutz diesel

### AIR COMPRESSORS — ELECTRIC

- 3 x Ingersoll-Rand Centac C-70 7000cfm (sil) oil free
- 1 x Ingersoll-Rand C4OMX3 4000cfm (sil) oil free
- 1 x Atlas Copco ZR6A oil free 3500cfm 750hp
- 1 x Ingersoll-Rand XLE 1200cfm 200hp base mounted
- 1 x Sullair (screw) 1200cfm 360hp air cooled package
- 2 x Atlas Copco DT Pack 560cfm 125hp Package (silent)
- 1 x Broomwade (piston) 560cfm 150hp
- 2 x Consolidated pneumatic, (vane) 500cfm 124hp Package (standard)
- 1 x Atlas Copco B pack 6E 280cfm 60hp package (silent)
- 1 x Ingersoll-Rand PA60V (screw) 270cfm 60hp package (silent)
- 1 x Consolidated pneumatic (vane) 200cfm 60hp package (std)
- 4 x Ingersoll-Rand type 40 (piston) 128cfm 30hp base mounted
- 1 x Consolidated pneumatic (vane) 100cfm 30hp package
- 1 x Ross (piston) 80cfm 20hp Receiver/mtd starter
- 1 x Ross (piston) 60cfm 15hp Receiver/mtd starter
- 1 x Pilot (piston) 35cfm 10hp Receiver/Mtd starter
- 1 x Ingersoll-Rand (piston) 10cfm (std) Wisconsin petrol

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### AIR WINCHES

- 1 x Diesel/Hydraulic Winch 7½ton Capacity (single drum)

- 1 x Single drum electric 3 ton capacity, starter and gearbox
- 1 x Atlas Copco 2 ton capacity, Single drum foot brake
- 1 x Atlas Copco ½ ton capacity, Single drum foot brake
- 1 x Ingersoll-Rand 1 ton capacity, single drum hand brake
- 3 x Petrol driven 1 ton capacity single drum gear brake
- 1 x Atlas Copco 2 ton capacity Air Hoist (MLB52)

### AIR TRACK DRILLS AND HYDRAULIC DRILLS

- 1 x Ingersoll-Rand 2 Boom Quarry Drill — 2 x VL140 Drifters
- 1 x Joy 3 ½" to 5" hole size air track drill
- 2 x Ingersoll-Rand CM350/VL140 Crawlair, valveless drifter
- 1 x Ingersoll-Rand CM350/Gardner Denver PR123 drifter Crawlair
- 1 x Ingersoll-Rand CM250/V1140 Crawlair (excl. cond.)
- 1 x Gardner Denver ATD3100/PR123 (reconditioned — excl. cond)
- 1 x A/Copco ROC601/150EB Crawlair w/ dust collector
- 1 x A/Copco ROC 604 with rotary head DTH hammer air track drill
- 1 x Ingersoll-Rand CM250/URD475 (good cond.)
- 1 x A/Copco Tunnel Jumbo with 3 Panther hammers model BUT5E
- 1 x A/Copco Integral drill steel sharpener
- 20 x Gardner Denver Air Leg drills with legs
- 15 x A/Copco Panther drill with legs
- 5 x Holman Silver 3 Tunnel Jackdrills
- 20 x Ingersoll-Rand Jackhammer drills
- 10 x A/Copco Paving Breakers (silenced type)
- 40 x Consolidated pneumatic 117 Rock Breakers (as in new condition)

### DRIFTERS — RECONDITIONED, EXCHANGED

### OR REPAIRED — I-R, G.D. & A/cop.

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A.COP: COP131, COP151, BE57, BBE53, COP4 BBE120 POA

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### COMPACTOR

- DAVLECO 72" Smooth drum/interchangeable sheepfoot drum (new) 10,000lb capacity — 3 cyl diesel engine — elect starter 1 x vibro plus plate compactor 375mm x 600mm
- (Excavator or Backhoe)

### AIR PUMPS

- 1 x A/Copco, Ingersoll-Rand, Whitehall, CP sludge pumps (venturi & diaphragm type)

### ROCK BREAKERS

- 1 x Furukawa (new) HB30G Opp weight 2,150kg Hyd angle tilt/ . . . Quick hitch
- 2 Krupp (used) HB800 Opp weight 1,400kg Hyd angle tile/ . . . Quick hitch
- 1 Roxon (used) R400 Opp weight 600kg Hyd angle tilt/ . . . Quick hitch

### GENERATORS — DIESEL

- 1 x Petbow 125KVA Rolls Royce (diesel) package
- 1 x Lincoln 20KVA Perkins (diesel) package
- 1 x Stanford 75KVA Perkins (diesel) package

### ASSORTED MISC EQUIPMENT: Vibrators — Fans — Chain/Circ Saws

- Impact Tools — Pressure Vessels — Heat Exchangers ± Coolers — Air Drills
- Dust Collectors — Diesel Engines — Air Drills — Rock Breakers — Welders — Mine Fans

Cocktail reception "Bourbon Street Style" — complete with jazz band, buskers, magicians and the unexpected!!

The "Bicentennial Bash" at the famous Seaworld on Monday, 8th August will certainly be an evening to remember — we've even organised a landing by Captain Cook straight off the Endeavour, and if that wasn't enough, join us for a time warp trip to the Gold Rush days, then wine, dine and dance the night away!

On Tuesday, 9th August, partners will enjoy a leisurely cruise to the millionaires' playground — Sanctuary Cove — with an opportunity to shop at the Cove's unique Village Shopping Centre, followed by lunch. At night, delegates and partners are invited to "Galaxies — A Journey Beyond Starz" at the Conrad International Hotel's Showroom.

The "Back to Oriana Cruise" on Wednesday night (10th August) is bound to bring back memories — come and join Captain Arthur John Cleese Staines for cocktails and a superb Queensland Seafood Buffet whilst sailing the beautiful Broadwater.

Thursday, 11th August, sees two special events, the "Fitz-Kroeger Inquiry" (is there corruption in hire!?) and the Gala Banquet which features the most impressive entertainment line-up this side of Las Vegas!!

## WORLD EXPO '88

After the Convention of a lifetime, you'll need to relax so why not take the day off and visit the entertainment venue of a lifetime!

Friday, 12th August, is available as an option to delegates and partners wishing to visit the largest celebration in Australia — World Expo '88.

After Expo '88, we'll take you back to the Gold Coast or to Brisbane Airport for your departure.

## TRADE EXHIBITION

Located right on site at the Conrad International Hotel, the Trade Exhibition promises to be the biggest and best yet, with over 75 booths sold as we go to press. To make sure delegates have the opportunity to fully explore the Trade Exhibition, visits have been included in the Convention Programme.

If you want to Exhibit, our only advice is HURRY — space is filling fast!

## COMBINED PROGRAMME

(Delegates and Partners) (Subject to Change)

	DELEGATES	PARTNERS
<b>Day 1: Sunday 7th August</b>		
8.30AM — 5.30PM	Registration	Registration
12.00 — 5.00PM	Yard Tours: — General Hire — Party Hire	Yard Tours: — General Hire — Party Hire
6.30PM — 10.30PM	Early Arrival Cocktail Party	Early Arrival Cocktail Party
<b>Day 2: Monday 8th August</b>		
8.30AM — 5.00PM	Registration	Registration
9.00AM — 11.00AM	Team Sport Events	Team Sports Events
12.00 — 1.15PM	OPENING LUNCH: Mr R. Frechette, President ARA Mr R. Wyatt, President HRA	OPENING LUNCH: Session 1:
1.30PM — 3.00PM	Session 1: "The Age of Technology" Speaker: Carmel Travers	Session 1:
3.00PM — 3.30PM	Afternoon Tea	Afternoon Tea
3.30PM — 5.00PM	Session 2: Brainstorm Seminars	Free for own Arrangements
6.30PM — 7.00PM	Depart Conrad for Seaworld	Depart Conrad for Seaworld
7.00PM —	"Bicentennial Bash" An evening to remember at "Seaworld"	
<b>Day 3: Tuesday, 9th August</b>		
7.00AM	Jogging Club	Aerobics
8.30AM — 5.30PM	Registration	Registration
9.00AM	Session 3: "Future Trends — An International Perspective"	Cruise to Sanctuary Cove via River and the Broadwater
10.30AM	Morning Tea	Arrive at Sanctuary Cove Village
11.00AM	Session 4: "Computer Technology — Ramifications for the Industry"	
12.30PM	Luncheon	Luncheon at Sanctuary Cove
2.00PM	Session 5: "Industry Image in the Age of Technology" Speaker: Paul Dunn	Return to Conrad by Coach
3.30PM	Afternoon Free for own arrangements	Afternoon Free for own arrangements
7.45PM	OPTIONAL: "GALAXIES" International Show	OPTIONAL: OPTIONAL:

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# Over the counter quotations - 1 minute!

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# Product bailment reports by serial no. - 15 minutes!

## How long do these take you now?

There's no doubt about it. If you are a hire firm you spend a long time preparing documents.

Customers are delayed while you fiddle with price schedules and fill in quotations or rental agreements, you spend a large portion of your time getting credit checks by phone (especially on the weekend) and a product bailment report. Well that can take days can't it?

Of course there are also all those other miscellaneous accounting and paperwork jobs that consume so much time.

## So what is the answer?

### RentMaster

RentMaster is a computer program which will run on virtually any single or multi terminal computer.

It allows you to produce even a complex quotation for a client over the counter in about one minute.

It allows you to communicate directly with the CRAA computer and do a credit check in just a few seconds.

It allows you to produce a bailment report by product or serial number in a fraction of the time it takes you now.

## And that's not all

RentMaster will handle all the transactions and accounting work required by any rental agency. From automatic date billing through penalty letters, delivery advices, stock valuation reports to debtors and general accounting.

Despite all this power, RentMaster is the simplest of systems to operate available. It was designed in Australia for Australian hire and rental companies.

So if the paper war is getting you down, call us for a demonstration of RentMaster and see for yourself just how much drudgery it can take out of your accounting and transaction processing.

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**Day 4: Wednesday, 10th August**

7.00AM	Jogging Club	Jogging Club
8.30AM — 5.30PM	Registration	Registration
9.00AM	Session 6: "Moderation in Everything but Sex and Laughter" (Stress Management Techniques) Speaker: Dr John Tickell	Depart Hotel for Hinterland tour, includes morning tea and luncheon.
10.30AM	Morning Tea	
10.45AM	Session 7: "The Gong Show" The very latest in hire equipment as presented by the suppliers	
12.30PM	Luncheon	
2.30PM	Trade Exhibition Grand Opening	
3.00PM — 5.30PM	Trade Exhibition Visits	
7.00PM	Optional: "Back to Oriana" Dinner Cruise Evening cruise featuring famous Queensland Seafood Buffet	Optional: Aerobics Registration

**Day 5: Thursday, 11th August**

8.00AM	Jogging Club	Aerobics
8.30AM — 5.30PM	Registration	Registration
8.00AM — 5.30PM	Trade Exhibition	
9.00AM	Session 8: "Opportunities for Growth — The Challenge Before Us" Speaker: Dr Neville Norman	Free Time for Surfers Paradise Shopping — Shuttle Bus to Surfers operating
10.30AM	Morning Tea	
11.00AM	Trade Exhibition	
12.30PM	Closing Lunch: "The Fitz-Kroeger Enquiry into The Hire Industry and its Suppliers"	Closing Lunch: Own Arrangements
2.00PM	Trade Exhibition	
6.30PM	Pre-dinner Cocktails	
7.30PM	HIREXPO '88 GALA BANQUET	

**Day 6: Friday, 12th August (OPTIONAL EXTENSION)**

8.00AM — 5.30PM	Hospitality Desk Open
8.00AM	WORLD EXPO '88 TOUR

# GENERAL INFORMATION

**VENUE:**

The Conrad International is Australia's largest Hotel, and offers the finest Convention facilities available. Located on its own island at Broadbeach, the Hotel features a variety of fine restaurants, entertainment and leisure facilities, Fortunes Nightclub and, of course, the famous Jupiter's Casino — all under the one roof.

The Convention Centre is located on the ground floor, and affords easy access to exhibitors and delegates alike — with Business sessions and Trade Exhibition immediately adjacent to each other.

**ACCOMMODATION:**

Due to World Expo '88, accommodation on the Gold Coast is at a premium, however block bookings have been made for delegates at the Conrad International Hotel, and the Ramada Hotel located in the centre of Surfers Paradise. A strictly limited number of family units are also available at the Broadbeach Motor Inn, nearby to Conrad International. A complimentary shuttle bus operates between the Conrad and Ramada Hotels.

Accommodation CAN ONLY BE RESERVED ON THE REGISTRATION FORM, and special rates have been negotiated:

**Conrad International Hotel:**

Single: \$100 per room/night  
Double: \$100 per room/night  
Twin: \$100 per room/night

**Ramada Hotel:**

Single: \$ 90 per room/night  
Double: \$ 90 per room/night  
Twin: \$100 per room/night

**Broadbeach Motor Inn:**

1 bedroom unit (2 persons): \$65 per unit/night;  
2 bedroom unit (4 persons): \$85 per unit/night;  
Extra rollaway bed: \$10/night

Rates correct at time of printing. To reserve your accommodation, please indicate your preference on the registration form; a confirmation letter will be sent within 14 days of receipt of the form at the Secretariat. Accommodation will only be reserved for Registered Delegates and/or Exhibitors.

**REGISTRATION:**

The Registration Brochure, including registration forms, will shortly be mailed to all HRA members. The registration form will also be printed in the next issue of Hire & Rental Quarterly. Brochures will be available from the Secretariat and State HRA Branch offices from the first week in May.



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## SECRETARIAT:

Please contact the Secretariat, open during all office hours, should you require any assistance or information.

Telephone: (07) 368 2644

Facsimile: (07) 369 3731

## CANCELLATION POLICY:

Registration may be cancelled up to 60 days prior to the Convention without penalty; thereafter a Cancellation Fee of \$50 will apply. Cancellations received 30 days or less prior to the Convention will not be refunded, however you are invited to nominate a replacement delegate at no additional charge.

## SELL AT HIREXPO '88

The 17th International Hire Exhibition, **HIREXPO '88**, will be staged at the Conrad International Hotel, Gold Coast (Queensland), on 10th and 11th August, 1988. The Exhibition will be held in conjunction with the 17th International Hire Convention, **Hire in the Age of Technology**, which will be held at the Conrad International from 7th to 11th August, 1988.

The Convention has been recognised as an Endorsed Bicentennial Activity, and as a World Expo '88 Affiliated Event. Given the superb venue, location and the excitement of the Australian Bicentennial, **HIREXPO '88** promises to be the best Hire Convention yet.

## REGISTER NOW!

**HIREXPO '88** Exhibitors will have access to the decision-makers in the Hire & Rental Industry, all at the same time — an opportunity not to be missed. If you want to reach buyers exhibit at **HIREXPO '88!**

**HIREXPO '88** will be staged at the same venue as the Convention, and delegates will have immediate access to the Exhibition area. To ensure that delegates have the opportunity to fully explore **HIREXPO '88**, morning and afternoon tea breaks for delegates will be held in the Exhibition area, and the Convention programme has been designed to allow delegates plenty of time to visit.

Rarely is such an excellent promotional opportunity available, and we strongly suggest that you register early to secure your participation in this exciting event.

### FURTHER INFORMATION

For further details or assistance, please contact:

Convention Secretariat:

Phone: (07) 368 2644. Fax: (07) 369 3731

Postal Address: PO Box 177, Red Hill, Qld 4065

The Secretariat is open during all office hours.

## EXHIBITORS' PACKAGE


A special package has been designed for **HIREXPO '88** exhibitors, and the registration fee includes partitioning, lighting and power. The emphasis is on quality, and a special prize will be awarded for "Best Display".

Your registration fee includes:

- 3 m x 2.4 m partitioned booth (multiple booths also available)
- 2 x 100 Watt spotlights
- 1 x 1000 Watt power point
- Headboard/fascia signboard displaying your company name
- Listing in the **HIREXPO '88** Handbook (display advertising also available)

All booths are of quality construction, and covered in an attractive fabric finish. A full range of furniture, decorative effects and pot plants will be available from Moreton's Hire.

Please note that meals/catering is not included in exhibitors' reservation fees.



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## EXHIBITION LOCATION

Exhibitors' booths will be located in the Southport Room and in a Pavilion to be erected immediately adjacent to the Convention Rooms (see enclosed Exhibition Plan). The Pavilion is fully carpeted and weatherproof. Limited outside space will also be available on application.

## SPECIAL REQUIREMENTS

If you have special power, lighting or equipment needs, please contact MORETON'S GOLD COAST (Phone: (075) 32 6899; Fax: (07) 32 9034). Power and Equipment Order Forms will be sent to all registered exhibitors.

## REGISTRATION INFORMATION

Registration for the Exhibition must be completed on the enclosed form. Should you require any assistance, please do not hesitate to contact the Convention Secretariat.

*When completing the form please include the following information:*

### 1. Exhibitors' Details

Be sure to include full company name, postal address and a contact name with telephone number and facsimile number if applicable.

### 2. Booth Requirements

Exhibition space will be sold on a 3 m x 2.4 m booth basis, with multiple booths available. Please indicate your preferred location (Pavilion, Southport Room or outside area) — all attempts will be made to accommodate your preference, however all booths will be allocated on a "first in" basis and preferred location and/or position cannot be guaranteed.

Please describe the nature of your display (e.g. Heavy Equipment, Power Tools, Party Hire Equipment etc.)

A headboard/fascia sign will be supplied with each booth, please include the name of your firm as you wish it to appear on the sign (Note: 20 characters maximum).

If you require outside exhibition space please contact the Convention Secretariat.

### 3. Hotel Accommodation

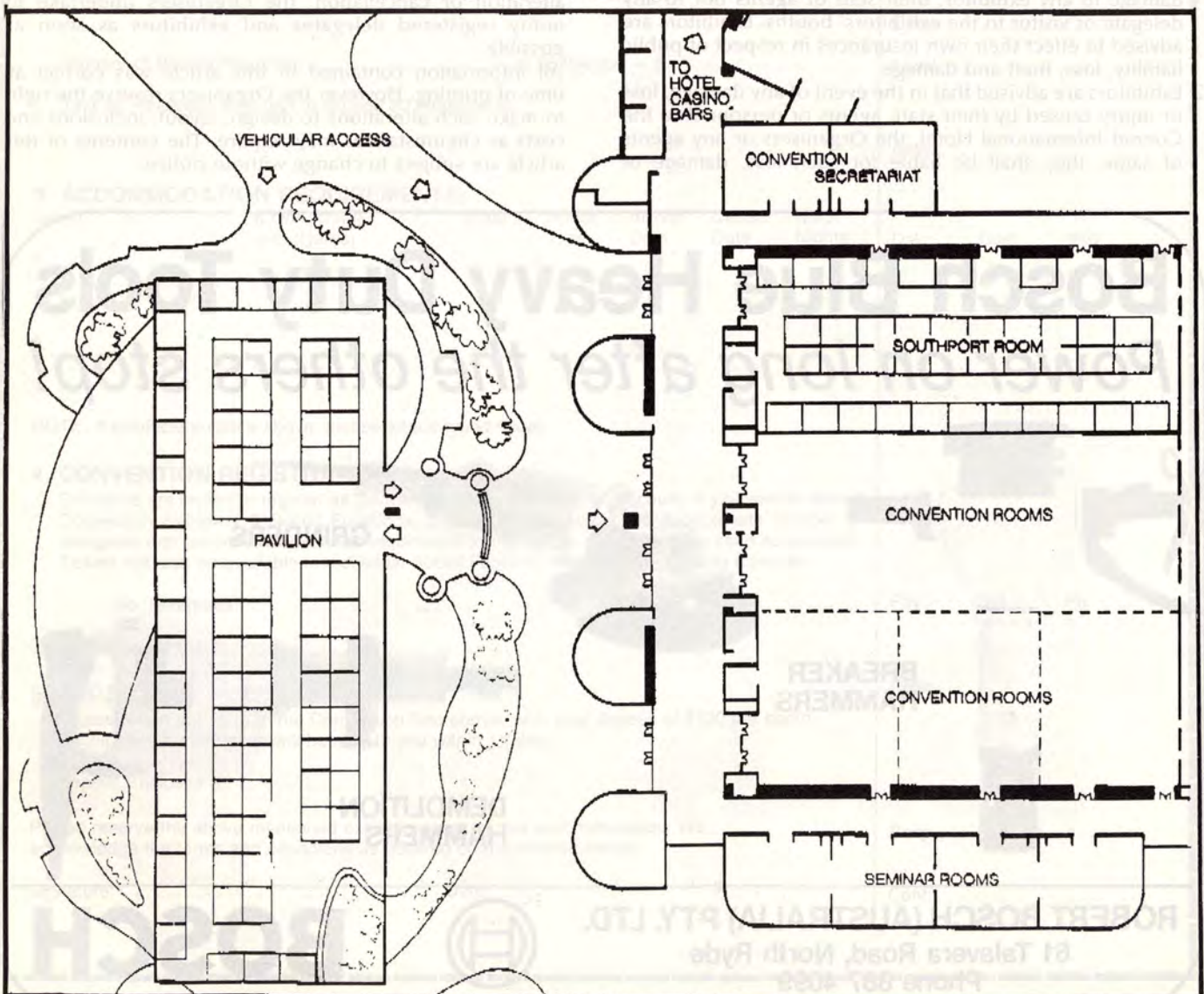
Whilst accommodation has been block-booked, availability is unfortunately very limited due to heavy demand during the Expo '88 period. We urge you to reserve your accommodation as soon as possible to avoid inconvenience and disappointment.

Special discounted rates have been negotiated:

Conrad International Hotel (Exhibition Venue): Single, \$100 per room/night; Twin, \$100 per room/night.

Ramada Hotel Surfers Paradise: Single, \$90 per room/night; Twin, \$90 per room/night.

## HIREXPO '88 FLOOR PLAN



PLAN SUBJECT TO CHANGE

To qualify for these discounted rates, you must reserve your accommodation on the Exhibition Registration Form. Please specify hotel, room type, arrival and departure dates. If you are not certain as to the names of those requiring accommodation, please enter "To Be Advised". An accommodation deposit of \$20 per room must be returned with your registration form. You will be invoiced for the balance of accommodation costs at a later date. All accommodation charges must be paid to the Secretariat prior to the Exhibition.

Please note that a regular shuttle service operates between the Ramada and Conrad International Hotels.

### CONVENTION REGISTRATION

Please indicate if you wish to register as delegates to the convention. Convention Registration Forms will be dispatched as soon as possible. Tickets will also be available to individual social functions including the closing banquet.

### DEPOSIT

Please return the Registration Form with your deposit of \$100 per booth. Confirmation and receipt will be sent to you within 14 days. Unfortunately registrations cannot be accepted without a deposit.

### TERMS AND CONDITIONS

1. Exhibitors are advised that the Organisers shall not be liable for any physical, personal or property loss or damage to any exhibitor, their staff or agents nor to any delegate or visitor to the exhibitors' booths. Exhibitors are advised to effect their own insurances in respect of public liability, loss, theft and damage.
2. Exhibitors are advised that in the event of any damage, loss or injury caused by their staff, agents or personnel to the Conrad International Hotel, the Organisers or any agents of same, they shall be liable for such loss, damage or

injury, whether caused before, during or after the Exhibition.

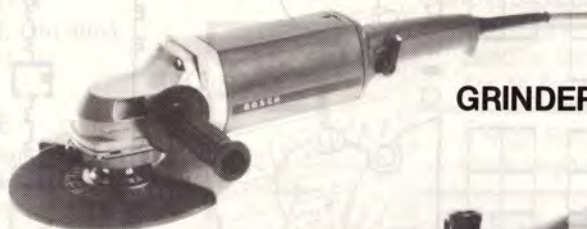
3. Whilst all attempts shall be made to allocate booth space and position in accordance with the exhibitors' preferences, the Organisers make no guarantee to this effect. As a general rule, booth space and positions shall be allocated on a "first in" basis.
4. Should an exhibitor cancel their participation in the Exhibition, a cancellation fee will apply. If notice of cancellation is received 120 days (or more) prior to the Exhibition, a cancellation fee of 25% of all moneys paid shall apply. If such notice is received 90 days (or more) prior, a cancellation fee of 50% of all moneys paid shall apply. If such notice is received 60 days (or more) prior, a cancellation fee of 75% shall apply. Unfortunately no refund can be paid where notice of cancellation is received less than 60 days prior to commencement of the Exhibition.
5. The Organisers of the 17th International Hire Convention and Exhibition make no warranty or guarantee as to the number of visitors, delegates and/or participants that will attend the Exhibition or Convention.
6. The Organisers reserve the right to make such alterations to the Convention and/or Exhibition programme, design, dates or content as circumstances may require. Furthermore, the Organisers reserve the right to cancel, postpone or alter in any way the Convention and/or Exhibition at any time, as circumstances may require; in the event of such alteration or cancellation, the Organisers undertake to notify registered delegates and exhibitors as soon as possible.
7. All information contained in this article was correct at time of printing. However the Organisers reserve the right to make such alterations to design, layout, inclusions and costs as circumstances may require. The contents of this article are subject to change without notice.

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# 17th International Hire Convention & Exhibition EXHIBITOR'S REGISTRATION FORM

Please complete this form and return to: Convention Secretariat, PO Box 177, Red Hill, Qld 4059

**1. EXHIBITOR'S DETAILS:**

Company/Firm Name: .....

Postal Address: .....

.....

Contact Person: Name: .....

Position: .....

Phone No: ( ) ..... Fax: ( ) .....

**OFFICE USE ONLY**

Reg. No.: .....

**2. BOOTH REQUIREMENTS:**

(Please contact the Secretariat to discuss outside display space.)

Preferred Booth Location: ..... Southport Room  
 ..... Pavilion  
 ..... Outside Area

Description of your display (e.g. heavy equipment, power tools, party hire, etc.):  
 .....

Number of Booths Required: ..... at \$875 each = \$ .....

Text for Heaboard Sign (not to exceed 20 characters):  
 .....

Alloc: .....

Class: .....

Local: .....

Cost: .....

**3. ACCOMMODATION REQUIREMENTS:**

Name	If twin, share with (Name)	Hotel	Room Type	Arrival Date	Depart Date	No of Nights
1	.....	.....	.....	.....	.....	.....
2	.....	.....	.....	.....	.....	.....
3	.....	.....	.....	.....	.....	.....
4	.....	.....	.....	.....	.....	.....

Del Cost Bkd

NOTE: If insufficient space above, please attach typed sheet.

**4. CONVENTION REGISTRATION:**

Exhibitors are invited to register as Convention Delegates at 10% Discount. If you wish to attend Convention Sessions & Social Functions, please indicate below the approximate number of delegates and partners. Convention registration forms will be sent to you as soon as possible. Tickets will also be available to individual Social Functions, including the Closing Banquet.

No. Delegates .....

No. Partners .....

Pay Del Ptr

Desp.: ...../...../.....

**5. DEPOSIT:**

Please return this form to the Convention Secretariat, with your deposit of \$100 per booth. Receipt and confirmation will be sent to you within 14 days.

Deposit Enclosed \$ .....

Mode: .....

Please reserve the above mentioned exhibition spaced and accommodation. We acknowledge the terms and conditions as detailed on the reverse hereof.

Recp ...../...../.....

Signature: ..... Date: ...../...../.....

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# WOMEN IN HIRE

## "BURDEKIN HIRE" AYR on Queensland Sugar Coast between Townsville and Bowen.

In early 1982, housewife Marlene Campbell after being discouraged by her accountant decided anyway to approach the bank for a \$10,000 loan to start a small hire business.

This was refused by the bank manager who gave a dozen good reasons why she should not start a hire business or any other business for that matter.

Marlene, now more determined than ever, prepared a basic prospectus and again approached the bank manager, this time asking for only \$5,000.

After long discussion and much deliberating the bank finally agreed to loan Marlene the grand sum of \$1,000 with which to start a hire business.

In June, 1982, Burdekin Hire doors (under the family house) were opened for business with a power trowel, electric compressor, concrete vibrator, wheel barrow and chain saw together with husband Ron's electric drill and power saw (these tools were Ron's birthday present from Marlene!!) with the family station wagon being commandeered for deliveries.

Marlene says that during the early struggle, Association Members Tom and Anita Jacobsen of Jayhire Mackay together with Don and Margaret Neate of Paramount Hire Cairns were very helpful with encouragement and



advice and this friendly relationship continues to this day.

Marlene says that a number of equipment suppliers have also been very helpful with ideas and advice. (Over the years many new members have expressed great appreciation for the help and advice freely given by established members and it is very rewarding to see that as those new members gain experience they in turn pass on advice and helpfulness).

Servicing of equipment has always been a problem for Marlene who has acquired knowledge through past mistakes and because of limited equipment inventory engines have to be disassembled, repaired and reassembled in the same day.

If problems arise (as they surely will) husband Ron who has a full-time job with Public Works Department will be called upon to assist with re-assembly before the family eventually settles down for the evening meal.

On one of my infrequent visits during that first year, Marlene said "you had better send me some more moils and chisels for the electric hammer". Noticing a small pile of blunt tools on the floor I suggested that this was a large investment in moils and

chisels for only one hammer. Marlene said "I only get one or two hires before the tools are blunt". When I said that it was normal for moils and chisels to be sharpened after one or two hires, Marlene's reply as "Oh!, can they be sharpened?".

After brief instruction Marlene donned grinding goggles and was soon making plenty of sparks.

A small but solid sales outlet is being incorporated into the business and a small party hire section is established and rapidly growing.

With the purchase of a "Suzuki" mini-truck the family wagon is now only used in emergencies and Marlene has help with the accounts and paperwork. The forward plan is to continually expand the business and to eventually acquire premises on the main road where the full potential of the Ayr-Home Hill region can be utilised.

Marlene looks forward to news from the Hire Association and its members and when comment was made of the cheerful enthusiasm and boundless energy she imparts to her customers she said with a grin "That's my problem. I have to do my very best for them because people love me — I can tell."

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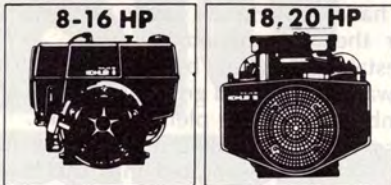
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# NEW ZEALAND ROUND-UP



## President's comments from New Zealand

**Two months into 1988, and at Government level there seems to be an element of uncertainty.**

**I**N December there was a financial policy statement made which contained a flat rate of taxation due for introduction later in the year, and this proposal was deferred for an indefinite period within two months.

More recently we have witnessed the on-again-off-again sale of Petrocorp to British Gas, and then its subsequent sale to Fletcher Challenge. These actions together with last year's share market crash have left business and investors bewildered, at a time when many of our major exporters are in difficulties.

### ON THE HIRE SCENE IN NEW ZEALAND

All Zones have met recently with good attendance of members.

There has been a slight slow-down in building activity in the main centres, however, members in these areas still have high work-loads. In the smaller and provincial centres members report that they are operating at levels slightly down on last year.

Reports have been received of some members price-cutting to grossly uneconomic rates, and this must be a matter of concern to everyone in the industry. To date there are only a few reports of this practice, and I sincerely hope it does not become widespread.

Cases of theft from Hire firms is always a problem, and all Zones in New Zealand are conscious of this. In spite of problems with communication we endeavour to work Alert systems between members. There have been cases where the criminal element has moved into a specific area and obtained quite considerable quantities of equipment and then disappeared, only to surface somewhere else later. With these thoughts in mind, security will be a foremost topic at this year's convention.

April will see the commencement of this year's Training programme at the Taranaki Polytech. As well as the four months held annually over the past two years, this year will see the introduction of a fifth module, which will deal with the Home and Party aspects of Hire, with special emphasis given to Marquees and outdoor functions. At the Zone 3 meeting held in Hamilton recently two young men were presented with their certificates, having completed four modules, and been in the industry for the required three years.

Cyclone Bola hit many parts of the North Island during the second week in March. On the east there was flooding which left many areas without any communications. In the area between Napier and East Cape both road and rail lost major bridges, while Gisborne city and Wairoa lost their water supplies. In Taranaki on the west coast, gale force winds tore roofs off many buildings and caused widespread destruction. The effect of this disaster will have very serious financial and social effects on a large number of people in these areas for many years to come.

The January issue of the Hire and Rental Industry has just arrived in, and as in the past it contains a wealth of information. My congratulations to all who have contributed to this issue.

**FRANK TICKNER, President.**

### NEWS FROM ZONE 1 (NEW ZEALAND)

**G**REETINGS from Zone 1 of the Hire Services Association of NZ. For the benefit of our Australian friends: Zone 1 covers the South Island of NZ, and whilst there is not a lot of member companies in the Zone we take pride in the fact that the 'face' of these companies in the last few years has improved considerably and with that we feel that we are some way along the road to getting the image of the Hire and Rental Industry to where it should be.

Having made that comment none of us should let complacency stop us from continually striving to do better. It is very easy to allow standards of staff presentation, telephone manners, equipment maintenance and even plant replacement to deteriorate when we stop adopting a hands-on style of management, a good image is of prime importance to our industry.

It is interesting to read in the various Hire and Rental publications the ongoing concern being expressed on the repercussions of the Stock Market crash, the effects of general business decline particularly in the building industry in New Zealand and the lack of spending in our rural communities.

As an industry in these times there must be various *do's* and *don'ts* that become more important than ever, on the *don't* side it would seem that you do not start price cutting, you do not become a prophet of doom and gloom — smiles are infectious — you do not stop spending your dollars on advertising and promotion.

The *do's* are that you get out there and tell those thousands of people who hardly know we exist, and have very little idea of what is available for hire that we are here and that we can provide a wide range of equipment to cater for a multitude of different tasks.

The other major *do* that is available to our industry is to increase our range of hire related sales items. We have traditionally sold our lines of abrasives and the like, but I am sure the scope for increased business in this area is quite tremendous. Make your outlet a one-stop shop, fastenings, hardware, lawn and garden lines and much more and for those in the party/leisure hire the limit must surely be the extent of your own imagination.

To conclude I would suggest that retiring Australian President Jim Brown's comment that attendance at conventions and keeping informed through Association-produced materials and trade magazines is important to us all and is the very least we can do to help further the progress of our industry, and the betterment of our own companies.

**TREVOR TUFFNELL, Director Zone 1**  
Hire Services Association of New Zealand

### MEMBERSHIP

We reported the growth of Membership in the January edition of this magazine. In the first three months of 1988, we have welcomed nine new members and provided membership information to another five prospective members. We expect this interest to be maintained particularly up until our August Convention.

## TRAINING PROGRAMME

Unfortunately our first training module for 1988 had to be cancelled due to lack of support but we are pleased to announce that a new Module has been introduced this year to cover "Party and Special Event Equipment Hire". This will cover such topics as:

- Order building by phone and at the counter
- Documentation, promotion and advertising
- Electrical and gas hookup regulations
- The satisfying of customers' special requirements
- Marquees, canopies and tents — erection, care and repair
- Conference and function procedures
- Audio-visual presentations
- Cleaning, packing and storing

### 1988 CONVENTION AND EQUIPMENT EXHIBITION AUCKLAND AIRPORT TRAVELODGE

#### PROGRAMME

#### THURSDAY 4th AUGUST

Morning — Yard Tours (Optional)

Afternoon — Official Opening  
Keynote Speaker — Mr Ross Meurant, MP  
Business Seminar  
Evening — Cocktail Party followed by  
Opening Dinner and Speaker

#### FRIDAY, 5th AUGUST

Morning — Annual General Meeting  
Trade Suppliers Forum  
"What's New from Trade Suppliers"  
Afternoon — Equipment Exhibition Open  
Evening — Harbour Cruise and Dinner (Optional)

#### SATURDAY, 6th AUGUST

Morning — Workshop Sessions  
Theme "Security and Crime Prevention"  
Closing Business Session  
Afternoon — Equipment Exhibition Open  
Evening — Cocktail Party and Awards Banquet  
Copies of the final Programme and Registration form will be sent to all State Association Secretaries in Australia for Members' information.

# Stanley Hydraulics appoint NZ agent

**A** NEW ZEALAND company which has built an enviable record for sales and service in the fields of vibratory compaction and excavation equipment, CEL (Compacting Equipment Limited, of Pentone) has been appointed to represent one of the fastest growing divisions of The Stanley Works — the Stanley Hydraulic Tools Division, located in Milwaukie, Oregon.

The Stanley Works, a multimillion dollar United States hardware, machinery and industrial plant manufacturing giant, has been a household name in New Zealand for decades past, through the quality image projected by its hand tools, chief among them being the Stanley planes.

Over the years, the original works, sited appropriately in Stanley Drive in New Britain, Connecticut, have expanded into a network of 17 manufacturing and operating divisions in eight other states of America.

The national sales manager for CEL, Mr Richard Seay, who visited the Stanley Hydraulic Division in Milwaukie said the new arrangement would make available to New Zealand operators a huge new range of hydraulically operated tools, both mounted and hand held. CEL's formal arrangement with the Stanley division covered the mounted tools but at the same time, there would be access to the hand-held range.

Mr Seay said the new link with Stanley Hydraulics was tangible evidence of CEL's belief that hydraulic tools had the greatest future potential with their distinct advantages over petrol, electric and air-powered tools. They were versatile, quiet, reliable and provided a much greater power-to-weight ratio.

He added that he could not speak highly enough of the Stanley Hydraulic Division's approach to manufacturing — its professionalism and its emphasis on superior value, integrity and quality. At the plant in Milwaukie, everyone was inculcated with the doctrine that the quality factor was paramount and there was no substitute.

"The evidence for this is the fact that warranty claims are below 0.1 per cent of sales," Mr Seay said. He had rarely seen such dedication to the job among factory workers. Even the men responsible for the final packing of products for shipment to customers were empowered to pull them off the delivery line if the quality was suspect.

Mr Seay who has toured other overseas manufacturers' plants extensively said the Stanley Hydraulics tooling room was every bit as efficient, clean and productive as the best Japanese premises he had seen. Stanley also spent a substantial part of their profit in research and development. Thus, even though they now had a wide range of mounted products available, there were already, four more mounted products on the drawing boards.

Of particular interest to CEL was a brand new breaker, the MB 125, which would give great performance for New



• Richard Seay who believes the time is ripe to obtain US products for the hire and rental industry.

Zealand operators of the small 1.5 tonne units. The MB 125 had a wide range of applications from demolition through to asphalt cutting. Another of its benefits included the use of a tamping pad for compacting tough clays or granular material. The unit was also capable of running in a wide band of flow rates.

Already 300 had been ordered on the US market and its popularity indicated its cost effectiveness.

Mr Seay said the use of mounted compactors was a growing trend in the United States, both on mini excavators and the larger units, and he envisaged a similar upswing in their use on the New Zealand market.

For further information, or inquiries, contact:

Premier PR, 321 Main Road, Linden, Tawa; Telephone: (04) 32 5057.

# US seen as suitable source for rental equipment

American manufactured products for the hire and rental industry have undergone a dramatic lift in quality and finished appearance and the United States can now be regarded as a suitable source of equipment for New Zealand operation, according to the National Sales Manager of CEL (Compacting Equipment Limited) of Wellington, Mr Richard Seay.

Mr Seay, who made this comment after returning from the latest annual convention of the American Rental Association in Houston, Texas, added that the weakening US dollar gave the American product a cost effectiveness it had been unable to achieve in New Zealand previously. Thus the United States could now be regarded as a suitable market source for the New Zealand hire and rental industry.

Attendance figures from New Zealand were well down on previous years, probably because of the distance involved in travelling. Mr Seay said he knew of only three New Zealanders who attended the convention. But buyers from European countries showed a marked increase. The convention was held over several days last month in the George R. Brown Centre in Houston, which provided half a million square feet (about 50,000 m<sup>2</sup>) of display space on three levels.

There were several hundred displays of interest to national and overseas rental operators who attended. Many of the display sites were set up for demonstrations and sales and much business was done off the floor. Firm orders were taken and the immediate delivery of products arranged.

Mr Seay said he observed exhibits from the largest of aerial work access platforms down to the smallest con-



crete vibrators weighing just 5 kg. And appropriately enough for Texas — the giant among US states — there were the biggest barbecue units he had ever seen among the section devoted to rental leisure and party equipment.

They were capable of charcoal broiling a whole steer in one gigantic cook-up. There was also a wide range of radio-controlled "dummies" on display to perform robot-like functions to aid in leisure activities while reducing human effort. Along with the displays at the convention were seminars and a wide range of talks of interest to rental operators.

Generally, the whole convention was engineered with a degree of professionalism which he found admirable. Mr Seay said he had noted an obvious trend for the larger organisations to offer leases of equipment to rental operators, particularly with products such as bobcats and trenchers. The whole display of this type of equipment, including skid steer loaders, excavators and ditchwitch trenchers indicated a high degree of planning and investment in the individual entries.

It was also obvious that many of the major companies were now willing to brand their machines and paint them into the purchasers' colours as a further inducement for sale.

Another impressive section was provided by the vast range of aerial work platforms on display. Only about three brands of this type of equipment were on sale in New Zealand. But at the convention there was a multiplicity of types of platforms produced in the US on display and they covered almost any type of aerial work requirement.

Mr Seay said the success of the convention indicated to him that the industry was in good heart in the United States and the bigger companies were still trying to open and develop more branches, thus indicating their confidence in the future. Basically the US industry operated on the same principles as in New Zealand and the convention confirmed Mr Seay's belief that the local operation was sound and functioning well.

Mr Seay met up with Mr Stuart McKinnlay, managing director of Hirequip Limited, of Dunedin, one of the biggest rental equipment operators in the South Island, while attending the convention. He said both agreed that travel, registration and accommodation costs for the show were high, but the pure professionalism of the exhibition and the variety of the products to be seen had made attendance for both most worthwhile.

*For further information or other inquiries, please contact:*

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# HUNTERLIFT AGENT APPOINTED FOR NZ

**T**HE Californian manufacturer of a wide range of self-propelled, scissor-lift aerial work platforms marketed under the brand name of HunterLift has appointed CEL (Compacting Equipment Limited, of Petone) as the New Zealand agents.

CEL already hold a number of agencies, many from Japanese manufacturers, which have boosted the New Zealand company into a major supplier

in the vibratory and excavation machinery market. The new appointment will obviously extend CEL's field of operation.

HunterLifts are made by John W. Parker and Associates of Paramount, California, a division of the Snorkel Group. They are of rugged construction and are built primarily for the rental industry. A range of 25 models is produced, the current largest unit

extending to a height of 33 ft (9.5 m). However a new 36 ft (10.3 m) unit is due for release shortly.

The National Sales Manager of CEL, Mr Richard Seay, who recently visited the manufacturing plant in California, said he had been impressed by the quality of the product and the effort applied by all personnel to ensure the maintenance of integrity and cost effectiveness.

"The HunterLift is certainly not a throwaway product," he added, commenting that he personally had seen a 17-year-old model back in the factory to have new guard-rails and other parts fitted. It was obvious that the HunterLifts were built to last. Despite the large range, the company still retained enough flexibility to produce something special to comply with requirements that were not suited by the 25 models already produced.

Mr Seay said all models were self-propelled and all were either electrically or petrol driven now, but the company was currently evaluating other types of motive power and a diesel option would be available soon. The HunterLift was extremely safe to operate and also provided a stable and effective work station. This was recognised by rental companies, whose orders had required John W. Parker and Associates to double the size of their plant from its existing 60,000 sq ft (5,600 sq m). This extension was under way now.

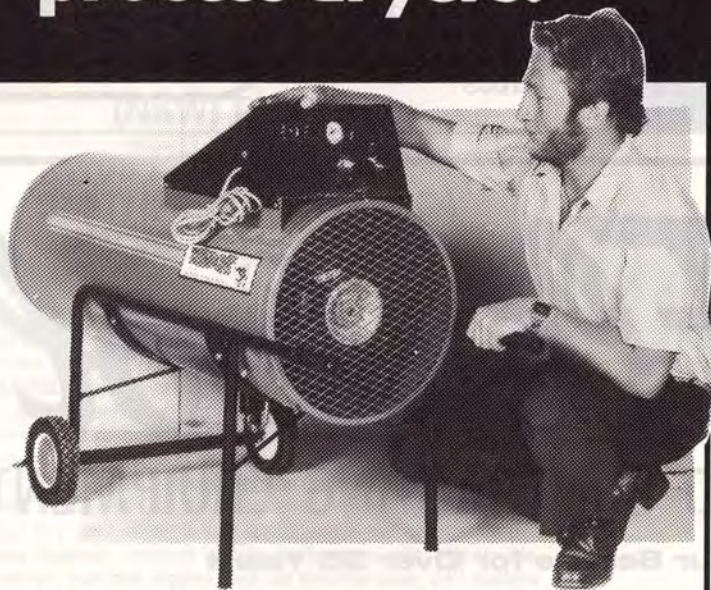
Mr Seay said on the New Zealand market, the HunterLifts would provide quality and longevity with a wide range of machines available offering varying deck heights and deck capabilities. The HunterLifts would be well above the standard requirements for the rental industry and their price would be competitive in comparison to quality.

However, some of the range might well be subjected yet to import duty, and CEL was making strenuous efforts to try and have the duty eradicated or reduced as it believed that in the access market the customer must have the choice without having to pay a premium.

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# HOWARD HAULA

## New range of Agricultural Transporters New Agricultural Transporters with Special Features

Fat motorbikes and powered wheelbarrows are a step in the right direction to provide manoeuvrable load-carrying transporters but they are at best, compromise solutions. *Howard Australia* have studied the requirements for load transporters on farms and on building and construction sites and are now releasing a *new range of transporters* which incorporate their findings and are designed for the job.

The HAULA agricultural transporters are designed to carry heavy loads inside properties in places where large vehicles either cannot go or are

uneconomic to operate. Therefore they must be capable of operating on rough or muddy ground and on steep gradients, and be manoeuvrable to reach

difficult access locations. For longer haul jobs ride-on capability is needed, but walk-behind at slower speeds is preferred for short haul work such as on a construction site. In all cases operating safety is a prime consideration.

The HAULA models carry loads up to 500 kg and can climb slopes of 30°. They are available with fixed or tipping trays, or bins. The three-wheel PE35 has a balanced hand tipping tray, and the six-wheel PE65 has an electrohydraulically operated tipping tray. The P33 is designed for short-haul work and can handle up to 400 kg. It can be converted easily from a large hand tipping bin to a flat steel platform with rails. They are powered by Honda petrol and the ride-on models have a top speed of 20 kph.

The P33 is a completely new model designed primarily for short-haul work on building and construction sites. However, it will find wide application in nurseries, poultry farms, market gardens and small farms because of its versatility. It has a large tipping bin for loose and liquid materials. This can be removed easily and replaced by a large flat platform with removable rails to carry other goods such as boxes, barrels, lumber, pots, etc.

Safety operation is made up of a lot of different features. The biggest contributor to safe operation is the fact that **all HAULA models are fitted with a differential gear**. This makes steering easy and enables the operator to control the vehicle better. (Vehicles without differential rotate both driving wheels at the same speed and this results in a forward push against the steering wheels in turns tending to push them sideways. This increases the risk of tipping in turns. Increased tyre wear through scuffing is also a feature of transporters without differential.) For situations on rough ground, sand or mud, a differential lock is provided on the HAULA models.



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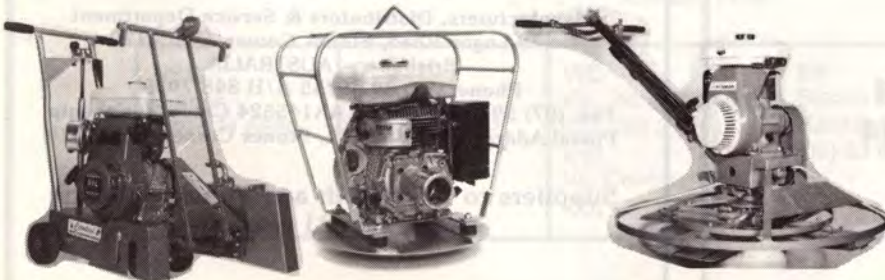
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JOHN BRIGHT, *Managing Director*



Greg Whittle in their Canberra showroom



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The main market area has been very localised by design, but the potential for further expansion is enormous, with the Whitsundays only a short distance away. As well as the regular request for a larger range of equipment with increasing influx of tourists and people migrating from other States.

For further information on the above, contact: Tom Jacobsen or Cheryl Bringolf at Fiesta Rentals, Mackay. Phone: (079) 51-2150 or 51-2455.

## Flashback

### INAUGURAL NATIONAL COUNCIL MEETING, 1973



Back row, left to right: Arthur Staines, The late Peter Burne, Barry McDonald and Tom Cioccarelli.

Front row, left to right: Ern Turner, Neville Kennard and Rolf Schufft.



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## PROTOOL-DIAMOND BLADE "DUSTLESS" POWER CUTTER

A new West German portable power tool is available in Australia. The machine is a Protool Diamond Blade "Dustless" power cutter system. The machine is ideal for wall chasing and achieves a dust free operation.

Supplied as a system including power cutter and a heavy duty dust extractor complete with hose. Optional accessories are available, such as Diamond blades, spacers, guards for blades.

The application of the machine is for contractors wanting to do wall chasing vertically or in a horizontal cut in cement block or brick walls.

Alternatively the machine is available in a slightly modified guarding system to carry out only a horizontal cut in cement, block, brick, tiles, slate, compressed fibro and similar materials. In both applications the machine is intended to:

- Use diamond tip segmented blades and not use any water feed system.
- Use a dust extractor connected to the power cutter which results in a dust extraction system to collect fine dust up to an estimated 90% of efficiency.

Certainly the power equipment market in Australia has been in need of a masonry cutter that can carry our wall chasing without water and have effective dust control.

Due to the provisions of the Dept of Industrial Relations and Union Safety requirements, Contractors and Manufacturers, having to cut compressed fibro, are very enthusiastic on the efficiency of the product.

## LETTERS TO THE EDITOR

10th March, 1988

The Editor  
Hire & Rental Industry Quarterly  
Percival Publishing Co Pty Ltd  
802-870 Elizabeth Street  
WATERLOO, NSW 2017

Dear Sir

I was particularly interested to read in your Autumn 1988, edition that hire companies are experiencing real problems with government hire contracts, particularly because they exclude government liability in any eventuality.

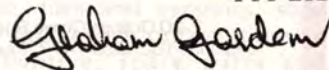
I sympathise greatly with the hirers who experienced the losses which were illustrated. We also have had similar experiences of negligence.

I wish however, to take the opportunity to state that generally we can only commend local councils, the DMR, the SRA and others, and their supervisors and workmen for the responsible and appropriate manner in which they have operated our

equipment. In our district, negligence and instances of theft are not common, and we have several times written to individual departments thanking them for the way our equipment was used.

While it is necessary for the changes proposed by Mr Baird to be made, I thought it important to note that many government personnel already demonstrate responsible practice.

Yours faithfully,  
ALL AIDS REGIONAL PLANT HIRE  
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GRAHAM GARDEM  
Managing Director



## PROVISIONAL TAX BOOKLET

The Commissioner of Taxation, Mr Trevor Boucher, recently announced the release of an update of a much sought after booklet explaining provisional tax and how it is calculated.

The publication is for people whose income includes dividends, interest, rents from properties or business profits and may also include salary, wages, pensions or other benefits.

It contains a logical step by step explanation, including easy to follow examples of how to calculate provisional tax. There are also work sheets for people to work out how their own provisional tax is calculated.

"The booklet helps to demystify what many provisional taxpayers consider to be a complex concept, and it is for this reason that it has proved to be a very popular publication," Mr Boucher said.

The booklet also briefly outlines the new quarterly provisional tax instalments system which was introduced from 1st July, 1987. More details of how that system works are contained in another information booklet titled *Income tax and quarterly instalments of provisional tax*. Both booklets are available free from all tax offices.

## NOTICE TO ADVERTISERS

The Trade Practices Act, 1974 came into force on October 1, 1974. There are important new provisions in that Act which contain strict regulations on advertising and all advertisers and advertising agents are advised to study those provisions very carefully.

It can be an offence for anyone to engage, in trade or commerce, in conduct "misleading or deceptive". In particular Section 53 contains prohibitions from doing any of the following in connection with the supply of goods or services or in connection with the promotion, by any means, of the supply or use of goods or service:

- Falsely represent that goods or services are of a particular standard, quality or grade, or that goods are of a particular style or model;
- Falsely represent that goods are new;
- Represent that goods or services have sponsorship, approval, performance characteristics, accessories, uses or benefits they do not have;
- Represent that he or it has a sponsorship, approval or affiliation he or it does not have;
- Make false or misleading statements concerning the existence of, or amount of, price reductions;
- Make false or misleading statements concerning the need for any goods, services, replacements or repairs;
- Make false or misleading statements concerning the existence or effect of any warranty or guarantee.

### PENALTY:

For an individual — \$10,000 or 6 months imprisonment.

For a corporation — \$50,000.

It is not possible for this company to ensure that advertisements which are published in this magazine comply with the Act and the responsibility must therefore be on the person, company or advertising agency submitting the advertisements for publications.

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# TeleCheck Electronically OK'ing Cheques

TeleCheck is the only company to have guaranteed cheques for merchants for more than 24 years. During this time they have learned many things, such as: the need to **quickly** verify cheques; the impact positive cheque acceptance has on turnover and profits, and how to make the TeleCheck system work for the merchant.

**O**NE facet of the retail and service industries that is rapidly gaining wider acceptance is electronic verification of cheques. Either personal cheques or company cheques can now be authorised by TeleCheck Australia, using Touch-tone terminals installed in the store. The subscriber thus has direct access to TeleCheck's computer data, containing the details of the many thousands of bad cheque writer's throughout Australia.

The computer link can be pre-programmed to connect directly to the computer merely by pressing ONE button on the terminal. Another button records the subscriber by code number. The subscriber then merely enters the cheque account number and then the dollars only value of the cheque. Authorisation is immediate,

advising the subscriber of a simple approval number. Should any cheque subsequently be dishonoured, then TeleCheck will reimburse the subscriber.

The outstanding advantages of Electronic Verification are speed, discretion and low cost. The service is available 24 hours of every day.

A range of various terminals are available, costing as little as \$100 to install. They may be used as ordinary telephones, so replacing orthodox hand-sets; but providing this extra touch-tone cheque warranty facility. Terminals may be wall mounted or sit on the counter or shelf just the same as the ordinary hand-set. Either way it leaves the cashier's hands free to progress the transaction, wrapping up the goods, finishing the paperwork, etc.

Discretion is given because the response may be displayed. The client, even if standing nearby, is not aware of the verification operation. The display panel gives an approval (or rejection) response within seconds, and prompts each step needed to obtain approval and cheque warranty.

Electronic verification is already in use by hundreds of TeleCheck subscribers throughout Australia. These include major chain stores in grocery, liquor, clothing, footwear, carpets, furniture, tools, welding equipment, tiles and ceramics, steel suppliers and service organisations in the automotive, spare parts and accessories, and the **hire and rental industry**.

Full details of Electronic Cheque Verification may be obtained from TeleCheck Australia, PO Box 227, St Leonards 2065.

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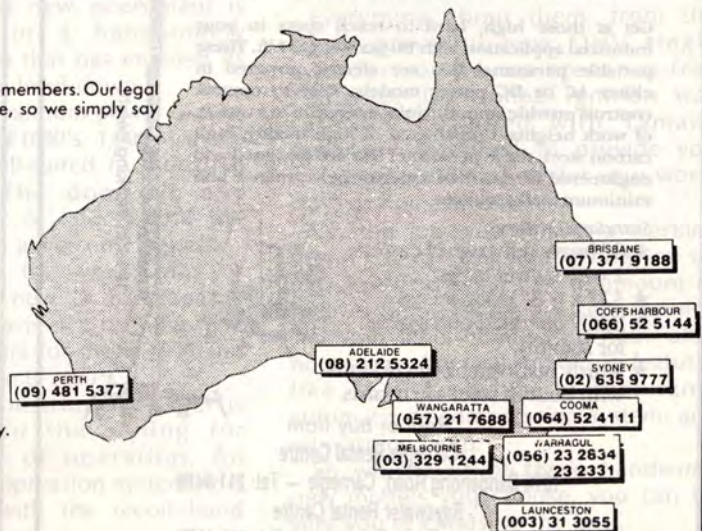
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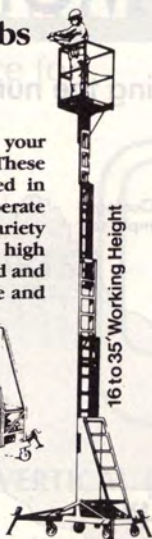
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## PROBLEM RESOLUTION PROGRAMME

The tax office has released a brochure explaining how taxpayers can use the newly established Problem Resolution Programme to resolve difficult and/or longstanding tax problems," the Acting Commissioner of Taxation, Mr John McDermott, said recently.

"Taxpayers should be aware of the existence of the Programme and the sorts of problems the Programme handles. The brochure entitled "Problem Resolution Programme" is now freely available from all tax offices," he said.

"Since the introduction of the Programme on 16th November, 1987, approximately 660 cases have been accepted by Programme personnel in branch offices.

About two thirds of these cases were identified by ATO staff and referred to the units set up to administer the Programme. A further 250 cases or so were accepted into the Programme following specific requests by taxpayers," the Acting Commissioner said.

Mr McDermott pointed out that most of the cases had been settled to the taxpayer's satisfaction within the 10 day performance



standard set for the Programme. But where the standard has not been met, taxpayers have been kept informed of progress.

He emphasised that while the Programme has bought to light some interesting and complex cases, the majority of those considered have been quickly

resolved, including a number which had been outstanding for some time.

"One such case, concerned a company that was relying on a substantial refund to meet its employees' Christmas pay. By having the refund issued before Christmas, we were able to assist the company to meet its obligations to employees.

In another instance, staff in the Problem Resolution Unit of one branch office took up a collection and bought a bunch of flowers to go with a substantially delayed refund cheque for an elderly taxpayer," he said.

Mr McDermott reminded taxpayers that the Problem Resolution Programme should not be used when taxpayers make a first inquiry about a problem. Cases would not be accepted until taxpayers had tried to resolve their problem through the normal channels.

## The New Yamaha EF1600 and EF2500 Gasoline Generators

**Yamaha is proud to announce the introduction of two new power generators to our line. Replacing the EF1400/2000/2800 units, they are the EF1600 and EF2500.**

They incorporate a new OHV single engine that dramatically increases the power output and fuel efficiency of these units. This new power plant is encompassed in a handsomely contoured design that has enabled us to keep the noise level down.

The EF2500's maximum power output of 2,500W and EF1600's 1,600W make these models well-suited to industrial application\*. The domestic and leisure user will of course find the quieter operation a welcome benefit.

Advantageous for work, play or home use is the new 12 litre capacity fuel tank that provides a running time of up to 13.5 hours for the EF1600 and nine hours for the EF2500\*.

A centralised instrument panel is integrated into the styling for improved ease of operation. An automatic de-compression system now makes starting with the recoil hand starter smoother.

These extensive improvements,

along with our standard extras such as circuit breaker, oil warning system, TCI brushless generator, and rugged Yamaha dependability add up to a new breed of generator that we feel certain will provide extended service and a longer list of satisfied customers.

You're looking at two great ways to make your life easier; the new Yamaha EF1600 and EF2500.

Everything about them, from the super powerful new OHV single cylinder to the maintenance-free Transistor Controlled Ignition was carefully designed with Yamaha precision. Designed to provide you with long lasting power for your work, play, or domestic life.

On the job, you'll have a working friend you can rely on, giving you up to 2,500W on only a small amount of fuel. At home things are kept running smoothly and quietly for hour after hour, year after year, thanks to features like 12 litres capacity fuel tank, automatic de-compression system, and oil warning lamp.

So whichever of these handsome new models you choose, you can be sure you're choosing the best.

\*based on AC operation at 60 Hz.

## OUR PAST

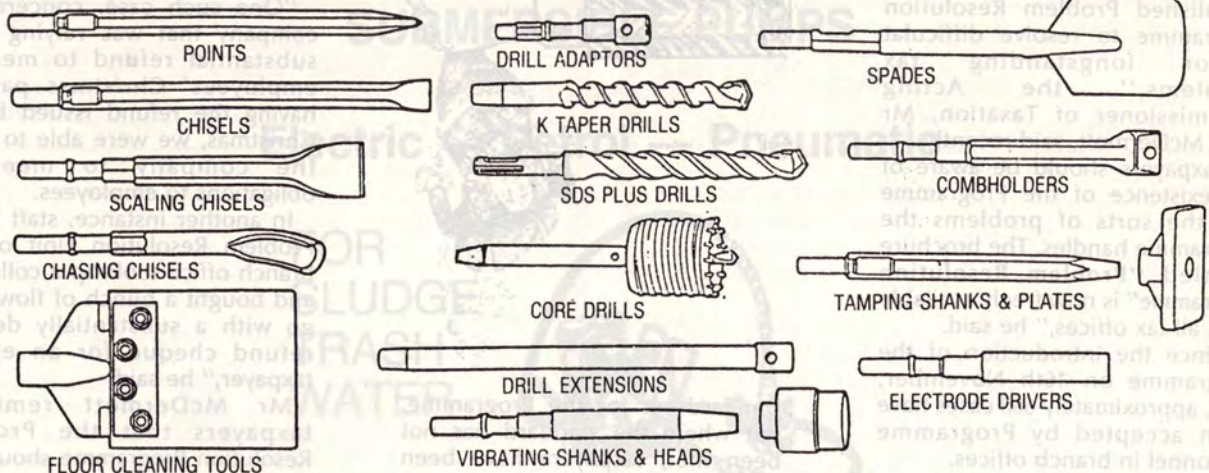
Wreckair Hire had its beginnings in Melbourne in 1950, when the Whelan brothers — Jim, Tom and Joe — became the first demolition experts (Whelan the Wrecker) to make use of air tools and compressors.

When their equipment was not being used, they would hire it out to builders and tradesmen. Our name was born out of Whelan the Wrecker (Wreck) and air compressors (air).

Today, Wreckair Hire is the largest hirer of plant and equipment in Australia. We have a staff of 800 in 70 depots, and our inventory consists of 22,000 items worth an estimated \$100 million. Our 1,000 or so different product lines range from hand-held electric drills and domestic welders to scaffolding, portable buildings and specialised excavation and road building equipment which comes complete with operator.

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# PRODUCT NEWS

## PIMEC/KUBOTA DIESEL ASSOCIATION — ONE YEAR OLD



PIMEC have now been involved in marketing the Kubota range of vertical cylinder engines for one year. During this time they have been working to improve the market share on an Australia wide basis and place these quality engines into an ever increasing range of applications from carpet cleaners to aerial platforms.

One of the most unusual Kubota diesel applications is the ECO-BRICK mud manufacturing machine, powered by the Kubota D950B industrial engine. This machine transforms simple clay into house bricks at greatly reduced cost.

Mr Ian Dundas, proprietor of ECO SYSTEMS, claims that the Eco-Brick machine revolutionises mud brick production, reducing the mud brick manufacturing process from weeks for hand-made bricks to a matter of hours using the Eco-Brick. Bricks are made on site, requiring no kiln; have excellent sound and thermal insulation properties; are waterproof and cheap.

PIMEC are pleased to support Eco-Systems in manufacturing a machine with such potential to save building costs and time, particularly in developing nations where a simpler shelter is usually provided by adobe constructed buildings where bricks are made by hand — a labour intensive and extremely time consuming operation.

For more information on this product contact: Eco-Systems direct on telephone (003) 99 3363.

## BOBCAT'S NEW RELEASE

Bobcat Australia will shortly release their new vibratory roller attachment for the model 743 and 843 Bobcat Loaders.

The vibratory roller can be fitted in place of the loader bucket in less than three minutes by utilising the "Bobtach" quick



release attachment mounting system which is standard equipment on Bobcat Loaders. The vibratory roller mechanism is operated hydraulically by the loader's hydraulic system.

A choice of either a smooth or padded drum is available. The new Bobcat vibratory roller attachment will be welcomed in the construction and contracting industries where compaction is required.

Further details available from: Bobcat Australia, PO Box 50, Hornsby, NSW 2077. Telephone (02) 477 8551, Fax (02) 476 2712.

## NEW RENTAL SERVICE PROGRAMME FROM HAKO

Hako Australia are moving with the eighties. We have now entered into the Rental Industry with our range of industrial sweepers.

Up until now, companies using large sweeping machines have had to outlay high capital for such equipment. Hako offers a Rental Programme combined with a maintenance agreement. This unique service is a first for this type of equipment. For around \$850.00 per month you can rent a sweeper which will clean-sweep an area, 5,500 m<sup>2</sup>, 59,400 sq ft per hour. This ride-on sweeper uses a hydraulic high dump emptying system that is a patented Hako design.

If it is a large area that needs to be swept, why not contact Hako Australia, Pty Ltd for more information on our new Rental Service Programme.

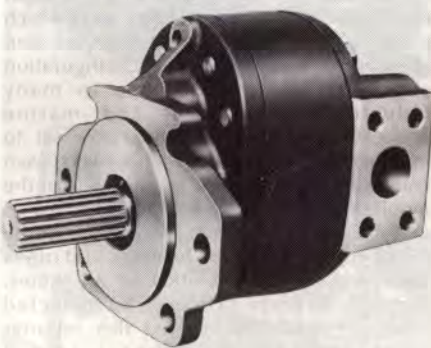
## KAYABA HYDRAULICS SERVICE

Kayaba hydraulic pumps, widely used on most makes of popular Japanese fork trucks and transport equipment are now serviced throughout Australia by Australian Hydraulics Company.

Kayaba is regarded as being Japan's major manufacturer of heavy duty gear pump equipment specialising in the materials handling and transport industry.

The range includes a complete line of heavy duty cast iron pumps with pressure up to 3,000 PSI and flows to 30 gallons per minute. Kayaba is specified by many Japanese manufacturers of construction equipment as well and is also used on some makes of Japan's agricultural tractors.

Australian Hydraulics Company operates a specialised after market service for Kayaba products through its "Cleanroom"



Kayaba heavy duty gear pump.

hydraulics service stations throughout Australia.

Further information regarding Kayaba is available from Australics branches in all states.

For further information on this press release, please contact: Mr Paul Tisdale, Australian Hydraulics Company, 2 South Street, Rydalmere, NSW 2116. Telephone: (02) 638 5000.

## SIDE BRUSH PERMITS 530E TO SCRUB FLUSH AGAINST OBJECTS

A fast-change side brush that cleans flush with walls, curbs and equipment is included in a 530E battery-operated rider scrubber introduced by Tennant Company.

The side brush extends the cleaning path of the 530E to 127 cm for removing ground-in dirt and spillage along the edges of walls and obstructions. Solution is dispensed to the brush automatically from a main solution control valve. A squeegee then channels water into the main scrubbing path of the machine for an even, uniform cleaning path.

The 530E also picks up solid debris instantly, throwing litter into a vacuumised hopper for one-pass cleaning.

The scrubber's main cleaning system includes two cylindrical brushes that turn rapidly, building a "head" of water that applies more solution to floors. Yet, floors are virtually dry and ready for immediate use after scrubbing because of the 530E's powerful vacuum and rear-mounted squeegee.

The quiet, fume-free scrubber is especially suitable for public places, operations with perishable goods, and areas with limited ventilation.

A battery charger is also included with the 530E.



Tennant Company's 530E scrubber includes a side brush that cleans flush against pallets, walls, equipment and curbs. The side brush extends the cleaning path of the battery-powered, fume-free model to 127 cm. The fast, quiet 530E also dries floors faster than any other battery-powered rider scrubber.

For more information, contact: Cliff Schutt, Tennant Company, PO Box 295, Ermington, NSW 2115. Tel: (02) 858 5811.

## GEAR PUMP REDUCES ASPHALT PROCESS COST

Viking hot oil gear pumps delivering between 50 to 80 gallons per minute are being used for hot oil heaters. The pumps are used to circulate 150 degree to 200 degree Celsius or 20 40 PSIG for heating jacketed and internally traced asphalt piping.

Because of their outstanding service record Viking pumps have replaced other brands that were not able to withstand the heavy duty daily cycle required.

Viking supply a compact motor pump set that is able to quickly deliver 150 degree Celsius oil through the system thus permitting ready handling of the asphalt in the plant. The same manufacturer of equipment is also now specifying Viking jacketed asphalt pumps for unloading tanker trucks of asphalt to the asphalt plant storage tanks.

The Viking pumps used offer an exclusive micrometer thrust control for exact rotor positioning, Viking's "Roto Ring" mechanical seal and leak proof "O" ring gasketing and a unique cushion positive flow action that assures non pulsating, low shear transmission of liquid.

The pumps in question are available in both horizontal and vertical configurations.

Further information on Viking pumps is available from Pacific Pump Company Branches in all States.

## NEW PETROL POWERED 3000 PSI BLASTER

A new petrol powered high pressure washer has been released by Pacific Pump Company. Called the XL200F(k) Superblaster, the new unit is capable of discharge pressure of up to 3000 PSI (200 BAR), and is ideally suited for brick cleaning and graffiti removal.

The new Superblaster comes standard with 16HP dual lance with 8 metre high pressure hose and a detergent/chemical venturi system. This unit also has a re-coil start, or electric start as an optional extra, as well as a slow running triple ceramic plunger pump providing 15 litres per minute flow. This unique combination of pressure and flow provides the optimum cleaning power for the toughest jobs. A protective cover is fitted to protect operator from moving parts.

This unit is easily moved around with its inflated tyres and handle. The XL200F(k) also has a high quality regulator/unloader and a glycerine filled shock proof pressure gauge for easy view of operating pressure. The motor being of cast iron construction provides all round long life and trouble free operation plus two-year engine warranty.

A sandblasting kit is also available for the new 3000 PSI unit for use in difficult applications.

For further information contact: Mr Roland Matthes, Pacific Pump Company, 2 South Street, Rydalmere, NSW 2116. Telephone: (02) 638 5600.

## NEW SUNTEC DISTRIBUTOR FOR AUSTRALIA

Suntec Industries Incorporated of Rockford, Illinois, have appointed Pacific Pump Company as their Australian Distributor. Suntec manufacture a complete range of fuel

oil gear pumps previously marketed throughout the world as the Sunstrand range.

The range includes several models including flange mounted units. They are suitable for waste oil transfer, booster services for furnaces or for general fuel supply.

All models include a positive strainer which is easily cleaned by the removal of cover bolts. Steady and constant pressure is provided by Suntec's piston type valve design.

Another advantage is the conveniently located bleed valve which permits air purging and easy priming. Pacific believe that there are many thousands of Sunstrand/suntec gear pumps already in operation throughout Australia and will be offering replacement and spares service to existing users.

Further information is available from: Pacific Pump Company branches in all States.

## NEW LIGHTWEIGHT DIESEL PUMP

A new self priming centrifugal diesel powered pump has been released by Pacific Pump Company. Called the S3-975-ADN37, the pump features high performance efficiency with a non corrosive construction. The unique materials enable it to handle both clean and brackish water as well as such corrosive liquids as agricultural fertilisers and diesel fuel.

The pump is powered by an ACME ADN37 air cooled, high speed, diesel engine running at 3600 RPM. This engine is technically advanced and lightweight which enables the total unit to be highly portable and easily handled.

The S3 pump features major components manufactured of 30% glass reinforced polyester and features an open bladed non-clog design impeller. With flows of up to 15420 gallons per hour and heads of up to 130 feet, Pacific believe the new S3-975-ADN37 will be of particular benefit as both a multi purpose fire fighting pump and a highly portable tank filler.

For further information please contact: Mr David Poole, Pacific Pump Company, 2 South Street, Rydalmere, NSW 2116. Telephone: (02) 638 5600.

## PIMEC/NISSAN ASSOCIATION

PIMEC, a division of Tutt Bryant Industries Machinery Group, has been appointed Australian distributor for Nissan diesel engines.

Nissan is one of the largest diesel engine manufacturers in Japan and supplies diesel engines of various sizes up to units which produce 480 HP as turbo charged and aftercooled 10 cylinder Vee Configuration engines. They can be seen in many industrial, agricultural and marine applications, and of particular interest to mobile crane operators. The popular Nissan crane carrier chassis used extensively in the mobile crane industry.

PIMEC has many years' experience in the diesel engine marketing business and offers sales and service facilities in all States, through branch offices and selected dealers. PIMEC has assured this reporter that the philosophy of excellence in product quality and service support infrastructure is

paramount in the attitude of all PIMEC personnel.

For additional information contact: National Product Manager, Richard George, on telephone: (03) 314 0011.

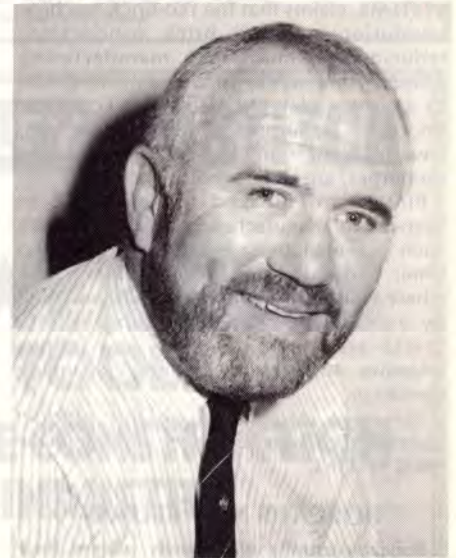
## OPERATIONS DIRECTOR FOR HANSON SYKES

Mr Malcolm Pilcher, Managing Director of Hanson Sykes Pumps Pty Ltd, has announced the appointment of Mr Jonathan Collins as Operations Director.

Headquartered in Sydney, the company is a leading manufacturer and supplier of heavy duty pumps, hoses and couplings for the mining and civil engineering industries and of sullage tank pump-out systems for boat marinas and waterfront resort developments.

Mr Collins, 37, has been actively involved in pump hire and sales, all of his working life. Born and educated in England, he joined SLD Pumps Ltd in 1969 as a trainee manager and subsequently held management and board-level appointments with the company, a member of the Hanson group, in the United Kingdom and the United States.

Now resident in Sydney, Mr Collins assumes responsibility for the efficient operations and expansion of Hanson Sykes' pump hire facilities in all States, for the introduction of new products and services and for further development of the company's markets in Australia, New Zealand and SE Asia.



Mr Jonathan Collins, Operations Director, Hanson Sykes.

## UNIQUE TRANSMISSION SERVICE TAKES OFF

One of the greatest problems facing operators of earthmoving and mining equipment is machine failure.

Not only are operations brought to a halt but there is the added factor of unknown repair costs. In response to this problem, the Australian Hydraulics Company, or Australics, has started a "Swap Shop" for hydrostatic transmissions. "Swap Shop" allows operators to swap broken down hydrostatic transmissions including pump, motor or both with a fully re-built unit from





Australics stock. All service exchange units supplied under the "Swap Shop" programme are both tested and guaranteed for 12 months.

Replacement transmissions can normally be modified, if necessary within hours in Australian Hydraulics Company's special dust free "Cleanroom" workshop. Even if a machine does not have a Sundstrand transmission fitted as standard, a Sundstrand can usually be adapted and fitted with minimal delay.

A typical example of how "Swap Shop" works is as follows. An operator reports a transmission breakdown to his local participating Australics dealer, giving full model number of failed transmission.

The local dealer supplies or fits a Sundstrand transmission and bills the operator for the "Swap Shop" replacement at only 2/3's the cost of the new unit. If the local dealer does not have an exact equivalent to the failed unit, Australics workshop can re-build one to suit within hours and send it direct to the operator or dealer.

The "Swap Shop" transmission is fitted to the machine resulting in drastically reduced downtime.

The damaged transmission, now the property of Australics is stripped, inspected and, if required, a report on the failure is supplied to the operator free of charge.

The cost of repairs is established and if the damage is minor and repair would of cost less than the cost of the "Swap Shop" unit, Australics refund the difference.

Thus the operator only pays the actual cost of fixing his transmission without loss of operating time. If the transmission was severely damaged and repair cost would be higher than the "Swap Shop" transmission, THE OPERATOR PAYS NO MORE.

As some transmissions can cost more than the price of a new transmission to repair, "Swap Shop" units ensures the operator won't pay anymore than 2/3's of the cost regardless.

For further information on this programme please contact: The Sundstrand Division of the Australian Hydraulics Company in all States.

## NEW GRADE CONTROL FOR CAT SERIES G GRADERS

A new, automatic blade control system to suit Caterpillar Series G motor graders has been released by the Australian Hydraulics

Company. Called the ABS 1000, the new system automatically positions the blade lift cylinders to control both grade and slope of the blade giving a uniform finish particularly in fine grading operations.

Unaffected by operator fatigue, the ABS 1000 permits an improved finish with uniform accuracy at increased travel speeds. The operator can select manual "mode" allowing the machine to be returned to conventional blade control as required.

The new system has two types of sensing control. For initial cuts, where no grade reference exists, a right angle grade follower is attached to the blade which follows a stringline. Where a grade, reference does exist, ie road widening operations, or after a stringline cut has been made at the required grade a wheel follower is fitted. The operator then sets the slope required on the control console of the ABS 1000.

The modular design of the ABS 1000 allows the system to be easily removed from one machine to another. The hydraulic servo valve assembly connects directly into the existing motor graders' hydraulic system making installation fast and inexpensive.

The grade control portion of the automatic blade system can be switched off, maintaining slope control. This feature, called "slope only" allows the operator to manually position one blade lift cylinder while the other is maintained by the control system. This feature is of benefit in



operations where it is not practical to establish a grade reference, such as secondary roads, parking lots or cutting a slope for drainage purposes.

For further information on the ABS 1000 blade control system contact the Australian Hydraulics Company branches in all States.

## NEW GENERATOR SET RELEASED

The Power King Generator division of the Australian Engine and Transmission Company are pleased to announce the release of a new 10 kva generator set.

The new generator set (Model G1C10RE), is powered by a twin cylinder Ruggerini air-cooled diesel engine. The engine which is electric start has a rope start facility in the event of a flat battery, and has a heavy duty oil bath air cleaner for operation in dusty conditions.

The engine is coupled to a 10 kva Eurogen twin bearing alternator which is the brushless self-exciting type and is complete with 4 x 15 amp weather-proof sockets.

The complete set which is coupled with a flexible tyre type coupling, is mounted on a sturdy fabricated steel frame, to allow bolting down in a fixed position, or alternatively allows the unit to be utilised as a mobile set.

The generator set is completely test run prior to leaving the factory, and is complete with the battery and all necessary leads and fuel tank and is ready to work the minute it leaves the factory.

Options available include silent pack system including residential mufflers, and remote start/stop and automatic mains failure start/stop facilities.

A spokesman for AETCO indicated that the new set would fill a gap in the market place for a heavy duty set in the Hire and Construction industries, while being ideally suited as a domestic power source for rural areas.

Further information on the 10 kva generator set is available from John Whiteley at AETCO.



## XCELITE METRIC TOOL CASES

Specialist technician Xcelite tool cases are now available as metric tool cases. Manufactured by Cooper Tools in USA, Xcelite tools have set standards of performance and quality for the electronics, office equipment and related users.

The Xcelite tool cases are to be known as the TC100ME, TC150ME and TC200ME. All are attache style tool cases with a selected range of screwdrivers, nutdrivers, 99 Series interchangeable bits and handles, tweezers, miniature pliers and other products. All cases have provision for further tools, specific to the user's need.



The largest of the Xcelite tool cases is the TC100ME with over 53 individual tools, 31 interchangeable bits and parts with room for more specialised tools.

Xcelite tool cases are available through electronic, industrial, office and computer equipment suppliers.

For complete details, contact: Cooper Tools Pty Limited, PO Box 366, 519 Nurigong Street, Albury, NSW 2640. Telephone: (060) 21 5511. Fax: (060) 21 7403.

## FREE LITERATURE TELLS HOW TO REPAIR AND PROTECT CONCRETE

New literature free on request from EPIREZ Australia, tells how to repair and protect concrete using chemical construction technology.

The six page, four-colour document aims to inform architects, engineers, consultants contractors, renovators and tradesmen about the potential of epoxies, silicones, polyurethanes, acrylics and cement-based chemistry for solving problems with concrete.

The range of problems is extensive. It includes halting corrosion of reinforcing steel, grouting machinery and rails, bonding structural concrete, and sealing expansion joints.

It also embraces repair and protection of concrete marine piles, restoration of Heritage buildings, water-proofing concrete tanks and roofs, and topping and coating concrete floors.

Titled "Chemical Construction Products" the literature spells out the capabilities of the all-Australian company in solving all such problems, including EPIREZ's advisory role within the construction industry.

The literature exposes the root causes of concrete deterioration, such as pollution, attack by industrial chemicals, heat and moisture cycles, freeze and thaw cycles, carbonation and others.

Particularly informative is a series of problems illustrated and presented with their solutions and results.

A selection guide enables the user to determine which product types are effective to meet each repair or protection need.

For a free copy of "Chemical Construction Products" write to EPIREZ Australia Pty Ltd, 2 Seville Street, Villawood, NSW 2163 or phone (02) 726 8899.



Chemical Construction Products



## TEMPORARY LABOUR



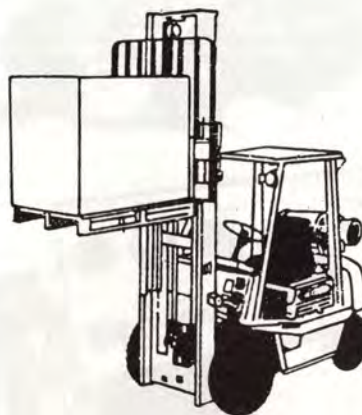
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## "BEST BUY BEEFEATER"

Beefeater Barbecues, a Sydney-based firm, has been supplying the barbecue industry throughout Australia and overseas with their extensive range of domestic barbecues for a number of years.

The new heavy-duty commercial range of barbecues now available includes such models as the "Clubman." This is a two or three burner model with an all-steel construction, featuring a solid cooking plate and detachable legs.

Also available is the Beefeater "Pig-spit," consisting of a heavy-duty enamelled trough, powerful 240 volt motor, shaft and accessories. The Pig-spit is complete with wheels for convenience and manoeuvrability.

These barbecues have ideal application for parties, clubs and functions.

Accessories available include universal rotisseries, chicken rotisseries, manual kebab units, windshields and a range of gas cylinders, just to mention a few. In fact, Beefeater can cater for most of your barbecue needs.

Made in Australia, Beefeater Barbecues carry AGA approval and are warranted against manufacturing defects for one year.

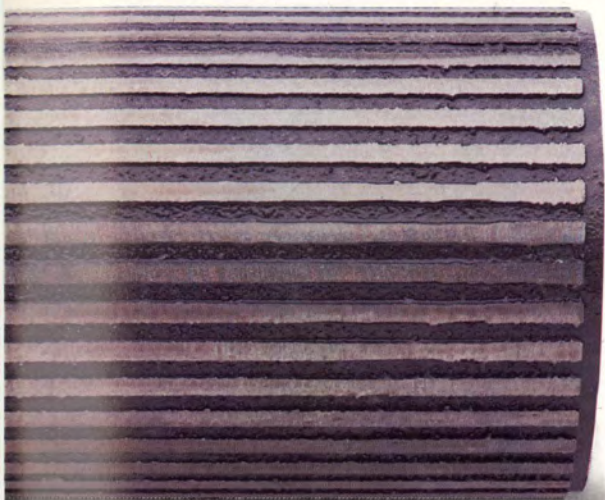
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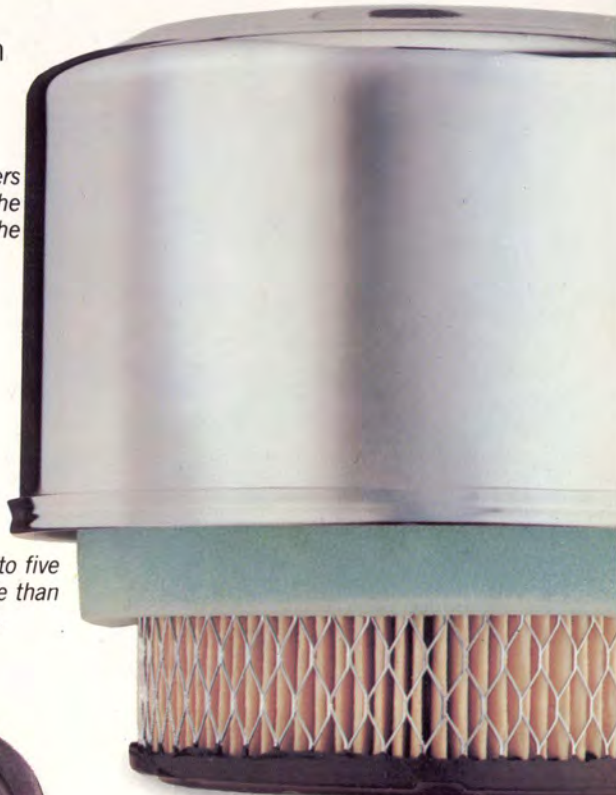
**Exclusive 2+5 warranty.** The best in the business! Two years on the engine. Five years on the Magnetron® ignition — our long lasting, completely maintenance-free electronic system.



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They're here! Yamaha has new generators that offer maximum utilisation and profit potential for hire operators.

The new Yamaha EF1600 (1600w) and EF2500 (2500w) petrol engine powered generators deliver more power than ever. And their 4-stroke, air-cooled, single cylinder OHV engines are housed in rugged steel frames for impact protection.

The 12 litre fuel tank lasts 12.5 hours (EF1600) and 8.5 hours (EF2500).

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