

THE
OFFICIAL
JOURNAL
OF THE
HIRE
AND
RENTAL

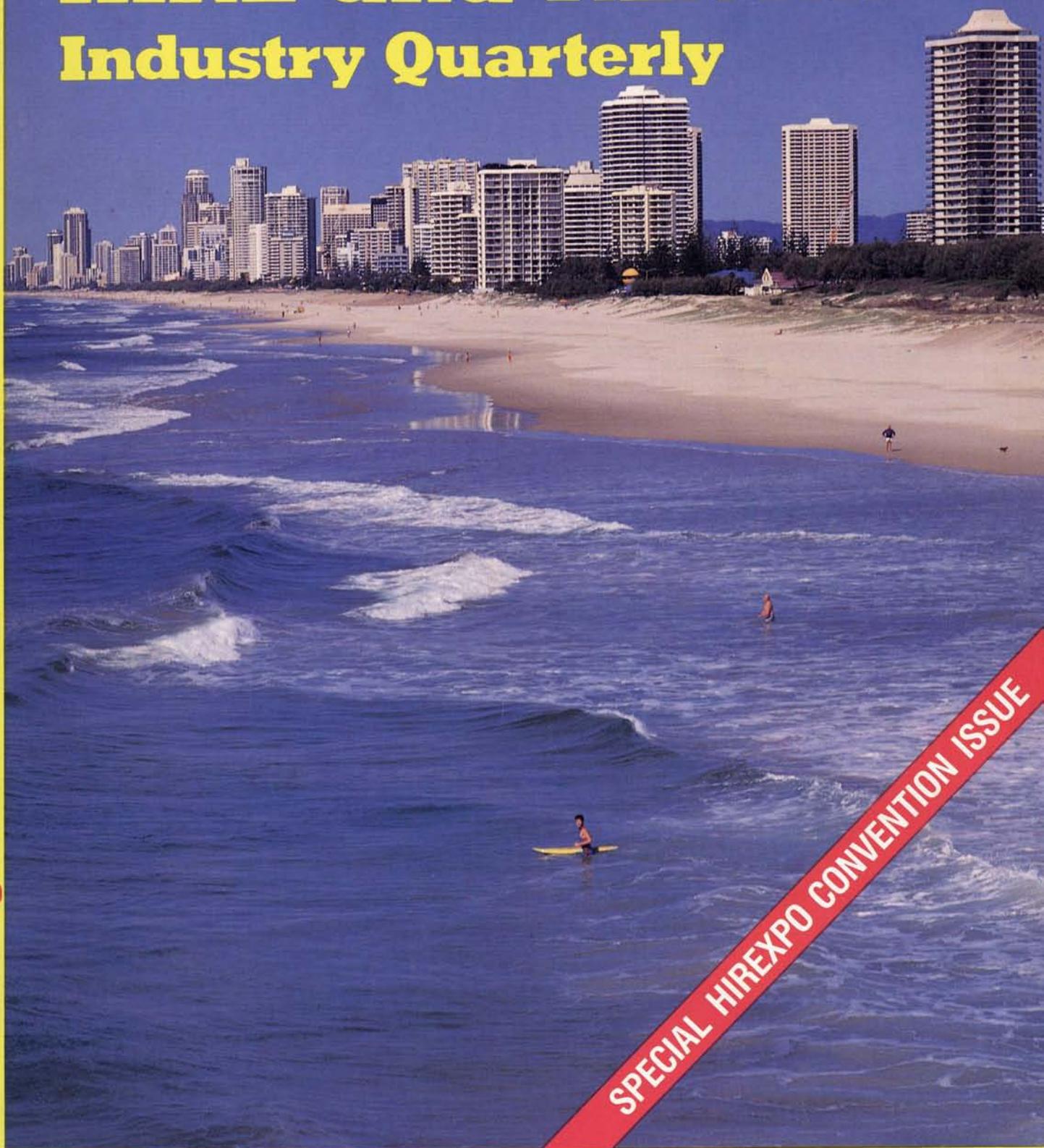
HIREXPO
88

Registered by Australia Post. Publication No NBP 8400

JULY, 1988

HIRE and RENTAL

Industry Quarterly



SPECIAL HIREXPO CONVENTION ISSUE

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!

You will be happy to know, however, that there is a safe "no risk" way to success, at a fixed cost, and with a guaranteed end result.

PICK A WINNER — go for the team with the track record of success throughout the Industry, in Australia, in Canada, in USA.

The choice will be easy — there is only one . . .

The **RENTAL MANAGEMENT SYSTEM** is known and respected throughout the **HIRE INDUSTRY IN AUSTRALIA** by Industry Leaders —
In Plant Hire
in Party Hire
in Car Hire.

Known as The Hireshop Rental System, Quick Hire and the Rental Management System, it has some 50 users in Australia and 250 more in Canada and USA.

So before you do-it-yourself, get the full story on the **QUIK HIRE RENTAL MANAGEMENT SYSTEM**

REMEMBER: a mistake could prove fatal.

**TO: The SOFTWARE LINK DIVISION of:
Pannell Plant Engineers Pty Ltd
PO Box 1, BERKELEY VALE 2259
Ph: (043) 88 5133 Fax: (043) 88 5035**

TELL ME HOW TO BACK A WINNER

Name:

Address:

Phone:

WE'LL HELP YOU TO BE A WINNER

Printed and Published by . . .

PERCIVAL

Publishing Co
Pty Ltd

(Incorporated in NSW)

SYDNEY:

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

MELBOURNE:

1st Floor, 71 Palmerston Crescent
South Melbourne 3205
Phone: (03) 696 1470

ADELAIDE:

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

BRISBANE:

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

PERTH:

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

NEW ZEALAND

ADVERTISING AND PUBLICATION:

Percival Publishing Co. (NZ) Ltd

PO Box 52-117, Auckland
Phone: 860-079

PO Box 3725, Wellington
Phone: 847-948

PO Box 875, Christchurch
Phone: 64-872

PO Box 1327, Dunedin
Phone: 775-744

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

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

HIRE and RENTAL Industry Quarterly

SPECIAL
EXPO 88
CONVENTION
ISSUE

Official Journal of the

**HIRE AND RENTAL ASSOCIATION
OF AUSTRALIA**
and the
HIRE SERVICES ASSOCIATION OF NEW ZEALAND Inc

CONTENTS

President's Report	2	The Ideal Marquee System	51
Join us to explore Hire in the Age of Technology	5	NZ Company Sounds Great!	53
Expo '88 — The Greatest Event on the Bicentennial Calendar	9	Gough's Drive into NZ Mini-Excavation Market	55
Exhibition Showcase	21	Sticker Order Form	55
Gossip Column	41	Ignition Diagnostics	
New Zealand Round-Up		Trial-and-Error Troubleshooting Costly .	57
Annual Convention and Equipment Exhibition	43	Is Your Insurance a Worry and a Chore? 61 By 1990 Every Other Convention Centre in Australia will be History	63
Convention Programme	47	Edgemaster Instant Edging	65
11th Annual Convention Registration Form	50	Product News	67

OUR COVER PHOTOGRAPH

Aerial view of the Gold Coast, venue for Hireexpo Convention

HIRE ASSOCIATION DIRECTORY

HIRE SERVICES ASSOCIATION OF NEW ZEALAND INC.

PO BOX 12013, WELLINGTON
TELEPHONE: (04) 73 6514

Zone 1 (South Island)

Director: Mr Trevor Tuffnell, Richmond
Secretary: Mrs D. Bates
Box 16201, Hornby, Christchurch

Zone 2 (Lower North Island)

Director: Mr F. Tickner, Napier
(National President)
Secretary: Mr A. Mitchell, Levin Hire Centre,
Main Rd South, Levin

Zone 3 (Upper North Island)

Director: Mr N. Callaghan, Hamilton
Secretary: Mr V. Charlesworth
Cascade Hire Centre Ltd
255 Ti Rakao Drive, Pakuranga, Auckland

HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

65 Berry St, North Sydney 2060
President: Ron Wyatt (07) 252 2306
Secretary: Rolf Schufft (02) 957 5792

New South Wales Region

PO Box 613, Baulkham Hills 2153
President: John Medcalf (02) 546 7013
Executive Officer: Christine Stewart
(02) 634 2964

Victorian Region Ltd

12 Rachele Drive, Wantirna 3152
President: Mike Wilton (03) 878 0000
Secretary: Lois Ziebell (03) 720 1835

Queensland Region

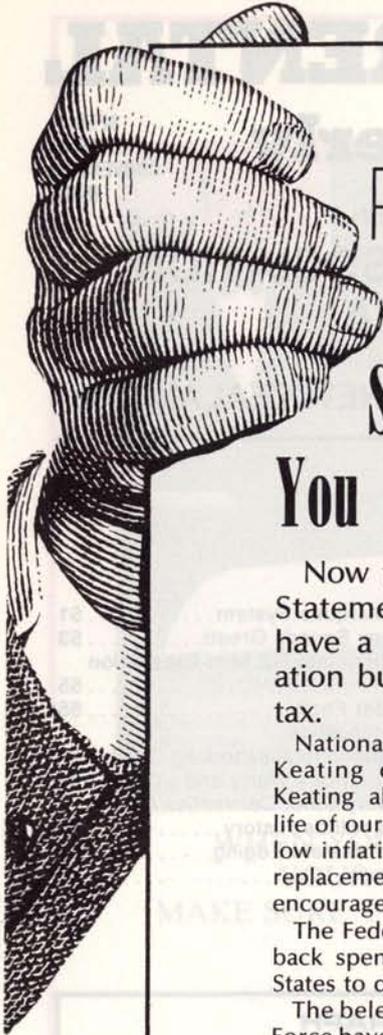
PO Box 304, Kenmore 4069
President: Neil Davis (07) 355 5313
Secretary: Kathy Staines (07) 378 5991

South Australian Region

136 Greenhill Rd, Unley 5061
President: Mark Cambridge (08) 391 1688
Executive Officer: Bob Firth (08) 212 4691

West Australian Region

181 Welshpool Rd, Welshpool 6106
Secretary: Dave Braidwood (09) 458 1429



PRESIDENT'S REPORT

You Lose Some — You Win Some

Now that we have the May Statement we find that we have a windback of depreciation but a drop in Company tax.

National Association wrote to Mr Keating on this subject. Now Mr Keating allows depreciation over the life of our equipment, which even in a low inflation period will not cover the replacement cost. However, this may encourage more hire business our way.

The Federal Government aims to cut back spending by 3% but expect the States to double that rate.

The beleaguered Queensland Police Force have set up an independent task force which has had some immediate success in locating and returning stolen equipment to Queensland Region members.

Whilst on home territory, the State Government muted a Fuel Tax on us at around Christmas '87. Several industry Associations as well as ours wrote to our new Premier expressing concern on its effect on this decentralised States costs. Our Secretary asked each member to send an individual letter as well.

The Queensland Region is pleased that we (and the members who wrote) have now received advice from our Minister assisting the Treasurer that the Queensland Government have dropped this impost. (Who said industry Associations don't have any value?)

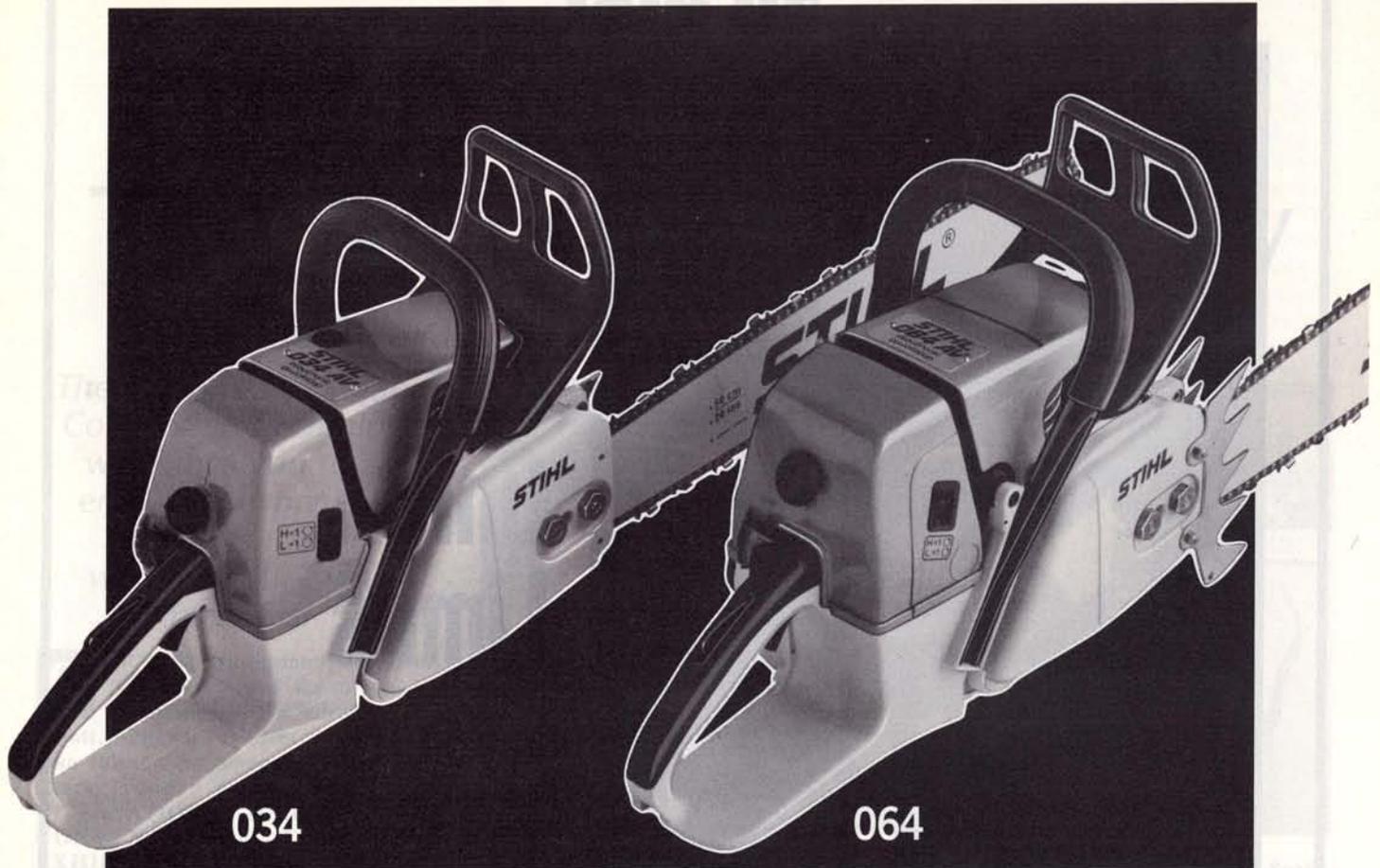
It is also said that the strength of an Association is demonstrated by the attendance at its Annual Conventions.

Those of you that are attending, will, I am sure, join in with me in thanking our convention sponsors, Kango Wolf, Hoecker Structures, Australian Airlines and others. A word of thanks to Compair Australasia Ltd who again this year provided our convention satchels. Their sponsorship and assistance has helped provide a better programme at a subsidised registration fee.

HAVE A GOOD CONVENTION.

RON WYATT





Hire profits.

Stihl chainsaws pay their way.
Fast. Reliably.

That's why 70% of pro hardwood timber cutters, who make their living from chainsaws, buy Stihl.

Precision German engineering makes these Stihl chainsaws easy to start and easy to use. Australia's biggest, best-equipped chainsaw dealer network makes them easy to service and easy to get spare parts for.

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



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

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

STIHL®
GET SERIOUS. GET STIHL.

№ 1 WORLDWIDE

CLIFTON COURT SMITH 953 544



Our Only Limits Are The Imagination.

We're really in the business of solving people's problems. Over the years, we have earned a reputation as a thinking, problem solving company.

It's won for us market leadership and many new, exciting and challenging opportunities.

Whatever your problem may be, give us a call. We've supplied a wide variety of products such as site offices, lunch rooms, gunyahs, ablution units and a lot more. We've even supplied a complete temporary shopping centre.

No job is too small, too big or too difficult.

Phone Rob Nalder or Mike Delahunty.

OUR IMAGINATION KNOWS NO LIMITS.

52 Holker Street, Silverwater.
Telephone 648 0561, after hours 674 5014.
Fax: 648 3519.

ATCO

ENERGY 3032

JOIN US To Explore Hire In The Age Of Technology

A Theme Relevant To All Facets Of The HIRE INDUSTRY

*The Queensland Region
Convention Committee
welcomes you to an
enjoyable experience
which is totally
worthwhile for your
business.*

OUR 1988 Queensland President, Neil Davis, and the organising Committee and Chairman, Ron Wyatt, National President, invite you to take this unique opportunity to learn, share and enjoy the 17th INTERNATIONAL HIRE & RENTAL CONVENTION & EQUIPMENT EXHIBITION. We have chosen the wonderful Conrad International Hotel, Surfers Paradise for the venue to stage stimulating seminars, Australia's largest hire industry suppliers' exhibition and a great social programme.

Meet the international delegates from the USA, New Zealand and Great



CONVENTION COMMITTEE

Left to right: Peter Morahan, Exhibition Co-ordinator; Denise Telfer, Ladies Social Committee Convenor; Alan Thompson, Convention Treasurer; Cathy Staines, Secretary; and Ian Kennedy, Entertainment Organiser.

Britain, and National delegates from all States of Australia. Read through the EXHIBITOR'S SHOWCASE which features in this edition of our official journal. The Exhibition will include a large, comprehensive range and there will be plenty of time to shop. All this on site at Conrad Hotel!

WORLD EXPO '88, the tremendously successful bicentennial event, has not been forgotten. The Hire Industry has had a vital part in its construction, maintenance and ultimate success. We have incorporated an optional visit in the convention programme.

Our industry speakers will offer you a new look and future perspectives at the Hire Industry. Carmel Travers of "Beyond 2000" fame, will launch us into our technology awareness theme. There will be party and equipment hire brainstorming sessions where you have a chance to learn and maybe contribute experiences to strengthen the whole industry.

The application of computers is foremost in many hirers' considerations. Our speakers in this speciality will give the novice and the experienced user, food for thought. Could hirers improve their image in the market place? Paul Dunn will challenge us on this issue.

The future economy and stress management are familiar and essential topics which business management must regularly address. Dr Neville Norman, Economist, will give you a highly



Ron Wyatt, National President



Neil Davis, Queensland President

informative view of future trends. Dr John Tickell takes the serious subject of health and management stress, giving a delightful and thought-provoking presentation.

There are some surprises we don't want to say much about. However, please note, the Fitz Kroeger Enquiry will be in session, and what is "The Gong Show"?

Your Convention organisers have not neglected to ensure there is time to relax. Delegates' accompanying partners have days of wonderful shopping opportunities and sightseeing delights. Our "Bicentennial Bash" is to be held at the fabulous Seaworld. The Jupiter's Casino is there to entertain you with the "Galaxies International Show" and other diversions into the early hours if so desired.

Our "Back To Oriana" Dinner cruise offers you an enjoyable feast on the beautiful Gold Coast waterways — smooth sailing guaranteed. The traditional closing Banquet also offers you fine food and some great entertainment.

We wish to thank our sponsors
KANGO WOLF
AUSTRALIAN AIRLINES
COMPAIR
HOECKER STRUCTURES AUSTRALIA
INGERSOLL-RAND
 for their support and belief that this will be
"THE CONVENTION OF A LIFETIME"
 Yours sincerely,
CONVENTION COMMITTEE 1988.



World Expo 88
Brisbane Australia
 April - October

NOTE RELOCATION

This is to advise that effective 1st July 1988, Witch will be relocated with our parent, Banbury Engineering, at 1505 Hume Highway, Campbellfield. Communications information is:

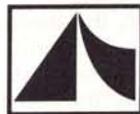
Telephone: (03) 359 0511
 Telex: AA35187
 Fax: 357 2516

K. L. FITZGERALD



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

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



Baytex

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

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



COME CLEAN

New Model
PC200 3000P51
 Waterblaster

- with
- Waterblasters
 - Vacuum Cleaners
 - Chemicals

warwick

- Sales
- Spares
- Repairs
- Service

NSW
 (02) 636 8333

VIC
 (03) 551 3600

QLD
 (07) 273 3499

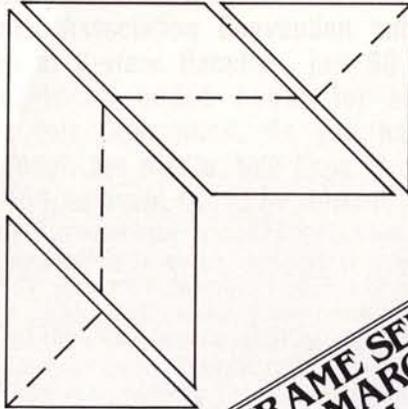
WA
 (09) 447 8378

TAS
 (003) 43 0406

Ph 664-083
 P.O. Box 7271
 Christchurch
 NZ.

Johnson & Cousins (s.i.) Ltd

IF YOUR BUSINESS IS MARQUEES YOU SHOULD CONSIDER THE IMPLICATIONS OF THIS

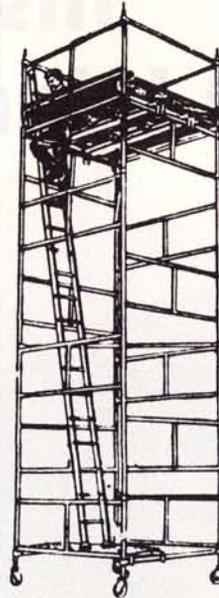


SUPER FRAME SERIES MODULAR MARQUEE SYSTEM

protected by Patent application No. 222-502

Designed & Manufactured for the Australasian Rental Industry

NO-BOLT NO-BOLT SCAFFOLDING PTY. LTD.



SPECIALISING IN **ALUMINIUM MOBILE SCAFFOLDING TOWERS**

Phone: (03) 793 2355

DLI APPROVED MEDIUM DUTY

22 DINGLEY AVENUE DANDENONG, VIC, 3175

"SAFETY & QUALITY FIRST"

Beefeater
 quality B-B-Qs & gas appliances
 for the hire industry



PIG SPIT
 Strong, sturdy vitreous enamel complete with wheels, heavy-duty motor and accessories.

CLUBMAN 2 & 3 BURNER MODEL
 Full plate, detachable legs, ideal for clubs and party hire.

DELUXE B-B-Q
 Strong, sturdy vitreous enamel. Available in 2, 3, 4 and 5 burner models.

OTHER PRODUCTS AVAILABLE • Town & Country Cookers • Charcoal Kettles • Stainless Steel B-B-Qs • Trolleys • Cylinders • Hoses • Regulators

Beefeater APPLIANCES

1C/128 Frances St., Lidcombe, NSW 2141, Australia
 Tel: (02) 646 4611. Tlx: 71653 BEEFEAT. Fax: (02) 643 2095



Powerlite

THE PROVEN PERFORMERS

DOLLAR \$ WISE \$ DOLLARS

RELIABILITY AND SERVICE TO THE HIRE INDUSTRY FOR OVER 20 YEARS



NOW IN QUEENSLAND

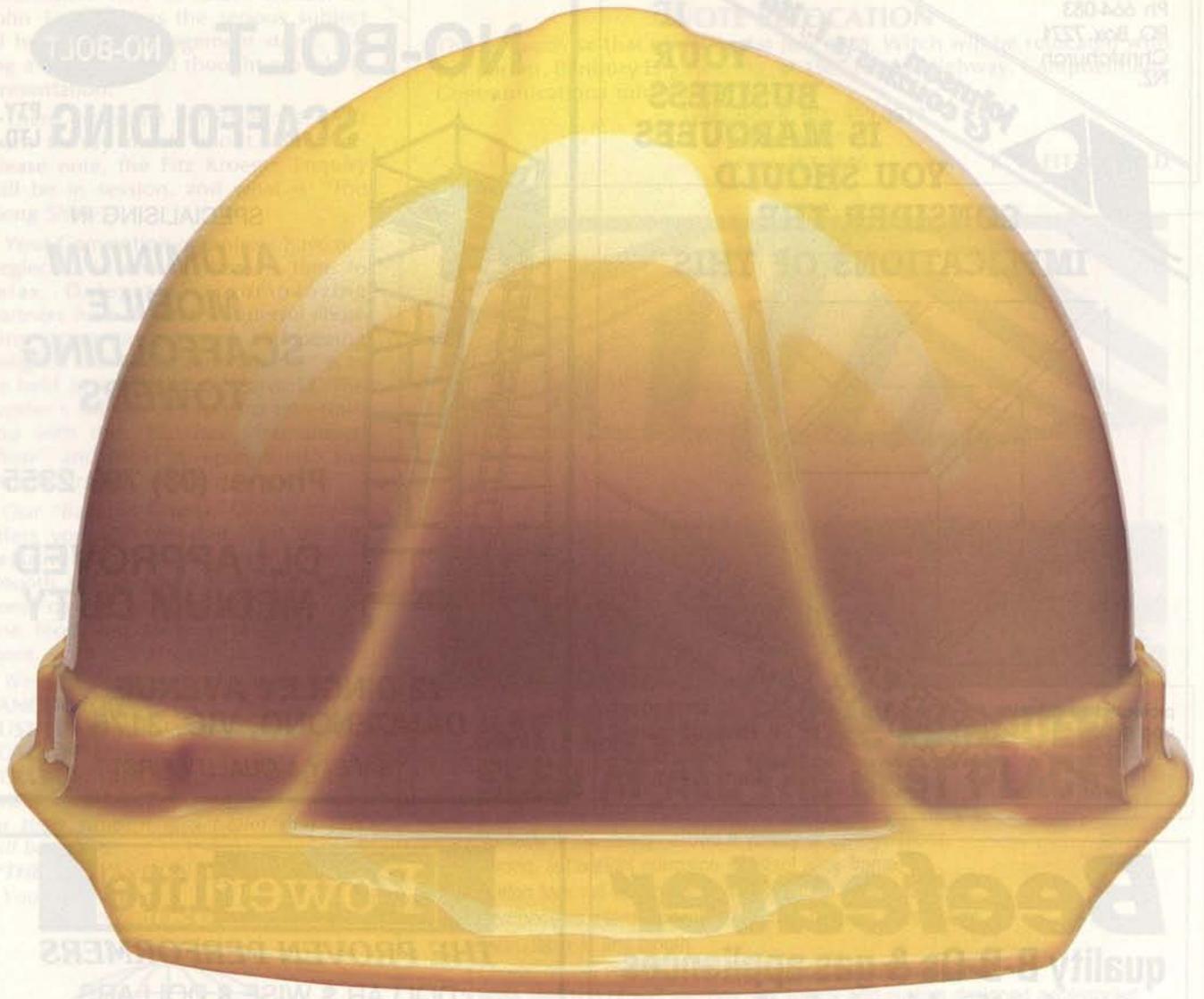
Portable Power-Pacs, Diesel Generators
 Mobile Lighting Towers, Silenced Canopies

Powerlite (Qld)

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



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



MAGNUM. INDUSTRIAL STRENGTH ENGINES.

Magnum engines now feature electronic ignition and full pressure oil lubrication on twin cylinder models with available automotive-type oil filters. Additional features include dual element air cleaning, PosiLock™ connecting rod cap, optional Oil Sentry™ low oil sensing and a two year warranty that even covers industrial use.

And we designed Magnum engines to require



Magnum. Built for a hard day's work.

fewer service parts and less routine maintenance. So your equipment will spend less time in the shop and more time in the field.

To find how you can benefit by having Magnum engines on your equipment contact:

Aetco, Sydney NSW (02) 684 4666.

KOHLER
engines

Queensland
(07) 275 2899

New South Wales
(02) 684 4666

Victoria
(03) 398 5211

South Australia
(08) 262 2138

Western Australia
(09) 279 4511

Expo 88 The Greatest Event On The Bicentennial Calendar



THE parallel occurrence of the World Expo '88, in Brisbane, together with the 17th International Hire and Rental Association Convention and Equipment exhibition at Surfers Paradise, just 80 km south of Brisbane, is an added bonus for all delegates attending this Convention. As you have probably heard through the media, this Expo is a resounding success and an event not to be missed.

For the Brisbane Hire industry the construction of this site has generated a great deal of business. It was a tremendous feat to have the site ready as scheduled, particularly due to weeks of rain which made the final preparations difficult and exasperating for all concerned.

As a seasoned visitor of Expo, I would highly recommend it to all. There is something for everyone. As you enter the gates the friendly, relaxing atmosphere is like a fresh breeze; you have entered a world of colour and surprises around every corner. The futuristic transport of the monorail will give you a bird's eye view of the riverside site. The pavilions from many countries offer an entertaining education to the world around us. The architects of these displays have utilised many technologies to present their country in close reality. The wonderful range of eating experiences entices even the strongest dieter to taste and enjoy.

The entertainment, in keeping with the "Leisure" theme is amazing in its variety. As you stroll through the site you will be delighted by street buskers with comedy acts, wonderful music, jugglers and street theatre. There are three separate stage areas each offering a wealth of entertainment.



The Ski Show and the Aquacade theatre will stun you with the feats of the skiers, the synchronised swimmers and the high divers.

I could continue on with praises for this wonderful event. However, I invite you to attend a worthwhile Convention and utilise this unique opportunity to visit a world-class event, WORLD EXPO '88.

The Expo takes a different theme each week and the theme for the Convention week is "HANDMADE WEEK". This week will feature Expo's showcase of traditional crafts and highlights in the human component in technology. Take a look at the famous Leftkara lacework of Cyprus, Japan's Oragami and the native handcrafts of the many countries. The French exhibit features a tribute to the nation's master painters.

Friday, 12th August, is our scheduled visit to Expo. This day has been declared "IBM Australia Day", a relevant theme with our Convention focus on Technology.

Join us at Australia's greatest celebration!

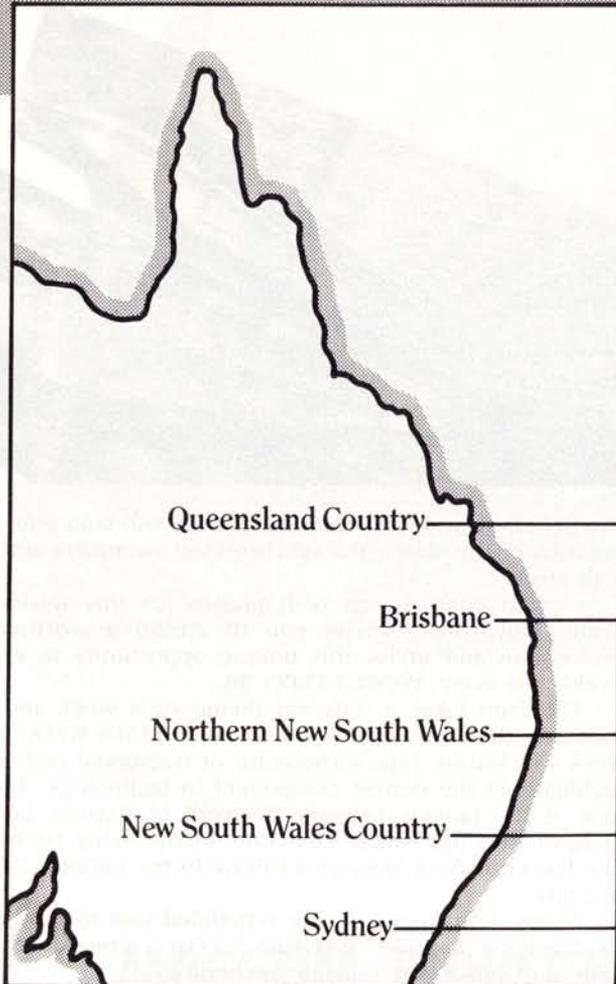
**CATHY STAINES, Secretary,
1988 Convention Committee.**



WORLD EXPO 88

Concrete Mixers..

The right place for
the right mix.



No matter where you are on the East Coast of Australia, Vetner will set you right with the right price and the right service on Carpenter & Grosvenor Concrete Mixers.



serviced by Vetner Slacks Creek.

serviced by Vetner Geebung, Slacks Creek and Capalaba.

serviced by Vetner Burleigh Heads and Newcastle.

serviced by Vetner Pendle Hill.

serviced by Vetner Pendle Hill and Killarney Heights.

Queensland

Slacks Creek 57 Moss St, Tele (07) 208 7766

Capalaba 9 Veronica St, Tele (07) 245 5399

Geebung 472 Newman Rd, Tele (07) 265 2566

Burleigh Heads 1 Kortum Dr, Tele (075) 56 0388

New South Wales

Pendle Hill 114 Ballandella Rd, Tele (02) 631 6288

Newcastle 118A Newcastle Rd, Wallsend,

Tele (049) 51 5155

Killarney Heights 3/1 Tramore Pl, Tele (02) 452 5622



Distributors of



**Carpenter
&
Grosvenor**

Australia's leading mixer makers.

YRB VET 1083

ALSO: WHEELBARROWS – LADDERS – HAND TRUCKS – TOOLS

The right mix

for reliability and economy

MODEL 12

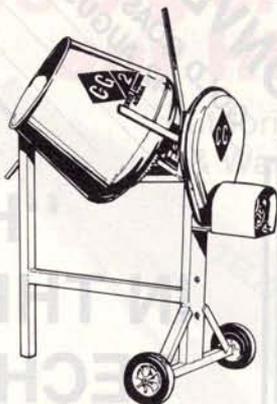
2 cu.ft non-towable mixer designed for the handyman. Totally enclosed V-belt drive. 1/3 h.p. electric motor.

OPTIONS

Model 10 - Hand operated mixer (easily convertible to power)
Model 11 - Fitted for electric motor

DIMENSIONS:

Height-122cm Width-76cm
Length-121cm Weight-52kg



MODEL 25

2 cu.ft non-towable mixer. Large 16" pneumatic wheels. Lockable motor box.

OPTIONS

Model 25B - 3.5 h.p. Petrol motor. 2:1 reduction.
Model 25C - 1/3 h.p. Electric motor

DIMENSIONS:

H-122cm W-76cm
L-121cm Weight-52Kg

MODEL 23

2 cu.ft. mixer designed for the handyman.

OPTIONS

Model 24 - Electric motor

DIMENSIONS:

H-130cm W-75cm
L-110cm Weight-52Kg



MODEL 35

Heavy duty 2 cu.ft. non-towable mixer. 16" pneumatic wheels. Sealed race bearings fitted to Bowl and Pinion Shaft.

OPTIONS

Model 35B - 3.5 h.p. Petrol motor. 2:1 reduction.
Model 35C - Electric motor

DIMENSIONS:

H-140cm W-114cm
L-120cm Weight-112Kg

MODEL 34

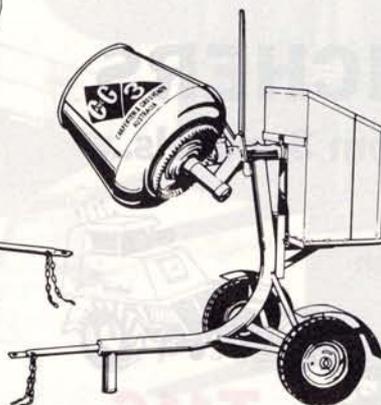
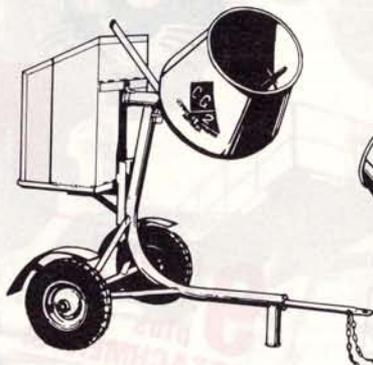
Heavy duty 2 cu.ft. towable mixer. 16" pneumatic wheels. Lockable motor box. Sealed race bearings fitted to the Bowl and Pinion Shaft.

OPTIONS

Model 34B - 3.5 h.p. petrol motor. 2:1 reduction.
Model 34C - Electric motor

DIMENSIONS:

H-112cm W-114cm
L-140cm Weight-112Kg



MODEL 44

Heavy duty 3 cu.ft. towable mixer. 16" pneumatic wheels. Lockable motor box. Sealed race bearings fitted to the Bowl and Pinion Shaft.

OPTIONS

Model 44B - 3.5h.p. Petrol motor. 2:1 reduction.
Model 44C - 3/4h.p. Electric motor

DIMENSIONS:

H-137cm W-114cm
L-150cm Weight-124Kg

MODEL 45

Heavy duty 3 cu.ft. non-towable mixer. 16" pneumatic wheels. Sealed race bearings fitted to Bowl and Pinion Shaft.

OPTIONS

Model 45B - 3.5 h.p. petrol motor. 2:1 reduction.
Model 45C - 3/4 h.p. Electric motor

DIMENSIONS:

H-140cm W-114cm
L-150cm Weight-124Kg



Carpenter & Grosvenor
Australia's leading mixer makers.

657 Magill Road, Magill, South Australia 5072
Phone (08) 31 7947, (08) 332 8759 Fax (08) 364 0801

HIREXPO
88

17th INTERNATIONAL
HIRE CONVENTION
GOLD COAST
7-12 AUGUST 1988



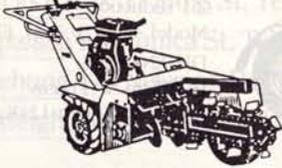
“HIRE
IN THE AGE OF
TECHNOLOGY”


Gold Coast
HIRE & RENTAL ASSOCIATION OF AUSTRALIA
17th INTERNATIONAL HIRE CONVENTION & EXHIBITION

 **CLARK®**
bobcat
TRENCHERS

Choose from 3 models....

T108
7Hp Pedestrian



T116
16Hp Pedestrian



T136
36Hp
Ride On

 **CLARK**
bobcat
LOADER
No.1

9 MODELS
AVAILABLE
plus
ATTACHMENTS!



For Dealer information contact
CLARK CLARK EQUIPMENT
AUSTRALIA LIMITED

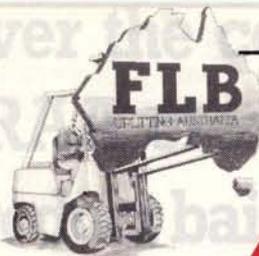
30 Salisbury Road, P.O. Box 50,
Hornsby N.S.W. 2077
Phone: (02) 477 8551 Telex: 170189
Fax: 476 2712

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



CLARK

Mastamedia HR No.9



FORKLIFT BROKERS OF AUSTRALIA

198 SUNNYHOLT RD, BLACKTOWN NSW 2148, TEL: (02) 622 9111, FAX: (02) 671 2626

Are big enough to Support any HIRE Company

Authorised Distributors of ■HYSTER Industrial
& Warehousing Equipment ■BIG JOE Electric
Pedestrian Stackers ■SANDERSON
Rough Terrain Forks & Booms
■DEFTLIFT Access Equipment



**For more information simply phone Sydney 02 6229111
or see us at Matpak 88 Sydney Showground June 13-17**



17TH INTERNATIONAL HIRE CONVENTION & EXHIBITION
Conrad International Hotel
7 to 11 August 1988

COMBINED PROGRAMME (Delegates & Partners)
 (Subject to Change)

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

Over the counter quotations - 1 minute!

CRAA credit checks - 30 seconds!

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.

P.S. If you have a computer now, RentMaster will probably run on it unaltered. If you don't, we can assist you to make the best selection for your needs and then help you get up and running with the minimum of fuss.



The key to better computing

Australian Designed, Produced and Supported

Intech Software Pty Ltd.

678 Parramatta Road, Croydon NSW 2132 Australia

Phone: (02) 799 6622

Fax: (02) 799 9090

Offices -

Australia - Sydney, Perth

New Zealand - Auckland, Wellington and Christchurch

Authors and suppliers of over 400 installed packages.

Ring us on (02) 799 6622 or Fax us on (02) 799 9090 or post
to: Intech Software Pty. Ltd., 678 Parramatta Road, Croydon NSW 2132

Name _____
Address _____
Company _____
Telephone _____



PROUDLY SPONSORED BY:
KANGO WOLF POWER TOOLS PTY. LTD.
HOECKER STRUCTURES AUSTRALIA

DELEGATES

PARTNERS

Day 4: Wednesday 10 August

7.00 AM
8.30 AM — 5.30 PM
9.00 AM

Jogging Club
Registration
Session 6:
"Moderation in
Everything but Sex
& Laughter" (Stress
Management Techniques)
Speaker: Dr John Tickell

Jogging Club
Registration
Depart Hotel
for Hinterland
Tour, includes
morning tea
and Luncheon.

10.30 AM
10.45 AM

Morning Tea
Session 7:
"The Gong Show" The very
latest in hire equipment
as presented by the suppliers

12.30 PM
2.30 PM
3.00 PM — 5.30 PM
7.00 PM

Luncheon
Trade Exhibition Grand
Opening
Trade Exhibition Visits
OPTIONAL:

"Back to Oriana" Dinner Cruise
Evening cruise featuring famous
Queensland Seafood Buffet.

OPTIONAL:

Day 5: Thursday 11 August

8.00 AM
8.30 AM — 5.30 PM
8.00 AM — 5.30 PM
9.00 AM

Jogging Club
Registration
Trade Exhibition
Session 8:
"Opportunities for
Growth — The Challenge
Before Us"
Speaker: Dr Neville Norman

Aerobics
Registration
Free Time for
Surfers Paradise
Shopping —
Shuttle Bus to
Surfers operating

10.30 AM
11.00 AM
12.30 PM

Morning Tea
Trade Exhibition
Closing Lunch:

Closing Lunch:

2.00 PM
6.30 PM
7.30 PM

Trade Exhibition

**"The Fitz-Kroeger Enquiry into
The Hire Industry & its Suppliers"**

Own arrangements

**Pre-Dinner Cocktails
HIREXPO '88 GALA BANQUET**

Day 6: Friday 12 August (OPTIONAL EXTENSION)

8.00 AM — 5.30 PM
8.00 AM

**Hospitality Desk Open
WORLD EXPO '88 TOUR**



OFFER HIRE COMPANIES HIGH PROFITS THROUGH LOW
MAINTENANCE AND VERSATILITY

TUTTS

**2 SOUTH STREET,
RYDALMERE 2116
(02) 684 4400,**

Branches: Brisbane, Melbourne, Hobart, Adelaide, Perth
RUGGED, RELIABLE — BUILT TO LAST!





Important Note:

Please complete each section of this form. Where appears, please your preference with an X. Please use a separate form for each delegate accompanying person may be included on same form.

Return this form to:

Conference Secretariat Phone (07) 368 2644
PO Box 177 Fax (07) 369 3731
Red Hill Qld 4059

NAME:

Title _____ Given Names _____ Surname _____
Company: _____
Postal Address: _____
City: _____ State: _____ P'Code: _____
Phone: Work: () _____ Home: () _____
Fax: () _____
Accompanying Person/Partner's name (if applicable): _____

Title _____ Given Names _____ Surname _____

ACCOMMODATION REQUIRED: YES NO

DURING CONVENTION:

No. of Persons: _____

Please reserve the following accommodation:

NOTE: Quoted rates apply only 7 to 12 August, 1988.

- 100 Conrad International Hotel:
 - 01 Single Room \$100/night
 - 02 Twin/Double \$100/night
 - 03 Family: \$200/night (Interconnecting rooms)
- 101 Ramada Hotel:
 - 01 Single Room \$ 90/night
 - 02 Twin/Double \$ 90/night
 - 03 Family: \$180/night (Interconnecting rooms)
- 102 Gold Coast International:
 - 01 Single Room \$160/night
 - 02 Twin/Double \$160/night
 - 03 Family: \$320/night (Interconnecting rooms)
- 103 Broadbeach Motor Inn:
 - 01 One Bedroom Unit \$65 per night
 - 02 Two Bedroom Unit \$85 per night
- 104 Houseboats
 - Please send information about houseboat accommodation.

Arrival Date (not prior to 7 August): _____ / _____ / _____

Departure Date (not after 12 August): _____ / _____ / _____

Total Nights required: _____

If sharing, I have arranged to share with (name): _____

ACCOMMODATION BEFORE &/OR AFTER CONVENTION:

During Convention reservations MUST be made above. For other accommodation, please indicate your requirements below and you will be contacted with confirmation and applicable rates as soon as possible. Please select from the hotels listed above ONLY:

Before Convention: Arrival Date: _____ / _____ / _____
Departure: _____ / _____ / _____
No. of Nights: _____
Hotel: _____
Room Type: _____
No. Persons: _____

After Convention: Arrival Date: _____ / _____ / _____
Departure: _____ / _____ / _____
No. of Nights: _____
Hotel: _____
Room Type: _____
No. Persons: _____

TRAVELBOOKING REQUIRED: YES NO

Return flights are available from Gold Coast, or from Brisbane for those attending World Expo '88. Fares indicated are current Economy fares (subject to change). A discount of 15% will apply where 10 or more delegates are booked on the same flights on the same ticket.

No. of Persons: _____

FROM SYDNEY:

CODE	FLT	DEPARTS	FOR	DATE	TIME	COST
<input type="checkbox"/> 01	530	Sydney	Gold Coast	7 Aug	8.30 am	\$166
RETURN FLIGHTS						
<input type="checkbox"/> 02	547	Gold Coast	Sydney	12 Aug	2.55 pm	\$166
<input type="checkbox"/> 03	485	Brisbane	Sydney	12 Aug	7.00 pm	\$176

FROM MELBOURNE:

CODE	DEPARTS	FOR	DATE	TIME	COST	
<input type="checkbox"/> 04	488	Melbourne	Gold Coast	7 Aug	8.40 am	\$255
RETURN FLIGHTS:						
<input type="checkbox"/> 05	489	Gold Coast	Melbourne	12 Aug	12.35 pm	\$255
<input type="checkbox"/> 06	455	Brisbane	Melbourne	12 Aug	6.45 pm	\$251

OTHER:

Please indicate requirements:

No. Persons: _____

Date: _____ / _____ / _____ Depart: _____ For: _____

Date: _____ / _____ / _____ Depart: _____ For: _____

Date: _____ / _____ / _____ Depart: _____ For: _____

You will be contacted with full itinerary and flight confirmations as soon as possible.

TRANSFER REQUIRED: YES NO

No. of Persons: _____

If travel booked above, please indicate if Airport/Hotel transport is required:

- 01 Gold Coast Airport to Hotel (Arrival day)

A SPECIAL WELCOME

To all Delegates and Partners attending HIREXPO '88 from



MAJOR SPONSORS HIREXPO '88

Our Sponsorship of Hirexpo '88 is an expression of our confidence in the future of the Hire Industry and an appreciation for the increasing support for our products.

KANGO WOLF POWER TOOLS PTY LTD

(INCORPORATED IN NSW)

61-63 GOVERNOR MACQUARIE DRIVE, CHIPPING NORTON, 2170

Postal Address: PO Box 143, Moorebank, 2170

Phone: 727 0177

Telefax No: 727 0697

Telex No: 24893

A member of the Dobson Park Industries Group



for **INSTANT SERVICE**

INSTANT SCAFFOLDS

- ALUMINIUM:
- SCAFFOLDS • MOBILE TOWERS
- HOME HANDYMAN SCAFFOLDING
- INDEPENDENT SCAFFOLDING
- BRIDGING UNITS
- SWINGING STAGES
- VERTICAL ACCESS LIFTS
- CONCERT STAGES
- LIGHTING TOWERS • LADDERS

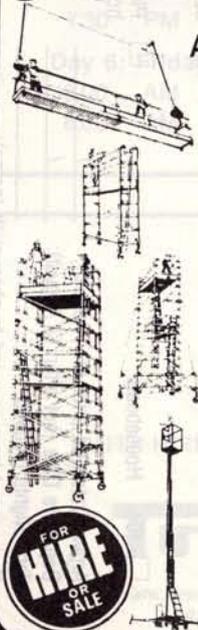
FREE on-site quotes.
Delivery and Erection Service.

FAX: 436 0427

439 6200

24 HERBERT ST.,
ARTARMON
N.S.W. 2064

Branches in
all States



Ph 664-083
P.O. Box 7271
Christchurch
NZ.

Johnson & Cousins (s.i.) Ltd

NO —
We don't just
make clever free
standing Marquees:

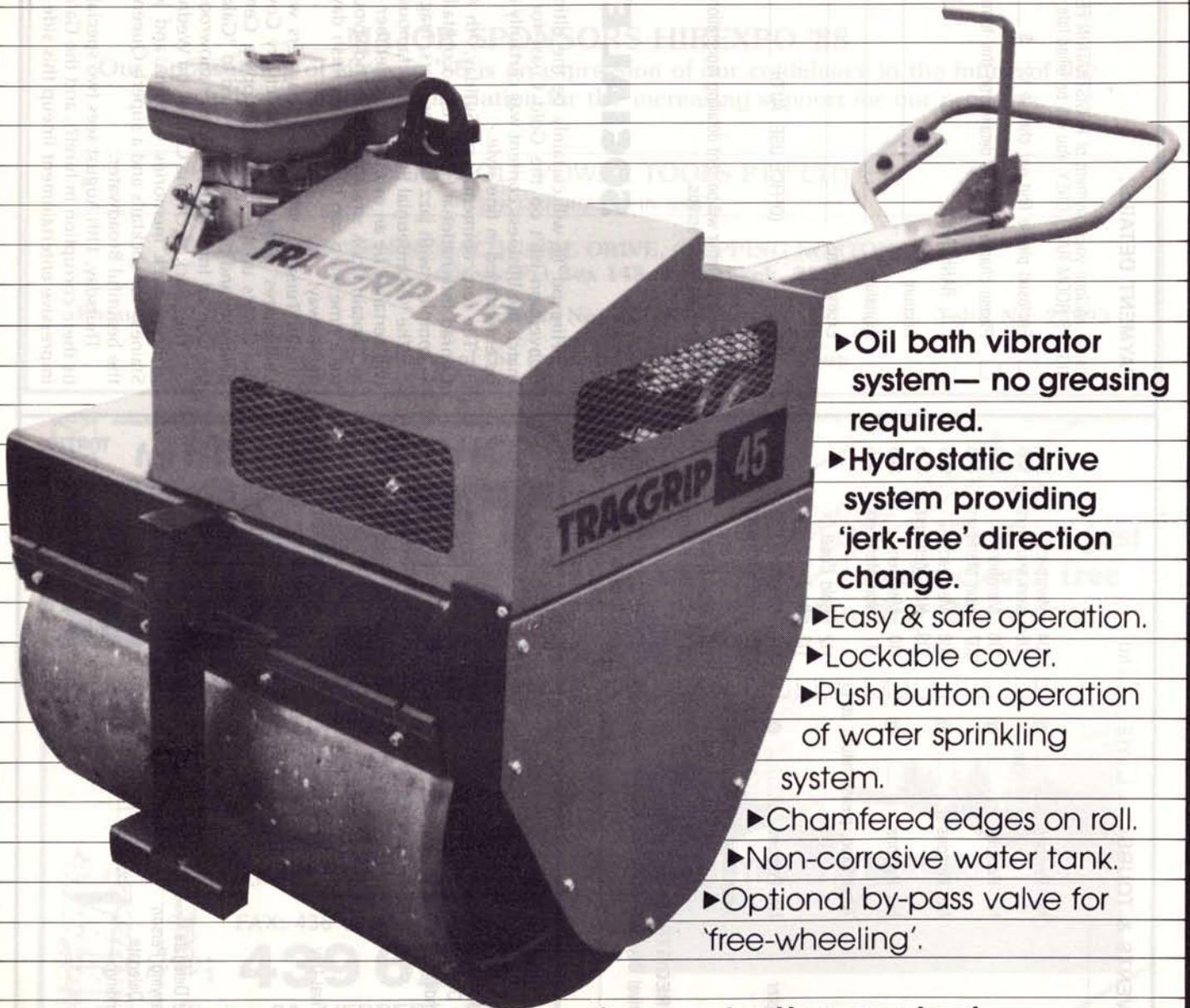


We manufacture a full range of
High Tech Lawn Marquees too.

**LAWN MARQUEE
SERIES**

TRACGRIP 45

Single
Drum
Vibratory
Roller



▶ Oil bath vibrator system— no greasing required.

▶ Hydrostatic drive system providing 'jerk-free' direction change.

▶ Easy & safe operation.

▶ Lockable cover.

▶ Push button operation of water sprinkling system.

▶ Chamfered edges on roll.

▶ Non-corrosive water tank.

▶ Optional by-pass valve for 'free-wheeling'.

For more details and a *demonstration* contact...

Manufacturers & Distributors:

TRACGRIP
EQUIPMENT

357 Tremaine Ave., P.O. Box 432,
Palmerston North, New Zealand.
Telephone (063) 78-006,
Fax (063) 66-754, Telex NZ31557.

Distributors for Australia:

VIBROMAX AUSTRALIA PTY LTD.
55 Myoora Rd., Terry Hills 2084,
Telephone (02) 450-2844,
Fax (02) 450-2993.

Western Australia Branch:
20 Church Rd., Maddington 6109,
Telephone (09) 459-9200,
Fax (09) 459-1983.

EXHIBITORS SHOWCASE

ABGAL PTY LTD (Inc. in Qld)
 PO Box 36, Springwood 4127
 Australia
 Phone: (07) 208 8044
 Fax: (07) 209 5571

A quickly assembled, extendable frame marquee with quality reinforced PVC roofing, is now being produced by Abgal Pty Ltd. With touch fastening and a range of colours, they are a dream in any location. Hook on walling is also available to suit individual installations.

**ADVANCED POWER
 PRODUCTS PTY LTD**
 PO Box 132, Goulburn, NSW 2580
 Telephone: (048) 48 7128

Design, manufacture, installation and maintenance of generating sets up to 1,500 kva. Programmable computer monitoring, control and protection systems, acoustic canopies, mobile lighting towers, portable generating sets and engine-driven welding sets.

AIRDRAULIC/BIRCO PTY LTD
 PO Box 833, Crows Nest,
 NSW 2065
 Telephone: (02) 439 4200
 Telex: 123497
 Fax: 439 5636

The equipment on display will include MacDonald jackhammers and scabblers, featuring the new MacDonald "Floating Block" Five Headed Scabblor, Model FB5. A range of pneumatic tools and pumps will also be on display.

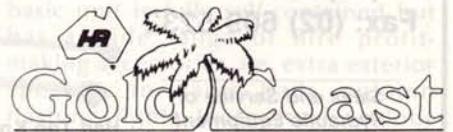
**AMERICAN BUSINESS
 MACHINES**
 PO Box 1, Berkeley Vale 2259
 Australia
 Telex: (043) 88 5133
 Fax: (043) 88 5035

American Business Machines will be exhibiting a full range of Computer Systems and software specifically designed for the Hire Industry. Our Systems range from fully portable LCD

models to full MULTI-USER, MULTI-TASKING Computer Systems. With over 300 Hire Companies currently using our software worldwide, you can be sure of a fully TESTED and PROVEN package.

ANI KOMATSU
 PO Box 178
 Brisbane Markets 4106
 Australia
 Telephone: (07) 379 7711

ANI KOMATSU, a division of the ANI Corporation, act as distributors for Komatsu Earthmoving Equipment which includes mining and general contracting, plus the full range of excavators and the most advanced pedestrian rollers.


Gold Coast
 HIRE & RENTAL ASSOCIATION OF AUSTRALIA
 17th INTERNATIONAL HIRE CONVENTION & EXHIBITION

TUNGSTEN CARBIDE TIPPED SAW CHAIN

NEW 3/8LP

NOW AVAILABLE — A range of Prinz Tungsten Carbide Tipped Saw Chain that will stay sharper much longer than standard chain and still deliver a smooth fast cut. These chains are for use in cutting hardwood in extremely abrasive conditions (even for cutting out tree stumps), cutting of masonry, demolition of buildings etc.

SUITS MOST CHAINSAWS — Unique Prinz Cutter designed from the start to be Tungsten Carbide Chain not a modified chipper chain cutter. These chains are precision engineered, designed from the start to be tungsten carbide chains. They are not modified standard saw chains. This results in much longer life and smooth cutting.

They have been designed to allow sharpening when they eventually do become blunt. This allows a greater working life.



90 HOTHAM PDE, ARTARMON, NSW, 2064
 PHONE: (02) 438 5320 FAX: (02) 437 5203
 NEW ZEALAND ENQUIRIES WELCOMED

CLEAN UP WITH KARCHER AT THE HIRE CONVENTION

Come and see the great Karcher line-up of cleaners and find out just how you can really clean up on the best cleaning equipment deals around.

- Cold water pressure cleaners
- Cold and hot water high pressure cleaners
- Wet and dry vacuum cleaners
- Steam cleaners
- Spray extraction vacuum cleaners
- Sweepers
- Huge range of accessories

We have Australia-wide distribution and service with the biggest range of cleaning equipment for the hire and rental industry.



FORMULA

Automotive Workshop Equipment
 Manufacturers & Distributors

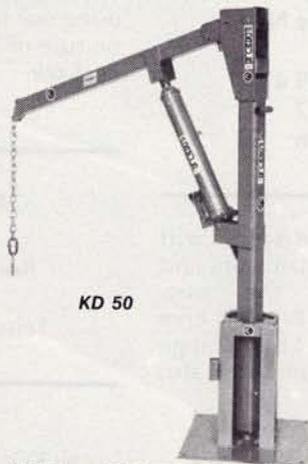
FORMULA ENGINEERING

Head Office:

Cnr Long St & Warren Rd
 PO Box 453,
 Smithfield
 NSW, 2164

Telephone:
 (02) 604 9000
 Fax: (02) 609 5232

Sales and Service of
 Hydraulic Equipment



KD 50

Half Ton Table Top Hydraulic Crane



KD 35

Half Ton Knock Down engine Crane



KARCHER

Talk to us in the Southport Room,
 Stands 93 and 94.

HIRE CONVENTION

XN2619 5/88

AUSQUIP SUPPLIES

PO Box 638, Caringbah 2229
Phone: (02) 524 5217
Fax: (02) 525 1396

Ausquip Supplies is an importer and manufacturer of industrial diamond tools, servicing the industry with established high quality, high performance, cost effective products. Please come and view our range.

**AUSTRALIAN BRICK
CLEANING CO.**

334 Reynolds Road
Research, Victoria
Phone: (03) 439 9293
Fax: 41 87 5873

Our robust brick recovery machine cleans second-hand bricks quickly and efficiently. The machine is portable and runs on town power supply or 5 kva generator.

W. L. BASSETT & SON

340 Botany Road
Alexandria, NSW
Phone: (02) 699 1733
Fax: (02) 319 2978

Agents for Weda Pumps, Simer pumps, Ficep & Usines de Rumecourt, Bassett Waterblasters. The range of domestic and industrial machinery marketed throughout Australia includes:

Weda Industrial dewatering pumps; Simer Domestic submersible and Transfer Pumps; Usines PP 12/24 volt dual voltage transfer pump (diesel), water, oil, heating, etc.); Bassett Turbo 8.70 high pressure cleaner, ideal for domestic use.

W. L. Bassett also sell and service the Bassett range of high pressure water cleaners, realising the importance of fully stocked spare parts division. We are committed to providing fully qualified service technicians and high standard facilities. We welcome all delegates to the 1988 Convention and urge each one to visit our stand to compare the aforementioned products.



BAY TEXTILES LTD
PO Box 2571, TAURANGA
NEW ZEALAND
Telephone: (075) 8 8022

Baytex will have on display the latest product in the form of a fully furnished hospitality unit. Party Hirers, this is your opportunity to update yourselves on the latest in frame marquees and marquee accessories.

**BLACKWOOD HODGE
AUSTRALIA PTY LTD**
30 Cowper St, Parramatta
NSW
Phone: (02) 891 3777
Fax: 61 2 891 1212

Blackwood Hodge (AUST) will be exhibiting the following equipment in the Hirexpo — Hitachi UE10 Mini excavator; Dynapac CC10 Tandem Roller; Vibmac 760 Pedestrian roller; Dynapac light equipment.

BOBCAT AUSTRALIA
PO Box 50, Hornsby, NSW 2077
Phone: (02) 477 8551
Fax: (02) 476 2712

Bobcat Australia will exhibit Bobcat loaders for the first time at The International Hire Expo '88. The range of products which will be on show includes Bobcat loaders, Bobcat trenchers, and Bobcat attachments. All the products on display are of a small portable size applicable to the hire industry.

**BRIGGS & STRATTON
PTY LTD**

PO Box 714, Archerfield
Queensland 4108
Phone: (07) 875 1175
Fax: (07) 875 1769

Briggs & Stratton Australia will be featuring their full range of air-cooled industrial/commercial engines, as well as introducing their new Vanguard OHV line, Briggs & Stratton's top gun of the future.

CEMTOOL (NSW) PTY LTD
105 Long St, Smithfield
NSW 2164
Phone: (02) 609 7555
Fax: (02) 604 3441

Domenico Savignano, Managing Director of Cemtool (NSW) Pty Ltd, has been manufacturing high class quality goods for the cement concreting and brick saw trade for 26 years.

All our goods are locally made and spare parts are readily available for any machine we manufacture.

We also make a large range of hand concrete finishing tools which are of a very high quality and are accepted very well within the trade. We extend an invitation to all hire companies, trades persons and visitors to view our machinery and hand tools during their visit to Hirexpo '88.

**COMPACT DISC JUKE BOX
PARTY HIRE**

16 Bannister St, Fremantle
Western Australia
Telephone: (09) 430 4131

C. D. Jukebox Hire will be displaying their new Compact Disc Juke Box for the first time in Australia. Built specifically for party hire, the unit is built in Australia, with the design expertise of ten years experience in Jukebox Hire. The basic unit is fully self-contained but has a wide range of hire profit-making accessories, i.e. extra exterior speakers for large halls, column flashing lights (note music colour built in basic unit) also microphone adaptor for PA work. The unit is light-

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

THESE ARE JUST TWO EXAMPLES

Vibratory Tampers

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

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

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



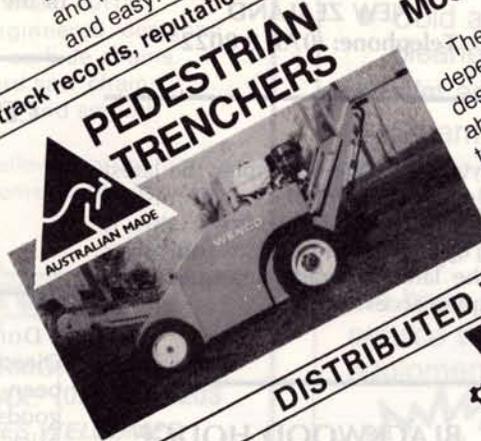
BOMAG
'HIRE TOUGH'
COMPACTORS!

Model 49H

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

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

WENCO
'HIRE TOUGH'
TRENCHERS



PEDESTRIAN TRENCHERS

DISTRIBUTED TO THE HIRE INDUSTRY BY:



WITCH ENGINEERING

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

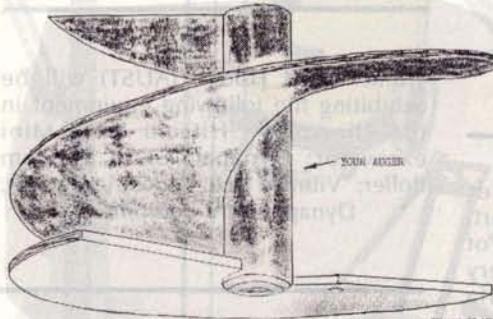
BWS7

PENGO CUTTING SYSTEMS FOR HAND HELD PORT-HOLE DIGGERS

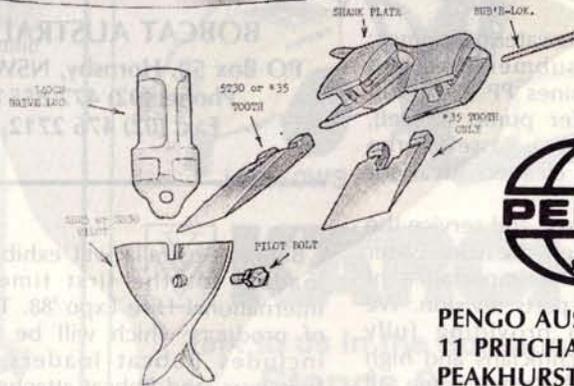
1. TOOTH REPLACEMENT IN SECONDS
2. REVERSIBLE FOR EXTRA CUTTING LIFE
3. ASSISTS IN PREVENTION OF CONING
4. MORE EFFECTIVE DIGGING IN MOST CONDITIONS
5. REPLACEMENT COSTS ARE LOW

PENGO AUGER CONVERSION KIT SINGLE CUT ADAPTION

as fitted to HAND-HELD AUGERS



PENGO INTERCHANGEABLE TEETH



PENGO AUSTRALIA PTY LTD
11 PRITCHARD PLACE,
PEAKHURST, NSW, 2210

Telephone: (02) 533 3855
Fax No. (02) 534 2847

weight and compact but solid. It is run by a multi stacker CD player coupled to a 300W stereo amplifier and operated by a user friendly computerised selection system.

COMPAIR AUSTRALIA LTD

PO Box 113, Archerfield
Queensland
Phone: (07) 275 2022
Fax: (07) 875 1529

Highlight of the display by Compair is the new, highly efficient Rammer "Alto" Hydraulic Hammer, for mini-excavator mounting and part of a new hammer generation.

CROWN CONTROLS

PO Box 201, Smithfield, NSW
Phone: (02) 604 6000
Fax: (02) 609 1702

Crown Controls Extensive range of Elevating Work Platforms from the one man Traveller to the "Smooth



Operator" 4WD Boom is exactly as the name implies, with variable start/stop controls and the muscle to traverse even through the roughest terrain. The Truck mounted hydraulic platform in the "Smooth Operator" series is engineered for the same level of operator safety and comfort with practicality and price sense.

Designed for use on a one-tonne truck, these units are ideal for applications requiring high voltage insulation and manoeuvrability in tight situations. The double boom articulated work platform with two man fibreglass basket is capable of 300 degree rotation in either direction, and the unique slew brake prevents drifting away from the work surface. The Traveler one man elevating work platform and a range of trailer mounted platforms will also be on display.

DEMBICON AUSTRALIA

27-29 Kinkaid Avenue
North Plympton
South Australia 5037
Phone: (08) 297 4022
Fax: (08) 371 0990

Dembicon Australia, Australia's diamond tool specialist, manufactures the largest range of diamond blades, thin wall bits and associated machinery in the country. On the exhibit will be a wide range of its products including the recently released 'SP' diamond blades and the 'Econocut' wet/dry cutting turbo blade.

FESTO

179-187 Browns Rd, Noble Park
Victoria
Phone: (03) 795 9555
Fax: (03) 795 9787

Festo are recognised worldwide as the innovative leader in Electronic power tool technology. Tools are designed for easy and safe use with additional performance features designed into every model ensuring years of optimum performance.

The Festo range includes orbital and disc sanders, circular saws, jigsaw, router, planer and dust extractor/vacuum cleaners.

FLEXIBLE PIPE CLEANING TOOLS

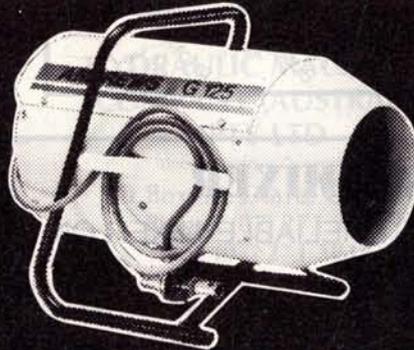
8-10 Palmer Crt, Mt Waverley
Victoria
Phone: (03) 543 8722
Fax: (03) 544 5492

Sewer and drain cleaning equipment suppliers and appointed exclusive distributors for genuine Electric Eel and Rothenberger drain cleaning equipment range in the Hire and End User market. Special Hire industry packages are available as well as quick turnaround repair and service facilities for all drain cleaning machines.

Economic INSTANT HEAT

LP GAS PORTABLE PEOPLE HEATERS

- 2 Models - 30,000 BTU's to 260,000 BTU's
- Instant flexible industrial heating
- Safe and Controllable
- 100% efficient performance (based on Nett Calorific Value)
- Lightweight
- Compact design
- Simplicity of operation
- G.A.N.Z. approved
- Reliable in service



**ANDREWS &
Gasmaster**

"PORTABLE PEOPLE HEATERS"
"QUICK TO HEAT" - "HARD TO BEAT!"

AVAILABLE FROM:
MACBRO RENTALS PTY LTD
10 TOWNSHEND STREET
PHILLIP, A.C.T. 2606
Tel. (062) 821515, 821862
851498

HIRE & RENTAL ASSOCIATION OF AUSTRALIA
17th INTERNATIONAL HIRE CONVENTION & EXHIBITION

RENT-A-SIGN

Use Rent-a-Sign yourself, or re-rent to customers, Rent-a-Sign is the most effective means of attracting attention from passing trade, and bringing in business.

Change your message as often as you desire eg discounts, new products, specials, hours open, seasonal events.



SEND TO:
Rent-a-Sign, 55-61 Market Street, Smithfield, NSW, 2164.
Phone: (02) 725 1715, Fax: (02) 725 2964

Please send me a brochure and price list

Name

Address

..... P/Code

Phone



**Make cheques
 more welcome
 than cash.**

ELECTRONIC VERIFICATION:

- ★ SIMPLE
- ★ UNIQUE
- ★ DISCRETE
- ★ ALL DAY EVERY DAY OF THE YEAR

For further information send contact details to:

Free Post 4
TeleCheck
PO Box 227, St. Leonards, NSW 2065
Phone: (02) 439 3188

Name

Address

Business Name

Phone

Postcode

FREE 1 MONTHS RENTAL



**NEW
 WIDE BODY
 20' MODEL**

Aussie designed, Aussie built for the toughest conditions, the all-new Jakaroo WB20... and you can try before you buy with 1 month rental free.*

Backed with the industry's best 12 Months Service and Maintenance Programme, the Jakaroo WB20 is designed and priced to dramatically lower your high reach access operating costs.

Try before you buy — and even if you don't buy we'll still do you a very special low 1 month rental.

(02) 588 5888



JAKAROO PTY LTD

22 Phillips Road Kogarah, N.S.W. 2217
 * Offer closes 30th September, 1988.

BELLE 3 CU FT MIXER

"THE STRONGEST AND MOST RELIABLE MIXER ON THE MARKET"

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

For more information or FREE demonstration, phone toll-free (008) 01 4233, or write to —

Fergus A. Farley Pty Ltd, Boyd Steel
Ballarat Road, St Arnaud, Vic, 3478.

Phone: (054) 95 1933. After Hours: (054) 95 2231



FLEXTOOL (QLD) PTY LTD

17 Ross Street, Newstead
Queensland 4006
Phone: (07) 252 2306
Fax: 252 5359

Flextool will have their "Hire Proof" range of equipment displayed in the Southport Room. Friendly Flextool faces from each State will greet you and some bicentennial prices will tempt you!

**JAMES HAMILTON
ENGINEERING**

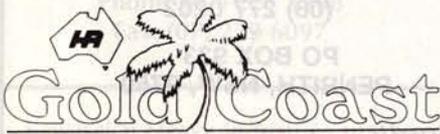
5 Ashleigh Ave, Frankston
Victoria
Telephone: (03) 789 9786

James Hamilton Engineering are manufacturing the new innovative heavy duty Industrial Hydraulic Drive Dumper. Easy to operate, low maintenance, 169 Litre bucket will navigate rough sloping terrain. Further information contact as above.

**HIRE AND RENTAL
INSURANCE BROKERAGE LTD**

GPO Box 1796Q, Melbourne
Victoria 3001
Phone: (03) 329 1244
Fax: (03) 329 8696

Harib Insurance is your wellbeing at Hirexpo '88, your protection always. Your business card can win you a gallon of Scotch! We'll talk later about fortifying your business insurance through Harib.


HIRE & RENTAL ASSOCIATION OF AUSTRALIA
17th INTERNATIONAL HIRE CONVENTION & EXHIBITION



**HOECKER STRUCTURES
(AUSTRALIA) PTY LTD**

8 Fairbank Crescent
Lower Templestowe
Victoria 3107, Australia
Phone: (03) 850 7833
Fax: (03) 850 7053

Hoecker Structures (Australia) Pty Ltd, the 100%-owned subsidiary of Karl Hoecker GmbH & Co KG of West Germany are manufacturers of Clear-span Pavilions, Warehouses and Party tents. In the past year the quantity of Hoecker Pavilions in the hire industry has tripled with a network of hire companies throughout Australia and New Zealand owning compatible structures. There has also been wide acceptance of the smaller 4, 6 and 8 metre wide range of Hoecker Structures which are now being used extensively.

Hoecker, a major sponsor of this year's Convention and Hirexpo, will be displaying their range of products and Hirexpo '88 will be used as the World-wide release of a brand-new and exciting range of small party tents.

**HYDRAULIC MACHINERY
COMPANY (AUSTRALIA)
PTY LTD**

(Incorporated in Queensland)

PO Box 93, Darra, Qld 4076
Phone: (07) 271 2355
Fax: (07) 271 3814

HMC, the manufacturers, importers and marketing force behind Palfinger Hydraulic Truck Loading Cranes, have released a new model.

The Palfinger model PK 10500 is a worthy successor to the durable PK 9700 which has been operational in diverse applications, world-wide for over eight years.

An excellent power-to-weight ratio results from an extremely low tare weight of 1315 kg which ensures maximum payload.

Palfinger's revolutionary boom geometry ensures loads can be effortlessly handled in close at the crane base. This proven design also results in long outreach, the PK 10500B has full power hydraulic boom extensions to 9.6 m, plus telescopic manual boom extensions to 15.9 m. The PK 10500 is capable of lifting 4.15 tonne at 2.5 m and .20 tonne at full radius of 15.9 m. Palfinger, one of the world market leaders of truck mounted cranes, have all models, designed to the stringent German Din standard 15018 and Australian standards, which requires cranes to have a minimum life expectancy of 60,000 full-load cycles and 200,000 half-load cycles.

Hydraulic Machinery Company now have available, Palfinger truck-mounted cranes with capacities of .5 tonne metre through to the big lifting PK 45.0 tonne metre, PK 45000.

**INGERSOLL-RAND
(AUSTRALIA)**

1151 BEAUDESERT ROAD
ACACIA RIDGE, QLD
Phone: (07) 277 3511
Fax: (07) 875 1960

Ingersoll-Rand (Australia) Ltd will display new models of portable compressors and compactors. Of note are the P125WDJU utility compressor, the P600 on-road compressor and the DD-35 'S' and SD100D compactors.

INSTANT SCAFFOLDS

68 Ernest St, South Brisbane
Queensland 4101
Phone: (07) 844 4593
Fax: (07) 369 3731

Instant Scaffolds is best known for scaffolding associated with both the construction and maintenance industries. We specialise in design, manufacture, hire and sales of access equipment, including erection and consultancy services. We are proud to be the major supplier of aluminium towers to the hire industry.

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



DISTRIBUTED BY:

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

CONSTRUCTION & INDUSTRIAL SUPPLIES

ANI KOMATSU
ANI KOMATSU
BROONS HIRE
FORCEPOWER
BROONS HIRE
UNIMEC (WA)

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



TB15 EXCAVATOR 1.2 TONNE

TAKEUCHI Mini-Excavator

ALL MODELS
WRIST CONTROLS
BREAKER PIPING
BOSTROM SEAT
RUBBER TRACKS
1135 KG
TO
6800 KG

COMPETITIVE PRICING!!!



TL10 LOADER 1.1 TONNE

TAKEUCHI AUSTRALIA PTY LTD is pleased to be able to offer the Rental and Hire Industry the No 1 choice in Mini-Excavators and Loaders. TAKEUCHI is the Market Leader in New Zealand. Don't settle for second-best. TAKEUCHI is readily gaining popularity in Australia. Recommended from hirecompanies.

QLD — Hydaplant Pty Ltd
(07) 375 5555

WA — Damien Cole Pty Ltd
(09) 277 7066

**TAKEUCHI
AUSTRALIA PTY LTD**

For Further Details or a Quote, Contact

THE NATIONAL SALES MANAGER (AUST)
KEN KERR — PHONE: (018) 22 5251, (047) 39 4956

VIC — Melbourne Tractors
(03) 350 2766

SA — Llordon Diesel Service
(08) 277 0202

PO BOX 933
PENRITH, NSW, 2750

We Don't Sell What We Can't Service!!!

**JLG INDUSTRIES (AUSTRALIA)
PTY LTD**

Port Macquarie
New South Wales

JLG Industries (Australia) Pty Ltd will exhibit and demonstrate a range of elevating work platforms substantially engineered and manufactured at Port Macquarie, New South Wales.

The booms and scissor are manufactured in accordance with AS1418 parts 1 and 10. The range covers working heights from 7.6 m to 28 m.

JLG will introduce a new articulated telescopic "up-'n'-over" unit and other innovations.

**KANGO WOLF POWER
TOOLS PTY LTD**

61 Governor Macquarie Drive
Chipping Norton, NSW 2170
Phone: (02) 727 0177
Fax: (02) 727 0697

Kango Wolf Power Tools Pty Ltd will be exhibiting their extensive range of electro-pneumatic demolition and rotary drilling hammers, general power tools and specialised products. The versatility of the Kango range will be demonstrated by a large operating display of the full complement of tools and accessories. Special "on-stand" demonstrations will introduce new service tools and repair techniques which will enable the hire industry to reduce downtime dramatically. Improved profitability for the hire industry through greater utilisation of accessories, extending the model range and more efficient servicing will be Kango's major theme for Hirexpo '88.

**KAWASAKI MOTORS
PTY LTD**

Suite 11, 470 Upper Roma Street
Brisbane, Qld 4000
Phone: (07) 221 1188
Fax: (07) 229 6097

Kawasaki Heavy Industries produce small engines for a variety of demands,

July, 1988



with diversified products ranging from 6 hp to 80 hp in output. To date, over 10 million units have been produced.

KUBOTA POWER PRODUCTS

C/- 21 Ashdale Grove, Eltham
Victoria 3096
Phone: (03) 439 4130
Fax: (03) 439 2812

On display will be Kubota's new heavy duty GV 4 Pole Series generator incorporating four poles rather than the conventional two poles. Also on display will be a range of silent type diesel generators, the 'G Series', that offer simple and quiet operation. Come and discover what these machines can offer you at Hirexpo '88.

**KUBOTA TRACTOR
(AUSTRALIA) PTY LTD**

347 Settlement Road
Thomastown, Victoria 3074
Phone: (03) 465 8899
Fax: (03) 465 0672

Kubota mini excavators, with approximately 80 units now operated by Australian hire companies, are proving themselves to be excellent profit earning machines. Come and visit our display on-site at Hirexpo '88.

LATO INDUSTRIES PTY LTD

PO Box 226, Cleveland
Queensland 4163
Telephone: (07) 286 2988

Australian manufacturers Lato Industries offer an extensive range of

HIRE and RENTAL Industry Quarterly

water blast cleaners from 1,000 to 6,000 psi. Equipment is of exceptionally high quality and suits the Hire and Contracting market.

LEVERQUIP

PO Box 294, Strathpine
Queensland
Phone: (07) 881 1110
Fax: (07) 881 1013

Leverquip specialise in distributing chainsaws, brushcutters, cut-off machines, borers and spare parts — throughout Queensland and northern NSW, Oleo-Mac chainsaws, Cranford spare parts, Oregon chain and accessories, Atom products, Tanaka products and Jonsred chainsaws.

**THE LINCOLN ELECTRIC
COMPANY**

(AUSTRALIA) PTY LTD
Box 17, Revesby, NSW 2212
Phone: (02) 772 7222
Fax: (02) 774 2785

In 1988 the Lincoln Electric Company (Australia) logged 50 years of manufacturing quality arc welding equipment in Australia. The requirements of the hire industry in Australia and overseas has played a significant role in the development of our mobile range, such as the legendary 400AS.

**MACDONALD POWER
TOOLS**

Peel Park Place
Collago Milton South
East Kilbride, Glasgow G74
Scotland

Telephone: E. KILBRIDE
(03552) 21215/6/7
Fax: (03552) 20091

MacDonald will show their new FB5 floating scabbler having reduced air consumption and increased production. MacDonald's standard range of pneumatic and hydraulic tools will also be shown, including their unique 6 hp air saw.

Page Twenty-nine

Weldanpower 225 AC/DC so quiet* you can hear the cash register ring.



... three machines in one —

- DC for stick electrode welding;**
70-250 amps: powers LN-22 for continuous wire welding, 100% duty cycle at 210 amps; powers Hi-Freq. for TIG welding.
- AC for stick electrode welding;**
50-225 amps: powers Hi-Freq. for TIG welding.
- 240 Volt AC, 50 Hz Power.**
Quiet long-term primary, standby or emergency power.
* 70dBA at 7m.

WELDERS/ELECTRODES/ACCESSORIES

LINCOLN
ARC WELDING

THE LINCOLN ELECTRIC COMPANY
(AUSTRALIA) PTY. LIMITED

(Inc. in NSW)
35 Bryant St., Padstow 2211
Telephone (02) 772 7222

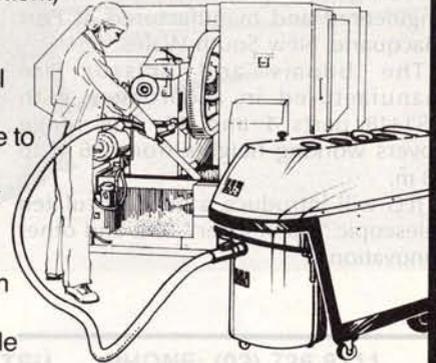
LE173.18/2-50

PROVEN, RELIABLE INDUSTRIAL VACUUMATION

BVC CAN FIX ANY VACUUMATION PROBLEM

BVC's wide range means a model to suit almost any application or size requirement:

- Light (intermittent) to heavy (continuously rated) industrial applications
- Fully portable to fully ducted systems
- Wet or dry pick-up
- Negative or positive filtration
- Low noise models available



BVC FROM

BTR INDENG

■ MELBOURNE (03) 544 4888	■ ADELAIDE (08) 349 5522
■ SYDNEY (02) 638 9033	■ PERTH (09) 353 2944
■ NEWCASTLE (049) 52 5888	■ KALGOORLIE (090) 93 1111
■ BRISBANE (07) 277 9155	■ BUNBURY (097) 25 4106
■ GLADSTONE (079) 72 2955	■ HOBART (002) 72 6907
■ TOWNSVILLE (077) 79 3433	■ ULVERSTONE (004) 25 3110

RENHEL MANUFACTURING CO PTY LTD

HATZ DIESEL ENGINES

HATZ
DIESEL
Silent
PACK

*MADE IN WEST GERMANY

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

RENHEL MANUFACTURING CO PTY LTD

Factory 4, 43 Amberley Cres,
Dandenong 3175. Phone:

792 4146
Fax: 792 1393

MARK INDUSTRIES (USA)

PO Box 729, Long Beach
California, USA 90801
Phone: 213 639 9700
Fax: 604 9760

Mark Industries (USA) will be displaying three types of self-propelled aerialift equipment: boom lifts, scissor lifts and knuckle booms. The Marklifts have state-of-the-art engineering and safety features.

MERLIN FIBREGLASS PTY LTD

28-34 Westminster Street
Oakleigh, Victoria 3166
Phone: (03) 568 1026
Fax: (03) 563 1501

Merlin Fibreglass developed and patented a fresh water flush system about 12 years ago and is now the largest manufacturer in Australia of this type of portable toilets.

OLDFIELDS PTY LTD

PO Box 198, Campsie
NSW 2194
Phone: (02) 787 2111
Fax: (02) 648 3073

On display will be four electric and petrol models of Airless Spray units, recently released with the capacity to take four guns or a free flow of six



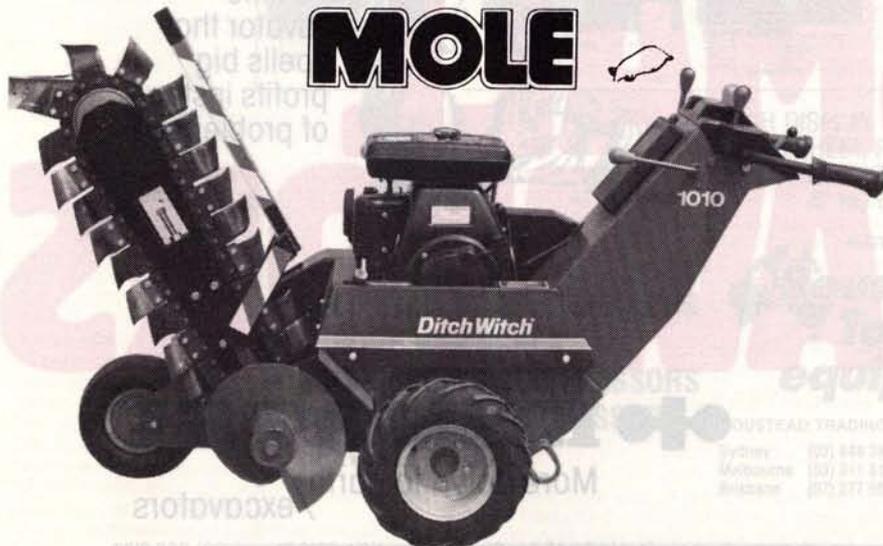
litres per minute. As well, welded mobile aluminium scaffolding towers, will be shown that are lighter, stronger and more flexible than the old-fashioned T-piece, rib grip form of construction. If it's better, it's Oldfields.

MOLE ENGINEERING PTY LTD

14 Amax Avenue, Girraween
NSW 2145
Phone: (02) 688 8011
Fax: (02) 688 4856

The latest equipment from leading manufacturers of trenching equipment, hydraulic hand tools and mounted equipment, pedestrian operated tampers and rammers and a new range of quick coupler attachments for mounted equipment will be displayed by the "Mole" group.

Best known for the range of American manufactured DITCH WITCH continuous chain trenching machines, MOLE has recently moved its headquarters to Sydney's western suburbs, at Girraween, to accommodate both its Warehouse and Factory



under some 10,000 square metres of roof on 2.4 hectares of ground.

Apart from the popular DITCH WITCH Model 1010 Trencher, a machine designed for the plant only hire industry, MOLE are pleased to display:

- STANLEY HYDRAULIC HAND TOOLS incorporating the proven range of pistol grip chain saws, pole saws, pruners, impact wrenches, submersible pumps, cut-off saws, air compressors and welders that can be operated from mobile plant hydraulic circuits or self-contained STANLEY power packs.
- STANLEY MOUNTED EQUIPMENT covering a range of hydraulic breakers and plate compactors designed for fitment to all modern Excavators and Backhoe/loaders of operating weights from 1.0 tonne to 25.0 tonne.
- STANLEY HYDRAULIC TOOLS of Milwaukie, Oregon, USA will also be represented by MR GERRY STRECKER, President and Chief Operating Officer of "Stanley", together with STEVE PLUMB, Area Manager who looks after distribution in Australia and New Zealand (and Alaska).
- JB QUICK COUPLERS for quick, safe fitment of buckets, breakers and attachments to all sizes of excavators and backhoe/loaders. MOLE is pleased to advise all excavator and backhoe owners that the JB patented range of mechanically and hydraulically operated couplers are being manufactured by MOLE under licence to JB SALES CO. of New Zealand who have proven this design in two years use in extreme NZ conditions as well as successfully completing trials in Japan and the USA.
- MIKASA TAMPING RAMMERS AND PLATE COMPACTORS the long-term reliable compaction machinery that is still working years after original purchase.

Standard JB designs cover most brands of backhoe loader together with hydraulic excavators from 1.0 tonne to 20 tonne operating weight.

Apart from the light construction equipment on display at the MOLE stand, MOLE, Queensland personnel would be pleased to assist with enquiries for the HANOMAG range of track tractors and wheel loaders that are now available through this national distributor. HANOMAG joined MOLE late in 1987 and new deliveries of these quality earthmoving, garbage compaction and rubber tyred loader machines have been made in all mainland States.



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

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

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

Couple all this with the added back-up service of the largest and most experienced excavator company in the world and you've got a little excavator that spells big profits instead of problems.

BIG PROFITS COME IN SMALL EXCAVATORS

*Trailer not included.

KOMATSU

More down to earth  excavators

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

Personnel available to assist you at the Convention will include:

- BRIAN McNAMARA — State Manager, Queensland
- TONY GREEN — Sales Manager, Queensland
- PHILLIP WALTERS — Sales Representative, Queensland
- GEOFF SOUTHWELL — Head Office Marketing — Light Construction, Sydney
- GERRY STRECKER — President — STANLEY, USA
- STEVE PLUMB — Sales — STANLEY, USA

The Mole Engineering philosophy is built around "service to the industry



we serve". The company has deliberately limited itself to areas where it knows it can offer good equipment or services, and provide back-up with parts (either fully imported or

manufactured in-house), service and engineering know-how.

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

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

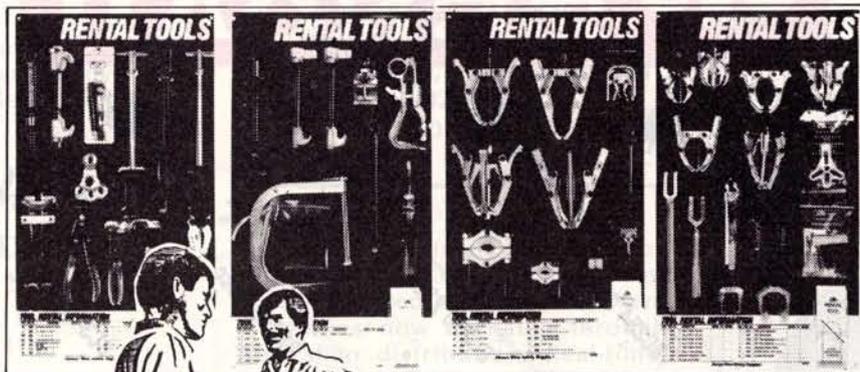
Mole Engineering Pty Ltd is headquartered at 14 Amax Avenue, Girraween, NSW, Telephone: (02) 688 8011.

Be the first to offer this unique, profitable service line

AMERICA'S FASTEST GROWING RENTAL INDUSTRY

RENTAL TOOLS

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



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

TOOLS AVAILABLE:

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

AUSTRALIAN DISTRIBUTORS:



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

AN INVITATION FROM



Visit our Stand at the HIREXPO '88 Trade Exhibition for the latest developments in —



Electric demolition and rotary hammers. See the complete range.



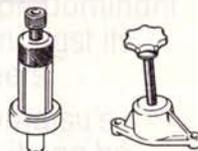
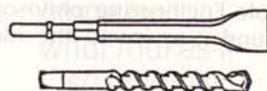
Tools and accessories. Increase the hire potential of your hammers with a wide range of genuine accessories.



Repair techniques and new service tools. See the regular demonstrations at the exhibition.



Working demonstrations of this rugged, high performance range of general power tools.



KANGO WOLF POWER TOOLS PTY LTD
(INCORPORATED IN NSW)

61-63 GOVERNOR MACQUARIE DRIVE, CHIPPING
NORTON, 2170

Postal Address: PO Box 143, Moorebank, 2170
Phone: 727 0177 Telefax No: 727 0697 Telex No: 24893
A member of the Dobson Park Industries Group

JAPANESE
QUALITY

KOMATSU ZENOAH

COMPETITIVELY
PRICED

DEALER
ENQUIRIES
WELCOME



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

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

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

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

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



IMPORTERS & DISTRIBUTORS

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



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

PROTOOL PTY LTD

Incorporated in NSW

280 Parramatta Road,
Granville 2142
Phone: 637 9055
Fax: 682 1427

Protool will be displaying the following range at Hireexpo '88:

Protool Dustless Power Cutter — A new German machine that is supplied in two models:

- (1) for wallchasing
- (2) for horizontal cutting

The machine has other applications apart from wallchasing, such as Dept of Main Roads work where the depth of cut required is only to max.

Hitachi Japanese Rotary Pneumatic Drills and Demolition Drills

Air Tools — All the latest lines!

Armeg Masonry Drill Bit Systems

Price Ackling Linisher Attachments — Australian made Linisher attachments to fit onto a 200 mm (8") Bench Grinder. Sizes available 36 x 2 — 36 x 4 — 48 x 2 — 48 x 4. Ideal for all Hire Co. workshops.

Triton Work Centres — Ideal for hire to weekend one off timber cutting users. Protool can offer best net for bulk purchases.

Protool — Workshop Gear for Hire Service Areas

- Bench Grinders
- Bandsaw Hacksaws

Metabo West German Quality Electric and Cordless Power Gear.

RENTAL INDUSTRY EQUIPMENT SUPPLIES

PO Box 136, Bulleen
Victoria 3105

Wholesale suppliers of equipment, spares and consumables to the rental industry. Phone toll free on (008) 33 8114 for price and availability.


Gold Coast
HIRE & RENTAL ASSOCIATION OF AUSTRALIA
17th INTERNATIONAL HIRE CONVENTION & EXHIBITION

July, 1988



SEWER EQUIPMENT COMPANY (AUSTRALIA) INC. ELECTRIC EEL (AUSTRALIA)

PO Box 377, Marrickville
NSW 2204

Phone: (02) 559 5622
Fax: (02) 559 5076

Electric Eel (Australia) have been servicing the plumbing and hire industry for 21 years. On show will be Model A and Model C hire kits, as well as a large range of hand-operated equipment.

SOLUTIONS BY COMPUTER

121 Lyman Street
Springfield, USA 0 1103

Agent: Business Electronics
310 Victoria Rd, Marrickville 2204

Phone: (02) 569 0555
Fax: (02) 560 4993

Counter Pro from Solutions by Computer, the United States' most widely installed rental management system, is now available through Australian distribution. Real-time, turnkey automation for all point-of-transaction needs, and accounting functions.

STIHL PTY LTD

PO Box 165 Hamilton, Qld 4007

Phone: (07) 268 6044
Fax: (07) 868 1550

Stihl, the world's largest manufacturer of chainsaws shall be displaying their full range of products suitable for

the hire industry. Also on display will be: Stihl brushcutters, cutquicks, earth augers and Stihl's new range of high pressure water cleaners and wet and dry vacuum cleaners.

TAKEUCHI AUSTRALIA PTY LTD

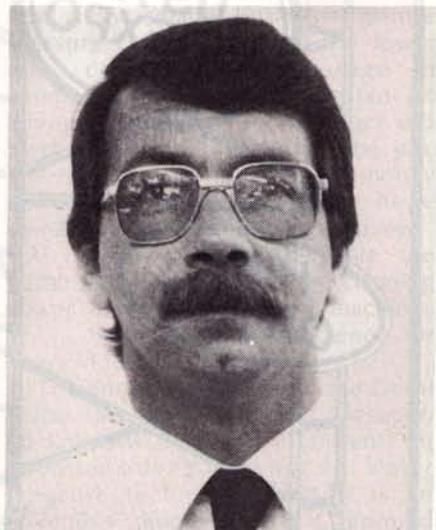
PO Box 933, Penrith, NSW
Telephone: (02) 30 4956

Almost a year after the launch of Takeuchi Australia Pty Limited to market their world-famous brand of Japanese mini-excavators throughout Australia, the company is honouring its undertaking to introduce new models.

Initially five models constituted the range available on the Australian market, the TB 15, TB 25, TB 36, TB 45, and TB 68 but at the time of the launch, the company said it would market another mini Takeuchi product, the one tonne TL 10 rubber tracked mini-loader within a year. Takeuchi is quickly building an enviable reputation for product quality and operator comfort in Australia.

Takeuchi is a wholly owned subsidiary of CEL (Compacting Equipment Limited, of Petone, Wellington) with substantial branches in New Zealand's major cities, Auckland and Christchurch. CEL has sold Takeuchi mini excavators in New Zealand since early 1983 and has now achieved market domination at home with sales of several hundred units.

A year after CEL perceived a similar market gap in Australia and took Takeuchi across the Tasman to launch its own subsidiary, the prospects look



Mr KEN KERR, Takeuchi Australia Pty Ltd
Sales Manager

oldfields

HIRE

ALUMINIUM
LADDERS,
TRESTLES &
PLANKS.

HIRE
THE
BEST

MOBILE
ALUMINIUM
TOWERS

AIRLESS
SPRAYERS

PETROL
POWERED

ELECTRIC
POWERED

SEE
US AT
HIREXPO
'88

HIRE
OR BUY

SYDNEY - 648 4133
MELBOURNE - 873 1133
BRISBANE - 273 1755
AUCKLAND - 645 311

AVAILABLE NOW WITH
IMMEDIATE
DELIVERY!

OLDFIELDS PTY. LTD.

SYDNEY: 12/1 Bennelong Rd., Homebush Bay N.S.W. 2140 Ph: (02) 648 4133

MELBOURNE: 14 Pilgrim Court, Ringwood, Vic. 3134 Ph: (03) 873 1133

BRISBANE: 1-29 McCotter St., Acacia Ridge, Qld. 4110 Ph: (07) 273 1755

AUCKLAND: 28 Alfred St., Onehunga N.Z. Ph: 645 311

bright. Dealers have now been appointed in West Australia, Queensland, Victoria and New South Wales and a penetrating sales effort is being directed by the local sales manager, Mr Ken K. Kerr, an Australian by birth who previously worked with Tutt-Bryant, NSW, handling Yanmar excavators.

Prior to that he had worked for a long period with Kubota Tractors (Australia) Pty Limited as zone manager in charge of sales for Sydney metropolitan area, the south coast, for Canberra and for State contracts.

Hire companies were targeted for the first sales of Takeuchi in Australia and gave the new range a good response. The sales effort then switched to contractors and sales through the newly-appointed dealers have been steady.

The machines are built by the Takeuchi Manufacturing Company Limited of Nagano, Japan, who began mini excavator construction in 1971 and since then have developed a high reputation for product innovation and quality equipment throughout the world. Features of the Takeuchi machines which have impressed and satisfied purchasers both in Australia and New Zealand are the decided compactness of the units and the many benefits offered by their rubber tracks, optional on all models. The small size of the units enables them to penetrate work areas which are not normally accessible to larger machines.

All models are worked by joy-stick controls and a special "on-off" lever provides an additional safety feature for the operator. The minis also power accessories such as hydraulic breakers and augers for demolition work and post-hole digging, as well as arm-mounted compactors. All units have a dozer blade for landscaping and small scale earthworks. Their diesel Yanmar engines are high torque units engineered for outstanding fuel efficiency under the heaviest working loads and there is an almost legendary reputation for downtime.

Good working visibility is provided from the operator stations on all models of Takeuchi and there are comfortable, fully-adjustable seats from which the gauges on the cosole can be easily read, with an electronic monitoring system, both audio and visual, on the larger models.

Even before becoming operational Takeuchi Australia engineered elaborate plans to ensure ready availability of spares. In addition to ranges of working parts being carried in Australia, the larger and less frequently required spares can be



across the Tasman in as little as three hours after placement of the order.

The latest Takeuchi machine to go on sale, the TL 10 has great manoeuvrability for its weight and on its rubber tracks is almost noiseless in operation. It has a two-speed shift and planetary traction gear with a built-in mechanical parking brake for added safety. It also has a service port for an optional breaker. The mini-loader is only 3 ft 3 in wide and with its scoop down is only just over 8 ft long. All-up weight is just over one ton. Its bucket capacity is 1/5 of a cubic yard and it can dump to a maximum height of 6 ft 3 in.

Takeuchi machines are now well established in Australia and additional models can be expected on the market in the future.

TUBE FAB PTY LTD

9-11 Nowill Street
Condell Park, NSW
Phone: (02) 707 3919
Fax: (02) 708 2211

Tube Fab Pty Ltd manufactures a range of folding tables and shop-fittings. Golden deluxe folding tables are fast becoming recognised as one of the best folding tables available to the hire market. They are light, strong and extremely durable. The patented leg-locking device means that our tables will not collapse. There is a large range of sizes, colours and tops available. "Shopwall" is Tube Fab's latest product. This revolutionary range of shopfittings can be assembled in less time than others and is suitable for exhibition, temporary display as well as permanent situations.



VIBMAC ENGINEERING LTD

PO Box 1521 Dunedin
New Zealand
Phone: (024) 77 0643
Fax: (024) 77 9750

Vibmac Engineering Ltd, manufacturers and suppliers of hire acceptable products:

Vibmac 760 Pedestrian rollers; Boremac Posthole borer; Vibmac 1-26T Tandem roller; Vibmac 60 kg and 90 kg Plate Compactors; six metre, eight metre and 12 metre Scissor lifts (slab machines to 4WD super rough terrain models), AS plastic tables (suitable for party hire and site sheds), folding chairs (they stack so well you can stack them to the roof), diesel powered 3,000 lb and 6,000 lb cold water blasters.

VIKING EQUIPMENT PTY LTD

Newbridge Road, Moorebank
NSW 2170
Telephone: (02) 602 3666
Toll-Free: (008) 22 1994

The Australian distributor of Gerni High-Pressure Cleaners — Viking Equipment Pty Limited — have celebrated 25 years of Gerni manufacture with the release of a new range of machines which have revolutionised High Pressure Water Cleaning with their new Turbo Laser technology.

The Turbo Laser range from Gerni now allows smaller businesses to use pressure cleaners due to the lower size, cost and water usage in comparison to the previous fan jet arrangements which meant larger and more costly machines to do the job. The resultant savings on time, money and energy have led to the huge demand for information from Viking.

At the other end of the scale, the Turbo Laser has doubled the cleaning power of the larger Gerni machines giving better cleaning efficiency for heavy industries.

"The amazing thing about the Gerni Turbo Laser," said Product Manager, Mr Ken Ellis, "is that it represents an enormous leap forward in water pressure technology, yet it is an incredibly simple device. Continued usage has proven there is a very high reliability factor which, combined with

MAXI LIFT

FOR
HIRE
OR
SALE



A ONE-MAN, AUTOMATIC TELESCOPING WORK PLATFORM

— designed for fast access to overhead inspection areas, maintenance and repairs, ranging from light bulb replacement to ceiling panels, ventilation systems, fire sprinklers, overhead signs, etc.

- FITS THROUGH STANDARD SIZE DOORWAYS
- FULLY EXTENDED, PLATFORM HEIGHT IS 8.8m (29'), PROVIDING A WORKING HEIGHT OF APPROX. 10.6m (35')
- SAFE, FAST AND EASY TO OPERATE
- ECONOMICAL • BATTERY POWERED

PHONE: (02) **439 6200** OR POST TO:-

INSTANT SCAFFOLDS

24 HERBERT ST., ARTARMON, 2064. NSW

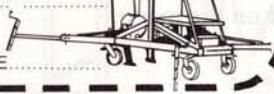
Please send me further information on the MAXI LIFT

NAME/COMPANY

ADDRESS

P/CODE

AUSSIE
MADE



hmc

DISTRIBUTORS & SUPPLIERS OF



TRUCK CRANES



MINI-EXCAVATORS



TRENCHING MACHINES



WHEELIE BINS



SOLID WASTE EQUIPMENT



ROCKBREAKERS & DRILL EQUIPMENT



OFF-ROAD DUMP TRUCKS



AC/DC POWER PACKS

HYDRAULIC MACHINERY COMPANY (AUSTRALIA) PTY. LTD.

37 INDUSTRIAL AVENUE, WACOL, QLD. 4076
Telephone: (07) 271 2355

RASYS — Rental Automation SYSTEM

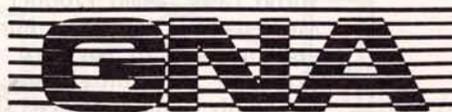
The old adage that 'Time is Money' certainly holds true in the world of renting equipment. It can be difficult and, at times, laborious and time-consuming to monitor lease payments on equipment and to retrieve customer and account information.

With these needs in mind, we have designed an exciting system tailored to the needs of the rental company — RASYS (or Rental Automation SYStem).

The Rental Automation Package features:

- ☆ Stock Enquiry at the touch of a button ☆ Easy access to account information
 - ☆ Unlimited stock items assigned to an account ☆ Automatic Billings
 - ☆ Automatic allocation of payments to unpaid bills
- ☆ List of all payments at the end of the day ☆ List of all overdue accounts
- ☆ List of all accounts due for renewal ☆ Printing of overdue notices, invoices/statements
- ☆ Detailed Audit trail reporting ☆ USER FRIENDLY and much more . . .

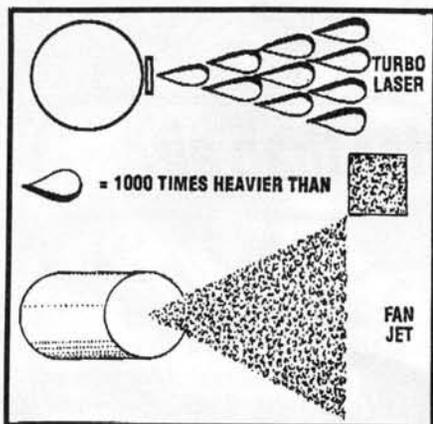
For more information please contact: (03) 818 0533



Computing Pty Ltd

Suite 3, 814 Glenferrie Road, Hawthorn, 3122

Phone: (03) 818 0533



ease of operation, makes the Gerni Turbo Laser range completely unique."

Technically, the secret is that the Turbo Laser blasts out beads of water 10 times larger than those from ordinary nozzles, these beads are propelled at speeds of 400-600 kilometres per hour — every drop being 1,000 times heavier than ordinary spray drops. What's more, the Turbo Laser gives a blast that hits its target 200 times every second — seven times the striking power of conventional nozzles.

Gerni Turbo Laser's heavier, faster drops lose a mere 15% of their striking power at 20 centimetres, whereas a conventional fan nozzle loses 85% of its striking power at 20 centimetres.

Hot water cleaning is also much more efficient as the larger droplets of water lose less temperature than the smaller spray particles when travelling through the air between nozzle and cleaning surface.

Viking have staff currently giving obligation-free demonstrations of the Gerni Turbo Laser range in all areas.

The increase in performance has led to a lot of updating from older model Gernis and other brands to the new Gerni range with generous trade-in offers making the changeover attractive.

The Gerni range is backed up by Spare Parts Sales and Service avail-



ability Australia-wide and widespread experience in the Hire Industry guarantees good advice for application of the machines.

VOLUMAIR AUSTRALIA

PO Box 497, Nelson Bay
NSW 2315

A comprehensive range of machines and accessories including the well-known Volumair Turbo T2 the unit most used by Hire companies world wide will be on display at Hireexpo '88. Plus Volumair will be offering an exciting new incentive to Hire companies to add Volumair to their Rental Fleet. The Volumair Principle is based upon the supply of a large volume of hot and dry air at a low pressure giving a minimum of overspray and paint fog. The volumair system can save up to 40% materials, 50% labour and 80% maintenance.

Volumair's ability to spray most coatings coupled with easy to use features and low maintenance make



this system one of the most accepted in 43 countries and Hire companies everywhere.

WACKER AUSTRALIA PTY LTD

913 Princes Highway, Springvale
Victoria 3171

Phone: (03) 547 6033

Fax: (03) 562 3371

Wacker Australia is proud to be participating in the 17th Hireexpo and will be displaying a complete range of products, all suitable for profitable use in the hire industry.

Wacker introduces 28" Single Drum Roller: The WACKER Model RS 800 740 mm (28") single drum vibratory roller has recently been launched onto the Australian market. Considerable research has been put into the design and development of this roller which has been working in the US market for some time with excellent results.

The RS 800 weighs 450 kg and is fitted with an 8.2 kW HONDA GX 340 QX 4-stroke petrol engine. It is available with either a recoil start or direct electric start (Model RSS 800). The infinitely variable hydrostatic drive gives smooth, even acceleration and braking while ensuring safe and easy operation. Infinitely variable travel speed is an advantage when slow operating speeds are required or when loading such a roller on/off a trailer. The fully adjustable handle assists operator comfort and folds into a vertical position for ease of transportation.

The 30 litre steel water tank, with its easy access drain plugs, is incorporated in the frame and is an integral part of the roller chassis. The tank interior is treated to ensure long life.

With a centrifugal force of 15.5 kN

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

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

For further information contact

TASMANIAN PAINTS PTY LTD

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



Problem: heavy air compressors.

Solution: Stanley hydraulics are lighter than air.



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

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

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

For more information call Mole. The Mole Group of Companies, 14 Amax Avenue, Girraween, NSW. Phone (02) 688 8011 Branches in all capital cities.

Mole Technology



the WACKER RS 800 will comfortably and effectively handle a broad range of compaction applications. A highly manoeuvrable machine, it is ideal for maintenance and pioneering jobs on roadways, parking lots and sidewalks, etc.

The RS 800 is built to rigorous quality and performance standards and is backed by excellent service and parts product support. Contact your local WACKER dealer for further information.

**WELLING & CROSSLEY
PTY LTD**

PO Box 1174, City Road
South Melbourne, Vic 3205
Phone: (03) 699 8988
Fax: (03) 699 7217

Welling and Crossley's 60 years in the machinery business makes them one of the most consistent and reliable suppliers of quality equipment. Products include petrol and diesel generating sets and welders from 1 to 500 kva; Honda power products and spares, Wisconsin engines and spares, Briggs and Stratton engines and spares, wheels and engine control and protection equipment.

BOUSTEAD TRADING
PO BOX 148, ERMINGTON, NSW
TELEPHONE: (02) 648 3922
CROMMELINS, AUSTRALIA
PO BOX 352, BENTLEY, WA
TELEPHONE: (09) 45 1664

FEIN POWER TOOLS AUST PTY LTD
PO BOX 287, RIVERWOOD, NSW
TELEPHONE: (020) 539 3533

KARCHER PTY LTD
1/401 PRINCES HIGHWAY
NOBLE PARK, VICTORIA
TELEPHONE: (03) 546 7177
R. T. WILLIAMS

1076 DANDENONG ROAD
CARNEGIE, VICTORIA
TELEPHONE: (03) 211 9488

POWERLITE GENERATORS
61-63 GOVERNOR MACQUARIE DRIVE
CHIPPING NORTON, NSW
TELEPHONE: (02) 727 0077

Gossip Column

Aladdin Office Furniture Hire and Sales, Aladdin Exhibition Furniture Hire

Business in the last 12 months has been great. I am NOT being measured for my mink though, but we are expanding, and our new address will be 624-626 South Road, instead of just 626. It is heaps of fun, and beats nursing hands down.

Kevan Pearce, Pat's son, who was transport manager with Renniks Hire for many years, has branched out, and in partnership

with Gordon Elley who was previously with Blackwood Hire will very shortly be opening Event Hire. Another party hire company, it will be situated at Wayville, and if enthusiasm and experience have anything to do with it, these two enterprising young men will do very well.

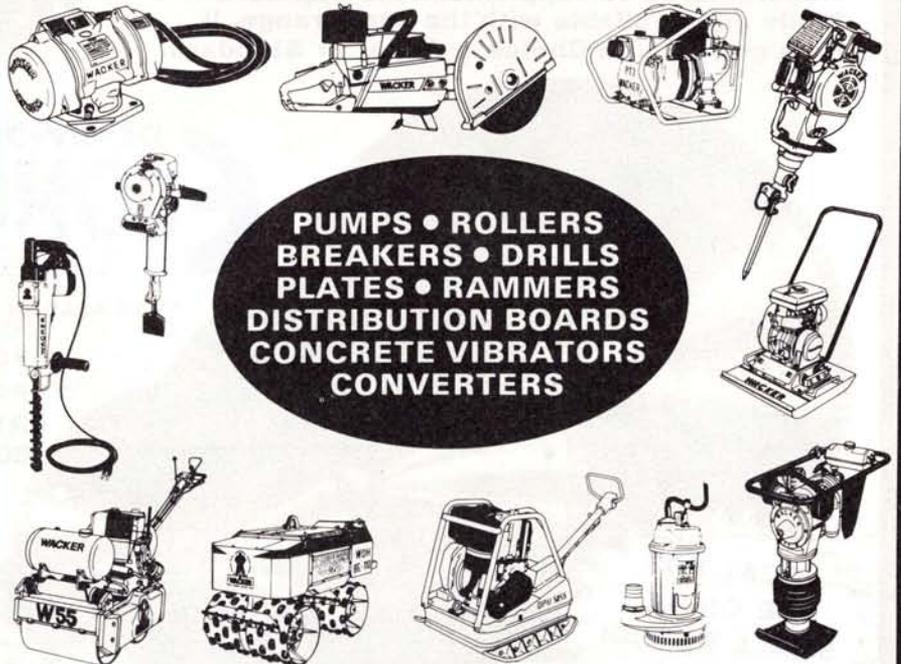
John Stevens and his wife Linda have moved around the corner into a delightful home in the most admired street in Adelaide, Victoria Avenue. The cost of property in this area indicates that Richard Stevens is doing very well in South Australia.



WACKER
CONSTRUCTION
EQUIPMENT

**"A
DYNAMIC
FORCE"**

**QUALITY EQUIPMENT TO MEET THE NEEDS
OF ALL HIRE & RENTAL COMPANIES**



**PUMPS • ROLLERS
BREAKERS • DRILLS
PLATES • RAMMERS
DISTRIBUTION BOARDS
CONCRETE VIBRATORS
CONVERTERS**

WACKER AUSTRALIA PTY. LTD.
(INCORPORATED IN VICTORIA)

MELBOURNE
913 Princes Hwy,
Springvale
Vic, 3171
Tel: 547 4033

ADELAIDE
45 Beulah Rd,
Norwood
SA, 5067
Tel: 42 2331

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

BRISBANE
Unit 6,
42 Moss St,
Slacks Creek
Qld, 4127
Tel: 208 9577

PERTH
Unit P,
69 Hector St,
Osborne Park
WA, 6017
Tel: 445 2911

N.TERRITORY
Airpower Pty Ltd
Lot 1810 McKinnon Rd,
Berrimah
NT, 5788
Tel: (089) 32 2950

QUEENSLAND
Transpower Pty Ltd
153 Ingham Rd,
Townsville
QLD, 4810
Tel: (077) 72 3966

NEW ZEALAND
Wacker Machinery (NZ) Ltd
Soon to Open
in Manakav
CONTACT MELBOURNE
for Details



BUY DEMBICON & YOU BUY QUALITY...

IT COSTS A LITTLE MORE INITIALLY.... BUT A LOT LESS IN THE LONG RUN!



DIAMOND BLADE

The Super Premium Blade that cuts Quicker... Longer... & with greater Economy.

Features:
9mm. High Segments with a Superior Quality, Higher Concentration of Diamond.

DEMBICON - Australia's leading diamond tool manufacturer, have developed a Super version of their popular range of masonry blades. Manufactured to supplement the standard blade and available with the same range, it Now gives you a Choice - Super or Standard.



DIAMOND ECONOCUT

WET/DRY CUTTING TURBO BLADES

AVAILABLE IN SIZES 4-7-9-12 (100-175-225-300)

YOU NOW HAVE A CHOICE - TOP QUALITY SANKYO SD CUTTERS OR DEMBICON'S VERY OWN - VERY ECONOMICAL WET/DRY CUTTING DIAMOND "ECONOCUT" TURBO BLADES

For Cutting: Tile/Brick/Granite/Concrete/Block/Asphalt/Marble



IDEAL FOR USE ON ALL SMALL POWER TOOLS



DEMBICON AUSTRALIA
AUSTRALIA'S DIAMOND TOOL SPECIALIST

•ADELAIDE •SYDNEY TOLL FREE **008 888 343**
•MELBOURNE •BRISBANE •PERTH

* See DEMBICON AUSTRALIA at the Brisbane Hire Expo '88 for super deals on their full range of profit making diamond tools & construction equipment products....

NEW ZEALAND ROUND-UP



ANNUAL CONVENTION AND EQUIPMENT EXHIBITION

As detailed in the last issue of HIRE AND RENTAL Industry Quarterly, our 1988 Convention and Associated Equipment Exhibition begins at the Auckland Airport Travelodge Hotel on Thursday afternoon, 4th August and concludes with our Banquet and Award Presentation on the Saturday evening.



THIS AMAZING MACHINE CAN EARN YOU **MONEY**

Ideal to Sharpen your Own Saw Blades and Equipment and also Provide an Additional Service for your Clients.

Sharpens TCT and Steel Saw Blades, Holesaws, Router Bits, Drills, Scissors, Knives, Buzzer Blades, Chains and More.

SEE US AT HIREXPO '88

For Further details, please phone

SHARPLINE MACHINERY CO (057) 77 0693



GOLDEN DELUXE FOLDING TABLES



- Features:
- Steel encased top eliminating damage to edges
 - Patented leg locking device, tables will not collapse
 - Folds flat to 38mm for ease of Transport and Storage
 - Large Range of Sizes, Colours and Tops
 - Round and 1/4 Round Tables Available
 - Replacement tops available and can be changed in minutes with no drilling or glueing required

See many of our large range of Products on our stand at HIREXPO including our range of Shopwall® Partitioning



NOW 2 PHONE NO's
(02) 708 2211 and (02) 631 0597

9-11 NOWILL STREET,
CONDELL PARK, NSW, 2200
Telex: AA71132, Fax: (02) 707 3919

INGERSOLL-RAND®

FOR MORE THAN COMPRESSED AIR



INGERSOLL-RAND.
COMMITTED TO SERVE



“There’s no company in the World better able to supply and service your needs”

Industry was never more important to the New Zealand economy that it is today, and Ingersoll-Rand is right here providing the very latest in high technology construction, industrial, mining and quarrying equipment.

INGERSOLL RAND IS COMMITTED TO SERVE NEW ZEALAND WITH ITS NATIONWIDE NETWORK OF SERVICE AGENTS AND SALES OFFICES.
CONTACT US AT:

Fox Air Specialists Ltd
108 Stoddard Rd
Mt Roskill, Auckland
PO Box 27
260 Mt Roskill
Ph: (09) 69 7595
or 69 5012

Wellington Compressor Services Ltd
14 Gregory St
Naenai
PO Box 35
227 Naenae
Ph: (04) 67 6192

Thackwell Engineering Ltd
21 Empire Rd
Belfast, Christchurch
Phone:
(03) 23 8042

THE response from companies for exhibition space has been very good and extra space is being made available to enable all companies who so desire to take part. An estimated 40 to 45 companies supplying the Hire Industry are expected to finally display.

The workshop sessions on Saturday morning will be led by Police Sergeant Ron Morris, who is Controller for Crime Prevention in the West Auckland Area. In addition to an address by Sergeant Morris on the topic "Increase Your Profit — A Police Perspective", there will be two other workshop sessions covering the topics "Procedures and Methods of Risk Reduction" and "Protection Systems".

As another aspect of the overall Convention theme of Security, a business seminar will form part of the programme, led by Consultant Charles Edlin, it will look at "Economic Security in 1988".

The detailed programme and registration form is now available from Australian State Secretaries or the New Zealand Association and we will welcome the attendance of visitors from Australia (on their way to the Brisbane Convention).

TOUR TO AUSTRALIAN CONVENTION

A tour group of 38 persons will fly out of Auckland on Sunday, 7th August, bound for the Australian Convention and Expo in Brisbane. No doubt there are a number of other Members who will be travelling independently so the Kiwi contingent could be the most for many years. A four-day visit to Sydney will follow the time at both Surfers Paradise and Brisbane.

TRAINING PROGRAMME

Since the last "round up" news was written the future of the Training

Programme has been closely examined and been revamped.

These will be the following two programmes run this year:

1. September 19-23 which will cover:
 - Basic principles of petrol and diesel engines over 10 hp.
 - Welders, generators and electrical systems
 - Compaction equipment
 - Trenching machines
 - Ramset guns
 - Equipment delivery and pick-up procedures
 - Operational pre-hire checks on equipment
 - Modifying and rebuilding equipment to suit the industry
 - Insurance and damage waivers
 - Regulations affecting the hire industry
 - The hire industry as a career opportunity.
2. Weekend of October 28-30 at Lake Tarawera, a module covering Party and Leisure Hire.

Future proposals include a series of modules being held in Regional areas which will enable a wide cross section of employees and staff to attend. Surveys at Zone meetings are currently being undertaken to re-evaluate the needs of the industry as it relates to training.

The Trust Deeds for a Training Foundation have been finalised and a major Fundraising Auction for the Foundation will be a feature of the Convention Banquet.

ZONE NEWS

A recent meeting of Zone 2 members (lower North Island) was held at Levin and was preceded by a visit to Crown Control operation. Topics discussed during the meeting included Training; Crockery supplies; Duty protection; Red Alert System; increase in the

number of National Directors. Two Companies displayed new equipment.

Forty members met in Zone 3 (upper North Island). A lengthy meeting included a range of business items; a slide presentation by one of the members on his recent visit to the Mt Everest Base Camp; several Associate Member Companies also took the opportunity to talk about and display new products.

STOLEN OR NOT?

This was the question discussed by Directors with a Member of the Legal Section of the Police Department recently following on from a case involving one of our Members and the use of stolen credit cards for identification. A number of ideas were put forward to enable members to tighten up their procedures when hiring out equipment, including:

- Contracts should be signed in front of staff and the employee completing the contract documents should be able to be indentified at a later date if legal or criminal proceedings are required to be taken. Car registrations to be checked to ensure the correct number has been quoted.
- Photographic evidence of hire is useful.
- Open-ended contracts should be avoided. A specific time for ending the contract should be noted with possible provision for telephone extension of time.
- Use of stolen credit cards as a means of identification is illegal (this was at the centre of the original complaint).
- Police will be more sympathetic to claims of stolen property if some attempt has been made to obtain the recovery of equipment hired, e.g. visit to address given on contract forms prior to reporting the loss.



MANG JR 2000 ROTARY TILLERS

BUILT FOR THE RENTAL INDUSTRY

Tested under all conditions throughout Australia for over ten years.

These rugged machines are now made in Australia by A & N

For further details contact:

ERIC ARCHIBALD (03) 544 4066

A & N EQUIPMENT
(AUST QUIP PTY LTD)

19 Manton Rd, South Oakleigh, 3167

ECHO

CS-60S

One of the most rugged saws ever made. Almost impossible to wear out.

ECHO First, from the start.



CONTACT ALLIED PRODUCTS CO LTD
PHONE: (09) 527 3823 OR PRIVATE BAG 18 PANMURE



**KNOW-HOW
MAKES IT EASY!**

Hire most anything
from a branch near you.

PENROSE: 820 Great South Road.
Phone 594-009

NEW LYNN: 23 Delta Avenue.
Phone 874-829

MANUREWA: 26 Great South Road.
Phone 266-5029

CITY: 238 Great North Road.
Phone 764-058

NORTH SHORE: 134 Wairau Road.
Phone 444-9169

SILVERDALE: 32 Silverdale Street.
Phone HBC 66-635

EAST TAMAKI: Cnr Harris and
Nandina Roads
Phone 274 0007
and 274 4541

**WEST
AUCKLAND:** Lincoln Road
Phone: 837 1225

DON'T SEND YOUR CUSTOMERS INTO THE WOODS HALF TANKED



This important innovation offers your customers longer running time on a tank of fuel, and a safer product as well . . . another example of a progressive company responding to the needs of the market. That's **Oleo-Mac**, the fastest growing European chain saw manufacturer.

Today's gasoline poses some problems for chain saw manufacturers and users alike. One of them is fuel expansion, which creates increased pressure in the fuel system, resulting in excessive venting and loss of fuel.

To your customers, it means poor fuel economy and a potential hazard.

Oleo-Mac has developed a unique, industry-first, fuel recovery system. It dramatically reduces pressure and allows complete consumption of fuel.



Oleo-Mac s.o.a. — 42011 Bagnolo
in Piano (RE) Italy

This feature is standard equipment on our models 945, 950, 355 and 264 — and a similar system is in use on our 10", 12" and 14" cut-off saws.

NZ Distributors:



CHAINSAW IMPORTS LTD
62D GREENMOUNT DRIVE, EAST TAMAKI
PO BOX 51506, PAKURANGA
Phone: (09) 274 0893

MEMBERSHIP

Our membership continues to grow with seven applications being approved at the last Directors' meeting and several more already awaiting the next meeting. As convention time

approaches the number of enquiries for membership increases. We have now topped the 200 mark for number of sites of operation throughout the country (including Associate Members).

1989 CONVENTION

Although this year's convention is still two months away Christchurch has been selected as the venue for the 1989 Convention. This is expected to be held in the first week of September.

CONVENTION PROGRAMME

THURSDAY 4 AUGUST

- 8.00- 9.00 am
and
12.00- 6.00 pm :REGISTRATIONS/ARRIVALS
- 9.00 am :COACH DEPARTS from Auckland Airport Travelodge for YARD Tour of a selection of Auckland Hire Yards. (This tour is optional but must be booked on the Registration form).
TOUR SPONSORED BY **ALIPRO SCAFFOLDING**
- 1.00 pm :Return to Hotel. Lunch at own expense.
- 2.30 pm :OFFICIAL OPENING
— WELCOME BY MR BARRY CURTIS, MAYOR OF MANUKAU CITY
— KEYNOTE ADDRESS AND OPENING BY MR ROSS MEURANT, M.P.
Mr Meurant who has a B.A. in Political Science was elected a Member of Parliament to Hobson in 1987 and is currently a Member of the National Caucas Agriculture Committee, and 'Role of Government' Select Committee. Member of N.Z. Police Force 1966-1987; Director of several companies; Author of 'Red Squad Story'.
- 3.15 :ROVER MOWERS LTD
AFTERNOON TEA
- 3.45 pm :BUSINESS SEMINAR — MR CHARLES EDLIN
'ECONOMIC SECURITY IN 1988'
Charles J. Edlin, Principal Consultant with Quality Management Concepts has gained more than 30 years of senior management and marketing experience both in New Zealand and overseas. Academically Charles has lectured at University and Technical Institute levels and is a Certified Tutor and he has been the winner of an International Marketing Award. Currently he is a Senior Consultant to several leading corporations, where he is specialising in change management and bring staff commitment to organisational goals. He is Deputy Branch Chairman of the N.Z. Institute of Marketing.
- 5.00 pm :CONVENTION ADJOURNS
- 6.00 pm to 7.00 pm :CHAINSAW IMPORTS HAPPY HOUR
- 7.15 pm :WELCOMING DINNER WITH GUEST SPEAKER TIM SHADBOLT
MR SHADBOLT IS A WELL KNOWN PUBLIC PERSONALITY.
HE IS ALSO MAYOR OF WAITEMATA CITY.

FRIDAY 5 AUGUST

- 9.00 am :ANNUAL GENERAL MEETING — HIRE SERVICES ASSOCIATION OF NZ INC., Jean Batten Room
- 10.00 am :ERRUT TOOLS LTD MORNING TEA
- 10.30 am :“WHAT'S NEW” FROM ASSOCIATED TRADE SUPPLIERS
- 12.30 pm :LUNCH in Equipment Exhibition Marquee
- 1.00 pm to 5.00 pm :EQUIPMENT EXHIBITION OPEN
- 6.15 pm :COACHES DEPART FROM HOTEL FOR PRINCES WHARF, AUCKLAND
- 7.00 pm :SUPERCAT III departs Wharf for **COMPACTING EQUIPMENT HARBOUR CRUISE INCLUDING LOADLIFT EQUIPMENT HAPPY HOUR** (CASH BAR FROM 8.00 pm)
- 10.00 pm :COACHES DEPART PRINCES WHARF FOR RETURN TO HOTEL

SATURDAY 6 AUGUST

- 9.00 am :WORKSHOP SESSIONS
Speaker: Sergeant Ron Morris — West Auckland Area Controller for Crime Prevention. Previously Crime Prevention Officer at Auckland Central — responsible for Auckland Central District.
Topic: 'Increase Your Profit' — A police perspective.
- 9.30 am :WORKSHOP 1. Led by Crime Prevention Experts. 'Procedure and methods of risk reduction'.
- 10.40 am :MORNING TEA
- 11.00 am :WORKSHOP 2. Led by a Security Industry Consultant and Crime Prevention Expert. 'Protection Systems'.
- 12.15 pm :Report from Workshops and CLOSING SESSION.
- 12.30 pm :LUNCH.
- 1.30 pm to 5.00 pm :EQUIPMENT EXHIBITION OPEN
- 6.00 pm :TRENCH-IT INDUSTRIES HAPPY HOUR
- 7.00 pm :AWARDS PRESENTATION
- 7.30 pm :ELLISON TRADING BANQUET — THEME 'COPS AND ROBBERS' TRAINING FOUNDATION FUND-RAISING AUCTION.

SUPPLEMENTARY LADIES PROGRAMME

(Ladies are cordially invited to attend all business sessions)

FRIDAY 5 AUGUST

- 1.30 pm :Coach Departs Hotel for Tour of Auckland Fashion House Factory Shops.
- 5.00 pm :Return to Hotel.

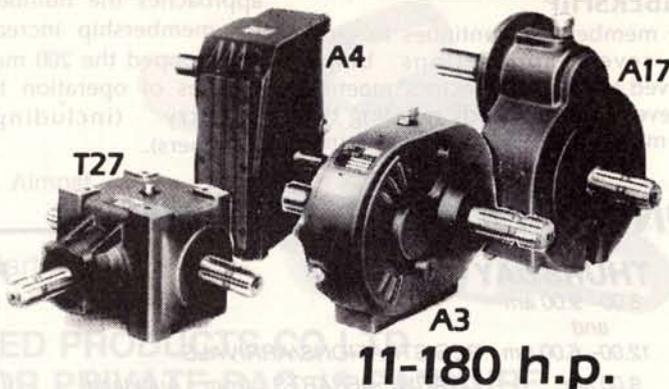


COMER GEARBOXES,
DESIGNED
FOR AGRICULTURE, BUT PROVEN
SUCCESSFUL IN INDUSTRY.

Available in both parallel drive and legal
gear units



ALBERT STREET PO BOX
407, CAMBRIDGE NEW
ZEALAND
PHONE: (071) 27 6964,
FAX: (071) 27 3478



11-180 h.p.

**LOOK TO US FOR YOUR
ENGINE POWER
NEEDS**

**We feature
KOHLER MAGNUM
ENGINES**



8-16 HP

18.20 HP

- Fast, easy starting
- Long life
- Smooth performance
- Cool, quiet running
- Heavy-duty construction
- Powerful performance
- Two-year limited warranty

See us for your Kohler
Magnum power and
service needs.

KOHLER
engines **The New Shape
of Kohler Power.
Magnum Power.**

Serviced By A
National Dealer Network

For further
information

M.P.S. Industrial
50 Cook Street,
Auckland. P.O. Box 3492.
Ph: AK 770-335 Telex 21877
Fax: (09)-378-833

NAME:

ADDRESS:



ABEL CONCRETE MIXERS



**A RANGE OF
MODERN MOBILE MIXERS
SPECIFICALLY DESIGNED
for RENTAL CENTRES**

Manufactured and Distributed by:

FOWLER INDUSTRIES LTD

557 Rosebank Rd
PO Box 19050
Auck 7, New Zealand
Fax: (09) 882-224. Ph: (09) 884 139



Ph 664-083
 P.O. Box 7271
 Christchurch
 NZ.

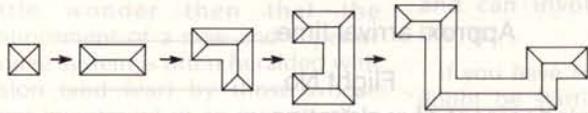
**Johnson
& Cousins (s.i.) Ltd**

"MEET JUNIOR"

He's a little bent but he can go straight if you want him to



protected by Patent
 application No. 222-502



AND YOU SHOULD SEE WHAT HE CAN DO
 WHEN HE GROWS — ALL USING THE SAME
 STRONG SIMPLE FOOL-PROOF PARTS

**SUPER FRAME SERIES
 MODULAR MARQUEE
 SYSTEM**

Designed
 & Manufactured
 for the Australasian
 Rental Industry



SAW AND BLOCKSPLITTER

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



They Call
 "Them"
 the
 Brickies
 and Pavers
 Best Mates



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

Available From:

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

11th ANNUAL CONVENTION REGISTRATION FORM

**Thursday August 4th to Saturday August 6th 1988
AUCKLAND, NEW ZEALAND**

DELEGATE _____
First name _____ Surname _____

WIFE OR PARTNER _____

NAME OF COMPANY _____

POSTAL ADDRESS _____

PHONE NO. BUSINESS _____ PRIVATE _____

MODE OF TRAVEL TO AUCKLAND _____ Approx. arrival time _____

CAR BUS AIR Flight No. _____

Air discount vouchers will be forwarded with acknowledgement of registration.

ACCOMMODATION: If accommodation required at Travelodge complete this section:

TWIN DOUBLE SINGLE

NIGHTS:

Wednesday 3 August Friday 5 August

Thursday 4 August Saturday 6 August

All accommodation bookings must be made with Association Secretary.
Do not contact Hotel direct.

REGISTRATION FEES:

DELEGATE FEE \$242.00 NZ\$ _____

(Includes all entertainment, evening programmes,
transport, lunches and banquet)

ACCOMPANYING LADY FEE \$165.00 NZ\$ _____

(all inclusive as above)

CASUAL — DELEGATES Per day \$ 90.00 NZ\$ _____

— Accompanying Lady Per day \$ 70.00 NZ\$ _____

(Please circle day attending 4 /5 /6)

N.B.: Additional Banquet and Harbour Cruise tickets
will be available after registrations close.

TOTAL AMOUNT PAYABLE \$ _____
(G.S.T. inclusive)

Please forward completed Registration form and fees to:

**THE SECRETARY
HIRE SERVICES ASSOCIATION OF N.Z. INC.
P.O. BOX 12 013, WELLINGTON, NEW ZEALAND.**

REGISTRATIONS CLOSE JULY 15TH 1988

N.B.: A TAX INVOICE WILL BE ISSUED BY WAY OF CONFIRMATION

THE IDEAL MARQUEE SYSTEM

A dramatic increase in the popularity and use of marquees over the last few years, has seen the rental industry presented with a dazzling array of new designs and new concepts for structures designed to serve the Party and Leisure Section of the Industry.

Innovation pursued in the name of progress is undoubtedly a good thing. However it is a two-edged sword where marquees are concerned.

For the uninitiated it must be explained that no-one buys "A Marquee" to hire. If anyone does he soon learns that what he has really done is invest in a system of marquees. Now if you think that "A Marquee" is expensive, consider the investment in a range of the things.

Little wonder then that the announcement of a new and superior Marquee system is often heralded with derision (and fear) by those whose current investment in an incompatible system simply prohibits them from changing horses in mid-stream.

Little wonder too at the disappointment, when it is discovered that the marquee system to end all marquee systems, that the enthusiastic hirer invested in, just a short time ago, has been superseded by a new innovation, that his competitor is now running.

In this sort of climate any hirer would have to be forgiven for asking why the manufacturers of these things, if they are so clever, don't produce the Ideal Marquee system to begin with and save all the hassle? The answer of course is simple. The manufacturer, if he is a good one, is reacting to information supplied by the market. What the market said was ideal 20 years ago is not what it says is ideal now. What is ideal now may well not be what is ideal 20 years on.

It should also be said that it is not just the Marquee Hirers who feel they've been poked in the eye with a blunt stick when a new and powerful marquee system is announced.

The manufacturers often make huge expenditures in developing and designing and producing these things. Small alterations to design or specifications can be costly. The flow-on costs involved in major changes or totally new Marquee products are alarming, and can involve considerable risk taking.

If you have read this far you will no doubt be starting to think you need marquees like you need a hole in the head. It is not such a terrible minefield if you go about it the right way. The rewards, especially for those who run Party Hire in conjunction with Marquees, can be very high.

If you adhere to a few simple rules, management of your marquee operation will be effective, secure and rewarding.

- (1) Look for a system that will enable you to use the same parts on the smallest marquee you start with, as the largest marquee you finish with.
- (2) Look for a system that has as few different types of parts as possible. Simplicity is the key.

If the system is complex with a lot of parts the cost of inventory is higher, the chance of failure or breakage is higher, the chances of mispacking is higher. Those chances cost dearly.

- (3) Look for a system that is easy to fit together and that preferably doesn't require specialists knowledge or tools. The system should be as idiot proof as possible.

- (4) Look for a system that looks stronger than you think it has to be. Expect it to be abused.

- (5) Look for a system that is quick to erect. In the marquee game labour costs keep on costing but you should only pay for a marquee part once.

- (6) Look for a marquee system that has the greatest universality, both in the use of its assembled structures and its parts. A good system should be able to extend in more than one direction.

- (7) Don't wait till the last minute to order marquee parts. Manufacturers are just like you and cannot afford shelves and shelves of marquee product just sitting. And we all know that if it is always on the shelf it is no good. Plan ahead and avoid accepting compromises that are inevitable if you rush.

If you follow these rules your marquee system will serve you well, and reward you handsomely, regardless of how many later innovations appear. And, if you are lucky, your supplier will be one who can create innovation around the standard equipment you already possess.

MARQUEES FOR ALL OCCASIONS!

Bright, Colourful and Practical

MARQUEES — Rope and Pole or Frame, Touchfast Joining, Striped

WALLING — Vinyl or Poly, Clear and Flyscreen, Windbreak

TARPS — Strong Vinyl, Lightweight Poly, Awnings etc

PHONE: ABGAL PTY LTD ON (07) 208 8044, FAX: (07) 209 5571

OR CALL AT — 15 RANDALL STREET, SLACKS CREEK, QLD.



COMMERCIAL HIRE EQUIPMENT

SEED & THATCH

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



BRUSH CHIPPER

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



- Ideal for lawn renovations.
- Simple in operation.
- Heavy duty construction.
- Large wheels — easy to push.
- Increases germination.
- Reduces seed costs.
- Removes moss and weeds.

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

RYAN SOD CUTTER JR5



Heavy duty, reliable with low maintenance costs. ● Cuts up to 135 ft per min. ● Sodds are 12" wide and up to 2½" thick. ● Fully enclosed gear drive in oil bath. ● Dual controls for transport and cutting blade.

RYAN LAWNAIRE



A rugged lawn corer designed to give fast, effective aeration to home lawns. Transport wheels make it easy to move — then raise during operation. ● Cores to 2¾" deep. ● Maneuvrable in awkward areas.



DINGO SKID STEER LOADERS

These mini loaders perform all the work larger machines can't. Narrow to fit through gates, transported in a ute or light trailer. Built tough for hard work and reliability.

- Easy to operate — no special licence required.
- Hydrostatic drive gives forward and reverse.
- Petrol or diesel motors.
- Attachments include: front bucket, trencher, post hole digger, grader blade, fork lift, rock breaker, etc.
- Used by fencing contractors, councils, landscapers, concretors, households.

DEVESON JAHN (SALES) PTY LTD

(Incorporated in Victoria)

New South Wales: 122 Hume Highway, Cabramatta, N.S.W. 2166. Phone: 72 0431
 Victoria: 5-7 Ricketts Road, Mt. Waverley, Vic. 3149. Phone: 543 1144
 Western Australia: 22 Wotton Street, Bayswater, W.A. 6053. Phone: 272 6888



NZ COMPANY SOUNDS GREAT!

A New Zealand company based in Christchurch manufactures a number of innovative products specifically for the hire industry.

For a decade Essence Electronics Ltd has made a name for itself in the sound and lighting field and is currently working closely with hire firms in NZ developing products for the growing entertainment rental scene.

Essence first joined the Hire Association of NZ in 1983 and quickly developed a "mini console". This incorporated a record turntable, cassette deck, microphone and amplifier of professional quality, into a portable roadcase. This catered superbly for hire companies around the country and sales were 25 units in the first two years. In response to feedback from the industry, Essence redeveloped the concept and a new "Party Stack" has been released. The "Party Stack" is simple to use, has foolproof electronic protection, and is very compact yet delivers high quality sound through the 300 watt amplifier.

Another product which evolved as a result of requests from hire firms is the CX4 PA System which combines a 4-channel mixer, an amplifier and a 150 watt speaker. First sold in 1986, this was an instant hit, with 50 units currently in use. The CX4 is extremely versatile, catering for musicians, schools, clubs, hotels, churches, exhibitions and conferences.

Essence is the leading NZ manufacturer of professional disco consoles and have just released a new console onto the market (see New Products). They also produce a range of associated equipment including smoke machines, amplifiers, special lighting effects, electronic lighting controllers and scoreboards.

With their commitment to customer servicing and new product development they are happy to hear from any firm wanting custom-made products, or further information on the existing range.

SULLIVAN MACHINERY LTD

PO BOX 628 MANUREWA,
AUCKLAND, NEW ZEALAND

Manufacturers of Waterblasters etc and Agents for
ERRUT CONCRETE EQUIPMENT

Phone: NZ (09) 267 4872

Releasing Soon, Same Idea — But New
Dimension Concrete Finishing Machine, More
Details Next Issue

Your customers will love you for choosing new product wisely.

When you choose Essence sound equipment you can be sure the party will be a success.

Here's why.

Take for example the Essence "Party Stack" sound centre. Your customer wants to throw a party. He's hired a large hall and needs plenty of volume; he wants a PA system for the speeches; he's got heaps of records, tapes and CD's to play and he's coming over in the Bambina to pick it up. You say "Sure, no problem".



Built in foolproof safety features.

The powerful 300 watt stereo amplifier has automatic fan cooling and full electronic protection from overdriving. Instructions are screen printed on the front fascia panel for easy operation.

Designed to last for years.

The enclosures are solid timber road cases, covered in Autex (needle punch carpet) to minimise damage to equipment and vehicles. The speaker fronts are kickproof metal grills. The turntable is belt driven with an extra heavy duty Stanton 500 cartridge for long life.

More than just a stereo.

The preamplifier has 4 input mixing capability with a 4 way tone equaliser, so your customer can run a tape, microphone and record all at once if he wants. The tape deck is a front loading, dual model with up to 90 minutes of continuous music playback possible. There are auxiliary inputs for a microphone and an additional tape or CD player - add-on rental sales for you.

An investment that pays.

Hire firms rate their capital recovery time on this product as excellent.



The answer to your customers enquiries for a versatile PA system is simple: Essence CX4.

More than just a PA.

Your customer can plug in additional items: Tape, turntable or microphone, or he can output to a lighting controller, another speaker or another CX4.

Easy to use.

A compact, lightweight unit delivering 130 watts of sound, with full electronic protection.

Size: 43cm wide, 65cm high, 32cm deep; 24kgs.



ESSENCE ELECTRONICS LTD

Don't delay your decision to buy...your customers will love you for it.
Phone (03)662 771 FAX (03) 790 267 PO Box 22378 Christchurch New Zealand.

PERFECT FOR WORKING IN CONFINED SPACES



A world class range of robust, excellent value excavators . . . from under 1 ton to over 5 tons.

KUBOTA

The market leader in Australia.

Now Available Here with Gough's unique product support philosophy and full after sales service.

Talk to our Kubota product manager Allan Christensen at Auckland (09) 267 2970 or contact your local Gough Gough and Hamer branch.



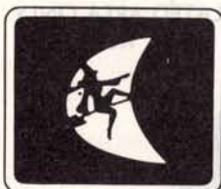
GOUGH, GOUGH & HAMER LTD.

16 Branches throughout New Zealand

MOLE

THE MOLE GROUP OF COMPANIES

WE'VE BEEN SERVICING OUR CUSTOMERS SINCE 1951

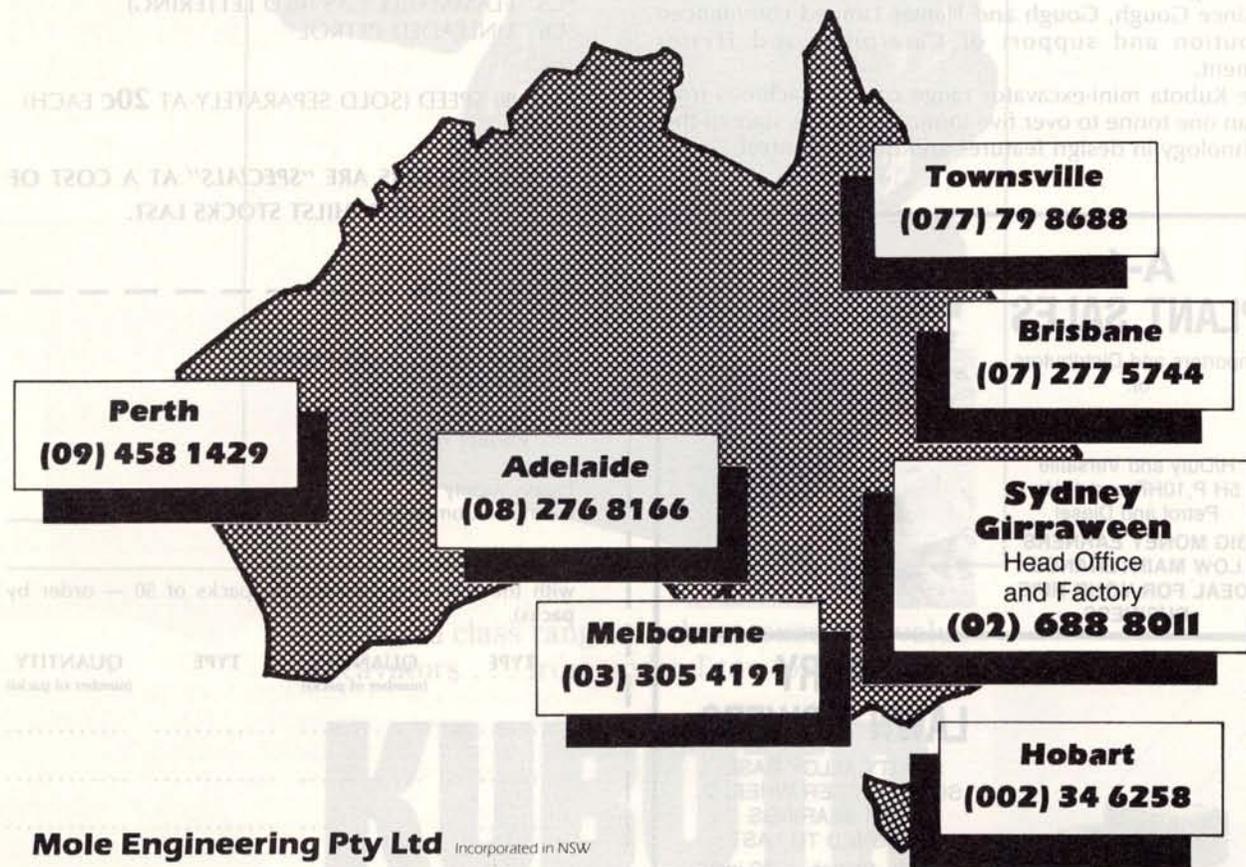


Ditch Witch

The Mole Group are proud to be distributors and manufacturers of only top quality products. Our nationwide sales, service and spare parts backup is second to none.



Mikasa



Mole Engineering Pty Ltd Incorporated in NSW

Mole Bit and Tool Co. Pty Ltd

Lordco Australia

MOLE

THE MOLE GROUP OF COMPANIES

SERVICING THE HIRE AND RENTAL INDUSTRY

IGNITION DIAGNOSTICS

Trial-and-Error troubleshooting costly

The small engine workshop has come of age — into the realm of electronics. So, now is the time to look seriously at methods of troubleshooting and problems associated with the rapid diagnosis of electronic ignition failures.

MECHANICS should no longer service or troubleshoot ignition systems using the old trial-and-error (change the black box) method to eliminate faults. This process of changing parts to reach the problem is time consuming, expensive and often does not cure the root of the cause.

We all know that time allowed for changing faulty warranted parts is short. There is no financial reward for diagnosing and locating the fault and this has contributed to the change it/cure it technique. Workshops cannot be expected to carry these costs. These circumstances reinforce the need for simple and portable test instruments. The modern small engine workshop must strive for rapid and accurate diagnosing of ignition system malfunctions.

To achieve this aim, we must first

by **JIM IMRIE**
Managing Director
Ignition Diagnostic Systems

explore three basic problem categories. The first is the area of actual physical faults within the system. Things such as poor grounds, faulty switches, dirty terminals, loose connections and spark plug troubles come under the heading of physical faults.

The second area is awareness and understanding of electronic controlled ignitions (ECI), right in the workshop.

The third area to be explored is that of accurate and simple testing. Central to this area is the use of test units which can pinpoint happenings within the system throughout the entire operating range.

Updating the mechanic's knowledge of electronic ignition systems is, perhaps, the area most vital to the success of the workshop. The average service mechanic must not face the technological wave as an unknown quantity. He should go forward with the knowledge that there is a test method capable of pinpointing faults; that it really is possible to cope with these systems.

The goal of this series is to remove the mystery from the black box sys-

tems. The first step in achieving this goal is to identify a common unit of measurement; working voltage.

It is possible to monitor working voltage — from a small signal voltage all the way up to the ignition coil voltage. This should be the only unit of measurement necessary to maintain a common line of communication, be it between mechanics and service managers in the workshop or at the OEM level. This frame of reference is important, as each mechanic may have a different interpretation of the same problem. By having a common unit of measurement to talk about, everyone can resolve where the problems are and how to cure them. In-depth conversations and technical talk are useless if there exist any discrepancies in interpretation of unit measurement.

The importance of the ignition system to engine performance has been universally recognised since the development of the gasoline engine. This is definitely true in the small engine field (especially two-strokes). There have been continuous attempts to enhance engine efficiency by improving the ignition system. However, it is only lately, with the advancement of silicone chip technology, that any radical improvements have been made.

The market demand for better performance, easier starting, less maintenance, greater power-to-weight ratios and better reliability under a wider range of operating conditions has induced these rapid advances in chip technology. Prior to these advances, the breaker point system, known as the "Kettering System," played the dominant role in ignition technology.

Today, the breaker point system is fast on its way to becoming a part of history. However, a good understanding of its operation is vital to the comprehension of other, more mysterious ignition systems.

Electronic ignition systems are sim-



RAPID DIAGNOSIS should be the aim of every small engine repair shop, according to author Jim Imrie, right. Shops that continue to use trial-and-error, or change-it/cure-it methods, will not be able to compete.

Jim Imrie's involvement in the field of electronics spans more than 30 years. His credentials include work as a troubleshooter for ignition manufacturers and various small engine equipment makers, worldwide experience as an instructor of ignition diagnostics, and the development of test instruments for electronic ignitions and electrical generators.

VIKING – GERNI

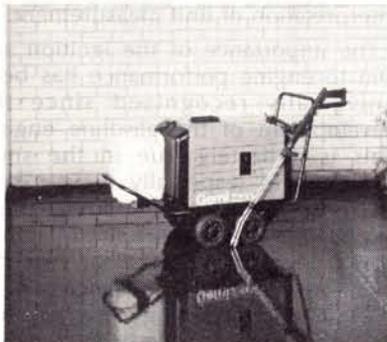
Quality — Technology — Support



GERNI VACS & CARPET CLEANERS



HIRETECH —
SANDERS, EDGERS, STRIPPERS



GERNI TURBO LASER



AIRLESSCO PAINT SPRAYER



PARTS & SERVICE



PROFESSIONAL ADVICE

CALL THE EXPERTS IN HIRE

VIKING EQUIPMENT PTY LIMITED

NSW: Viking Equipment Pty Limited
3 Kelso Crescent, Moorebank, 2170. Tel: (02) 602 3666

VIC: Viking Equipment Pty Limited
218 Princes Highway, Dandenong, 3175. Tel: (03) 793 1892

WA: Malcolm Thompson & Co, 17 John St, Bentley, 6102. Tel: (09) 458 9555

QLD: Viking Equipment Pty Limited
754 Beaudesert Road, Coopers Plains, 4105. Tel: (07) 275 1388

SA: Gerni Water Blasters
Cnr Charles & Lancelot St, Beverley, 5009. Tel: (08) 268 7981

Or call from anywhere in Australia toll-free on (008) 221 994 for the cost of a local call. We'll tell you how to contact your nearest distributor.

ply, little black boxes. We have all come to accept their reliability, but few mechanics have any idea or understanding of their basic principles of operation. Like electronic watches and calculators, we use them, but never try to unravel their inner workings.

Due to this unfamiliarity, a number of misleading names have been attached to a wide variety of non-mechanical ignitions. The most common name given to electronic ignitions is CDI (capacitor discharge ignition). Another is transistor controlled ignition (TCI). While these names are correct for two types of ignitions, they are but two of the many different kinds of electronic ignition systems out there. All electronic ignition systems may appear to work by the same black magic, but each has its own bag of tricks.

The electronic wave for the future is here now. Electronics will continue to become a more integral part of the engine industry and no matter what, we can't avoid it. The individuals who pick it up now and get into competent testing, without chasing unnecessary technical details, will be the winners in this fascinating world. Electronics of the third and fourth generation are around us today. And, as we see them coming, electronics are here to stay.

PRESS RELEASE COMPANY NEWS

Mr Jim Imrie, Managing Director of Ignition Diagnostic Systems, Seaford, Victoria, has announced the appointment of Bynorm (Vic) Pty Ltd, as Australian distributors for the "Imrie" range of electronic ignition testers covering the power products and small engine field.

The Bynorm organisation has been established in the power products market for many years with an extensive range of parts and accessories and is represented in all States and the Northern Territory.

Bynorm's General Manager, Mr Tony Davidson, welcomed the addition to their range as a logical move. "The days of diagnosing electronic ignition

problems by trial and error of replacement parts have gone for good. Workshops not properly equipped with testing facilities will not be able to compete with those who have them" he said. "The Imrie testers have no equal in this field and we are proud to be associated with a product which is held in such high regard."

The "Imrie" range now enjoys worldwide acceptance and is recommended by most of the world's leading engine manufacturers and an ever-increasing demand has prompted the company to dramatically extend its manufacturing operation in recent months.

Bynorm (Vic) Pty Ltd; are at 6 Florence Street, Burwood, Victoria. Phone (03) 288 1311, Fax (03) 288 8250 and have representatives in all States.



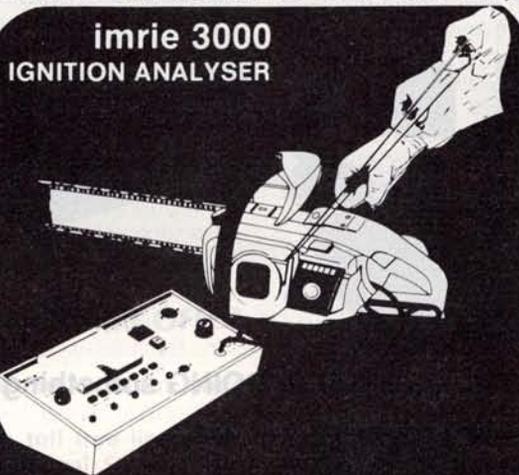
World Expo 88
Brisbane Australia ©
April - October

imrie INSTRUMENTS THE ULTIMATE IN IGNITION TEST EQUIPMENT

The "imrie 3000" tests **ALL TYPES** of conventional and electronic ignition systems, while the engine is running — during cranking in a no-start situation — or bench testing individual ignition parts and in most cases without any power supply to tester, allowing tests to be carried out in the field.

Distributors in all States of
Australia

For more information on the full range of "imrie" test equipment, write or call:



**with one pull the imrie 3000
will diagnose ignition faults.**

For **FAST, ACCURATE** diagnosing of ignition problems of **ALL** types of engines, thus eliminating all guess work associated with repairs and estimates.

Also used for testing portable generators and electric powered products.

Used and recommended by leading manufacturers of small engines.

A very good recommendation because we are dealing with people who know and expect quality and performance.

Ignition Diagnostic Systems, 2/62 Brunel Rd, Seaford, Vic, 3199, Australia. Phone: 786 0199. Fax: (03) 786 003

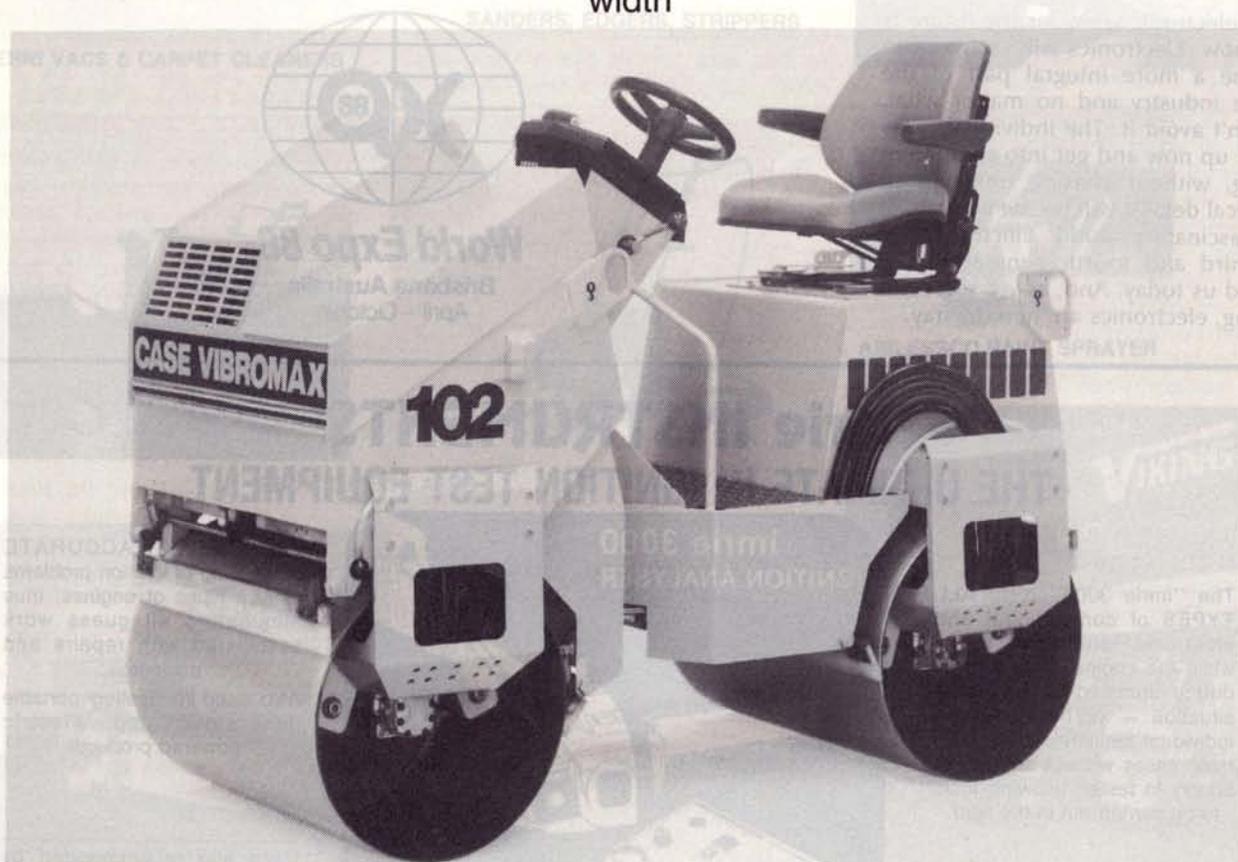
AUSTRALIAN DISTRIBUTORS:

VIC/TAS: BYNORM (Vic) P/L 6 Florence Street, Burwood, Vic, 3125, Telephone: (03) 228 1311, Fax: (03) 288 8250
QLD/NT: BYNORM (QLD) P/L 159 Abbotsford Road, Mayne, Qld, 4006. Telephone: (07) 252 5131, Fax: (07) 252 4666
FOR DETAILS IN OTHER STATES PLEASE CONTACT BYNORM (VIC)
NZ: Mowac Corporation Upper Hutt (04) 26 8818

BETTER ROADS — thanks to VIBROMAX

Everybody is talking about better roads . . . our rollers
and pavers make them.

- **TAMPERS** 58 and 69 kg
- **PLATES** from 68 to 798 kg
- **DOUBLE DRUM PEDESTRIAN ROLLERS** 520 and 732 kg
- **TOWED ROLLERS** from 4 to 6.3 tonne, smooth, pad foot and sheeps foot
- **SELF-PROPELLED TANDEM ROLLERS** 1.2 to 9 tonne, double steel or combi versions
- **SELF-PROPELLED SINGLE DRUM ROLLERS** 6 to 18 tonne
- **RUBBER-TYRED AND TRACKED PAVERS** from 600 mm to 13m paving width



We're not just TALKING, we're DOING something for better roads!

VIBROMAX

AUSTRALIA PTY. LTD. Affiliate of J. I. Case/A Tenneco company

55 Myoora Road, Terrey Hills, NSW, 2084. Phone: (02) 450 2844 Telex: 75445 Fax: (02) 450 2993
20 Church Road, Maddington WA, 6109. Phone: (09) 459 9200 Fax: (09) 459 1983

Vibromax Dealers

Queensland
J I Case (Aust) P/L
(07) 375 4181

Victoria
J I Case (Aust) P/L
(03) 359 3911

South Australia
Trupower P/L
(08) 45 9800

Katherine NT
BC Machinery
(089) 721 2988

Newcastle
J I Case (Aust) P/L
(049) 54 7066

IS YOUR INSURANCE A WORRY AND A CHORE?

Your Association's Insurance Programme has helped 221 members "Cut the Hiatus — Get On with The Hire"

The Hire and Rental Association knew it had to plug the insurance gap for the industry. In the 1980s the hire business was taking off but the lack of suitable cover and risk of loss slowed growth and profits.

You can thank Association Executives, Des Whelan, Brian Elms, Malcolm Barnett and John Kroeger. Managers and Principals of active hire firms, they put their collective energy to work.

In 1985, the Association formed the Hire and Rental Insurance Brokerage Ltd (HARIB) to benefit and encourage membership.

They had a clear idea of what they needed:

- A solid reputable broker who understood the hire industry;
- been in business a long time with a full range of products and services;
- could arrange secure value for money insurance cover;
- dovetailed with hire industry risks and especially the hire contract;
- an overall package covering most members' insurance needs, with clearcut policies.

In the event they chose the OAMPS Group of Companies to manage HARIB. OAMPS had the experience to meet HARIB objectives and the resources to ensure ongoing local contact with members.

Three years later in March 1988, HARIB has 221 Hire and Rental firms as clients.

Their custom is strictly commercial. HARIB won their business. Now they focus on building sales and profits, without worrying about this cover and that . . . gaping hole.

They cut the hiatus — got on with the Hire. It's simply the more profitable way to cover your risks and helps your association into the bargain.

FOR NON CLIENTS WHAT CAN HARIB OFFER YOU?

First off — it's easy to talk to them about your insurance problems.

- If you're in remote areas there's a toll free line, (008) 11 3455, which connects to the principal State office. It's easy to get a sympathetic ear.
- There's growing number of regional offices. New Offices have opened in NSW at Merimbula, Cooma, and a second Sydney Office in Liverpool. Victoria now has two regional offices, one in Wangaratta, the other in Warragul.

So you can discuss your particular needs face to face with someone who knows your problems. All 221 clients have found this works for them. HARIB is about personal contact, not just an annual invoice.

Next, you'll be surprised how much you simplify all your insurance, business and personal, by using HARIB.

Your business risks policy lets you choose what you need from nine normally separate policies all rolled into one.

One comprehensive policy gives you more value for your premium \$, more value for your time. 221 clients have proved it.

Through HARIB you get big broker choice and expertise, local broker knowledge and personal service.

Personal service extends to your private insurance too. We've even got a specialist team of advisors who can guide you through the sensitive areas of life insurance, superannuation and personal investment. Here HARIB is invaluable — with no vested interest in any one company's products their advice is impartial.

And we've saved the best benefits till last!

We think, cover for cover, HARIB offers more value for your premium \$ than you're getting today. Their quote can prove it.

But on top of a better deal, here's where HARIB is unique!

As an Association member and HARIB client you can buy a share in the brokerage.

Though dividends can only come from profits, each year we've made and shared them out: last year each \$10 share earned a little over \$365.

Can your broker do that? We doubt it.

- So if your broker is too dear;
- If you need more than one broker to cover all your insurance, and even then you're not sure everything is covered;
- You want someone to see you who knows the problems you face, and who'll come again;
- You've had policies and invoices and jargon up to here.

Think of those 221 clients of HARIB.

They were just like you, profit hungry, ambitious. And they started with a phone call to cut the Hiatus . . . get on with the Hire. You'll gain by it.

OFFICES:

AUSTRALIA

Victoria

24 Jeffcott Street, West Melbourne, 3003

Tel: (03) 329 1244

Fax: (03) 329 8696

28 Reid Street, Wangaratta, 3677

Tel: (057) 21 7688

Fax: (057) 21 8381

70 Queen Street, Warragul, 3820

¼tel: (056) 23 2834

Fax: (056) 23 4350

New South Wales

20 Hassall Street, Parramatta, 2150

Tel: (02) 635 9777

Fax: (02) 633 9921

125 Castlereagh Street, Liverpool, 2170

Tel: (02) 601 5333

Fax: (02) 601 5045

6 Elbow Street, Coffs Harbour, 2450

Tel: (066) 52 5144

Fax: (066) 52 1938

32A Market Street, Merimbula, 2548

Tel: (064) 95 1544

Fax: (064) 95 1256

73 Sharp Street, Cooma, 2630

Tel: (064) 52 4111

Fax: (064) 52 2276

What goes up, must come down...

NYK



It's important the ups and downs of the materials handling business are as smooth as possible. That's why QBM has a range of top quality fork, pallet and reach trucks designed to do the job quickly and efficiently.

QBM is the Australian distributor for BT, NYK and Climax—reliable, versatile equipment that gives you unrivalled flexibility in materials handling.

Hand pallet trucks, stackers, powered pallet trucks, reach trucks, counter balanced fork trucks, side loaders, tough terrain units, flameproof electrical units and narrow aisle lifts—QBM has a lift truck to suit every need.

What goes down, must come up!

When dirt, sawdust, sand, bottles, cans or bulky litter go down on the floor, there's an Advance cleaning machine to pick it all up.

Choose from rider and walk behind cleaners and scrubbers designed for versatility and manoeuvrability in any conditions.

Advance cleaning machines make every cleaning job easier, and more cost efficient. For example, the powerful 6600 Retriever makes it possible for one man to clean up to 21,000 square

metres in an hour. That's more than 50 workers could clean in an hour with brooms. So Advance cleaning machines don't just save you time, they pay for themselves in labour cost savings.

Advance cleaning machines really are tomorrow's solution to today's cleaning problems.

If we've got your interest up, jot our number down.

QBM. Quality built machinery backed by an Australian wide sales and service network. Look us up today.



Victoria (Head Office)
15-19 Summit Rd., Noble Park, 3174 Tel: 795 7455 Telex: AA30134 Fax: (03) 795 8355
N.S.W. 17 Davis Rd., Wetherill Park, 2164 Tel: 609 1755 Telex: AA30134 Fax: (02) 604 3351
S.A. 2-10 Scotland Rd., Mile End, 5031. Tel: 352 8422 Telex: AA30134 Fax: (08) 352 1218
Qld. 29-31 Lysaghts St., Acacia Ridge, 4110
Tel: 344 1400 Telex: AA30134 Fax: (07) 344 1466

Queensland

Suite 60, 2 Benson Street, Toowong, 4066
Tel: (07) 371 9188

South Australia

255 Waymouth Street, Adelaide, 5000
Tel: (08) 212 5324

Fax: (07) 870 3089

Fax: (08) 212 3684

Western Australia

Suite 3a, 11-13 Lucknow Place, West Perth, 6005
Tel: (09) 481 5377

Tasmania

51 Elizabeth Street, Launceston, 7250
Tel: (003) 31 3055

Fax: (09) 481 4835

Fax: (003) 31 4668

By 1990 Every Other Convention Centre in Australia will be History

The new World Congress Centre, Melbourne, complex will go on show to the world's foremost city planners during a high-powered convention to be held in the city in 1990.

THE World Association of the Major Metropolises meeting will be one of the first international gatherings attracted to Melbourne by the new centre, now under construction beside the World Trade Centre.

The winning of the Metropolis meeting has been a highlight of a highly successful early marketing push for the World Congress Centre that has already seen 12 major world gatherings booked for the city between the centre's opening in 1990 and 1994.

The new convention facility also has attracted a healthy number of national and pacific regional meetings, trade shows and exhibitions.

Announcing the winning of the Metropolis conference, the Planning and Environment Minister, Mr Tom Roper, said it would boost Melbourne's image as one of the finest cities in the world.

The triennial conference — the third of its kind, after Paris in 1984 and Mexico City in 1987 — is expected to attract up to 2000 delegates and result in more than \$10 million in tourist revenue.

The Metropolis organisation includes more than 70 international centres

including New York, Paris, Montreal, Rio de Janeiro, Buenos Aires, Madrid and now Melbourne — Australia's only representative.

The prestigious meeting underscores the success of the World Congress Centre, which already has 25 bookings for 1990 and a continuing flow of interest from organisations and functions as diverse as religious gatherings to trade shows and world medical group conferences.

The interest level at this stage has exceeded even the most optimistic forecasts made during feasibility studies for the convention centre and industry sources predict an even greater interest in the city as a meetings venue as new facilities such as the National Tennis Centre are fully utilised.

"The standard and capacities of what Melbourne now has to offer means there is tremendous potential for the city to become a key centre in the conventions world," World Congress Centre marketing chief Ed Davis said.

"With the congress centre in operation the city will have the size, quality and flexibility of venues to cater for gatherings of up to 15,000 people.

"When you consider that one Japanese tourist alone spends \$1406 in Australia — excluding airfares — it is not hard to imagine just how valuable this business could become to our economy."

Mr Davis, who is also chairman of the Australian regional committee of the International Convention and Congress Association, said there were 2457 international association meetings booked throughout the world between this year and the late 1990s.

"We have 28 of these booked into Melbourne up to 1993 but with the advent of the World Congress Centre we believe we will be in far more competitive position to attract a larger share of the potential goldmine of visitor income."

The World Congress Centre, Melbourne, and its adjoining 401-room international hotel are being built on the Yarra bank beside the World Trade Centre. The joint government-private enterprise project is due for opening in early 1990.

For further information please call
Mr Ed Davis at the Melbourne convention Bureau on (03) 654 2288.



LANDSCAPE KERBING MACHINES

MACHINES LAY CONTINUOUS MOULDED CONCRETE EDGING FOR AROUND \$2 PER METRE

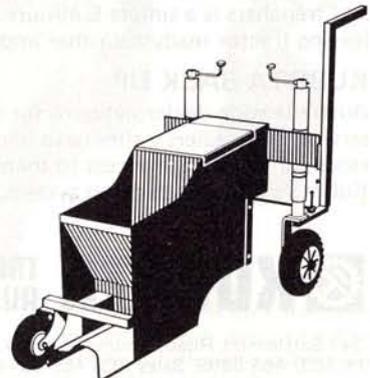
Use in Domestic, Commercial, Industrial Situations

For Hire Co Sales Enquiries

PHONE: (03 241 4615

FOR GOLD COAST DEMONSTRATION PHONE:

(008) 33 8407





MINI EXCAVATORS

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

KUBOTA VERSATILITY

MINI EXCAVATORS, FRONT END LOADERS, BACKHOES AND TRENCHERS

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

'B' SERIES TRACTORS

8.95 — 14.17 kW (12 — 19 HP.)

All diesel, providing exceptional power with proven reliability.

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

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

KUBOTA BACK UP

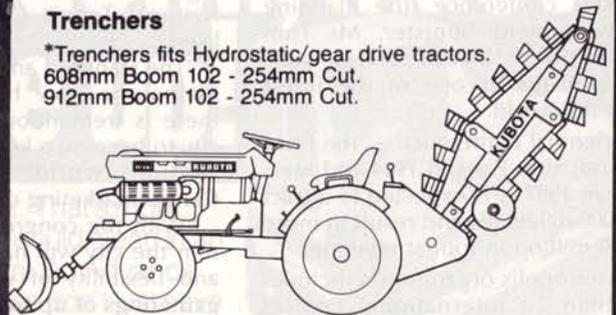
Australia-wide dealer network for sales and service. All dealers either have implements ex-stock, or immediate access to them through Kubota's efficient back-up system.



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

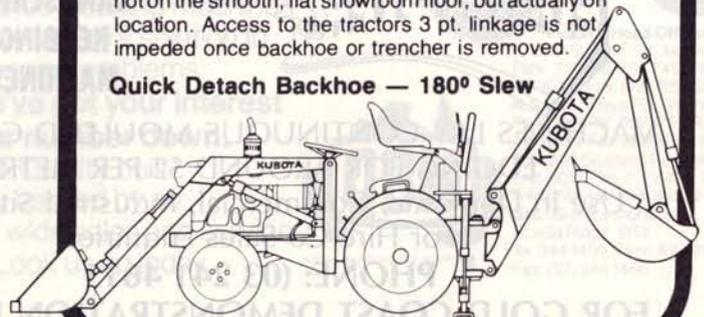
Trenchers

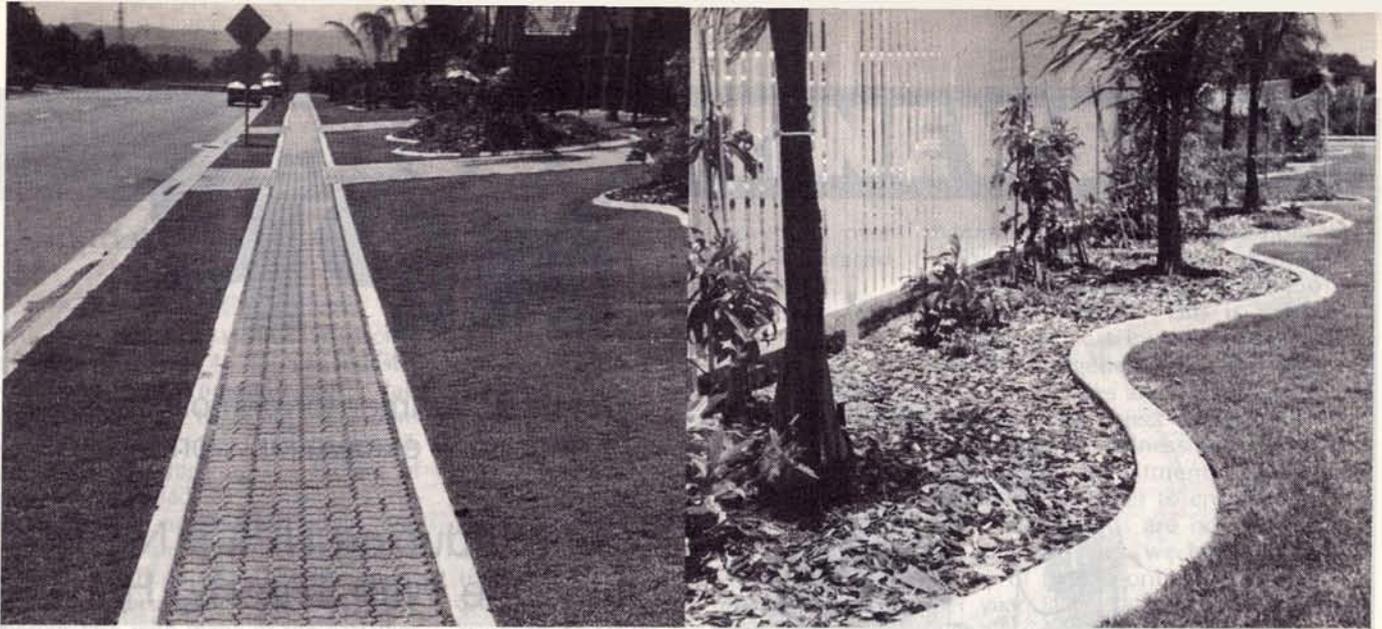
*Trenchers fits Hydrostatic/gear drive tractors.
608mm Boom 102 - 254mm Cut.
912mm Boom 102 - 254mm Cut.



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

Quick Detach Backhoe — 180° Slew





Edgemaster Instant Edging

Edgemaster is a new concept in continuous concrete kerbing or bordering for a variety of applications.

The Edgemaster extrudes a continuous concrete kerbing without the need for form building or boxing. The result is 50 metres an hour of perfect edging. The kerbing can be in a number of profiles depending on the application, the two most popular being a double bull-nose bordering or a recessed mower strip.

Edgemaster is available in either an electric or Honda powered models.

The system is simple to use and does not require special training making the product ideal for the Hire Industry as well as landscaping and local government applications.

Edgemaster should be contacted at Box 251, Toorak 3142 (03) 241 4615 (008) 33 8407 for more details.

Kerbing system

Kwik Kerb is an instant landscape edging system. Kwik Kerb uses the Australian made Edgemaster concrete kerb laying machine to extrude attractive, continuous permanent concrete mower strips and landscape edging. The machine is quiet and small enough to operate in established gardens without damage to existing garden plants and lawns. The machine won a 1985 award from the Royal Institute of Parks and Gardens. Kwik Kerb has begun a national advertising campaign including the Yellow Pages in all capital

cities and a centralised toll free booking service. Point of sale material is available for display in hardware stores, plant nurseries and other retail outlets. These retailers then take the name and phone number of the customers who would like a free quote for their garden edging. Retailers are paid a \$40 booking fee for jobs done. The opportunity also exists for retailers to become Kwik Kerb systems operators by purchasing the Edgemaster machine and other equipment necessary. Price of the Kwik Kerb garden edging varies according to style and colours etc and is claimed to be extremely good value for money. Kwik Kerb Ph (03) 241 4615.



HEIGHT 53cm (21")
 WIDTH 57cm (23")
 LENGTH 100cm (39")
 WEIGHT 70kg (150lbs)

The Edgemaster is light, manoeuvrable and can be easily operated without the need to disturb plants in the vicinity of the bordering being laid.

NPK

The best hammer for demolition
and small excavation work

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

The NPK Model HO6X
Hydraulic Hammer

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



W
W
FERROCAST

Sold and Serviced by:

NSW:

**69 Madeline Street
Enfield, 2136**

Telephone: (02) 642 7333

Telex: AA26623

Fax: (02) 649 4536

VICTORIA:

**214 Wellington Road
Clayton, 3168**

Telephone: (03) 561 2244

Telex: AA32222

Fax: (03) 561 5163

(AGENTS IN OTHER STATES)

PRODUCT NEWS

"IT'S TOUGH TO MAKE A BUCK"

A SUPPLIERS COMMENT

As a very long term supplier of electro-pneumatic hammers to the hire industry worldwide, our company has a fair appreciation of the trials and tribulations facing every hire company in the prevailing conditions. Juggling the factors of today's marketplace eg competition, rising overheads, manpower, repairs and maintenance, and the cost of capital funds — is difficult enough. Planning for the future becomes a somewhat more onerous task with many of the variables beyond the control of the person running the hire business.

How often do we hear the comment — "What will interest rates be in 6 months — let alone in 12 months?" or "What will the exchange rate do to the cost of my imported equipment next year?" Just these two factors, in isolation, are the products of the financial market forces beyond our control. Then along comes the inevitable government regulation that suddenly increases import duty or sales tax on selected items of equipment or a broad spectrum of goods and services. In this context, forward planning and projections almost get into the "too hard" basket.

Now let's consider the supplier. Firstly, as an integral part of the hire industry — and our company has always adopted a "partnership" attitude, or "We are all in this together, folks" — the supplier is subject to exactly the same variable market forces as the hire company. However, expectations of some operators seem to disregard this fact that all businesses are subject to the same set of conditions while requiring from the supplier top quality products, improved service, special deals, 100% parts supply, instant repair service and the odd "freebie" thrown in for good measure!

No doubt the expectation seems reasonable to the hire company owner on a Saturday morning with a yard half full of equipment (that sorely needs replacing) and the other half in the workshop for repair because the supplier has only half the parts required.

In terms of specifics, let's survey some of the factors confronting the supply of electro-pneumatic hammers to the Australian hire industry since mid 1985. As with many items of a specialised nature, electropneumatic hammers are imported and therefore subject to exchange rate variation. In considering hammers of English manu-

facture, the \$A—£UK movement over the last three years is illustrated generally by the following table:

Date	\$A — £UK
1.4.85	\$1.79
1.4.86	\$2.07
1.4.87	\$2.29
1.4.88	\$2.50

In simplistic terms disregarding any increases in manufacturing, labour or material costs, freight charges, duty, etc a hammer having an ex-factory cost in April, 1985 of £150 would be \$A268.50 at that date, but would have risen to \$A375.00 by April 1988 — a 39.6% increase represented by exchange rate content only!

Without launching into a major dissertation on every single cost factor and rest assured that there were very significant increases in these other factors mentioned in the three years under review, let us now review the relevant list prices for the most popular hammer, in the same time frame as that quoted above.

KANGO MODEL 950

1.4.85	\$695
1.4.86	\$730
1.4.87	\$820
1.4.88	\$885

— a 27.3% increase.

It would have been extremely easy accounting exercise just to keep adding the cost increases, from the various sources, without comment. Realising that our survival and indeed progress with the hire industry was wholly dependent on keeping our clients supplied at the most advantageous rates, most of the non-negotiable cost increases and a not inconsiderable portion of the exchange rate increase, were absorbed by our company.

It should be noted that the list prices quoted do not include sales tax. Sales tax is a good example of cost increases sustained by the hire industry that an importer or supplier cannot control. That Kango 950 hammer listed at \$730 in April, 1986 would have had an invoice value of \$803 (including the 10% sales tax) — by the end of September, with the increase in sales tax to 20%, the price had increased to \$876.

A similar situation regarding import duty arose this year. On the first of January 1988, the import duty on all special masonry drills used in all electro-pneumatic rotary hammers, ie "A" taper, "K" taper, SDS plus, etc was raised from 28% to 20%. This increase also included all other tooling and accessories used in electro-pneumatic

hammers. It is interesting to note that none of the items sustaining the increase have equivalents manufactured in Australia. This is a further example of cost increases to the hire industry not generated by the supplier.

Keeping prices at a competitive level has been one object of our company. But to stay in business has meant that some price adjustments have been necessary. In order to ensure that the price adjustments are not released at irregular intervals, we have adopted a policy of having only one adjustment per year. This stability in pricing has given hire industry clients a great deal of assistance in maintaining their competitive position and has assisted them in planning future expenditure.

As product support — and at no cost to our clients — regular service training courses are provided for the staff of our service agents and especially the staff of those hire companies with service and repair workshops. We consider such courses as an exchange of ideas and techniques more than period of set instruction. Indeed, new and more efficient servicing procedures, resulting in considerable cost savings have evolved from these sessions. Such support programmes, supplemented with comprehensive service literature, technical advice and application training are consistent with our spirit of partnership towards the hire industry.

A subject that always draws comment whenever equipment is discussed in the industry, is spare parts — availability and pricing being the most popular topics in this field. As a supplier we would like to achieve a perfect track record — a 100% supply ratio for every parts order. Unfortunately, in the real world of shipping delays, manufacturing lead times, strikes, custom clearances and many more variables, it is doubtful if the perfect record will ever be achieved. Despite the commonly held belief, which is almost in the realm of the urban myth these days, that everyone only gets half the parts he has ordered, most machinery and equipment suppliers do actually achieve the perfect score with the majority of parts orders. It's that unfortunate yard owner who didn't get his gaskets (but did get the other two hundred parts) that let's everyone know about the gaskets at convention time. Fair comment — we all know a 20 cent "0" ring can keep a D10 immobile. Rest assured that we are all striving to improve parts service and availability.

There is a solution to this whole

No Back Aches, No Stooping

Pentagon

SAWBUCK

Makes Cutting of Timber Easier, Safer & Faster
*Fits all Brands of Chain Saws



Australian Made & Distributed Nationally by

GILBERT & WESTON
General Wholesalers Pty. Ltd.

Pentagon Agents for Sales, Service, Spares

Rear 475 Church Street,
Richmond, Vic, 3121

Telephone: (03) 428 8146,

(03) 429 6495,

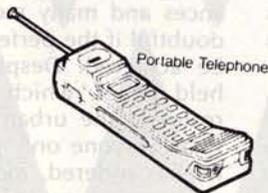
(03) 427 0400

STOCKISTS WANTED ALL STATES

The Classic Car Phone From NEC



When you buy a NEC cellular car phone from Pocketphone you're investing in the most sophisticated cellular car phone available, designed and manufactured by the company that designed the cellular network.



Portable Telephone

buy, rent or lease the NEC phone from ...



POCKETPHONE
PTY LIMITED

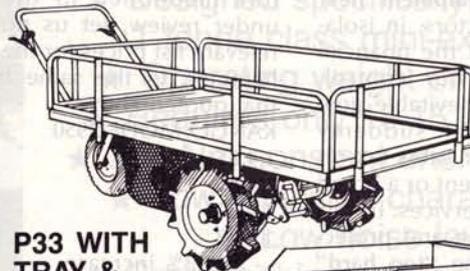
NEC

Phone Denise Masseni,
your Western Suburbs Agent
MELBORNE (03) 557 7807



NEWS

Haula TRANSPORTERS



P33 WITH
TRAY &
SIDE RAILS

★ Reduce transport costs



P33 WITH
DUMP BIN

★ Tough
★ Economical

These powerful, fuel efficient, load carriers are simple to operate and are ideal for duties in market gardens, nurseries, orchards, poultry farms, horse studs, schools, parks and building sites.

OTHER MODELS AVAILABLE

Please send me details of the Howard Haula Range.

Name Occupation

Address

Phone



HOWARDAUSTRALIA
PTY LTD

FREEPOST No. 11 SEVEN HILLS
PRIVATE BAG 5
SEVEN HILLS PO., N.S.W., 2147
OR PHONE US TOLL FREE ON
(008) 022 821

NO POSTAGE STAMP REQUIRED
IF POSTED IN AUSTRALIA

PRODUCT NEWS CONTINUED

spare parts scenario, of course. It costs a great deal of money, in finance service charges, to hold abnormally high stocks just to ensure that every parts order is supplied in full. If the hire industry accepted a price of \$3,200 for a Kango 950, then a perfect spare supply could be guaranteed.

Our company's commitment to the industry is well known and for the third year in succession we are proud to be the major sponsors of the Hirexpo Convention and Exhibition.

To summarise, suppliers are trying hard to keep our industry viable. As stated earlier in this article, we are all in this together.

Further details available from:

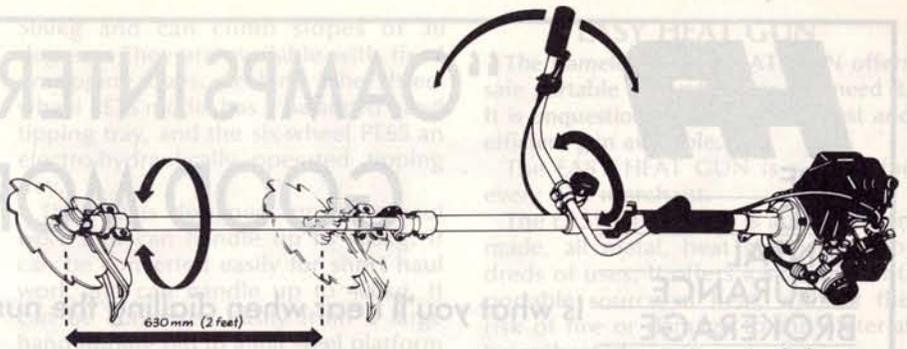
**KANGO WOLF POWER TOOLS
PTY LTD
TELEPHONE: (02) 727 0177**

CHAINSAW ATTACHMENT

The Pentagon Sawbuck is a chainsaw attachment designed to make wood chopping safer and faster.

The attachment consists of hinge clamp, stand and log trough. The chainsaw is fitted into the clamp and tightened. The log to be cut is then placed in the trough. The operator maintains gentle pressure on the unit to prevent excess movement and swivels the saw to cut the timber. As the stand is about waist height the operator does not have to stoop or lift while using his saw. When one piece of log has been cut the operator only has to slide the remainder of the log along the trough and he is ready to continue cutting. Sawbuck's features include transportability and a guard system for the chainsaw blade. Two models are available: model 90 for chainsaws with 18in bars or less and model 120 for chainsaws with larger bars. Both units are suitable for petrol-driven and electric chainsaws.

**Gilbert & Weston General Wholesalers
Pty Ltd Ph: (03) 427 0400**



The new Tanaka TST 218 Brushcutter with revolutionary new Telescopic Shaft.

YET ANOTHER WORLD 1st FOR PARKLANDS TRADING CO PTY LTD AND TANAKA

In keeping with the company slogan 'Tomorrow's Tools for Today's Jobs', the Tanaka company of Japan have recently released their latest and some say greatest advance since the Brushcutter was invented.

The age old problem of transportation has been solved in a most ingenious way. Some earlier attempts to make a compact brushcutter were doomed to failure because they were too messy. They relied on breaking the machine down into a number of pieces.

Not so with Tanaka's new machine which has a revolutionary Telescopic shaft. What makes this ingenious, is the unique way it drives at any length. This allows total suitability to all users whether short or tall. Another benefit is the fact that the work head can be rotated through 360° without altering handles, etc. This means you can now have the benefit of greater control by using the double handles yet the versatility only previously available by using a loop handle.

The model called the TST-218 is powered by a powerful 21.5cc motor boasting 1.1hp. It can be used with blade or nylon. It is equipped with Tanaka's easy starting electronic ignition and backed by a two-year warranty.

It is the ideal brushcutter for people with weekenders who have to transport their machines regularly and both the military and emergency services have expressed a keen interest. Because of its flexibility the TST-218 is ideally suited to use other attachments such as edgers, blowers, tillers, etc. I have no doubt that the factory claims will come true and that Tanaka's Telescopic Brushcutter will become the machine of the 90s.

NEW KIWI DISCO TO BOOST PARTY RENTALS

Essence Electronics Ltd, New Zealand's leading manufacturer of Disco consoles, has just released their "Kiwi Disco".

Designed with hire outlets in mind, the new console is a simpler version of their well known Professional HC model, resulting in a high quality low cost machine. Both the professional DJ looking to hire a second console and the discerning private individual are catered for.

Several options to suit customer's needs.

There are 3 versions of the "Kiwi" available:

1. Complete with 300 watt amplifier;
2. Console without a power amp;
3. The "Kiwi" 5 channel mixer only.

Speakers are available in 2 options: Wedge or Full Cabinet, both 150 watts per channel.

Performance has been proven.

The construction methods and componentry used have been tested and proven for more than a decade in hire situations. The solid Autex (needle punch carpet) covered protective shells are easy to clean and keep looking good year after year. The lid snaplocks on and may be padlocked for security.

Safety features are standard, protecting the buyers investment.

The power amplifier may be required to work hard but electronic open and short circuit protection along with automatic fan cooling and high temperature cut out prevents any damage occurring. This covers customer errors and adverse conditions effectively.

Simple to operate and user friendly.

The control is well laid out, and largely self explanatory, even to the novice. Cartridges for the turntables are broadcast standard Stanton 500 and quickly replaceable.

Auxilliary input channels provide potential extra sales.

It is very easy to plug in additional





**HIRE
AND
RENTAL
INSURANCE
BROKERAGE
Ltd.**

Incorporated in Victoria

"OAMPS INTERNATIONAL GOOD MORNING".

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

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

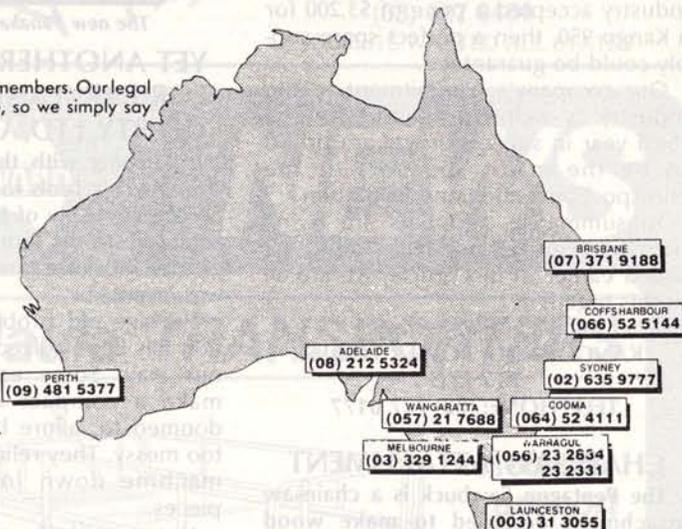
For you the buyer, why us?

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

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

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

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



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



Flextool

BUILDING AND CONTRACTING EQUIPMENT

At Your Service for Over 35 Years

TOP PEOPLE
TOP PRODUCTS
TOP PERFORMANCE
TOP VALUE



TOP RETURN
ON YOUR
HIRE
INVESTMENT

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

PRODUCT NEWS CONTINUED

equipment eg microphone, Compact disc player, tapedeck, disco lighting, extra power amp and speakers or lighting effects controller. Essence can supply all extras if desired at competitive prices.

A compact and manageable system.

Dimensions: 90cm wide, 62cm deep, 20cm high.

Weight: 28kg (without speakers)
60kg (with speakers)

A cost effective choice in a growing market.

Disco bars and nightclubs are having a resurgence, and hire package deals are the way many new operations are starting. The time to act is NOW.

Contact: **Essence Electronics Ltd**

Phone: (64 03) 66 2771

Fax: (64 03) 79 0267

PO Box 22378

Christchurch

New Zealand

SILENCED GENERATOR SETS

Welling and Crossley High performance diesel generating sets are economical, compact packaged silenced sets offering exceptional value.

They feature complete weather protective canopies silenced to 85 DBA at 1 metre, twenty-four hour capacity fuel tanks, single point lifting facilities, resilient mounts, earth leakage circuit breaker and a variety of power outlets.

Outputs can be arranged to suit your specifications, some options include 8.8 KVA Single phase through to 6KVA 3 phase.

240 AMP DC Welders are also available within the same package.

Details: **Welling & Crossley Pty Ltd**

143-149 Claredon Street

South Melbourne 3205

Telephone: (03) 699 8988

Fax: (03) 699 7217

HOWARD HAULA

NEW TRANSPORTERS FOR CARRYING HEAVY LOADS IN CONFINED SPACES

Howard Australia Pty Ltd has released a new range of Haula agricultural transporters designed where large vehicles cannot go or are uneconomic to operate.

According to the manufacturers, the vehicles have been designed specifically for market gardens, nurseries, orchards, vineyards, schools, golf links, parks and farms.

The Haula models carry loads up to

500kg and can climb slopes of 30 degrees. They are available with fixed or tipping trays, or bins. The three-wheel PE35 model has a balanced hand tipping tray, and the six-wheel PE65 an electro-hydraulically operated tipping tray.

The P33 is designed for short haul work and can handle up to 400kg. It can be converted easily for short haul work and can handle up to 400kg. It can be converted easily from a large hand tipping bin to a flat steel platform with rails. They are powered by Honda petrol engines and the ride-on models have a top speed of 20kph.

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 etc.

The Haula models are fitted with a differential gear. This makes steering easy and enables the operator to control the vehicle better. For situations on rough ground, sand or mud, a differential lock is provided on the Haula models.

The footplate arm on the PE65 has a knee-joint so that it can be folded up out of harm's way when the operator guides the transporter by walking in front. The PE65 also has synchronised brake and clutch operation to enable smooth starts up a slope without roll-back.

The PE35 and the P33 employ an automatic centrifugal clutch. The brake is operated by spring tension so that brake cable failure results in a fail-safe application of the brakes. The PE65 also has an emergency front wheel foot brake.

BESTWAY HIRE SERVICE PHILLIP ACT

April 1988, saw a change of ownership in one of Canberra's leading hire companies.

After nine years of very successful trading, Bill and Kay Stares have sold their Plant and Equipment Hire Division and the Concrete Sawing and Drilling Division to Macbro Rentals Pty Ltd of Penrith, NSW.

Macbro will now have three convenient locations in Canberra, at Phillip, Fyshwick and Belconnen.

Bill Stares will be continuing in the Hire Industry specialising in Party, and Function Hire located at Phillip, ACT trading as **BESTIME PARTY HIRE**.

EASY HEAT GUN

The flameless EASY HEAT GUN offers safe portable heat wherever you need it. It is unquestionably the most robust and efficient gun available.

The EASY HEAT GUN is a must for every hire merchant.

The EASY HEAT GUN is an Australian made, all metal, heat gun with hundreds of uses. It offers a safe efficient, portable source of heat, without the risk of fire or damage to the material being heated.

The EASY HEAT GUN emits a stream of air at the rate of 700 litres (25 cubic feet/minute) at a temperature up to 300°C. Other heat ranges are available with easily interchangeable elements.

The EASY HEAT GUN has a strong die cast aluminium body, and a high performance, long life motor specifically designed for continuous operation. The ceramic element is wound with high quality nickel chrome wire for maximum life. The gun is fitted with an automatically resetting wire for maximum life. The gun is fitted with an automatically resetting thermal overload switch to prevent accidental overheating.

The moulded handle gives a comfortable pistol grip for hand operation, or the gun can be stood up for either vertical or horizontal operation. The three position switch allows the EASY HEAT GUN to also blow cold air to cool off items after heating and to allow cooling of the element before switching off.

The body of the gun is coated with a tough epoxy powder coating which remains cool even after continuous operation.

EASY HEAT GUNS carry a 12 month warranty on all parts except elements. The component parts of these guns have been proven over many years and have given extremely reliable service in the most arduous conditions.

There are almost unlimited applications for the EASY HEAT GUN and the following give some idea of the versatility.

Plastics:

Heat shrinking tubing and wrapping.
Bonding vinyls.

Forming and moulding thermoplastics.

Curing epoxy and polyester resins.
Setting hot patches and adhesives.

Automotive:

Drying wet components.

Forming plastics.

Shrinking plastics and tubing.

Installing vinyl hardtops.

Curing epoxy and polyesters.

Drying paints and lacquers.

Loosening rusted bolts.

Building:

Applying carpet tapes.



HIRE KIT



PROVEN RELIABILITY

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

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



AVAILABLE FROM:

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

NEW FOR WALLCHASING & HORIZONTAL CUTTING!

PROTOOL DIAMOND BLADE DUSTLESS POWER CUTTING SYSTEM

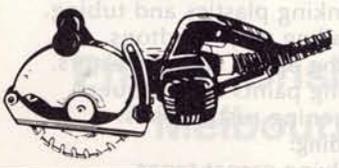
For Wallchasing Cutting
Cement Block, Brick ...
with no dust pollution!!

WALLCHASING →

Use optional one or two
Diamond Tipped Blades
125mm or 150mm Diameter
for depth 30mm or 45mm
respectively and width 10mm
to 45mm using spacers.

or **HORIZONTAL CUT** ↓
using Optional Blade to
200mm Diameter, Depth
70mm.

• International Patent Pending



OTHER PRODUCTS AVAILABLE

METABO Impact Drills and Angle Grinders with safety clutch — **RUPES** wet/dry Orbital Sanders and the tough **HITACHI** Rotary & Demolition Hammers.

PROTOOL

280 Parramatta Road, Granville 2142
TEL: (02) 637-9055. FAX: (02) 682-1427.

PP761

Protool Australia

280 Parramatta Road, Granville 2142

Government Industry Trade

Please send Diamond Cutter Brochure and other information.

NAME: _____

ADDRESS: _____

_____ P/CODE: _____

PRODUCT NEWS CONTINUED

Laying vinyl tiles.
 Removing paint and adhesives.
 Setting thermoplastic adhesives.
 Drying surfaces for painting, caulking or glueing
 Bonding plastic pipes and conduits.
 Installing plastic extrusions.
 Softening hard putty.

Industry:

Heating dies.
 Heat shrinking plastics.
 Melting waxes, grease, bitumen, etc.
 Curing epoxy and polyester resins.
 Thawing pipes and melting ice.
 Melting solder and de-soldering.
 Drying condensation in motors and electrical components.

Hiring:

One of the major hiring uses of the EASY HEAT GUN is for paint removal. The EASY HEAT GUN is eight to ten times more efficient than paint remover. With paint remover costing around \$40.00 for four litres, the EASY HEAT GUN can save the renovator hundreds of dollars in renovating a house.

SPECIFICATION — EASY HEAT GUN — MODEL 2

240 Volt:

8 AMP, Single Phase.

Air Temperature:

Standard up to 300°C at 50mm from outlet (Other Temperature available).

Volume of Air:

700 Litres per minute average.

Casing:

2 Piece Die Cast Aluminium, epoxy Powder Coated.

Element:

One Piece Ceramic, with Nickel Chrome Helix.

Switch:

3 Position — HOT — OFF — COLD (Shielded from accidental damage).

Motor:

Shaded pole long life motor designed for continuous operation.

Outlet

Concentric Aluminium Tubes with forced air cooling to prevent excessive outer temperatures.

Safety Devices:

Automatically self resetting thermal overload switch to prevent overheating if air inlet or outlet is blocked.

Operation:

Moulded Pistol Grip for Hand operation. Choice of Horizontal or Vertical static operation.

Warranty:

12 months all parts except element. (3 months if used for hire).

Made in Australia:

All parts are readily available and easily replaceable. It is not a throw away item as are most other units.

NEW & SIMPLE

Warwick Australia have released a number of new products into their Waterblaster range in recent months.

Two in particular will have a ready market in the HIRE INDUSTRY. The first is a Honda powered, 3000 PSI, cold water unit. Specifications include: portability, close coupled pump, detergent injector, 11 HP Honda, 30ft HP hose and twin lance.

The second is a 1500 PSI, single phase hot Waterblaster in an exciting new MINI configuration which really makes this model PORTABLE compared to other hot machines.

Warwick Australia will welcome the opportunity to discuss their range of Waterblasters, Vacuum cleaners and Cleaning Chemicals with you as well as advising attractive purchasing alternatives, back-up service and "made to order" models.

VACUUM WAND PERMITS SCRUBBER TO CLEAN HARD-TO-REACH PLACES

A vacuum wand that draws water and spills from hard-to-reach areas is available with a 530E battery-powered rider scrubber, it was announced by Tennant Company.

The 530E is a quiet, pollution free, electronically-controlled model with rapid floor cleaning and drying capabilities.

The vacuum squeegee wand plugs directly into the scrubber, eliminating

the need for a separate unit to clean under and around objects.

Included with the 530E scrubber are a side brush for hard-to-clean edges, and a "smart" battery charger that prevents over-or-undercharging.

An extended scrubbing ES™ system that recycles solution and increases scrubbing time for up to 3½ hours of nonstop productivity is also available.

Because it is quiet and fume-free, the 530E is especially suitable for public places, operations with perishable goods, and controlled climate environments.

For more information, contact

Cliff Schutt, Tennant Company
 PO Box 295, Ermington, NSW 2115
 Tel: (02) 858 5811

ORANGE — THE FLAVOUR OF THE MONTH

The versatile JCB Loadalls are by no means uncommon in their standard yellow, but now the Western Australian arm of Coates Hire is changing all that.

They have now purchased their third Loadall, and of course they all wear the distinctive Coates orange livery.

The Coates acquisition is a Model 525B-4HL — a 2-stage unit with a lift height of 6.65m with a load of 2.5 tonnes. Its maximum forward reach is 3.64m with 0.71 tonnes.

Coates WA State manager Ken Sims has also added a couple of JCB backhoes to the fleet ... so orange JCB's



The Coates acquisition — Model 525B-4HL



Water and spills can be vacuumed from hard-to-reach areas with Tennant Company's 530E scrubber attachment — the vacuum squeegee wand. The optional attachment plugs directly into the battery-powered rider scrubber, eliminating the need for separate equipment to clean under and around objects. The 530E is a fast, quiet, pollution-free model that includes a side brush and battery charger as standard equipment.

PUMP

OR BLAST

W.L. Bassett & Son supply a range of quality Blasters and Pumps to the hire industry.

The hire industry is competitive. To make a dollar you require equipment that will withstand the day to day punishment dealt out by your customers.

Bassetts distribute a large range of commercial and domestic water blasters and pumps that have the quality and performance to work hard for your profit.

Visit the W.L. Bassett & Son stand at the 1988 Hire Expo on Queensland's Gold Coast and view products sold and serviced by Bassetts including Ficep Pumps, PP12/24 Diesel Transfer Pump, Simer Pumps, Weda Pumps, Bassett Blasters and Bassett Turbo 8-70.

Or for further information contact Bassetts directly.



N.S.W. Sydney: (02) 699 1733 Singleton: (065) 74 6613
QLD. Runcorn: (07) 345 9088 Mackay: (079) 51 2277
S.A.: (08) 260 3922

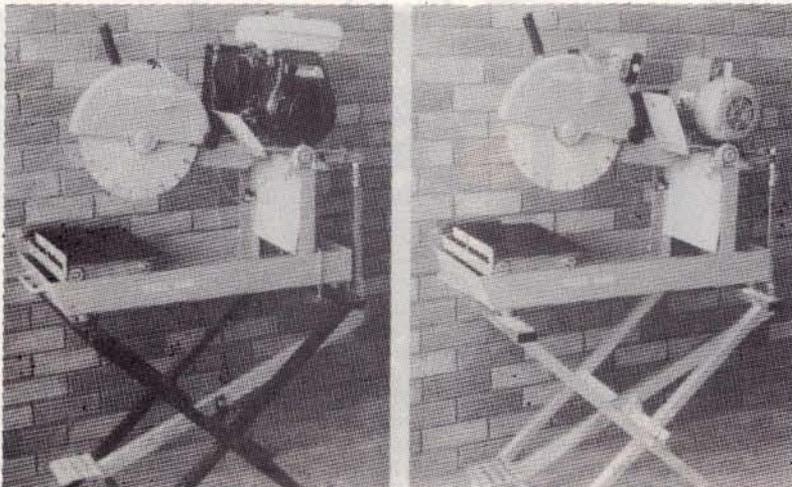
TB103

DIATEC (AUSTRALIA) PTY LTD

123 Camberwell Road, Hawthorn East 3123. Phone (03) 811 9936. Mobile 018 320 991

BRICK SAWS, 14", 18" & 24"

With either collapsible stand or sturdy stand. Electric or Petrol From **\$1100** incl sales tax



DIAMOND SAWBLADES AND CORE DRILLS

- 4" Continuous Rim Tile Blade incl sales tax from **\$39**
- 4" Segmental Masonry Blade incl sales tax from **\$55**
- 4" Turbo Wet or Dry incl sales tax from **\$65**
- 7" Continuous Rim Tile Blade incl sales tax from **\$69**
- 7" Segmental Masonry Blade incl sales tax from **\$112**
- 7" Turbo Wet or Dry incl sales tax from **\$160**
- 14" Brick/Paver Blade incl sales tax from **\$216**
- 14" Brick/Concrete Block Blade incl sales tax from **\$227**
- Other saw blade prices on application

PRODUCT NEWS CONTINUED

are becoming fashionable. Banbury engineering state offices can supply comprehensive literature on all the Loadalls in the range.

In any colour.

SOUTH AUSTRALIA'S FIRST TURBO SITEMASTER (WOT, NO RADIO?)

The first JCB Turbo Sitemaster to operate on South Australian soil has now been purchased by Lorenzin Constructions Pty Ltd of Darlington, South Australia.

Operations manager Roger Ashby, not a man to compromise when making buying decisions, put the machine through its paces during trials which included hard digging and hilly terrain.

Roger's operator Steve voiced the opinion that nothing could match the Turbo Sitemaster in terms of power, stability and comfort. The only thing missing, he said was a radio.

The Lorenzin fleet already includes a JCB 3CX four wheel drive, so there was a genuine basis for comparison.

The Sitemaster comprises the 3CX complete with 6-in-1 clamshovel and bucket mounted forks at the front, and a telescopic dipper, excavator bucket and lifting hook at the back.

The turbo unit, at 67kW, has 24% more power than the naturally aspirated 54kW version ... with increased lifting and tearout capacity.

Comprehensive literature on the JCB range is available from all Banbury State offices.

EVEN WITH THE "HEAVIES" IT'S THE LITTLE THINGS THAT COUNT

The new SEV Series KATO excavators have not taken long to catch on, with some major new features to remind us of KATO's many years of market leadership.

However, it is not only the major developments — important though they are — that influence buying decisions.

Western Australia's Triad Contractors, for example, recently purchased a KATO HD-1250 SEV — the current replacement for the HD-1220SEIII.

Triad owner Ross Smith highlighted the fact that the 1250 bucket pins are 20mm larger than those of the 1220. A small point, and no doubt only one of many, but significant none the less.



The JCB Turbo Sitemaster

The Triad unit was one of four 1250s with a bucket capacity of 1.62m³, to be sold recently in Western Australia.

The 1200/1220, according to Banbury, was always a market leader, even in Japan where KATO holds the No 3 spot. Banbury expect the larger, improved HD-1250 SEV to continue the tradition.

NEW PRODUCT RANGE FROM RENT-A-SIGN

Rent-a-Sign provides the hire industry with a new product range. Our portable, changeable letter signs can be used to advertise the hire companies' own products and services, or re-rented to customers as another product line.

We have a full range of sizes from 2' x 3' x 4' x 8' in stock, and can also custom-build signs to suit your individual needs. With each sign comes a full kit of characters, including letters, numbers and symbols — ranging in size from 4", 6" and 8".

To change your message, the characters simply slot into the sign face, providing fast and efficient letter changing (with an optional cover to protect the letters).

The signs are fully portable, and can be run on wheels or permanently attached (whether on the ground, a roof or wall).

For advertising at night, we have illuminated as well as non-illuminated signs.

By regularly changing your message Rent-A-Sign attracts the attention of passing trade, and your sign becomes an invaluable tool for communication and increasing your business.



The New SEV Series KATO Excavator

For further information, please contact:

Jamie Badgery
Sign Concepts Pty Ltd
55-61 Market Street,
Smithfield, NSW, 2164
Ph: (02) 725 1715
Fax: (02) 725 2964
(See advertisement this issue)

TELESCOPING WORK PLATFORM FOR ONE-MAN OPERATION

A versatile, one-man-operated vertical lift work platform powered by a heavy duty DC battery, the Instant Scaffolds 'Maxilift' is designed for rapid and easy access to overhead inspection areas.

For maintenance and repairs and other normally difficult access tasks ranging from simple light bulb replacement to overhead sign installation, ceiling panel replacement and access to fire sprinklers and ventilation systems, to name but a few.

Entirely Australian made of all-steel construction, this battery powered platform telescopically reaches heights up to 10.5 metres, yet in the fully 'down' position will fit through a standard size doorway; a unique feature which makes it eminently suitable for internal as well as external use in and around factories, warehouses, shopping malls, sporting complexes, or any location where safe, fast, vertical access is required, with a minimum of fuss.

As an Australian-made product, spare parts and back-up facilities are naturally always readily available.

The 'Maxilift' embodies all possible safety features for one-man operation, plus a separate 'Down' lever at the base of the unit for emergency use. The operator manoeuvres the unit from point to point by means of a towing handle in which is incorporated a brake control to ensure full control when mobile.

Other valuable features include removable pendant control, lugs for crane lifting if or when required, heavy duty swivel castors with foot brake locks and swivel locks, stabilising outriggers (complete with spirit bubble levels) and built-in battery charger.



DIRTBUSTER

HIGH PRESSURE CLEANERS

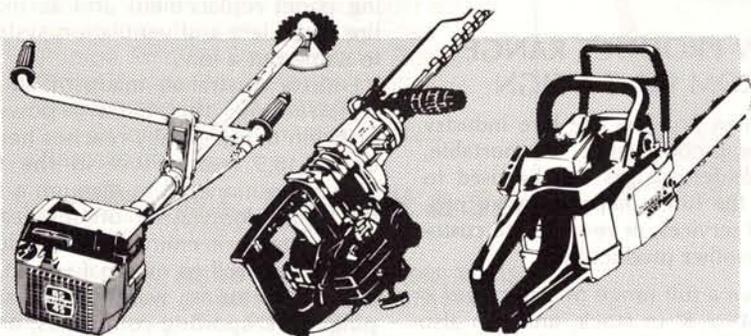
Jonsered

CHAINSAWS

PARKLANDS

delivers **PROFIT** through

- ✓ **QUALITY**
- ✓ **PERFORMANCE**
- ✓ **PRICE**



To get the most from your dollar, and the most from your power tools there's only one place to go, Parklands. The names Jonsered and Tanaka are synonymous with quality and reliability.

Parklands stock their complete range. Chainsaws, brushcutters, engine drills, earth augers — whatever you need, its at Parklands.

Ask about our **NEW** Auto/Start & Telescopic Shaft brushcutters.

Just one call will get you whatever you need, because at Parklands we're the power tool experts.



PARKLANDS

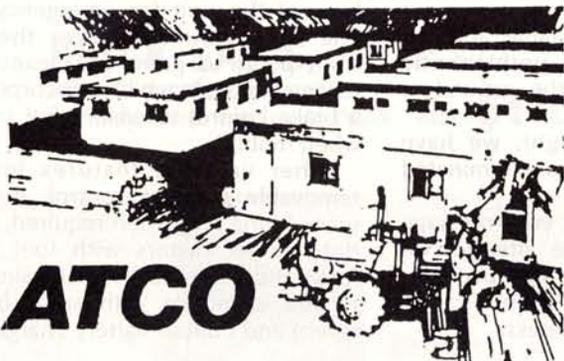
TRADING COMPANY PTY LTD

NSW: 71 Chapel Street, Lakemba 2195.
Phone: (02) 758 2111. Fax: (02) 759 7844
VIC: 23 Parkhurst Drive, Knoxfield 3180.
Phone: (03) 801 7717.
W.A. Unit 3/200 Balcatta Rd, Balcatta 6021.
Ph: 344 4748.

INSTANT ON-SITE ACCOMMODATION

Why go further than a market leader to rent or buy your on-site accommodation needs?

Whether it's site offices, lunch rooms, gunyahs or ablution units, all it takes is a phone call to have what you want, where and when you what it . . . NOW



ATCO

Taking a good idea and making it better

ATCO STRUCTURES

52 HOLKER ST, SILVERWATER

Telephone: 648 0561

A/Hs: 674 5014. Fax: 648 3519

DIAMOND PRECISION PTY LTD

MANUFACTURERS OF



Industrial Diamond Produces and Agents for Fein Power Tools and Accessories.



Ph: (02) 708 5111. Fax: (02) 708 5864
5 SEDDON ST, BANKSTOWN, 2200

PRODUCT NEWS CONTINUED

Full details available from
Instant Scaffolds,
24 Herbert Street,
Artarmon, NSW, 2064
Phone: (02) 439 6200

THE NEW MACDONALD "FLOATING BLOCK"

AIRDRAULIC/BIRCO PTY LTD will be exhibiting in conjunction with John Macdonald Pty Ltd of Scotland. The NEW MACDONALD "FLOATING BLOCK" five Headed Floor Scabblers.

Of radical new design, the Model FB5 has an output 40% greater than the existing U5 but required only 110 CFM of air compared with 165 CFM for previous models.

The Scabblers are fitted with a new design of swap lock tungsten carbide heads. Resulting in reduced replacement cost.

As illustrated, the FB5 has a front jockey wheel, folding handle and centre lifting eye, making for easier storage and transportation.

An oil reservoir built into the machine provides constant lubrication to the cylinders.

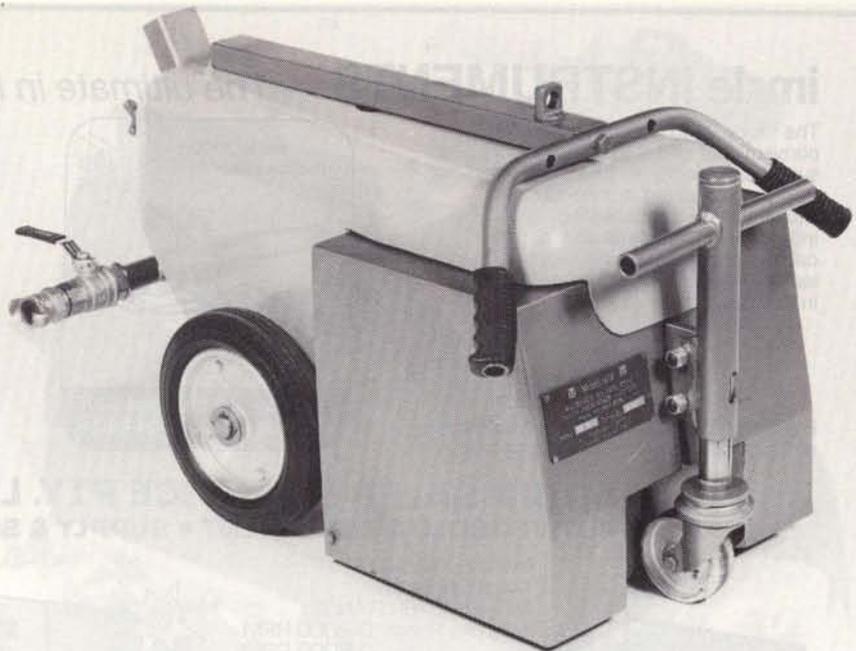
Fitted with pointed bits for scabbling or tungsten carbide cross bits for correcting of levels.

Of proven dependability in the UK the unit will be exhibited for the first time at HIRE EXPO.

Further details from

Airdraulic/Birco Pty Ltd
25 Dickson Avenue,
ARTARMON, NSW, 2064
Tel: (02) 438 1025
Fax: (02) 439 5636

In August 1987, Airdraulic Pty Ltd, and Birco Equipment Sales Pty Ltd joined



The radical new design Model FB5 Scabblers

forces but still operated as two separate Companies.

As of 1st July, 1988 the companies will form into one: "Airdraulic Birco Group".

The aim of the "Group" is to supply the best available equipment and service to the Hire, Construction and Mining Industries.

The Group's range of pumping equipment is extensive, ranging from large 150mm diesel powered mud Guzzles down to tiny 25mm electric submersibles. Companies represented include — Selwood Pumps of Southampton who are one of the largest Hire Companies in UK and have designed their Pumps to withstand the rigours of hire in their own fleet.

Hilta Pumps of Coventry who produce the popular C80 auto prime and "New" CT60 Trash Pump units.

Submersibles from "Nocchi" of Italy — Australian-made Pneumatic "Sludge-piper".

The Group also represents other

manufacturers of quality equipment including, the McDonald range of Concrete Scabblers and Air Tools. Padley and Venables "101" air tool accessories.

Andrews People Heaters & Bullfinch Gas Lights.

ASL Air Line Lubricators

Bex Loaders

Shark Camlock type Couplings.

Millars "B" type Couplings (interchangeable with Bauer)

"Timberking": Pneumatic Chain Saws.

Jasons Needle Guns.

Plus a full range of Hose, Fittings and accessories.

IDEAL PUMPS FOR THE HIRE INDUSTRY

The Selwood — Simplite 50E 2"/3" and Spate 75C 3" Diaphragm Pumps are now available, powered by the ROBIN petrol engines.

The free floating diaphragm of the Simplite means service calls and down

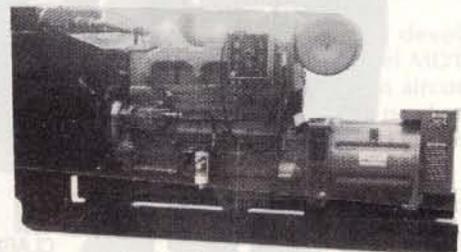


WELLING & CROSSLEY PTY LTD

- GENERATING SETS, 2 to 1000 kVA
- WELDER GENERATING SETS, 150 to 400 AMPS

143-149 CLARENDON STREET, SOUTH MELBOURNE

Telephone: (03) 699 8988



imrie INSTRUMENTS — The ultimate in Ignition Test Equipment

The "imrie 3000" tests **ALL TYPES** of conventional and electronic ignition systems, while the engine is running — during cranking in a no-start situation — or bench testing individual ignition parts and in most cases without any power supply to tester, allowing tests to be carried out in the field.

Distributors in all States of Australia

For more information on the full range of "imrie" test equipment, write or call:



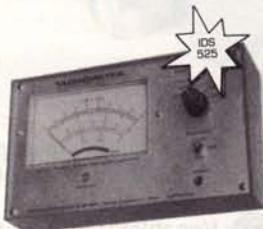
For FAST, ACCURATE diagnosing of ignition problems on ALL types of engines, thus eliminating all guess work associated with repairs and estimates.

Also used for testing portable generators and electric powered products.

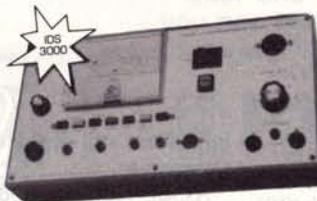
Used and recommended by leading manufacturers of small engines.

A very good recommendation because we are dealing with people who know and expect quality and performance.

GARAQUIP SALES & SERVICE PTY. LIMITED (INC. IN S.A.) AUTOMOTIVE TOOLS & EQUIPMENT • SUPPLY & SERVICE SPECIALISTS



MODEL 525 IDS TACHOMETER
TACHOMETER RANGE
4 Stroke Range 0-2000 RPM
0-8000 RPM
2 Stroke Range 0-4000 RPM
0-16000 RPM
SELF POWERING
SUITABLE FOR MOTOR BIKES, MOWERS & SMALL ENGINES.



MODEL 3000 IDS COIL CONDENSER, CDI TESTER
Tests all Electronic Plus Standard Systems. Spark Voltage — Condenser Test — OHMS — Volts — Coils.
* OPTIONAL EXTRA, Fly Wheel Simulators for Magneto & CDI Visual Load Tests.



Head Office: 84 Vore Street,
Silverwater, N.S.W. 2141.
Phone: (02) 648 5755
Fax: (02) 648 3535

Unit 6, 25-29 Fenton Street,
Oakleigh, Victoria 3166.
Phone: (03) 543 8233
Fax: (03) 543 5814

3/3365 Pacific Hwy, Springwood,
Queensland, 4127.
Phone: (07) 209 4733
Fax: (07) 209 3393

"TRUE BLUE"
FORKLIFTS!

CLARK

"TRUE BLUE"
STACKERS!



CLARK

CLARK EQUIPMENT AUSTRALIA LIMITED 30 Salisbury Road, P.O. Box 50, Hornsby N.S.W. 2077
Phone: (02) 477 8445 Fax: (02) 476 2241 Telex: AA170189

CONTACT YOUR NEAREST CLARK DEALER TODAY...

SYDNEY (02) 648 3777	DARWIN (089) 81 8000	HOBART (002) 72 3822	PERTH (09) 451 7966
NEWCASTLE (049) 69 3999	BRISBANE (07) 277 3233	TOWNSVILLE (077) 79 5377	MELBOURNE (03) 555 4499
WOLLONGONG (042) 29 8888	LAUNCESTON (003) 26 4211	ADELAIDE (08) 243 0788	AUCKLAND N.Z. 274 4974

Mastamedia

PRODUCT NEWS CONTINUED

time caused by a punctured diaphragm is now non-existent.

This lightweight 50kg unit has a maximum output up to 14.5 m³H (3200 gph), total head of 18 meters with a self priming suction lift up to 8.8 meters.

The ever popular Spate 75C is capable of pumping extremely viscous including oil, diesel fluids to compressing air to pump up tyres. Weighing only 75kg with a petrol engine, this unit far out performs other diaphragm Pumps of a similar size.

Maximum output 32 m³H (7000 gph) air handling capacity 8 cfm to 70 psi.

Available from:

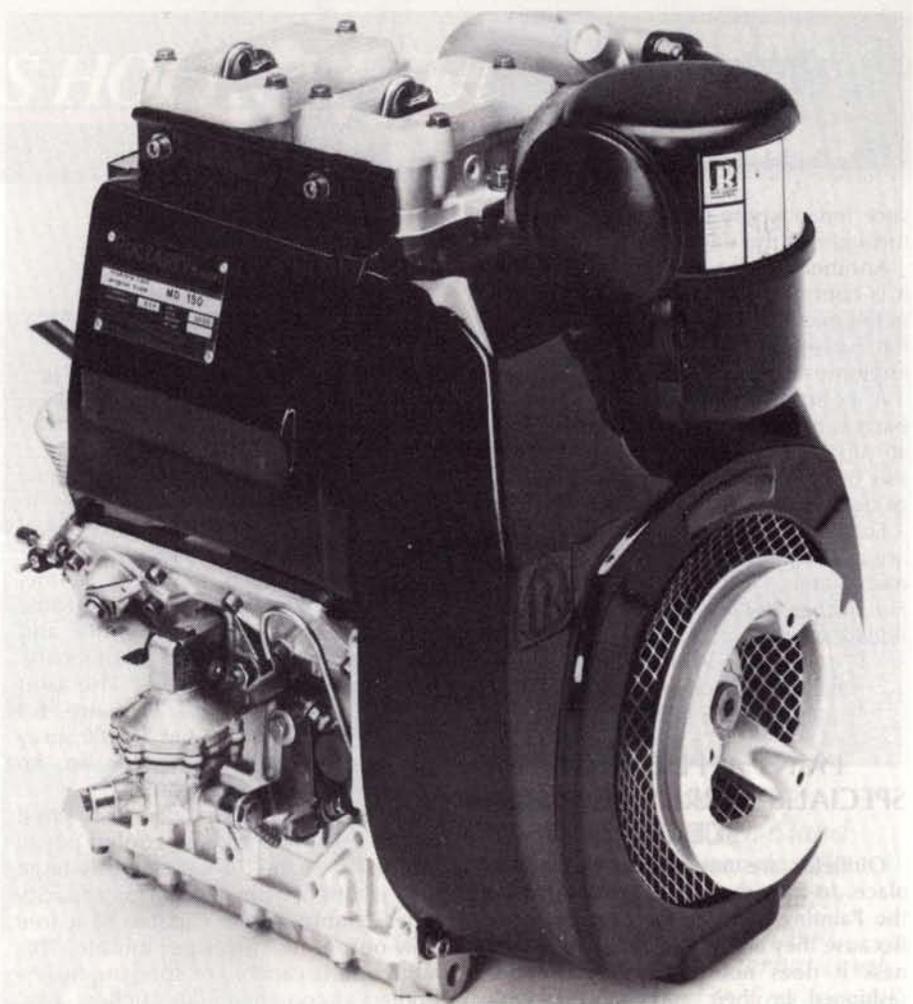
"Airdraulic Birco Group"
25 Dickson Avenue
Artarmon, 2064
Phone: 439 4200, 438 1025
Fax: 439 5636

HILTA CT60 TRASH PUMP

This new addition to supplement the popular C80 Hilta Auto Prime Pump is a heavy duty 75mm Self Prime Trash Pump with an output of up to 63 m³H. (14000 gph) with a total head of 27 meters (90ft) and self priming lift-up to 7.5m (25ft) while the priming time through 20ft of 3" suction hose is well under a minute.

Of cast iron construction this robust Pump is powered by a 7hp Robin petrol engine and fully contained in a tubular carry/roll frame.

The simplicity and ease of access to

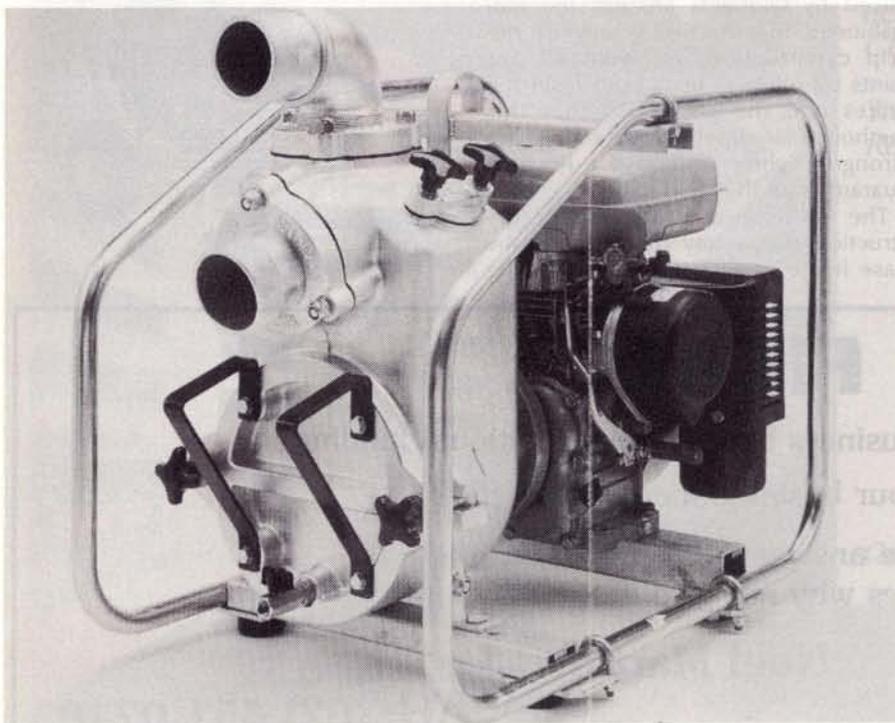


Pictured above is the new model MD 150 engine

the unit makes it ideal for minimum maintenance operation in the Hire Industry.

Available from the

"Airdraulic Birco Group"
25 Dickson Avenue
Artarmon NSW, 2064
Phone: 439 4200, 438 1025
Fax: 439 5636



AIRCOOLED DIESEL ENGINES FOR ACCESSORY EQUIPMENT

AETCO, the Australia wide Ruggeneri diesel engine distributor has recently announced the availability of a range of new engines ideal for installation in refrigerated trucks.

The new engine which develops 14hp at 3000rpm is the model MD150.

This brand new engine, an aircooled twin cylinder diesel engine, produces a maximum noise level of 75 DBA in its standard form.

Encompassing all the features of a diesel engine, this engine has many advantages, not found in other brands. These include being lightweight as the engine only weighs 50kg, an oil bath type air cleaner, spin on cartridge lube oil filters to name a few.

The lubrication system which is pres-

PRODUCT NEWS CONTINUED

sure fed ensures that oil is circulated throughout the engine.

Another feature of the engine is that it is complete with a rope start facility in the event that the user suffers from a flat battery and is unable to start the engine using the key switch.

A comprehensive range of spare parts is carried throughout Australia by all AETCO branches in each state, and this of course backed up by a network of dealers for spare parts and service.

Further details on the above engine are available from AETCO branches in each state.

For further details on the above press release contact:

John Whiteley
AETCO, 2 South Street,
Rydalmere, NSW, 2116

PAINT APPLICATION SPECIALIST ARRIVES ON HIRE SCENE

Oldfields are not new in the market place. In fact, they have been supplying the Painting Industry for over 75 years. Because they are an old established business it does not mean they are old-fashioned in their approach. Recently released is a brand new range of airless spray units equal to anything in the world today.

Four new models are now released:
Super 60 EL (electric powered)
Super 60 GE (petrol powered)
Super 70 EL (electric powered)
Super 70 GE (petrol powered)

The Super 60EL is the most popular of the series. It is a lightweight powered unit, incredibly quiet and powered by a 1.5 electric 240v motor and airless pump generating 0-3000 PSI adjustable pressure.

It has a free flow output of 6 litres per minute and capable of supporting



up to 4 spray guns when using normal acrylic paint, whilst also being able to spray heavy viscous materials. An ideal sprayer for the contract painter requiring a rugged mobile machine. The Super 60 EL has an all chrome chassis with fold-down handle and large pneumatic tyres for manoeuvrability over rough terrain. The unit comes complete with a 20 metre -6.3 (¼) bore spray hose, Titan 1 x 80 spray gun fitted with TR4 reversible tip. An all-round reliable performer.

The 60 GE (petrol powered) is fitted with a 3.5HP 4 stroke air-cooled petrol motor, as is the 70 GE but this large unit is fitted with a superior capacity airless pump and is capable of a free flow output of 7 litres per minute. This large unit is capable of spraying heavy-bodied viscous materials such as acrylic membrane and cold tarepoxies and is ideal for special applications. A demonstration for you, would soon prove its superiority.

Mobile Aluminium towers now produced by Oldfields are not the old-fashioned manufacturing way of rib-grip construction, we weld all our joints by robot — tests both from the States and the UK prove that this method is far superior. The frames are stronger, lighter, and have a life-time guarantee on the weld joints.

The MKIII series of all-welded construction allows any frame to be the base frame — all frames can take the

wheel assembly. This gives you greater flexibility — any size tower can be made from any size frame. You don't need the old-fashioned base frame complete with wheels anymore.

More flexibility gives you a smaller stock holding therefore less capital outlay. Hire companies are obviously a major customer.

Mobile towers are available from .7 X 1.9 to 3m x 3m to heights to meet your needs as standard units but can be adapted for greater heights or joined together to do long runs.

Not all applications require mobile scaffolding, sometimes a trestle and planks will suffice, or even step ladders and extension ladders will do.

A complete range of industrial trestles, step-ladders, double-sided step ladders, universal ladders, extension ladders are now made by Oldfields and to keep up with the times heavy duty Industrial fibreglass ladders are now manufactured. They have been developed after years of design testing and field use — they have greater electrical insulation properties and under normal conditions will outlast timber ladders at least five times. They are approximately 60% weight of a similar ladder making them so much easier to handle.

For further information, branches in all states of Australia and Auckland, New Zealand can look after your needs.



FINANCE

Would your business benefit from additional funding?

Is your business located in NSW?

If the answer to both questions is yes why not give me a call.

Noel Martin

BH: (02) 290 2600

AH: (02) 451 0710

FIRST CLASS HOLIDAY FUN & GAMES.



Australia's most exciting resort is set on its own island in the heart of Queensland's Gold Coast - a paradise of golden beaches, rolling surf and tropical rainforests. At Conrad International Hotel, you'll be treated to first class accommodation, food and entertainment - and the 24 hour a day excitement of Roulette, Blackjack, Baccarat, and other action-packed games at Jupiters Casino!

For reservations, contact your Travel Agent, Airline or Hilton Reservation Service.



C

*Conrad
International
Hotel*

AND JUPITERS CASINO

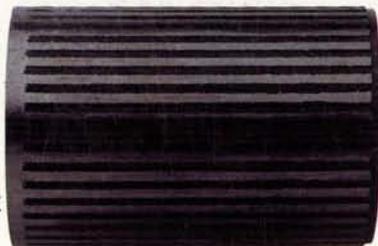
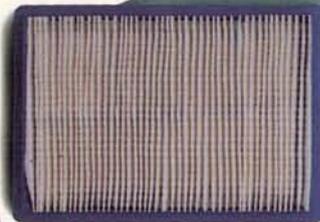
On the Gold Coast, Queensland, Australia.
Managed by Hilton Hotels U.S.A.

First Class

You can go a long, long way with I/C® engines. Inside and out they're made to survive the rough, tough work of serious professionals.

They come with cast iron bores – tough enough for years of wear. They have long-lasting Cobalite® exhaust valves and seats. You get heavy duty bearings – easily replaceable for minimal downtime.

I/C® engines are built to withstand the dirtiest, dustiest conditions. Dual-element air cleaners ensure that only clean air gets through to the carburettor for longer lasting, more efficient operation.



In short, I/C® engines really last. We're so sure of it, we back them with the Briggs & Stratton 2 + 5 Warranty – that's two years on the engine and five years on the Magnetron® electronic ignition. Available in sizes from 3 hp to 18 hp.



The power in power equipment.

Increase your life expectancy.

