

THE  
OFFICIAL  
JOURNAL  
OF THE  
HIRE  
AND  
RENTAL

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Industry Quarterly

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# HIRE and RENTAL Industry Quarterly

Official Journal of the

**HIRE AND RENTAL ASSOCIATION  
OF AUSTRALIA**

and the

**HIRE SERVICES ASSOCIATION OF NEW ZEALAND Inc**

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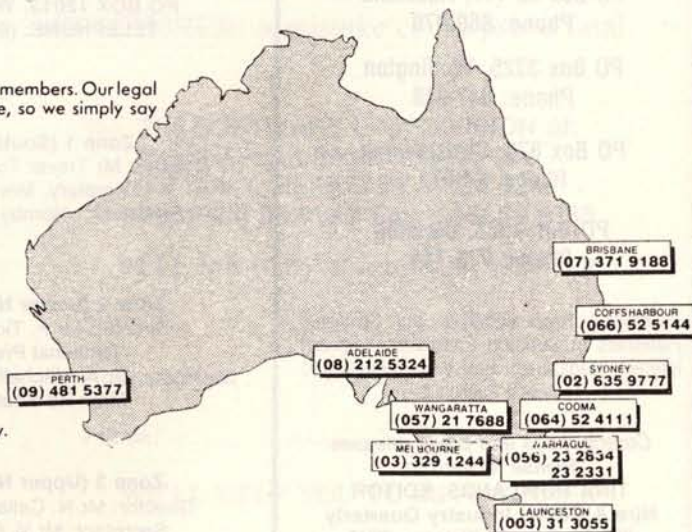
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# PRESIDENT'S REPORT

*On behalf of the Queensland Region, I want to thank all those who attended our Convention of a Lifetime. The Convention broke records in attendance, of delegates and exhibitors, and went close to breaking the "sales made on the floor" record too.*

When I mentioned Dr John Tickells theme (moderation in everything but sex and laughter) before the banquet floor show, that "we would look after the laughter, the rest was up to you", I had no idea that our comedian and impersonator, Danny McMaster was to do his twelve days of Christmas skit. The general feeling was that after non-stop laughter to the point where one ached and had difficulty in breathing, we had no energy for the rest.

In fact one of the well known identities of our industry said that he has travelled the world and not been so well entertained as at our convention.

Just a word to help the organisers of future conventions. "WHY DO SO MANY DELEGATES TURN UP WITHOUT PRIOR REGISTRATION"? My advice for future conventions would be to give very substantial discounts for pre-registrations. Evidently our early-bird 15% discount was not enough to get these delegates to make early commitments.

I would also question the advisability of accepting one day registrations without prior deposited bookings. I am certain that these unbooked arrivals have no conception of the dramas that their unexpected attendance causes behind the scenes at the registration desk, accommodation and catering areas of the hotel, quite apart from budgeting aspects of convention planning.

It is with regret that we learnt that Ron Williams of Victoria died of a heart attack on 23rd August. Ron served four straight terms as National President and was always striving to get our association to encourage young people to join our industry by urging members to take on apprentices, etc. Our sympathy and condolences go to Louise and family.

Following the success of the last convention our National Secretary has

booked the Conrad International Hotel for the 1991 convention. The dates being 10th-17th August, 1991. There will be no other convention booked for that week so that we shall have more exhibit time.

At the last national meeting I gave out promotional material on The Miss Australia Quest. It is my belief that we are now big enough to start looking outwardly to gain more public recognition of the hire concept and at the same time give something back to society. *More on this later.*

RON WYATT



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# NEW ZEALAND ROUND-UP



**T**HOSE of us who attended the New Zealand convention at Auckland saw the end of a Training Scheme that had been conducted at the Taranaki Polytechnic. This scheme had served us well and its demise was simply through lack of numbers available to attend week long courses.

We are very grateful to those companies who supported the courses and particularly those who helped with its administration and tutoring. The granting of the Phill Levy Award (for outstanding service to the NZ Hire Industry) at the Auckland convention to Gordon Dale was most appropriate. Gordon has not only been the principal administrator but has taken an active role as a tutor.

In an endeavour to cover a broader cross section of members and staff with age as no barrier we have now put in place a new Hire Industry Education Programme. This programme has as its base, the module system as previously taught, but has been extended and broken into smaller segments that will be conducted primarily on a zone basis. This system will allow easier access to the scheme and the particular requirements of each area can be readily attended to.

We are very grateful to the New Zealand Contracting Industry Training Council and to Grant Binns in particular whose efforts in putting this revised training scheme together are much appreciated.

It is proposed that the first of these training sessions will be held in Auckland in October to coincide with that zones ordinary meeting and the Directors meeting to enable evaluation of the sessions. As well as the forementioned the first of our two weekend Party and Special Events Training Seminar is being held at Lake Tarawera at the end of October.

Training is the watchword for the future with great boost given to the funds of our new Training Foundation at the convention and with a little effort from all members I am sure we can have a simple but effective scheme up and running that will benefit our industry for years to come.

**TREVOR TUFFNELL**  
New Zealand President

## NEW ZEALAND CONVENTION

**A** record number of Exhibitors and a large turnout of Members made the 1988 Convention and Equipment Exhibition held at the Auckland Airport Travelodge the success it undoubtedly was. A full bus load of out of town Delegates took advantage of the Yard Tour on the Thursday morning preceding the opening in the afternoon. The four Yards visited gave members an insight into a variety of Yard layout etc and no doubt enabled them to compare same with their own operations.

The opening of the Convention was undertaken by the Mayor of Manukau Mr Barry Curtis and was followed by a very enlightening address by Member of Parliament Mr Ross Meurant who not only spoke about some of his Parliamentary duties but also about his time previously spent as a member of the Police Force.

Mr Charles Edlin completed the after-

noon session when he gave a very thought provoking address on 'Economic Security in 1988'. No one could have gone away from that session without some challenges to be faced within one's own business.

The Opening Cocktail Party and Dinner including Waitemata Mayor Tim Shadbolt as after Dinner Speaker all contributed to make the start of our 1988 Convention a very successful one.

Friday morning was devoted to the Annual General Meeting (where a move to change the name of the Association was narrowly defeated) and this was followed by the Session from Trade Suppliers telling Delegates what was 'new' in the Trade. The Equipment Exhibition was open to Delegates after lunch (and again the following afternoon). Exhibitors are to be congratulated on the excellent layout of the displays which undoubtedly were assisted by the space available for the overall Exhibition.

Workshop sessions covering 'Security' were the highlight of the Saturday morning sessions and enabled all Delegates to learn about 'Procedures and methods or risk reduction' as well as the various 'Protection Systems' available.

The Awards Banquet, with a 'Cops and Robbers' theme concluded a very successful three days. During the course of the evening an Auction was held to raise funds for the newly established Training Foundation. The Con-

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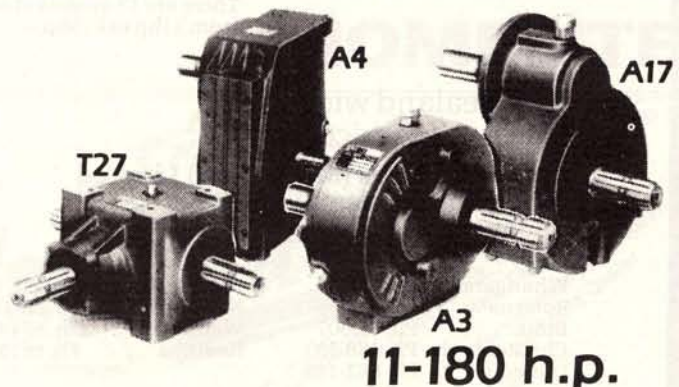
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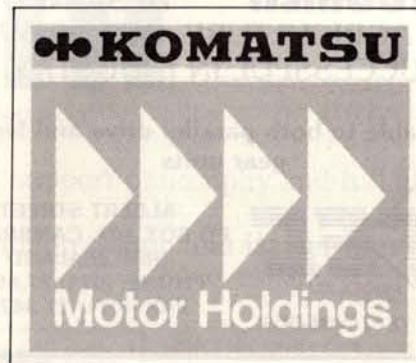
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vention began with \$500 in the Foundation to which was added \$2700 in donations and another \$4500 from the Auction. We are grateful to the many Trade Suppliers who donated items for Auction and to the support from Members. (One member was that keen to buy an item he kept bidding against himself).

This Convention saw the end of the

Presidency of Frank Tickner who had very ably led the Association for the past two years. Incoming President is Trevor Tuffnell of Nelson and the new Director for Zone 2 is Max Rutherford of New Plymouth. We record our gratitude to Frank for his leadership as our President and extend a welcome to Trevor as our incoming President.

We were very pleased to welcome to our Convention ARA President Richard Frechette and Elaine and Executive Vice President Jim Irish and Bobby-Jo to our Convention along with Bernice and Bernard Blank of Florida (who subsequently joined our Tour to Australia). A number of Australian visitors representing Trade Suppliers were also in attendance.

## PRESIDENT'S ANNUAL REPORT — 1988

### HIRE SERVICES ASSOCIATION OF NEW ZEALAND INC.

*The past year has been probably the most difficult yet for members of some provincial areas; while in Auckland, Wellington and Christchurch, although there has been some fall off, workloads are still fairly high. A disturbing aspect of the present situation is that some areas are experiencing a decline in population, which must be detrimental to all forms of business as well as hire.*

#### DIRECTORS

The Directors have met on seven occasions over the last year and in every case a good number of topics came up for discussion. At these meetings we had a floating Director in attendance, we also have had the Convention Convenor in attendance for this year's

meetings. My thanks go to the members who acted as floating Directors during this period and I hope you gained as much from attending as the Directors gained from your participation.

#### ZONES

Regular meetings have been held at different venues throughout the zones. As well as the problems facing the industry, the social and informal aspects of these gatherings is of immense benefit. The involvement of our associated trade suppliers is something that we must give every encouragement at zone level as well as our conventions.

The continuation of holding meetings at various venues is something I hope continues in future.

#### MEMBERSHIP

During the year we have made gains in both full and associated trade members. At 30 June, 1988 our on shore

membership stood at 153 with 93 full members and 60 associate trade suppliers.

To our new members I would like to extend a welcome and to our Trade Suppliers, thank you for the support you give the Association.

#### TRAINING

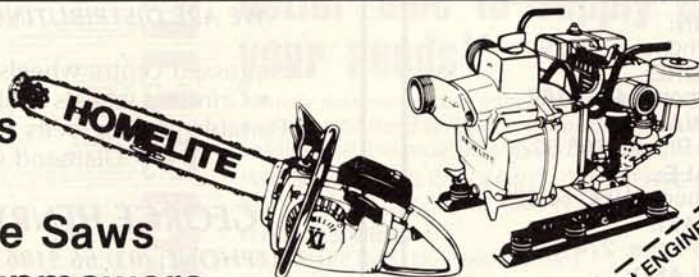
Our Training Scheme has had to undergo a complete re-assessment during this year. The program for last year was completed, however due to lack of support Modules 1 and 5 scheduled for April this year had to be cancelled. Subsequently Modules 2, 3 and 4 have been cancelled.

With Gordon Dale's impending retirement, the Training Committee has been negotiating with the Contracting Industry Training Council in an endeavour to find a satisfactory alternative.

Two 2-day seminars are planned for

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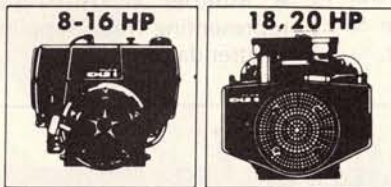


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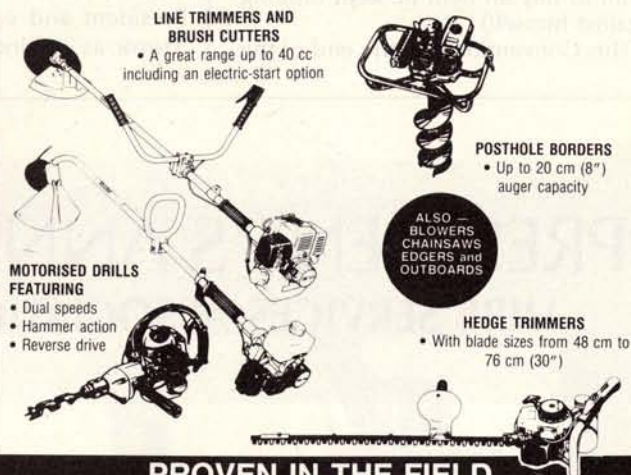
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later this year with the first being held in Auckland 11-12 October 1988 and containing some of the contents from Module 4. The second is a Party and Special Event Seminar and this will be held at Lake Tarawera 28-30th October, 1988.

The CITC has put forward proposals whereby the subjects covered in the Modules could be covered by courses in various institutions at different locations. When the required number of topics have been completed, a single Module Certificate would be granted. This would also enable participants to complete many subjects in their own areas and thus save on travel and accommodation costs. The Committee sees some merit in such a proposal, however at this stage no final decision has been made.

Finally, I would like to pay a special tribute to Gordon Dale for the tremendous contribution he has made to the Training Scheme. At a small cost to the Association, he has run the Training Scheme since its inception and for this we are all most grateful — thank you Gordon.

## CONVENTIONS

The 10th Annual Convention held last year in Palmerston North was highly successful and with a record number of exhibitors and sponsors, showed a good profit. While this is not the aim of the Association, it certainly enables the registration fees to be kept at lower levels. To John and Susan Mikkelsen who organised last year's events. I would like to say thank you both.

This year we appear to have even more Trade exhibitors than last year and all available space has been taken up. This shows the support we get from our suppliers and to them I extend my thanks and look forward to seeing you all at future conventions.

The competent way that this year's Convention has been organised by the Convenor and Organising Committee,

assisted by our Secretary, Kelvin Strong, points to this Convention being up to previous standards. A terrific amount of work goes into making these events the success they are and the high level of entertainment, as well as very competent speakers, is evident again this year. My thanks to all involved.

On Sunday following the Convention, a party of our members and their wives will travel to Australia and the Australian Convention as well as World Expo.

## ADMINISTRATION

With the restructuring of the Contractors' Federation, your Directors are very concerned as to the effect it could have on the Association.

During the period that Kelvin Strong has acted as our Secretary, we have become heavily reliant on him because of his exceptional administrative ability and understanding of our industry.

The present Executive Director of the Federation retires on 9th August, 1988 and at this stage no successor has been appointed. Coupled with this is the fact that there will be a new President from that time as well.

Representations have been made to the Federation in an endeavour to clarify the situation but to date we have not received any reply and this probably won't happen before their Convention in August.

During the year we faced increased costs for the Secretarial services we receive. However, we still had good value for money. Any future increases and changes will have to be carefully monitored by the Directors to obtain the best results.

## GENERAL

The year has seen changes with some of our big firms expanding, while smaller firms in provincial areas have been experiencing difficult trading.

Cost increases such as rates and power have risen considerably during the year and Hire Rates have not kept up with these costs. Wide variations in Hire Rates around the country are probably determined by the running costs of the particular business concerned, however, from the last rate guide survey, it would appear some members are loosing out badly.

Although not widespread, there have been a few instances of price cutting in some areas. This does the industry no good at all and once customers realise they can have this bargaining power, it can seriously affect our returns. I feel that in a competitive environment, we should compete on service, not price.

Finally, my term as Director and President is over and I would like to thank Kelvin Strong for the assistance he has given to me over the last three years. He has always been available to produce the answers and carry out whatever tasks where necessary, often at short notice. For this, I am most grateful.

The one regret I have is that I have not been able to visit my members' premises during my term. As a small operator with a low staff level, anytime I am away, invariably has to be caught up somewhere along the line. Speaking to other members with smaller firms, it appears that everyone is operating at lower staffing levels due to the uncertainty of the current financial climate.

I have always endeavoured to be aware of the problems that you as members are experiencing and to take the action I considered in everyone's best interests.

To my fellow Directors, I would like to thank you both for the great help you gave to me and I feel sure with your continued involvement, this Association will flourish.

FRANK TICKNER  
President

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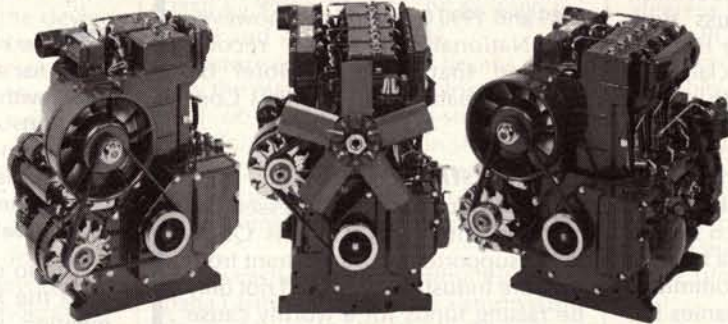
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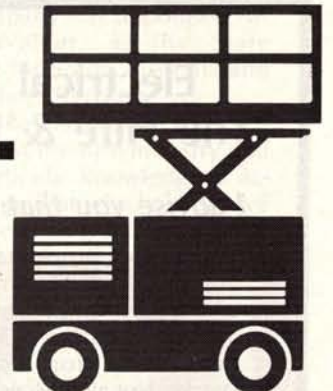
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NSW: SECA Aust, 11 Carrington Road, MARRICKVILLE, NSW 2204 — Telephone: (02) 559 5622  
VIC: OBE Trading, 65 Taunton Drive, CHELTENHAM, VIC 3192 — Telephone: (03) 584 7211  
SA: METCO, 237 Richmond Road, RICHMOND, SA 5033 — Telephone: (08) 234 0566  
WA: Flextool (Aust) Pty Ltd, 3/47 Tate Street, BENTLEY, WA 6102 — Telephone: (09) 451 2077  
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LPAL98

## GENERAL BUSINESS PARTY HIRER'S REPORT

### *Report on National Delegates Meeting*

**D**uring the Convention party hirers from throughout Australia met to discuss their specialised field within the Hire Industry. They feel their speciality requires more accent within the Association. There is a need to think beyond party into the entertainment hire sector which should involve increased membership in this field. They propose to request each state to contribute funds to employ a lobbyist for their industry. The Committee suggested individual companies forward to the National Council, support and ideas regarding this issue. It was suggested more specific details of requirements would need to be researched before the National Committee could make any decisions.

Future Hire Association Conventions were discussed and the appeal of the Gold Coast was generally recognised. Victoria and South Australia are now into the planning of the 1989 and 1990 Conventions, however the National Committee recommended that Conrads Hotel be booked tentatively for the 1991 Convention.

### *Miss Australia Quest*

Ron Wyatt, Flextool addressed the Meeting with regard to this Quest being supported with an entrant from the Hire Industry who would not only be raising funds for a worthy cause but be promoting the Hire Industry favourably in the public eye. It would need to be ascertained, at the State level, if members are willing to support an entrant.

NEIL DAVIS, *President*

## Electrical Test Procedures used by The Hire & Rental Association of NSW

### *I advise you that:*

1. There are proprietary testing devices available in Australia which perform the tests outlined in Section 15.2 of "Electrical Requirements for Construction Work". Not all devices test double insulated power tools, however.
2. The quality assurance procedure whereby power leads, tools and plant are in turn,
  - (a) Inspected by a responsible employee of the owner, as outlined in Section 15.1 of the requirements.
  - (b) Tested by the same employee, (in the manufacturers recommended manner), with a proprietary testing device capable of performing all the tests in Section 15.2 of the requirements.
  - (c) Labelled with the serial number of the proprietary

testing device and the name of the employee who performed the test.

- (d) Recorded at the hirer's premises with the date of test.
- (e) Stored in a cool, dry location.
- (f) Marked at the time of issue with the current date.

complies in spirit to the "Electrical Requirements for Construction Work" provided that the integrity of the testing device is maintained. The integrity of the testing device can be assured by having the device checked by either the manufacturer or a licenced electrician on a monthly basis.

I trust this advice will assist you to reduce the impact of your Association and assist you in your endeavours to comply with the Occupational Health and Safety Act.

*Yours faithfully*

M.D. PATRICK  
*Acting Chief Inspector  
Construction Safety*

# Electrical Regulations

**T**he Hire Association of NSW has for some time been negotiating with the Minister for Industrial Relations over the unworkable conditions imposed under the "Electrical Requirements for Construction Work" Legislation, which was first introduced as "Guidelines" back in January 1987.

Due to our direct representation to both the Minister and the Premier, a meeting was arranged with senior representative of the Department of Industrial Relations in order to find a workable solution, acceptable to the Hire Industry.

### THE RESULT

The DIR will accept the use of a Safety Testing device in place of a licenced electrician (see attached letter from DIR).

The Association then approached the manufacturers of these devices and details are as listed. Special prices have been negotiated for Association members. *The Companies are:*

**NILSEN INSTRUMENTS P/L, Unit 4B,  
128 Frances Street, Lidcombe, 2141. Ph:  
649 3222** who market the MEGGER PORTABLE APPLIANCE TESTER which has full approval from the DIR.

Cost for this is:

ASSOCIATION MEMBERS

\$1499 plus sales tax

NON-MEMBERS

\$1666 plus sales tax

**PARAMETERS P/L, Centre Court, Block E, No. 1, 25 Pole Street North, North Ryde, 2113. Ph. 888 8777** who market a device called SafeTcheck. DIR have stipulated that any device that is used must be capable of checking double insulated portable appliances. At the time we go to print, Parameters are still to present their prototype instrument for DIR approval.

We have been informed that this is imminent and that the machine will go into immediate production once approved. Cost will be advised and they have assured us of a special deal for Association Members, of around \$1,000.

## AVAILABILITY OF BOTH DEVICES

Fred Casey from NILSEN INSTRUMENTS has informed us that if Association Members wish to order this safety device NOW delivery will be MID to LATE NOVEMBER this year!

Ralph Brown from PARAMETERS PTY LTD has informed us that their safety device will not be available for delivery until EARLY 1989.

It should be noted that in the letter from the DIR, it states that the device should be tested by either the manufacturer OR a licenced electrician on a monthly basis. We consider this to be unnecessary and have asked that this be revised. DIR have stated that their intention is to confer with the Australian Safety Standards Group, with the intention that an Australian-wide check period be created for such devices, this should extend beyond the current ONE MONTH. Members will be informed as these changes are introduced.

The shelf-life of equipment after checking will become accruable and the date of first use *when* equipment first leaves the depot for use, will become the effective start date and validity of the equipment will commence from that time.

Ordering of these safety devices should be done directly with the manufacturer.

If you have any queries please do not hesitate to contact the Hire Association on 634 2964, Chris Stewart.

The Association is also looking to standardise the labelling of power leads, tools and plant, throughout the industry. We will keep you informed of developments in this area.

**CHRIS STEWARD**  
Executive Officer,  
Hire Association of NSW

## PIMEC'S GALA NIGHT

Dinner was held at AKITA RESTAURANT MELBOURNE, Friday, 23rd September, 1988, to farewell Mr Rick Suzuki of Kanematsu-Gosho Australia, (trading house for KUBOTA Engines, Japan) and to welcome his successor, Mr T. Kambe. Hosted by Pimec's Mr Max Nixon with master of ceremony Mr Richard George, the evening was noted to be a resounding success.

## OUR COVER STORY

# KOMATSU EXCAVATORS IDEAL FOR HIRE INDUSTRY

**Komatsu has a range of five small excavators which are ideal for the hire industry.**

The range includes the 1100 kg PC05, 3150 kg PC30, 3900 kg PC40, 6300 kg PC60 and 7000 kg PC60U.

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

Newcastle district contractor Eleebana Earthmoving dug up a storm with the first Komatsu PC60-5 hydraulic excavator delivered in Australia.

The 40 kW Komatsu excavator spent its first eight weeks digging swimming pools and house foundations, breaking rocks and concrete with a Drupp 300 hydraulic hammer, and drilling pier holes for builders and the National Parks Service.

Operator Michael Christensea has praised the improved productivity of the new Komatsu machines.

He said it has superior comfort, cab appointments and work equipment speed.

"The Komatsu travels faster and has a faster slew than the machines we'd been using," Mr Christian said.

"It's a more comfortable machine to operate — the cab is much better than its rivals and the vision is better," he said.

Company principal Bill Christensen (Michael's father) said the 6300 kg Komatsu excavator is easily transported on a bogie truck.

Eleebana Earthmoving also operates a 12 tonne Komatsu D41S dozer shovel on general contract work.

The Komatsu PC60-5 is one of five new smaller hydraulic excavators launched in 1987 in Australia.

Komatsu Australia now offers a range of 15 hydraulic excavators, from the 1100kg PC05-5 to the 160,000 kg PC1600.

The 40 kW PC60-5 has a standard bucket capacity of 0.28 cubic metres and an operating weight of 6300 kg.

It has the smallest swing radius in its class, making it ideal for work in confined areas.

The new PC60-5 and its "brother" the PC60U-5 share a fuel-efficient, 3.26 litre, four-cylinder, four-cycle Komatsu

direct-injection diesel engine which delivers 40 kW (54 hp) at 2100 rpm.

The 7000 kg PC60U-5 machine has an offset boom with a working quadrant of 122 degrees to the right and 51 degrees to the left.

The PC60 and PC60U have Komatsu's advanced PC hydraulic system with two variable-capacity piston pumps for efficient conversion of engine power.

They feature a sophisticated new energy saving hydraulic system with alarm/merge circuit for smooth compound bucket movement and high-speed bucket/arm action for shortened cycle times.

## COATES HIRE APPOINTS NEW STATE MANAGER

Coates Hire, Australia's largest hire company has appointed Mr Ralph Walker, as the State Manager for South Australia and the Northern Territory.

Mr Walker has over 10 years' experience in the hire industry and has a particular knowledge of access equipment which will prove invaluable in his work with Coates.



Mr Ralph Walker, SA/NT State Manager, Coates Hire. Ralph has over 10 years experience in the hire industry.

# COATES LAUNCHES INTO THE ACCESS HIRE MARKET WITH JLG

*After many years researching the access equipment market both here and overseas, Coates Hire, Australia's largest hire company today announced the purchase of a comprehensive range of access equipment to suit most applications.*

The company chosen to supply the equipment is JLG, an international manufacturer of access equipment with factories in the United Kingdom, America and Australia.

Selected as a result of an in-depth study of the trends and equipment available overseas and within Australia, Coates will utilise the international expertise of JLG and the extensive local knowledge which the company has gained through several years of designing and manufacturing Australian machinery in Australia for Australian conditions.

"JLG was the obvious choice," said Coates General Manager, Mr Jim Brown. "JLG access equipment is developed, tested and manufactured for Australian conditions and is backed up by an Australia wide service network which guarantees service support and spare parts," said Mr Brown.

Coates have placed paramount importance on safety and maintenance and have selected equipment which not only meets the Statutory safety re-

quirements, but also offers maximum stability, manoeuvrability, and ease of operation.

One piece of equipment which is particularly adaptable is the "Top Gun" aerial work platform. A new concept in access equipment, the Top Gun features an articulating telescopic lift, incorporating a three section lower boom with two telescoping sections, joined to a two-section upper boom with one telescoping section which allows the Top Gun to operate anywhere.

All JLG access machines feature foam-filled, puncture-proof tyres and audible and visual warning systems for travel and boom movements, and all rough terrain models feature oscillating axels for stability on rough ground.

The new range will include 20' electric drive scissor lifts with a 32" wide platform for tight spots through the full range to the massive rough terrain diesel powered, 40' platform height, and 14x6' traversing deck with lifting capacity of 907 kgs. Coates already have



Coates JLG both boom onsite at Blue Circle Cement's, Berrima Works.

trailerable Hydraulic Work Platforms in their fleet.

"In order to offer the usual Coates high standard of service our people are currently undergoing a comprehensive maintenance and repair course on the new equipment with the manufacturer, JLG," said Mr Brown.

## MORE 'PLAYERS' NEEDED FOR RURAL TRAINING

**P**Primary Industries and Energy Minister, Mr John Kerin, urged rural communities and industries to become more involved in planning the future direction of rural education and training.

Speaking at a meeting of the Rural Industry Training Council of Australia in Canberra, Mr Kerin said that if rural communities and industries wanted more from education and training, there was an obligation for them to play a greater role.

"It is not sufficient to leave all the important decisions which shape the education and training system to the Commonwealth and State Governments and the education institutions. Industry has to play a role in helping to shape the rural curriculum to make it more relevant to its needs, and in improving the access to, and efficiency of

training. The local community has a role in undertaking directly some education and training courses."

Mr Kerin said the Federal Government was responding to the education and training needs of the five million Australians who live outside metropolitan centres. As a broad group, they have greater difficulty than their metropolitan counterparts gaining access to the formal education system.

"As well, some people who live outside metropolitan centres have fundamental reservations about the value of the formal qualifications and training on offer," the Minister said.

"For Australia, this is a problem, not only in terms of a general desire to increase education and training participation levels in rural areas, but also specifically in terms of the need to enhance the skills base of our farming and mining industries. Productive,

competitive and innovative rural industries are critical to the future economic well-being of this country."

Mr Kerin said the Federal Government had recognised the importance of rural education and training, releasing seven significant papers and reports on the subject this year. The 1988-89 Budget also contained an allocation of \$12 million to support innovative education and training programs.

Mr Kerin said the Rural Industry Training Council had a vital role to play in mobilising rural communities, educational institutions and industries to accept their responsibilities in shaping the future of these Government initiatives.

Media contact:

Jim Devine (062) 77 7520 (W)  
(062) 88 2448 (H)



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# “CONBUILD”

From Tuesday, 6th September to Saturday 10th September, 1988, the “2nd International Australian Building and Construction Exhibition — “Conbuild” was held at the Sydney Convention and Exhibition Centre, Darling Harbour, Sydney.

“Conbuild” included companies exhibiting the latest materials, equipment and services for the building and construction industries, ranging over a diverse number of sectors eg, civil, structural, electrical, hydraulic and mechanical engineering as well as the housing and specialist trades.

There were three hundred and twenty exhibitors to be seen on display at “Conbuild”.

*Following are some articles which should prove of interest.*

## DESIGN AWARD WINNERS EXEMPLIFY TOP INDUSTRIAL DESIGN

**O**n display at the recent Con-Build Exhibition in Sydney were five manufacturers who exemplify Australia's excellence in industrial design.

The exhibitors, Australian Plastics Profile, W. Latham & Co., Australian Slatwell Industries, Atlas Air Australia and Clearview Aluminium all received 1987 Australian Design Awards.

Australian Plastics Profile Aussie Duct Systems 2000 won the prestigious Con-Build most Innovative Product Award for 1988, which was presented at the exhibition.

The system, a range of electrical connections and multi-purpose/multi-functional junction boxes, is a world first and shows ingenious design.

There are many advantages of the Aussie Duct system both cost saving and innovative. The System represents the first significant change to the plastic electrical cable insulation market, by eliminating glued connections and the need to carry a multitude of junction box configurations. Over 100 existing boxes are replaced by one mix and match system and there is the ability of creating more than 34,000 different combinations of connections.

The product is used widely throughout Australia and with international patents and a very significant technology base it has guaranteed worldwide success. Currently there are export agreements with 34 countries.

W. Latham has, for many years, been engaged in the design and manufacture of a wide range of flooring products for commercial and industrial application.

Although a number of these products are virtually unseen because of their placement in floor structures, they are highly regarded by industry because of their design and performance characteristics.

These innovative products, which have been endorsed by Australian Design Council, include “X” Pansion joints for pavement strips and terrazzo, anti-slip stair tread nosings, tread and mall bars and slip resistant strips.

The products are used widely throughout Australia and the company is continuing to develop its export markets in the UK, Europe and South-East Asia.

Australian Slatwall Industries won its design award for the Eycline Lateral Merchandising System which is an innovative extrusion system designed to form walls or dividers from which merchandising racks, hangers, display shelves, ticketing etc are mounted.

Creating join free displays up to 7 metres long and able to be built up on site to any height with invisible interlocking joint, “Eycline” overcomes many of the problems associated with conventional slatwall system which are heavy, awkward to handle, subject to damage during transit and installation and are not easy to cut to length.

Other advantages of “Eycline” include the availability of a wide range of colour laminates which may be mixed and matched on site and changed quickly and economically; the strong, lightweight nature of the system; its ability to take all standard slatwall merchandising fixtures as well as ticketing and signage which can be fixed anywhere in the system, and its cost competitiveness in all aspects of purchase, ease of handling, installation and maintenance.

“Eycline” was successfully launched at Euroshop, the International Merchandising and Marketing Trade Fair in Dusseldorf.

The Office Air Terminal (OAT), Personal Comfort Enhancer (PCE), and Floor Power Terminal (FPT) produced by Atlas Air Australia are totally innovative products with no known competitors and offer considerable benefits in regional and specific control of air.

The advantages of the underfloor system, of which they are part of, are well known in providing easy access for the large amount of cabling found in modern offices.

These superior features lie in the flexibility of the arrangement of power, telephone, co-axial cable and computer sockets that can be varied to suit each installation, and the fact that there is no ducting which can house legionnaires disease spores.

The OAT, PCE and FPT are highly competitive in the field of air conditioning and are well supported by a professional approach to marketing and servicing.

The outstanding appearance and function of the entire product range of Clearview is the resultant effort of the designer Charles Young.

Innovative features such as the universal knuckle joint, for easy and quick directional changes of the balustrades, the railing holdfast and fixings which exhibit extreme strength and durability.

The entire system displays great versatility with infinitely variable baluster centres, continuous top and bottom railings and the unique concealed fixing of the post base.

*For further enquiries, please contact TRACEY TUFEK (02) 797 6255.*

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**Mole Technology**

# LEGIONNAIRES' DISEASE NO MATCH FOR AUSTRALIAN TECHNOLOGY

**The tragic death toll in Wollongong in 1987 due to legionnaires' disease has had a surprising effect on the construction industry in the past 18 months.**

When exhibiting companies gathered for the Australian Construction and Building Exhibition at Darling Harbour's exhibition centre (Sept 6-10) one debate on the industry's mind centred on what has become known as 'sick buildings'. The catalyst for this alarming title was probably the 11 deaths in Wollongong, but there are other factors.

Someone whose business must be said to have received benefit from the problem of legionnaires' disease is Colin W. Ward, chairman and managing director of the NSW Pymble company, Atlas Air Australia Pty Ltd. Atlas Air, who were at the exhibition, received the Australian Design Council Award for its underfloor air-conditioning system.

It was air-conditioning ducting which 'unwittingly' became the carrier of the deadly legionnaires' disease bacterium in Wollongong. Atlas Air does not claim that its \$2.5million R&D development has blossomed in the wake of the incidence of the disease but it certainly hasn't done it any harm. And there is little doubt that the continuing lack of a guarantee of 100 per cent safe air in established air-conditioning systems has opened a pandora's box of worry among both tenants and those responsible for maintaining buildings.

But when the Wollongong tragedy happened Colin Ward had the total answer on the drawing board.

"I anticipated the fears of our own 800 maintenance contract customers, whilst quite certain of our thoroughness in fumigating their air-conditioning systems.

"In fact, we didn't need to do any additional work — but we had a big job ahead of us in reassuring our customers."

He states that it is not coincidental that new draft government legislation (ref: Clive Broadbent, Chief Mechanical Engineer, Fed Dept Administrative Services, Dickson, ACT) is entirely in line with the company's procedures. Atlas Air is currently working closely with Canberra on a proposed quality air act. Legislation has already been

enacted in Canada and USA and is imminent in UK and Australia. The legislation is likely to require annual cleaning and fumigation of systems.

Without wishing to be alarmist, Mr Ward further points out that legionella bacterium has shown itself to be remarkably adaptable.

"We are able to eradicate all but five per cent of the bacteria — but that small percentage is feeding off the 95 per cent which has been killed. In short, there is evidence of a 'superman legionella' being created. Fortunately, we are aware of this problem and our maintenance procedures for air-conditioning systems are being adapted. We have ozone and chemical treatment and we must continue to stay one jump ahead."

Mr Ward's accolade from the Australian Design Council acknowledges that his system makes legionnaires' disease and other contamination impossible since it does not use ducting as a component in contrast to the ubiquitous conventional system.

"In the case of the Wollongong tragedy, the air-conditioning air intake was on a roof. Sucked in air was contaminated with legionella bacteria, blown to it on a prevailing breeze from a rooftop water cooling tower — about 80 metres away. Once in the system it struck a deadly blow."

Colin Ward admits that his all-Australian under floor system was de-

veloped for buildings holding computer technology.

"High technology electronics, especially in the office, has brought a large amount of computer equipment to the desk of every office worker. And the pattern of leasing in office blocks shows that offices are rearranged on two-and-a-half and five year cycles. Moving personnel is a simple matter compared to moving the electronics, computers and terminals. I recognised that accurately positioned air-conditioning would be a godsend to office planners."

His system has floor vents which release air according to a simple setting control knob beneath each floor grill. The beauty of the system is that you can relocate the vent grill 'tile' anywhere you like in the floor area quickly and simply.

Therefore, the rearrangement of office space to accommodate people and equipment, particularly computers, is not a problem.

Additionally, each work station can have its own personalised flexible air tube, (personal comfort enhancer), coming from the floor, and directed at the VDU, WP or the operator. The concept is not dissimilar to the arrangement for the interior of a jetliner. There is overall air-conditioning but every passenger also has an individual air nozzle adjustable to personal need.

Atlas Air is gaining ground with blue



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chip name customers such as TNT, Australian Airlines HQ building Melbourne, and Unilever. There are eight major reference sites in Sydney alone now.

Colin Ward points out that it is the tenant who often insists on this new high security air system — rarely the architect, developer or builder.

"This system is an architectural sell and it has to be said that there is resistance among mechanical engineers who do not wish to break with tradition.

"I believe that architects and developers will neglect this technology at their peril. Already there have been cases of tenants refusing to sign long leases unless the system is installed.

"Many developers are only interested in minimal essentials, looking for a quick sell of a new building and moving on.

"But diseases deriving from legionella and golden staf remain possibilities which could again cause tragedy. Most buildings are conventionally ducted with ceiling air-conditioning which makes adequate cleaning and fumigation a continuing maintenance overhead and problem.

Mr Ward states that the air-conditioning industry has had little or no outside research help of substance.

"The demand for contractors to clean and fumigate ducting is considerable and it is possible we could run out of qualified people to conduct tests. Chemical companies are working hard to produce chemicals to approved government standards."

Atlas Air has developed a software package which they are giving to architects and mechanical engineers to format the air-conditioning requirement of new buildings based on the company's under-floor system.

The current draft legislation to provide regulations regarding the maintenance of air-conditioning systems is

part of current dialogue in the building and construction industry regarding the quality of life within high rise places of work. There is a school of thought which questions the technology employed to make work environments within large scale buildings healthy for those who work in them.

The biennial Australian Building and

Construction Exhibition brought the industry together to inspect equipment and services currently employed.

Further information:

LEWIS MARTON, Engineering Manager International Division, Atlas Air Australia Pty Ltd — 644 6949.

COLIN W. WARD — Chairman and Managing Director, Atlas Air — 644 6946.

## NEW FINANCIAL DIRECTOR FOR HANSON SYKES PUMPS

*Mr Douglas Reed, AASA, CPA, has been appointed financial director of Hanson Sykes Pumps Pty Ltd.*

The company is a leading manufacturer and national distributor of pumping equipment and accessories used in mining, contracting and municipal engineering.

Mr Reed, is a graduate of the Newcastle Institute of Technology. He entered industry as an accountant in 1965 and subsequently held senior executive appointments with a number of international companies, with responsibility for financial management of local and overseas operations.

In 1979, after two years UK service as group commercial manager with Lipton Tea, he returned to Australia to take up an appointment as chief accountant with Streets Ice Cream Pty Ltd. In 1982, he was appointed commercial director.

In his new appointment, effective August 1st, Mr Reed assumes responsibility for financial management of Hanson Sykes' operations throughout Australia, including pump manufac-



Mr D. Reed, Financial Director, Hanson Sykes Pumps Pty Ltd.

ture, hire and sales, production planning and purchasing.

He replaces Mr P.D. Nossiter, who is retiring July 30th after 18 years service with the company.

## NOTICE TO ADVERTISERS

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

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

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

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For a corporation — \$50,000.

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

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# 17th International Hire Convention and Exhibition

*"The Convention of a Lifetime" held at the Conrad International Hotel, Gold Coast, Queensland, is over . . . but not ended! Most exhibitors and delegates will be busy following new business leads and developments that such an exhibition offers.*

Here are some comments and reports from various companies and people that were involved in the successful "Hirexpo 88".

## CONVENTION IMPRESSIONS

Surfers Paradise and in particular the Conrad International are really the almost-perfect place for a Convention. A beautiful hotel, plenty of sunshine and lots of space to hold an exhibition — what else can be required.

Monday morning saw the "Hirers Challenge" competition between the States in the form of "sports events" on the beach. Although I had not arrived in time for this great event I was soon informed that the Victorian team had won the competition and had been presented with the inaugural trophy. This was promptly entrusted to my care and now takes pride of place in the office!

I did arrive in time to attend the first session — Carmel Travers, well known presenter of "Beyond 2000", speaking on "The Age of Technology". She was a very stimulating speaker and although several delegates felt that her talk was not entirely relevant to the hire industry, I think she managed to give a very clear picture of her work in the age of technology.

On Monday evening it was off to Sea-world for the "Bicentennial Bash" sponsored by Kango Wolf. We were entertained by Aboriginal dancers and the performing dolphins, and had an adventurous boat ride through Lassetter's Cave and an enjoyable barbecue dinner. However it would have been an even more enjoyable function if the weather had been warmer. I don't know what happened to the mild Queensland weather this night, but it

wasn't at all kind to us. In fact I can't remember being so cold and after dinner decided to call it an early night and caught a lift back to the hotel. I believe I missed a great floorshow, but nothing in the world would have enticed me to stay any longer!

On Tuesday morning I joined the Ladies Tour which was a cruise to Sanctuary Cove for lunch. The weather was beautiful, the water was calm and we had a most enjoyable cruise and lovely luncheon. I almost thawed out after the previous night! There was even time to browse the shops at Sanctuary Cove and I mean browse because the prices were a bit beyond the budget!

Dr John Tickell entertained us first up on Wednesday morning by telling us what we should and should not be eating and how much exercise we should all be getting. He always makes me feel guilty for a day or two after listening to him and I vow to take his advice, but it doesn't take me long to revert to my usual bad habits again!

The Gong Show was next on the agenda. This was a review of products by several suppliers, and depending on how interesting the message was or not, a panel of hirers was entitled to "gong" them off the stage. A good idea, but I didn't manage to last till the end — perhaps because I felt it went longer than necessary.

After the basket lunch (quite a novel idea), the exhibition was opened and for many people this was the most important part of the convention. It really was a large and comprehensive exhibition with even outside heavy equipment being on show for the first time in the lower carpark. A great opportunity during the afternoon and the next day for many to place orders and

stock up the business, and to see any new items of equipment.

On Thursday morning Dr Neville Norman, one of Australia's leading economists and a very entertaining speaker, gave us his predictions for the future of the economy. After a very enjoyable lunch, we then became the jury for the "Fitz-Kroeger Enquiry". In his own inimitable way, John Kroeger conducted a very "serious" enquiry into the hire industry and its suppliers, to determine whether or not corruption in the industry existed. I am no wiser!

The final function was of course the banquet, and a very elegant function this was too. I thoroughly enjoyed the dinner and entertainment, and thought the rendition of the "Twelve Days of Christmas" was the funniest I have heard.

**Congratulations to the Queensland Organising Committee on a great convention, and I hope to see you all again in Melbourne from September 5-7 next year!**

LOIS ZIEBELL  
Secretary

Hire and Rental Association of  
Australia, Victorian Region Ltd.

## OUR CONVENTION It was Great!

After nearly two years of planning and anguishing this important annual industry event came to fruition at the Conrad International Hotel from 7-11th August, 1988. At first the organising Committee were a little overawed by the enormity of the whole event. However, as the delegate rush

settled, it became clear, it was a successful, progressive event for the Hire Association and ultimately the Hire Industry. There will always be post mortems and 'if onlys'. However, it is by trial and error one learns and develops in a positive direction.

The programme offered to delegates was highly relevant. There was a great deal to learn and share from the industry sessions as well as the professional speakers.

The Trade Exhibition was the largest ever staged at Conrads and the largest for the Hire Association. Believe me when I say there were sleepless nights of worry regarding the orchestration of the event. However, thanks to Jon Gordon, Special Events, Ian Kennedy, Tilt Tray Transport and Peter Morahan, Moretons Hire, and the co-operation of exhibitors, the whole event ran smoothly. More exhibition time was valid criticism especially as there was so much to see and buy.

Thanks has been extended to the organising Committee as you will read in our Chairman's letter and through correspondence from other members and verbal comments. Thanks has been extended to the Special Event by our Chairman. Ashley Gordon and staff have worked long and patiently with the organising Committee over the last 18 months guiding, negotiating on our behalf, and developing for the Association this professional event. It is a change in direction to utilise the services of a Professional Convention Organiser. However, it has become obvious it is a tremendous task which cannot in all due fairness be expected to be undertaken by volunteers.

Let's look now to the bright future of our industry and how your Association can progress through the "Age of Technology".

KATHY STAINES  
Secretary

Hire and Rental Association of Australia  
Queensland Region

## Hire in The Age of Technology & Hirexpo '88

**H**ire Industry delegates came to Queensland's Gold Coast from all States in Australia, the United Kingdom, the United States, New Zealand and Europe for what became the largest Hire Convention and Exhibition ever held in Australia.

The culmination of 18 months of planning, promotion and organisation came to life on Sunday, 7 August with

the early arrivals yard tours and Cocktail Reception. The Convention Programme officially commenced with an opening Luncheon in the International Showroom at Conrad International, following welcomes from Ron Wyatt (Federal President and Convention Committee Chairman), Richard Frechette (President, American Rental Association) and others, delegates were somewhat surprised by the appearance of acrobats Price & McCoy who performed their routine from the "Galaxies" international review.

Prior to the opening luncheon, the inaugural "Hirers Challenge" team sports events were staged by the Sea at Broadbeach. All states were represented and anyone who didn't attend certainly missed a most entertaining event. The Victorian team reaped the rewards of training and dedication to emerge the ultimate winners, much to the reticence of the events organiser, Denise Telfer, who had to hand over the Trophy!

Carmel Travers presented a most thought provoking session, which whilst not directly concerned with the Hire Industry, conveyed an image of the future and the likely impact of technology. By this stage it was becoming increasingly obvious that many people had decided to attend the Convention without pre-registering; this caused more than a few headaches for the Secretariat who were kept busy with "on the spot" registrations for 3 days!! In some cases, actual attendances at various functions were double projections based on registrations received. It was indeed fortunate that the management of Conrad International Hotel were flexible, and coped with constantly increasing numbers.

Brainstorm Seminars rounded off the programme for delegates on Monday afternoon, and then at 6.30 pm delegates and partners headed off to Seaworld for the Bicentennial Bash, sponsored by the recently renamed "Kango Australia". A fireworks display courtesy of Kango Australia (and just by chance featuring their new logo!) set the tone for some of the nights entertainment lineup. After a dolphin performance, it was off to the "Lassiters" Lost Mine before dinner in the Plaza. Unfortunately by this stage a cold breeze had set in and the less hardy were heading for buses. The "hard core" meanwhile were certainly kicking up their heels and enjoying the superb dance music of "Roadshow".

Tuesday saw sessions on "Future Trends — An International Perspective" and "Computer Technology — Ramifications for the Industry", and an excellent session titled "Industry Image in the Age of Technology" presented by

Paul Dunn. Partners meanwhile, enjoyed a morning tea cruise to Sanctuary Cove, where they had luncheon at the Yacht Club. The Sanctuary Cove tour was enjoyed by all who attended.

Wednesday had the partners off again for a scenic tour of the Coast Hinterland, with a superb luncheon at Avacodo land. Delegates meanwhile got down to business with Dr John Tickell and "Moderation in Everything Except Sex and Laughter". Morning Tea was followed by another inaugural event, "The Gong Show", which consisted of brief presentations by the suppliers who had been told to be entertaining. With props ranging from fish tanks to video tapes, the presenters held on for grim death whilst the "Hardened Hirers" panel remained poised with the Gong! Everyone agreed that with some refinement, the Gong Show worked well and allowed delegates to question suppliers about their products.

At 12.30 pm the largest Hirexpo ever was officially opened, with over 80 exhibitors and 120 exhibition spaces filled with hire equipment. Industry sources estimated the total value of products on display at over \$17 million, all on site at the hotel. Trade displays were located in the Hotel's conference centre, carpark (heavy and access equipment) and the Hoecker Dome, which had been set up at an incredible pace by Moreton's Hire. Our thanks to Moreton's for their assistance and professional attention in supplying all exhibition hire requirements. Our thanks also to the Exhibitors, who had to comply with very strict access and set up times — it is indeed a credit to them that everything was ready by opening time.

Wednesday evening saw the "Back to Oriana" Cruise, which will be remembered for the mutiny if nothing else! Whilst the cruise operator had given an assurance as to the number of people who could be accommodated inside the cabin, it was evident that he had overestimated, and some 40 people were forced onto the open top deck on a cold night; very soon the "top deck crew" disembarked and headed for the warmth of Surfers Paradise night spots! Those who stayed on board, thankful that the others had left thus relieving over crowding, enjoyed entertainment and a seafood buffet.

Dr Neville Norman presented the opening session on Thursday "Opportunities for Growth — The Challenge Before Us", in his inimitable style. Delegates then attended the Trade Exhibition until the "Fitz Koreger Enquiry" Luncheon, which saw several industry figures receive harsh sentences before His Honour John Kroeger.



The Convention concluded with the traditional Gala Banquet, held in the Pavilion Ballroom at Conrad International. It was obvious on arrival that this would be no usual evening; a String Quartet played to guests during Cocktails, then it was into the stunningly set Ballroom with spot lit silver floral arrangements on each table and a huge dance floor. Further entertainment consisted of Vanessa Venning and the side-splitting Danny MacMaster. Ron Wyatt presented the annual President's award to someone he described as the "quiet achiever", Brian Telfer. The formalities concluded it was back to a superb dinner and dancing to 1.00 am.

Among those that managed to get up on Friday morning were 58 delegates and guests who took advantage of their stay on the Gold Coast to visit World Expo '88, how they survived a complete

day at Expo after the Banquet has everyone amazed!

That the 17th International Hire Convention and Exhibition was a success is undisputed, how to improve on it is something of a conundrum. Of course everyone has suggestions, make it shorter, make it longer, have industry only speakers, don't use industry speakers at all, put more emphasis on the trade exhibition, have fewer social events or more social events . . . the list of ideas is endless and it is doubtful if you could ever stage a convention to please everyone. Certainly delegates will have to get used to pre registering — the idea of simply "turning up" places unnecessary pressure on organisers and the venue.

This convention broke new ground in many areas, with an innovative programme and a professional management style, hopefully these trends can continue with future conventions that are strongly supported by the industry.

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## AUSTRALIAN TOUR

The day after our Convention a group of 36 people flew out of Auckland bound for Brisbane and the Australian Convention at Surfers Paradise, the highlights of which were the very good speakers and the displays at the Equipment Exhibition. Altogether about 50 New Zealanders travelled to this year's Convention, no doubt in part attracted by Expo. An opportunity was also taken to visit the Hire Yards at Surfers Paradise prior to the tour party moving on to Brisbane for 4 days of EXPO visiting. Most people agreed that EXPO was an experience not to be missed, with the entertainment continuously taking place all over the EXPO site as one of the highlights.

A flight to Sydney for another four days of sightseeing included a morning Yard Tour and Theatre visits concluded

The Guest Speakers of the 17th International Hire Convention & Exhibition held in Queensland, were exceptional. Dr John Tickell maintained audience attention with a captivating address; Paul Dunn covered issues of value to companies in regard to corporate image, sales and marketing. All the Speakers that addressed the Convention endowed the listeners with a wealth of knowledge.

The Convention offered valuable exposure as well as the opportunity to discuss the Industry with fellow exhibitors and guests, which proved to be another source of important information.

The Convention was structured in a professional manner and the overall ambience was one of sophistication made up of "state of the art" displays.

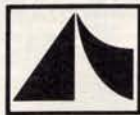
I look forward to the 18th!

Mr Rob Lowry  
Coates Hire, WA  
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Phone: (03) 233-7088.

a very enjoyable and interesting tour (despite the colds and flu which many people either caught in Australia or subsequent to arriving home.)

Hire Services Association of New Zealand, Inc.

## Enjoyable Experience

The recent 17th International Hire Convention and Exhibition held in Queensland was a thoroughly enjoyable experience.

The seminars in general were informative and of a good standard, with knowledge being gained from them. It was pleasing to see the number of exhibitors in the trade show and to reflect back on the growth of these since Noahs in Melbourne and Homebush Bay. This was confirmed by the number of Hi-Reach and heavy equipment displays. Further enlightenment of our industry's growth and future development potential were shown by the displays of "off the shelf" computer packages now becoming available.

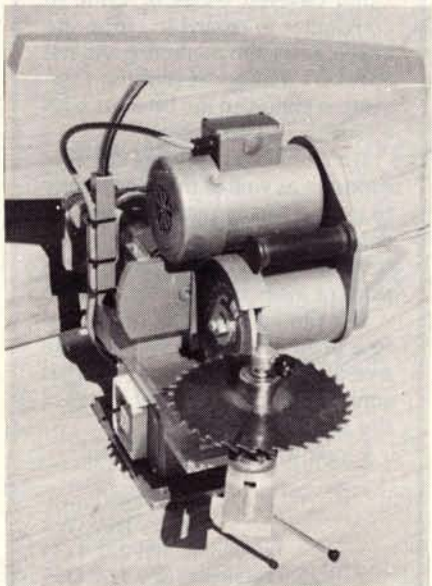
Overall, the convention made possible the communication and knowledge sharing of those involved in our industry.

By courtesy of, MR GARRY BUTLER

## Received with Enthusiasm

The launch of the "Sharpline MK V Universal Grinder" at the Hirexpo 88 was received with enthusiasm by all who witnessed it's operation and resulted in positive enquiries. The new product has now been launched into both Australian and overseas markets, with agents in Papua New Guinea and New Zealand.

The Sharpline MK V Universal Grinder is a precision sharpening device for use in the building, saw-



The Sharpline MK V Universal Grinder.

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## Safety Theme a winner at "Hirexpo 88"

JLG Industries (Australia) Pty Ltd used the "HIREXPO 88" conference and exhibition, held at the Conrad Hilton on the Gold Coast during August, to launch a new, Australian-made, range of hydraulic boom and scissor high reach work platforms, the design of which is focused solidly on safety. Within ten days of the close of the exhibit, JLG had received orders worth 3 million dollars!

At "HIREXPO 88", the JLG flagship (carrying both the Australian flag and the green and gold) was a giant hydraulic boom lift, the JLG 80HX, which can put 454 kg of men and materials to work, safely, at over 24 metres (80') above the ground.,

Main interest, however, was focused on two new lines of equipment.

### JLG "SIZZOR" LIFTS

A new range of 6 metre (20') and 7.6 metre (25') scissor lifts, wholly designed by JLG Australia were on show for the first time.

The 6 metre model is available in two widths — a narrow aisle model, 813mm wide — and a standard width model, 1067mm (same as the 7.6 metre machine). All three models are battery-electric, hydraulically driven and elevated, and feature fully proportional drive control at all elevations and an optional roll-out desk extension.

### "TOP-GUN" BOOM LIFTS

This is a range of innovative, articulated-telescopic, zero tailswing boom lifts having a 13.7 metre maximum height or a 6.7 metre vertical height and a 7 metre maximum reach. These machines are available with either diesel engine or battery-electric drive and are specifically designed for "up-and-over" applications such as in



This plate says it all — personal interest in, and responsibility for, the units they build is evidenced by the names of the assembly crew inscribed thereon.

factories, parts stores, chemical plants etc. The diesel-engined model is available as a rough terrain, construction site, unit with 4-wheel drive.

### SAFETY ON SITE

Keen interest was shown in JLG's standard built-in safety features by delegates and visitors (both industry and union) to the "HIREXPO 88" show. These include:

- Amber rotating beacon.
- Travel warning alarm.
- Elevation/descent warning alarm.
- Out-of-level warnings and automatic cut-outs.
- Emergency battery-electric descent in the event of diesel failure.
- Manually controlled descent in the event of total electric failure.



JLG's exhibit at "Hirexpo 88" with the new "Top-Gun" articulate/telescopic 45HA in the foreground.



Safety features and the high quality of finish on JLG machines attracted plenty of interest.

- Polyurethane foam-filled tyres for deflation prevention.
- Platform control-panel steel cover.

These are all in addition to the mandatory fail-safe requirements and safety harnesses. All JLG machines are stability-tested to comply with Australian Standard AS 1418 Part 10.

A major concern, often voiced by the delegates to the "HIREXPO 88" exhibit, seems to be the number of old and possibly dangerous machines entering the market from overseas disposal sales.

JLG's sales order book since the ex-

hibition would seem to indicate that few of the more reputable rental companies concerned with this type of equipment are prepared to take a chance on this unproven, potentially dangerous equipment.

For further information: JLG Industries (Australia) Pty Ltd, PO Box 972, (11 Bolwarra Road) Port Macquarie, NSW 2444. Tel: (065) 83 8600, Telex: AA63348, Fax: (065) 84 0549.

## Hirexpo Activities!!

**M**ole Engineering staff were pleased at the interest expressed in the Stanley Hydraulic Products displayed by Steve Plumb of Stanley USA. Unfortunately though, the children of Mole's Geoff Southwell are disappointed in their dad's dress sense. Reason? All the belt buckles, hats, jackets and tape measures intended as giveaways at the "Hirexpo 88" arrived on the Monday after the Convention. (Compliments of our airport strikes and customs go slow!).

American baseball caps and belt buckles are not popular with Geoff's teenage daughter because they do not wear them on "Neighbours" or "Dallas".

Mole Engineering Pty Ltd  
Telephone: (02) 688 8011  
Facsimile: (02) 688 4856

## CONVENTION TAPES

If you were unable to attend the Convention but would like to hear the sessions, the tapes may be purchased from:

### "QUICKCOPY"

for \$8.00 each or the full set for \$65.

Order forms are obtainable from the Association Secretary.

### LIST OF SESSIONS RECORDED

Age of Technology — Carel Travers  
Brainstorm Seminar — Equipment Hire  
Future Trends, An International Perspective — Irish, Kennard, Loui  
Computer Technology — Ramifications for the Industry — Jim Reilly and Jack Shea  
Industry Image in the Age of Technology — Paul Dunn  
Moderation in Everything Except Sex & Laughter — Dr John Tickell  
The Gong Show — Panel & Exhibitors  
Opportunities for Growth — The Challenge before us  
The Fitz Kroeger Enquiry

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# 17th International Hire Convention & Exhibition



Attractive surroundings for "Hirexpo 88".



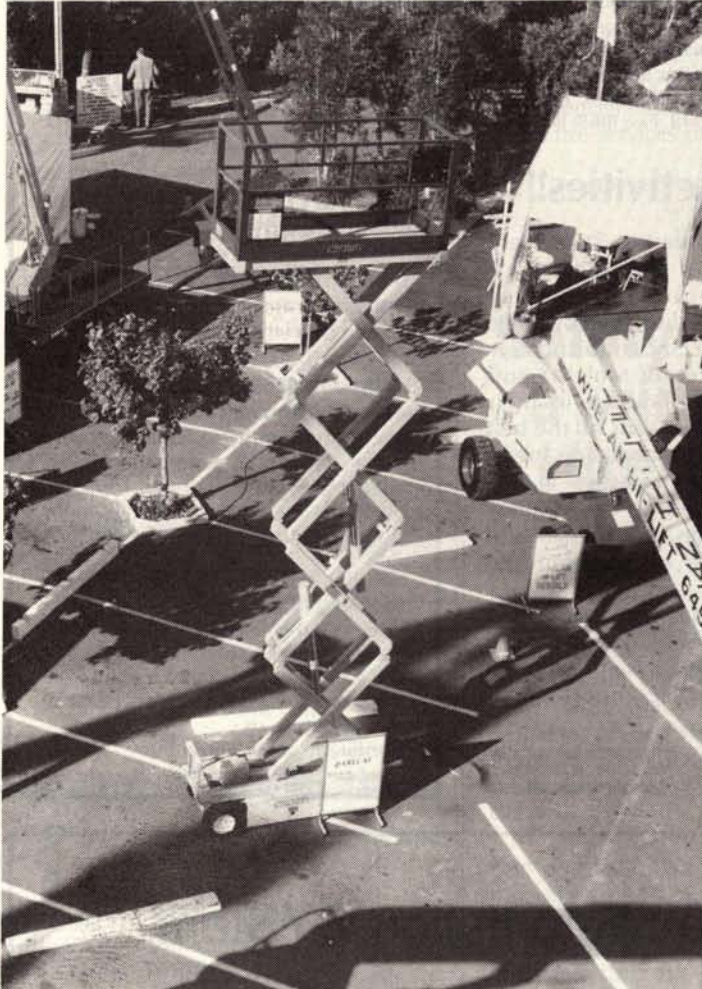
"Talking Turkey".



Above: The Exhibition Stand of Kango Australia Pty Ltd.



Below: Carnival Atmosphere — Outside carpark Exhibition.



Above: Outside carpark display.

Below: "Excess of Access"!





Exhausted sportsmen and women relax after "Hirer's Challenge".



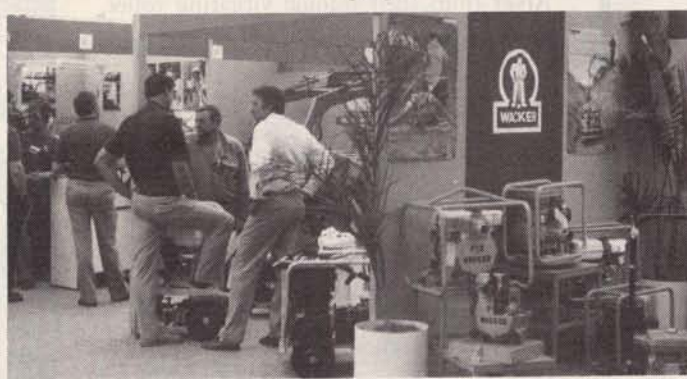
Hoecker Pavillion Exhibition area.



"Aiming High".



Above: The carpark express.



Above: I'll take two — one in each colour.

Below: Victoria shows how it's done at the "Hirer's Challenge" team sports events on Broad Beach.



# Shake 'n' Roll. No Rattle.

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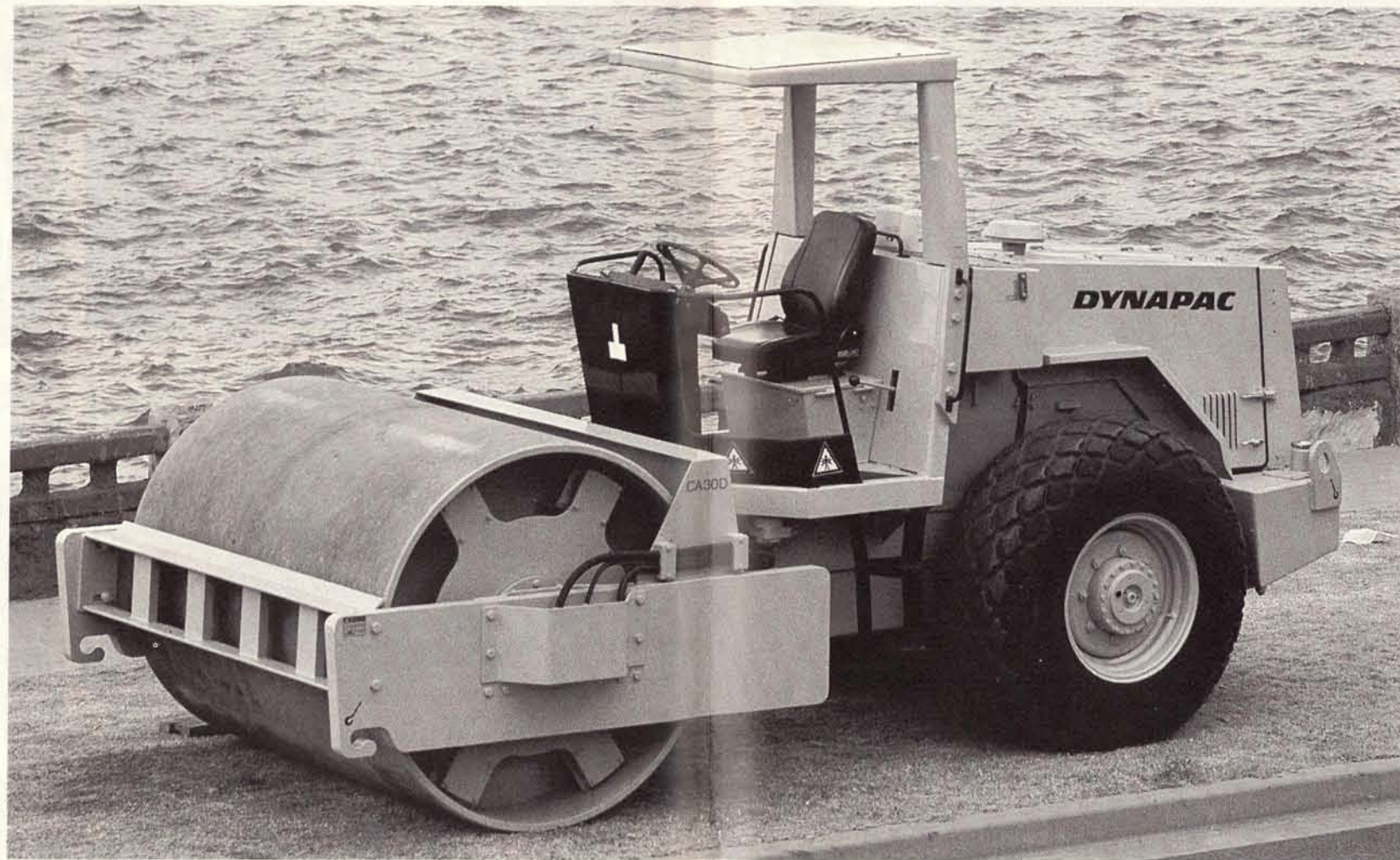
Apart from their unique vibrating roller, Dynapac machines share another vital quality.

They're rugged beyond belief which gives them an unparalleled working life.

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This means they're supported by a national network of 14 branches and a state-of-the-art on-line computerised spare parts system which will source any replacement quickly and efficiently.

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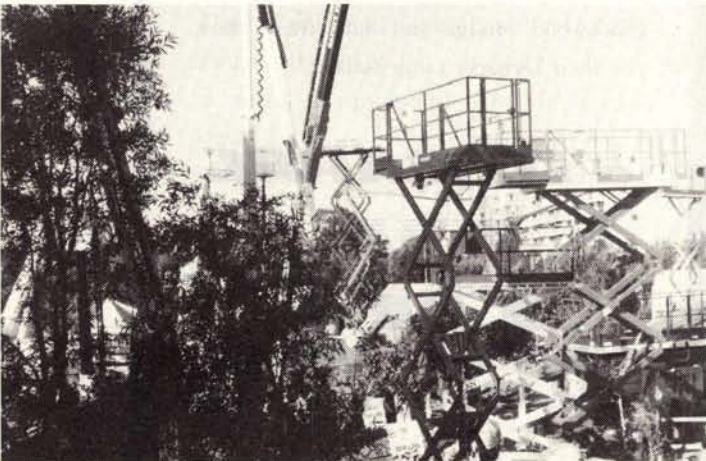
Conrad's elegant foyer, with some unusual baggage being unloaded by Wreckair!



Best of both world's Accommodation and Exhibition all in one.



The Flextool Exhibition area, The Southport Room.



Above: More colours and cranes galore!



Above: Cherry Pickers — anyone for a ride?

Below: Committee members at the welcoming reception. Left to right, Denise Telfer, Cathy Staines, Owen Staines, and Allan Thompson (the worried Treasurer).

Below: "The Big Guns".



Way out in front ...

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# HEUGA IN AUSTRALIA

HEUGA has been the leading name in modular carpets in Australia since 1979. As brand leader, it holds well over 50% of the total modular carpet market.

In the early years Heuga products were imported to Australia from the international company's home base in the Netherlands but in 1969, an Australian subsidiary was established and the following year a manufacturing plant was built at Picton in New South Wales.

This is one of only eight Heuga manufacturing operating plants world-wide and is the largest plant of its kind in the Southern Hemisphere. The employment of highly qualified and dedicated technicians, together with skilled laboratory and production engineers, and the installation of the most advanced machinery guarantees a high performance product which has found customers throughout Australia and overseas. Currently Heuga Australia exports to New Zealand, Japan, Hong Kong, Singapore, Malaysia and other countries in Asia and the Pacific region.

Heuga Australia manufactures a complete range of products, using wool, wool-rich and synthetic fibres. The company sells in excess of 800,000 square metres per year and, in 1986/87 had an annual turnover of more than \$17 million.



Approximately 800 sq metres of modular carpet, at the David Jones Building, Adelaide.

With its new head office and showroom in Epping, Sydney the manufacturing plant and quality control and research laboratory at Picton, and offices in each state, Heuga Australia employs approximately 120 people.

During September, Heuga held a media, VIP lunch to launch their new modular carpet concept.

Attended by 60 guests including the press, architects, and key customers, the lunch was held in the Bubble Room of Sydney's Convention and Conference Centre, Darling Harbour which commanded a picturesque view of Sydney Harbour and the city skyline — an ideal backdrop for Robert Hart's presentation — 'Intelligent Building Concepts'.

During his presentation, Mr Hart made reference to his latest project, THE CAPITA CENTRE, and the importance of access flooring. He said, "I am on record as having said on a number of occasions that any CBD building constructed or even contemplated since 1986, without an infinite floor is already obsolete. Until there is another revolution in technological development, access floors must be a necessity to handle cabling."

It was at the lunch that Heuga unveiled for the first time to the public the world-first "Jigsaw" carpet module selected by the Hartcorp Project Management Group for the new Capita Centre.

Darryl Ellis, Heuga's General Manager of Sales and Marketing, summarised Mr Hart's presentation on 'Intelligent Building Concepts' and concluded by saying that the development of the 'Jigsaw' carpet module demonstrated Heuga's ability to interpret a client's needs to arrive at the optimum solution through the utilisation of Heuga's manufacturing plant. This customer orientation put the company clearly ahead of its rivals.

He went on to say, "Today, Heuga is the world's leading manufacturer of modular carpet systems for the commercial market. With a complete range of products, using wool, wool-rich, Antron and other synthetic fibres, the extensive colour range and patterning service offered by Heuga enables specifiers to colour coordinate, thus pleasing their client's aesthetic end functions."

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## THE MODULAR CARPET CONCEPT

The various advantages of Heuga carpet modules are summarised as follows:

The installation of carpet modules occasions far less waste than cutting broadloom to fit. In addition, the customer saves by being able to continue normal work during the installation period.

The unique Heuga mepxphalt backing provides excellent acoustic and thermal insulation.

Carpet modules are the perfect choice for the modern commercial environment where raised floor systems and flat cabling are serving electronic equipment. Modules can be easily lifted and relaid to access wiring.

Regular vacuuming is all that is required for normal maintenance. However, unlike broadloom, individual sections can be lifted and cleaned or replaced if accidents occur.

As a general rule, only 40% of a carpet is subject to regular use. Carpet modules in heavy traffic areas can be rotated to light traffic areas to further prolong the life of the floor covering.

The movement of office partitions or total refits of commercial buildings are made easier with the modular concept: modules can be lifted and stacked or moved as required with minimum disruption of other activities.

Heuga modules are subject to stringent tests on flammability, static absorption, insect resistance, castor chair wear, colour fastness, etc and test results are clearly marked.

The size of the modules makes it easy for one person to handle and lay a floor area.

The modules are laid without nails or glues. In all cases Heuga's special pressure sensitive adhesive has to be used which will increase the speed and ease of laying and will ensure a perfect finish still within the 'loose lay' concept.

Installation is quick because the modular system allows the installer to work section by section without the total removal of furniture.

The modules require no underlay and can be laid directly over almost any type of floor — timber, concrete, flagstone, steel, vinyl, lino, parquetry, etc — providing the floor is hard, flat, dry and clean.

Cartons are packed with 5 sq m of modules weighing approximately 20kg. They are easy to transport by car and in lifts, on escalators, etc.

Special dirt barrier modules have been developed for entrance areas leading from heavy dust or heavy duty work areas, to prevent the dust or matter being transmitted into the main building.

Modules are bulk purchased by companies for the sole purpose of rental, made possible and profitable by the module's durability and long life. For companies that hire out products, the exact number of modules needed by the client can be calculated, eliminating wastage.

The modules can add to exhibition, display and party-hire industries by extending their product service and range. The modules may be hired by a client, in conjunction with other equipment, lights and accessories for a display area or function.

*For further information on Heuga Module applications, product range, or any other enquiries, please contact:*

Margaret Page, National Promotions/Publicity Co-ordinator, Heuga Australia Pty Ltd, 51 Rawson Street, Epping NSW 2121. Telephone: (02) 869 1733. Facsimile: (02) 869 2915.

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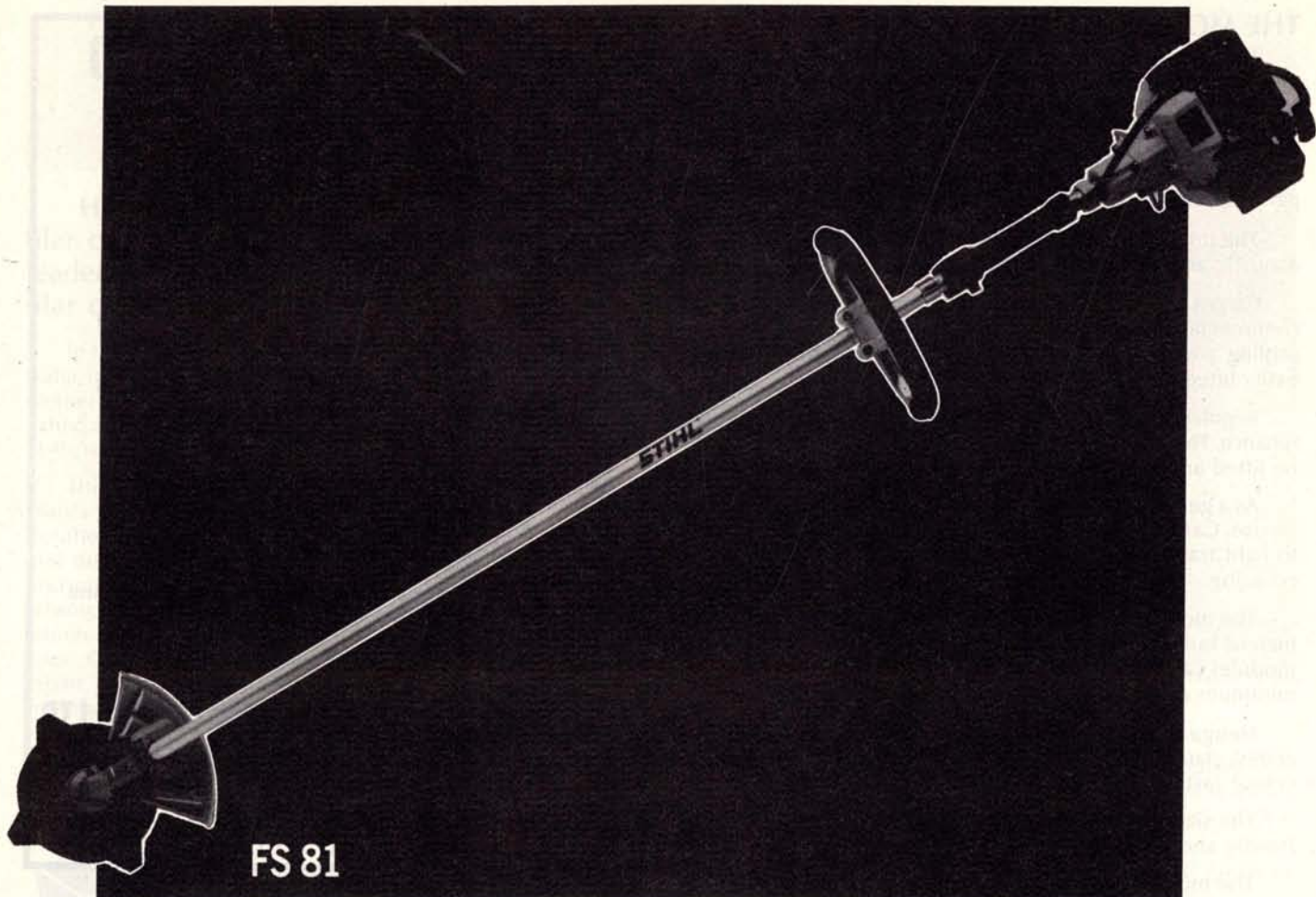


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# PRODUCT NEWS — A Look at What's New

## Wreckair invests \$1m in 'Mini' Fleet

**W**reckair Hire, will double its mini earthmoving fleet in Victoria this financial year at a cost of about \$1 million.

Wreckair Hire's Managing Director, Ray Kelsey, said the expansion was in response to heavy and continuing demand from the building and construction industries.

"The building boom in Victoria, especially in the Central Business District — and the increasing acceptance of mini equipment by other industries, councils and government departments — more than justify the increased investment," he said.

The move follows Wreckair's decision to transform its wholly-owned subsidiary DIY Hire into a fully fledged member of the Wreckair Hire group from September 1.

"When DIY Hire was established in Melbourne in 1985 and began specialising in mini earthmoving equipment, most of its business came from small suburban contractors and do-it-yourself home handymen," Mr Kelsey said.

"Since then, there has been a profound shift in favour of large and medium sized contractors," he said.

"The demand from this quarter is now such that DIY Hire should operate as a Wreckair Hire division which can plug in to the heavy earthmoving machinery and other lines which we hire through our national network of almost 80 depots," he said.

Wreckair's mini earthmoving fleet in Melbourne, which will continue to be housed at the former DIY premises in Forest Hill, includes 26 mini excavators, 19 skid loaders

and all-terrain 8-wheel skid steer dumpers. It is the largest mini earthmoving fleet in Australia.

The new Wreckair Hire mini earthmoving division will be managed by Ron Gillingham who worked with Wreckair for 11 years before moving across to establish the DIY operation three years ago.

Further information: Ron Gillingham (03) 877 2911, Stuart Maxwell-Wright (03) 241 5345.

## Reducing Damage To Electric EEL Cables

"What cable should I use?" and "how can I reduce cable damage?" are the questions most often asked of me by Hire Companies and contractors.

To answer the first part of the question, let me describe the types of cables available with some of their advantages and disadvantages.

### WHAT IS A DUAL CABLE

Dual cable was developed over 25 years ago by Electric Eel in the USA. It consists of a right hand wound, open spaced outer cable with a left hand wound, close spaced inner cable. Both inner and outer are individually attached to the end coupling, forming a strong integral unit that will self feed in and out of pipelines. The opposite wind of the two springs help balance out helixing forces, while their individual connection to the coupling allows retrieval, even if one spring should break.

### REGULAR CABLE

Has an outer cable 32mm OD from 5mm wire with a pitch of 14.5mm and an inner cable 12.9mm OD from 3.5mm wire. It is fast

feeding, light in weight, flexible and lowest in price.

### HEAVY DUTY CABLE

Has the same outer cable as regular, but a heavier inner cable 15.7mm OD from 4mm wire. It feeds at the same rate as regular cable but is much stronger, while remaining flexible enough to negotiate a 4" 'P' trap. It is heavier to carry and cost slightly more to buy.

### TRS CABLE

This cable was developed for the "inexperienced user". It has an outer cable of the same OD as the above, wound to a closer pitch 10mm which makes it more flexible but much slower feeding. It can be supplied with either a 12.9mm or 15.7mm inner cable but becomes very heavy with the latter. TRS has not proved popular with contractors because of its weight and slow feeding characteristics.

### CHAIN CABLE

Has the same outer cable as the TRS with a chain instead of an inner cable. While this makes it very flexible and gives a means of recovery — should the outer break, it adds nothing to the strength of the cable.

*My personal choice is Heavy Duty* — because it is strong, fast feeding and not too heavy.

### MINIMISING CABLE DAMAGE THE CLUTCH

The correct setting of the clutch is the most important factor in reducing cable damage.

The clutch is designed to slip under load and we set it at 10ft/lbs which is sufficient for most jobs: It should be checked regularly, either with a torque wrench or by placing a cable on the machine holding it firmly in both hands and running. If the clutch does not slip it should be adjusted by loosening the two front screws and re-tested.

Cable damage, almost always occurs between the machine and the point of entry to the pipeline — *very rarely* inside the pipe. The closer the operator can get the machine to the opening when trying to penetrate a blockage, the less likelihood of cable damage. Thus cable length is a consideration — cables are available in 3m, 2.4m and 1.2m lengths. The longer the cable the more susceptible it is to damage, which is why we recommend the 2.4m length as standard equipment. The 1.2m cable has an important function in reducing cable damage if used correctly.

If an operator reaches a blockage and finds his machine is 1.8m away from the opening he should reverse out, replace the last 2.4m length with a 1.2m length, leaving only 600mm between the machine and pipe opening. If this procedure is followed and the clutch is properly adjusted your cable repair bills should be reduced.

#### In conclusion:

Use the right cable: keep the clutch soft and work up close and save money.

KEVIN QUEALY (Technical Manager), Sewer Equipment Company (Aust) & Electric EEL (Aust.)

## 1989 Australian Cleaning Exhibition "Almost Sold Out" with 8 months to go!

"30 plus stands sold in half an hour — that's proof that industry and buyers alike know it works" states Association President.

Andrew Stevens, in a release issued advised 'in so many words' cleaning industry companies to book their stands 'fast' if they wanted to take part in an Australian success story.

"In 1987, our first NCSA Exhibition had 32 exhibitors and 4500 attendees. For our 1989 event, still 8 months away, we've sold 32 stands on the night of the Launch Function alone and we're mailing out well over 10,000 Personal Invitations for the 1989 event."

Titled 'CLEANING AUSTRALIA — TOWARDS 2000', this industry organised event has been specifically designed to preview, in a dynamic 'hands-on' environment the latest cleaning machinery and products to be released for the next decade.

On again at the Sydney International Airport Hilton Hotel, the event runs over three

days — Thursday, Friday and Saturday, 6th, 7th and 8th April, 1989.

Included in each day of the event are 1.5 hours of Industry Seminar Sessions dedicated to discussion and examination of both current and future trends in the industry at national and international levels.

Culminating in the TOWARDS 2000 Black Tie Ball for Exhibitors on Saturday, 8th April, the Exhibition is free to all Trade and Government attendees.

### STAND BOOKINGS HOTLINE

Companies who have not yet booked space are urged to contact NCSA:

Ian Hale: (047) 21 0504

Colin McGonigal: (02) 699 5444

Steve Wilson: (02) 709 6044

You'll then be sent a Floor Plan and Rates Schedule and, on lodging of a \$300.00 deposit, will be 'in' on one of the most powerful sales-generating events in the marketing calendar for 1989.

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Use optional one or two  
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# PRODUCT NEWS — A Look at What's New

## Wreckair Purchase 1st Bobcat Trencher in South Australia

**W**reckair Hire of South Australia recently took delivery of their first Bobcat Trencher Model T108 for use in their Adelaide Hire Fleet.

Pictured on right is Wreckair's South Australian State Manager Mr Mark Rich accepting the keys for the unit from Mr Reece Pocock, Dealer Principal of Bobcat South Australia.

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



## New Product from John Woodhouse

**M**aking an impact with an outstanding new product is not a new experience to John Woodhouse.

A succession of award winning wood heaters has been created from his craftsmanship, design ingenuity and manufacturing ability.

Indeed, the Austwood range of heating products provided warmth from wood for an ever growing number of consumers. Now, the latest Woodhouse product will give another dimension to the sense of satisfaction for a job well done around the home — particularly on a large property.

The Austwood Mower is set to make its impact in our outer suburban and rural areas.

John Woodhouse claims the mower "is designed to overcome the shortfall in cost-effective equipment for cutting large areas of grass."

The mower is a commercial, petrol-driven unit which competes with ride-ons and small tractors at a fraction of the cost. The unit accepts different sized decks which provide cuts of 3, 4 or 5'. The mower is enormously robust with a gearbox designed to handle 2000 work hours without attention. It will cut long grass, though not designed as a slasher, and will mow 6ha in an eight hour day, holding fuel enough for the whole job.

The Austwood is the answer to the perennial problem of a mower with a wide cut that



John Woodhouse with the versatile new Austwood Mower.

costs the earth, or an affordable mower with a skimpy cut. It cuts clean and fast, around trees and under branches, on surprisingly steep slopes and it handles beautifully.

The Austwood is a commercial, walk behind, petrol driven unit with a range of optional different sized cutting decks.

And it is tough.

The sub-frame of 6mm steel, moving parts and oversized pulleys and bearings are all designed for a 4000-hour life span and are well equipped with grease nipples.

The 12hp Briggs and Stratton motor and independent rear wheel drive gives flexibility in handling and permits the user to circle the mower under trees removing the danger of falling off a ride-on or tractor.

Extra wide tyres counter the tendency to cut up surfaces so often a problem in soft going and lush areas made worse by the added weight of the driver on a ride-on.

Another bonus is the lower centre of gravity and improved power to weight ratio of the Austwood compared to a ride-on. This makes it less likely to slip on a steep gradient, and farmers and growers will appreciate this increase in safety on work around their properties.

The new mowers typify the design flair and high standards of John Woodhouse, with every feature geared to Australian conditions and put together with simplicity.

With small tractors around the \$12,000 mark, the Austwood mower, at less than \$3,000 can be expected to win the hearts of contractors, sporting bodies, farmers, councils and any organisation, institution or individual with a lot of grass to cut.

Austwood heaters and mowers were seen at The Sun Home Show and will be launched next month.

Inquiries to John Woodhouse, Austwood Metalcraft Industries, 214 Wellington Road, Mulgrave. Tel: (03) 561 2666.

## Adelaide Hire Company Buys & Rents Bobcat Trencher

**A**delaide Equipment Hire purchased the first Bobcat Trencher Model T114, sold in South Australia in October 1987. Since that time this Bobcat Trencher has completed over 500 hours of hire to contractors in the Adelaide area with minimal maintenance and downtime.

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



## Sales Tax on Chainsaws for Primary Producers

The Commissioner of Taxation, Mr Trevor Boucher, reminded primary producers that chainsaws are not exempt from sales tax.

"Recent press reports stating that primary producers are exempt from paying sales tax on chainsaws have created a lot of confusion," Mr Boucher said. "There has been no change in the sales tax law on this issue and the present policy has operated since 1983 when chainsaws became taxable.

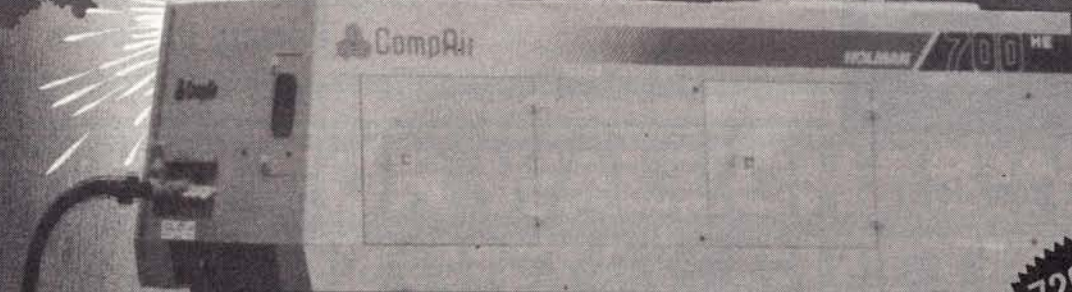
"There are only two very rare occasions when chainsaws are exempt from sales tax. The first is when they are used exclusively or principally for the manufacture of goods which are exempt from sales tax, for example if they are used, exclusively or principally to produce fence posts for sale or personal use. The other occasion is when they are used to a substantial extent to clear land.

"It is very unlikely that the major use for chainsaws would be for these purposes as most chainsaws are put to a variety of uses like cutting firewood for domestic use or lopping and pruning trees. The Tax Office's enquiry areas have been inundated with enquiries from both retailers and primary producers because of the media coverage. We are concerned that they receive the correct information as purchasers could be liable for prosecution if they claimed an exemption to which they were not entitled and vendors may be liable to pay the tax if they do not charge sales tax when they know it is due," Mr Boucher added.

Anyone who needs further information about this matter should contact their closest Tax Office. Phone numbers are listed in the Commonwealth Government pages in the telephone directory.

Contact officer: John Harwood, telephone: (062) 75 1454 (BH), (062) 86 2710 (AH).

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bar	1bf/in <sup>2</sup>	m <sup>3</sup> /min	1/s	ft <sup>3</sup> /min		rmp
12	170	20.4	340	720	Cummins LTA10C290	2040

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COMP/KGA/331

# PRODUCT NEWS — A Look at What's New



Having already established itself as the world's premier manufacturer of large hydraulic hammers, in 1986 Rammer bought the hammer division of another Finnish manufacturer. With this deal Rammer stepped into the line of the manufacturers of small hammers. In 1987 the temptation to step in front of that line became too much for the engineers working for Rammer. It was decided to develop a new generation of small hydraulic hammers. The project "Alto" was started.

There were at least two reasons for the project Alto. First of all, there was no 200 kg hammer in Rammer's product range. Secondly the first generation of small hammers had already been developed as far as possible, and didn't completely match with the requirements of the current range of small carriers, and therefore couldn't fully utilise their capabilities.

Rammer set some technical and commercial goals for the newcomer to guarantee its technical superiority and competitiveness. The basis of the goal setting was a hammer which can be mounted on any carrier weighing from 2.5 to 8 tonnes. To guarantee its compatibility with any carrier the hammer should be able to accept any oil flow between 20 and 100 litres per minute. Additionally the working pressure of the new hammer should vary from 115 to 150 bar. Very special requirements are set by the hydraulics of small skid-steer loaders, on which the back pressure in the hammer circuit can reach 20 bar. To reach the above set goals Rammer's engineers decided to develop the S 23 on the FBE-basis.

**FBE (Fixed Blow Energy) means a working principle, where the hammers blow energy is completely independent from the oil flow of the carrier's hydraulics).**

Fixed Blow Energy can be achieved by isolating the hammer's blow circuit from the carrier's hydraulics. The oil from the carrier's pumps flows through the hammer and raises the piston. During its movement upwards the piston pumps oil into the low pressure accumulator of the hammer. The hammer's blow is thus caused by low pressure oil.

This FBE working principle made it possible to reach all the above mentioned goals. Additionally it gave Rammer an opportunity to make S 23 the most effective hammer on the market in its size class. Small size hammers are mostly used to break soft materials, for example concrete and asphalt. To break such materials the decisive factor is the fast penetration of the tool into the material. Usually the

## New Rammer S 23



# 2000 blows per minute

Doubles production.  
All carriers  
2.5 to 8 tons.

blow energy is high enough to make the tool penetrate the material. The difference in the capability to break is determined by the number of blows per minute the hammer delivers. The penetration of the tool with each blow is approximately constant independent of the make of the hammer. The FBE-working principle made it possible for the S 23 to deliver as many as 2000 blows per minute, which is twice as many as the same size traditional hammers. This means that the capacity of the S 23 in breaking is twice as high as that of its rivals.

The S 23 is a suitable piece of auxiliary equipment for any carrier in the 2.5 to 8 tonnes weight class with a suitable hydraulic system. The most common applications are for the S 23 mounted on a backhoe-loader, mini-excavator or skid steer loader for various demolition jobs on construction sites. This combination is used for demolition of concrete foundations, concrete floors, brickwork, asphalt and hard ground. The small size of the carrier and power of the S 23 makes the total unit unbeatable for demolition in confined spaces.

Because the sales of Rammer S 23 has started only recently, nobody knows all the possible applications for the hammer. The results achieved so far have shown that the development of hydraulic hammers has progressed to a new phase, into the post-ALTO period.

Even though Rammer has sold the S 23 for only six months, we already have over 500 orders for it. The possibility to mount the hammer on practically any carrier of the right size, its reliability and the ease of service have proved to be wholly unbeatable arguments against its rivals. Additionally the fact that S 23 accepts any oil flow between 20 and 100 litres per minute makes it a very suitable hammer to be used as standard auxiliary equipment for OEM's. The first OEM agreements have already been signed and the near future will show that those won't be the last ones.

The success of the S 23 has shown the direction to Rammer's product development. The future will bring more applications for hydraulic hammers. The capacity of the hammer will increase with the increasing blow rates. This means that a light hammer will produce more and more power. The productivity will increase, the time needed for different tasks will decrease: the hammer will be an unbeatable demolition machine for a long time.

AUSTRALIAN AGENTS:




CompAir (Australasia) Limited (Incorporated in Victoria),  
34-40 Ricketts Road, (PO Box 126), Mount Waverley, Vic  
3149, Australia. Telephone: (03) 544 1755, Telex: AA33509,  
Facsimile: (03) 543 8759.



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# PRODUCT NEWS — A Look at What's New

## New Kubota Diesel Engine

PIMEC will release a totally new direct injection Kubota diesel engine in Australia with the arrival of stock in early 1989.

The engine is a 4 cylinder unit of 2.2 litre capacity, developing 46 HP at 2800 RPM. It has an exceptional power to weight ratio of 5.2 kg per kW (8.6 lbs per BHP), whilst still retaining the traditional Kubota engineering excellence and long life expectancy.

This engine is eminently suitable for all applications (power generation yet to be released) but in particular in those situations where compact size, low noise levels, and good available torque (it develops maximum torque at 1850 RPM) are desirable.

For the technically minded, please see specifications on attachment 1.

For further information please contact your nearest PIMEC office listed below.

Country dealership enquiries welcome.

### VICTORIA

Gwelo Street, Tottenham, Vic. 3012.  
Telephone: (03) 314 0011

### NEW SOUTH WALES

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174 Railway Parade, Bessenden, WA 6054  
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## Employers and Employees Beware!

In his address to the Rotary Club of Sydney the Commissioner of Taxation, Mr Trevor Boucher, warned of a fringe benefits tax

### HANDY HINT

Mitre Saw clear safety guards are as dangerous as the blade itself. They have proven to be a real safety hazard when on numerous occasions the "clear plastic" safety guards have shattered when the blade has thrown up a piece of offcut. On at least one occasion this has resulted in a nasty gash being inflicted on the arm of a customer. We seem to have three choices:

- ★ Get out of a popular hire line
- ★ Remove the offending guards altogether
- ★ Make our own guards

We chose the latter, using polycarbonate plastic. You can cut it, drill it, bend it, glue it, but you can't break it. Don't believe me? Ask a policeman how many bricks have got past his riot shield?

THANKS TO OWEN STAINS, ALL HIRE for this worthwhile clue to save insurance claims.

scheme involving the fringe benefits tax and income tax consequences of an employee leasing a car to an employer which is subsequently provided back to the employee. He stressed that employers need to be aware that it is highly likely that the claimed Fringe Benefits Tax saving will not be available.

"I am concerned that some employers and employees may enter into these arrangements without knowing the full tax implications. Contrary to statements made in the media, the Australian Taxation Office has not given a clearance to the total arrangement.

"Employers and others concerned need to be aware that on our view of the entirety of these arrangements, people will not enjoy the tax consequences that they thought they were creating. A general ruling on the subject is being prepared and will be released shortly," Mr Boucher said.

Until the Taxation Office has had the opportunity to clarify the situation in an Income Tax Ruling, employers and employees should remain aware of the tax traps in arrangements of this type.

Contact officer: Graeme Sykes, telephone (062) 75 1478 (BH), (062) 31 4658 (AH)

## Newcastle Head Office for Hanson Sykes Pumps

In order to accommodate future expansion of the company, Hanson Sykes Pumps Pty Ltd has moved national headquarters from Chatswood in Sydney to Newcastle.

"The move was inevitable as we have experienced rapid growth in the past few years. We wanted to centralise our national and international operations, including manufacturing, administration and sales," stated Mr Malcolm Pilcher, managing director Hanson Sykes Pumps Pty Ltd.

The new national head office for Hanson Sykes Pumps Pty Ltd is at 9 Oakdale Road, Gateshead, Newcastle, NSW 2290. Telephone (049) 42 1350, Fax: (049) 42 1303, Telex: AA28203 (SYKES).

## Good News for Hydrostatic Owners

Australian Hydraulics Company, sole authorised distributors for Sundstrand Sauer and Daikin transmissions have announced major price reductions for genuine Sundstrand spare parts. These reductions have resulted in savings of up to 50% on the normal cost to repair a pump or motor.

Australics claim the combined effect of a number of factors have allowed these price reductions to be implemented. Primarily, the introduction of an online, computerised ordering system, allows more accurate, long term forecasting of requirements, thereby lowering stock levels of expensive, slow moving parts. Further cost reductions were made possible by placing large volume orders at specially negotiated prices. The accurate, long range forecasting capability of the new computerised system also allows Australian Hydraulics to further reduce unit

cost by improved utilisation of surface transport for income shipments.

A spokesman for Australian Hydraulics said: "Our initial goal was to investigate various systems with a view to improving inventory control and lower unit cost thereby allowing us to reduce our selling price proportionally. Preliminary reports indicated unit costs could be reduced substantially, however, eventual price reductions of up to 50% far exceeded our most optimistic expectation," he added.

For further information please contact Mr Paul Tisdale, Australian Hydraulics Company, 2 South Street, Rydalmere, NSW 2116, Australia. Phone no: (02) 638 5000.

## New Sweeper "Hoids" Coarse Dirt and Fine Dust Very Thoroughly and Economically

At the Hanover Fair Hako-Werke presents to cleaning experts a new class of sweeping machines for thorough cleaning of smaller and medium sized areas: the "Hako-Hamster 800".

Its concept is especially made for applications in small industrial and handcraft businesses, but also for bigger enterprises for example, as an additional machine, an excellent solution.

### BIG AREA CAPACITY

The "Hako-Hamster 800" is a self-collecting sweeper and works totally dust-free. It sweeps 10 times faster than broom and dust pan and cleans up to 34,500 sq ft (3,200 sq m) per hour.

### CLEAN OPERATION

The side broom removes the dirt from the edges and out of corners. For dust-free cleaning of big areas it can be lifted. The wide main broom sweeps the dirt directly into the large hopper. The fine dust is drawn off by the powerful vacuum fan and separated up to 99.9% by the filter system. A pre filter avoids light debris like paper, plastic or leaves entering into the filter system.

### FORWARD AND REVERSE TRAVEL

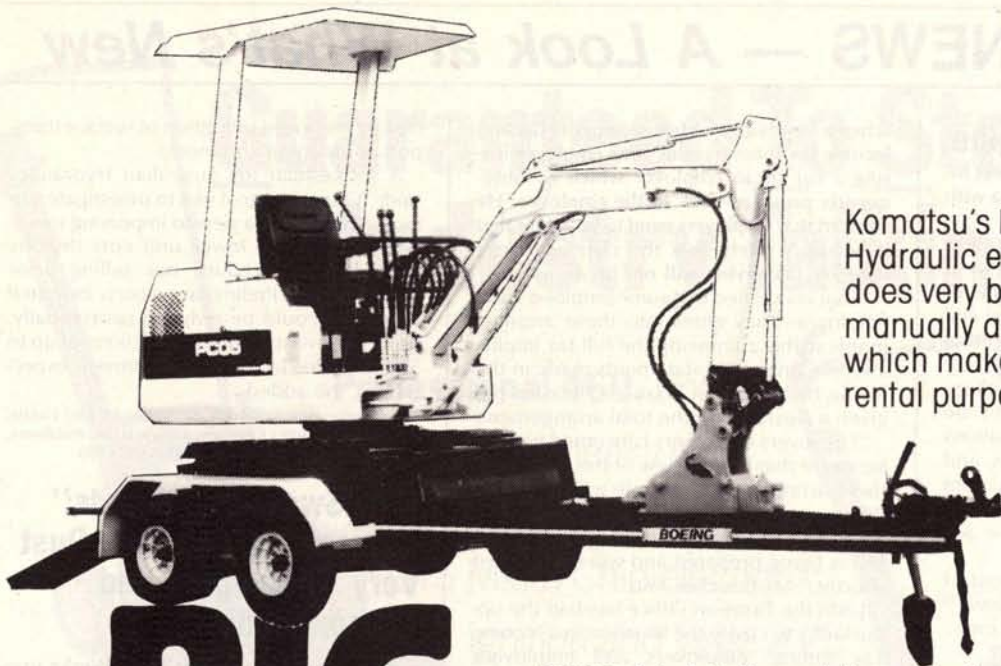
This sweeper has an infinitely variable forward and reverse drive. Handling is very easy due to an operation lever combined with an adjustable steering handle. The compact construction, differential at the drive axle and the reverse travel make the Hamster 800 very manoeuvrable and turns on the spot. Due to the reverse travel the machine can drive reverse in corners and narrow aisles so that it doesn't have to be pulled.

### EASY HANDLING

The "Hako-Hamster 800" is very compact and handy, safe and easy to handle. Even unskilled operators can handle it with very basic instructions. The operation levers are within the operator's reach. The steering handle is adjustable for good adjustment to the operator's height. Due to the bevelled front panel, the operator has a clear view onto the working area.

### SAFETY ALL AROUND

This sweeper has an automatic stop ("dead



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.

# BIG PROFITS COME IN SMALL EXCAVATORS

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.

\* Trailer not included.

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# PRODUCT NEWS — A Look at What's New



The "Hako-Hamster 800" Sweeper.

man's safety switch') by simply releasing the lever the machine stops. Parking brake for safe parking of the machine. Steel bonnet interlocked with electrical engine shut-off activated when hood is opened. Filter system for dusts according to the German safety standard ZH 1/487 for filters.

#### ROBUST CAD/CAM CONSTRUCTION

The "Hako-Hamster 800" is a highly perfected construction. It was developed by Europe's important producer of sweepers by means of CAD/CAM in the design stage for long life expectancy and in a robust steel frame construction for the continuous industrial use in industrial multishift operations.

#### QUIET, ENVIRONMENT-FRIENDLY DRIVES

High capacity four-stroke industrial en-

gine, easy to start. Little fuel consumption: 4 hours of sweeping with one tank filling! Driven with unleaded petrol. Very smooth running, only 75 dB (A). Absolutely environment-friendly battery drive with 2 or 4 drive batteries for 2 resp. 4 hours sweeping with one battery charge. Absolutely no pollution. Very smooth running only 65 dB (A).

#### LARGE HOPPER

Easy to remove with a patented rail guidance system. Large hopper for 13 gallon (50 litre) volume. Freely-suspended, copes automatically with larger obstacles.

#### MODERN INDUSTRIAL DESIGN

Fully panelled easy to open for service and inspection. All parts subject to corrosion are

coated with a tough epoxy finish offering resistance to chemicals and sub-surface rust. Received the award "Gute Industrieform" (design award by an international jury) at the Hanover Fair, 1988.

HAKO AUSTRALIA PTY LTD

## Robust big area sweeper "Hako-Jonas 1700" for dust-free indoor and outdoor cleaning

**C**leanliness promotes performance, it increases the productivity and decreases the waterate. It also creates satisfied customers and workers, supports health and safety. It is the visiting card for all operations and communities.

The new sweeper "Hako-Jonas 1700" produces economical cleanliness. It sweeps the coarse dirt and sucks the fine dust at the same time. It works dust-free.

#### REQUIREMENTS OF THE CLEANING MARKET SOLVED IDEALLY

Into this construction of this new sweeper the experiences of decades in the international cleaning sector were incorporated. A through and through matured construction in robust heavy-duty-version for the continuous industrial use. Developed with CAD-support.

#### CLEAN WORK PERFORMANCE

The side broom sweeps corners and edges clean. The wide mainbroom throws the dirt directly into the big hopper with 360 ltr volume. The strong suction fan and a dry filter of 8 sq m filter area assure a clean work performance. Separation degree of the filter: normal version category G equals 99,95%. Therefore the "Hako-Jonas 1700" meets the requirements of the law ZH 1/487 for the use of hazardous dusts.

#### BIG AREA CAPACITY OF 10,000 SQM CLEANLINESS/HOUR

The big working width of 150 cm with side broom resp 124 cm without side broom as well as a sweeping speed up to 16 km/h guarantee a big area capacity.

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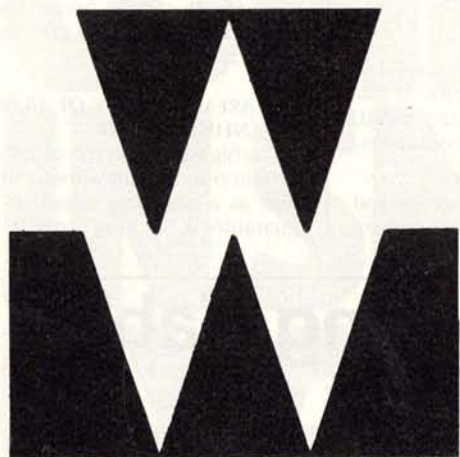
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# PRODUCT NEWS — A Look at What's New

## HIGH-DUMP OF THE DIRT INTO WASTE CONTAINER

When the big hopper is filled it can easily be emptied hydraulically into waste containers while remaining seated. Emptying height up to 155 cm. Volume of hopper 360 litre resp 600 kg.

## INFINITELY VARIABLE VIA ONE FOOTPEDAL

Hydrostatic rear-wheel drive with infinitely variable speed via a pedal for forward/reverse travel. As easy as a car.

## DRIVE ENGINE

Optional VW-4 stroke 4 cylinder petrol engine 1800 qm 35 kW (48 PS) or VW-4 stroke 4 cylinder diesel engine 1600 qm 23 kW (13 PS). Optional LPG equipped or with battery drive.

## AS MANOEUVRABLE AS A FORK LIFT

Due to a compact construction and rear steering with very good turning radius, this sweeper is especially manoeuvrable. That's important for narrow production areas and warehouses as well as allocation areas. The "Hako-Jonas 1700" turns on the spot.

## SAFE HANDLING

Multiple-safety-brake system. Hydrostatic brake on the rear wheel. Hydraulic brakes on all three wheels. Parking brake on front wheels. Clearly arranged dash board with few operating levers, partly multi-purpose elements. This guarantees always easy and safe operation and fatigue free working.

## COMFORTABLY EQUIPPED

Normal equipment is a hydraulic-comfort seat, adjustable to driver's weight, with arms, an ignition lock, hourmeter, charging control, fuel gauge, plastic-colour covering resis-

tant to blows, that doesn't peel and where rust can't get under. Optional special equipment: light kit, overhead guard, warning beacon.

A heavy-duty solution for cleaning professionals.

HAKO AUSTRALIA PTY LTD

## New Automatic Carpet Scrubber with a Difference from Hako

**H**ako Australia introduces the industry's first Battery/Electric Automatic Carpet Scrubber from Hako Minuteman, Illinois. With the new ACS, an operator can clean up to 5000 sq ft per hour.

This automatic carpet scrubber was specially designed to give the operator longer running time. The vacuum on the new ACS is electric, giving greater power longer and consistently, the rest of the machine runs on batteries allowing for easy transporting.

Hako Minuteman's automatic carpet scrubber also has some exclusive features: designed inside of the tank is a collapsible, neoprene wall (patent pending). When the solution side is filled, the wall collapses into the recovery side, as the solution is dispensed, the wall collapses back into the solution side allowing more room for the recovery water. This collapsible wall allows for greater capacity without enlarging the machine. The ACS has a unique pivoting scrubhead that automatically raises when the machine is in reverse, (also patent pending), which helps alleviate damage to the scrubhead when the operator is reversing



The new ACS-Automatic Carpet Scrubber.

the machine, compared to conventional machines where the scrubhead has to be lifted manually.

A battery model is also available from Hako Minuteman for situations where electric options are not possible.

HAKO AUSTRALIA PTY LTD  
Telephone: (02) 684 2433  
Facsimile: (02) 684 2278

## Waukesha Co-Generation Packaged Modules

**A**ustralian Engine & Transmission Company, the Waukesha engine distributor for Australia, have recently announced the release by Waukesha of a range of Co-Generation packaged modules.

The concept is that the heat by-products of a reciprocating engine are utilised through Co-Generation which has become one of the most effective means of meeting ever increasing energy costs.

The Waukesha Co-Generation modules combine the following components in a compact package.

- Engine
- Generator
- Heat Recovery Silencer
- Heat Exchanger
- Water Pump
- Optional Waukesha Engomatic Control System

The modules combine the latest designs, highest quality materials, and workmanship, and of course full factory testing.

The major benefit of a Co-Generation package from Waukesha is that it is one of the most effective means of controlling energy costs by using less fuel.

A Waukesha Co-Generation module not only generates electricity but also provides heat and virtually eliminates the equivalent amount of fuel previously used to generate that heat.

Pre-engineered Co-Generation modules



The "Hako-Jonas 1700" Sweeper.



# DIRTBUSTER

HIGH PRESSURE CLEANERS

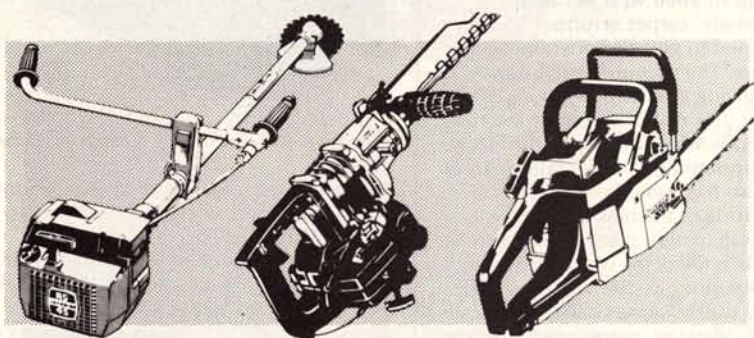
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# PRODUCT NEWS — A Look at What's New

providing output capacities ranging from 24 to 375 kW are available as well as custom engineered systems up to 1.5 megawatts. It goes without saying that modular systems can be used as single or multiple units for increased power output and of course heat recovery. Induction generators or synchronous generators can be supplied, and utilising synchronous generation the Waukesha modular unit can also double as an emergency generator in the event of a mains failure power blackout.

Fuelled by natural gas the Co-Generation modules also offer a number of benefits to purchasers, particularly the benefit of Waukesha quality combined with single source responsibility for the supply of the module.

A computer programme is now available to assist AETCO in advising users on the effective control of energy costs, coupled with the most economic package for their requirements, and most importantly, it enables the intending purchaser to be advised of the potential pay-back period for the unit.

Further details are available from AETCO branches in all states or 2 South Street, Rydalmere, NSW 2116. Ph (02) 684 4666.



## Sweeper's Multi-Level Dump Saves Time

An optional multi-level dump for Tennant Company's rugged 285 sweeper makes clean-up faster and easier.

Dumping at any level from the ground up to 1525mm, the 285's high-capacity waste box (hopper) disposes of debris with the touch of a switch.

Multi-level dumping makes it possible to deposit waste into dumpsters and other large containers. It also eliminates the need to rehandle debris, reducing the dust and mess typical of one-position, high or low-dump units.

The 285 is a rugged, powerful sweeper built to withstand around-the-clock operation in tough environments. The unit is built with dust-protected parts, a reinforced steel frame, wraparound bumpers, and a heavy-duty radiator to ensure harsh conditions. A side brush for sweeping against curbs, walls and equipment comes with the machine.

The unit covers up to 14,800 m<sup>2</sup> per hour and features two-speeds for sweeping hard-to-load, light debris as well as heavy materials.

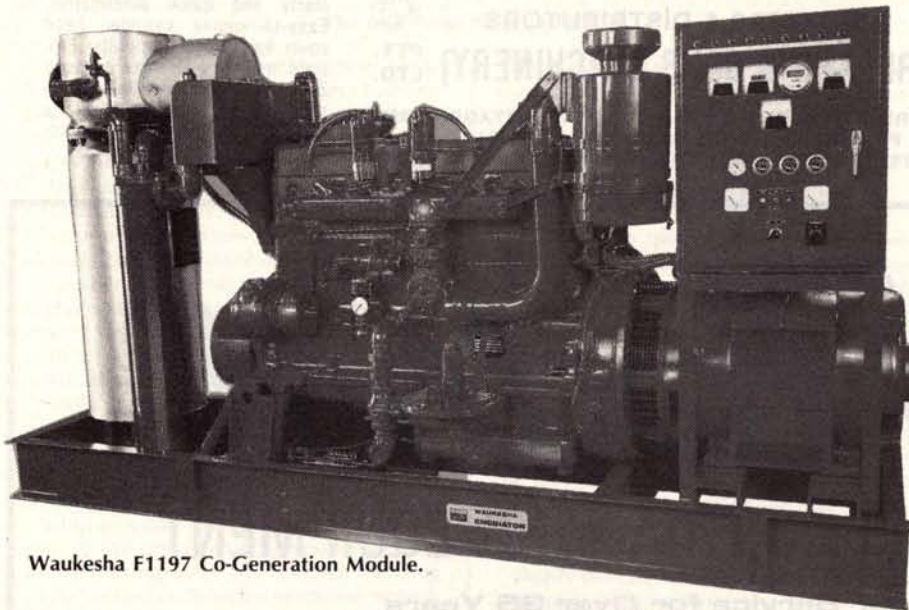
The 285 comes with a rugged petrol engine. LP-gas and diesel engines are optional. A factory warranty covers 2 years or 2,000 hours on all components except normal wear items.

For information contact Tennant Company. Sydney: (02) 858 5811, Melbourne (008) 22 6843.

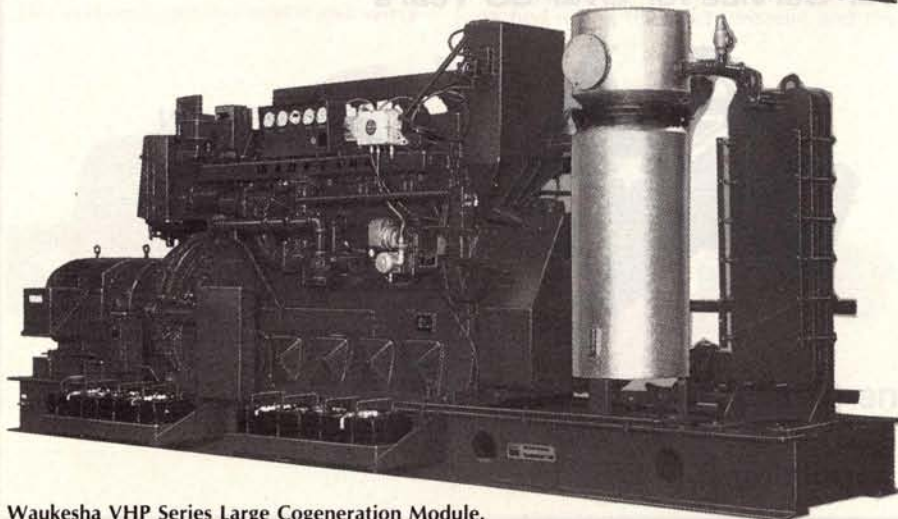
## The Whisper Quiet Planer HL850E

The recently released Festo Planer model HL850E has many features which make it completely different to other similar models.

A unique method of mounting the planer head allows unlimited rebating capacity.



Waukesha F1197 Co-Generation Module.



Waukesha VHP Series Large Cogeneration Module.

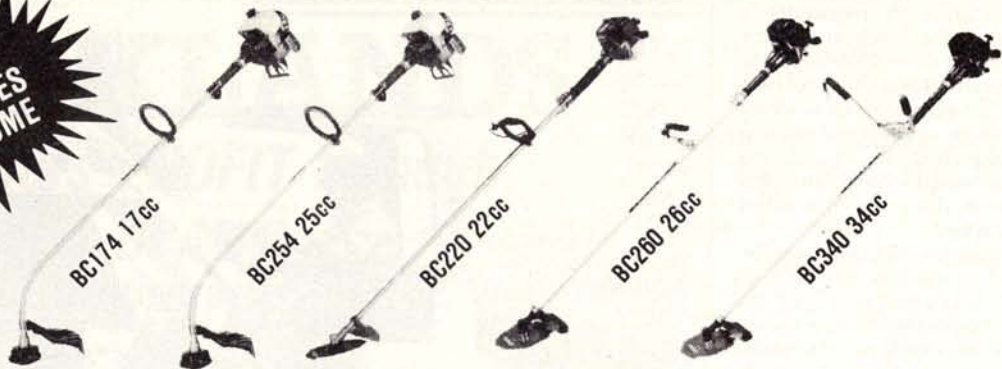


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**BC174 17cc and BC254 25cc**  
Both models trim grass easily around trees, under hedges or along fences. Great for lawn edging. These well designed, reliable Zenoah trimmers offer years of trouble-free operation. Low noise allows safe and convenient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



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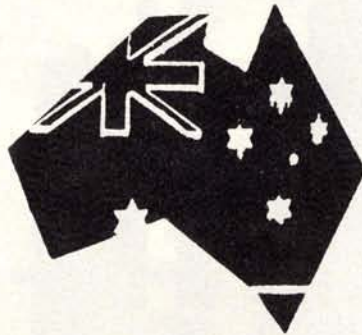


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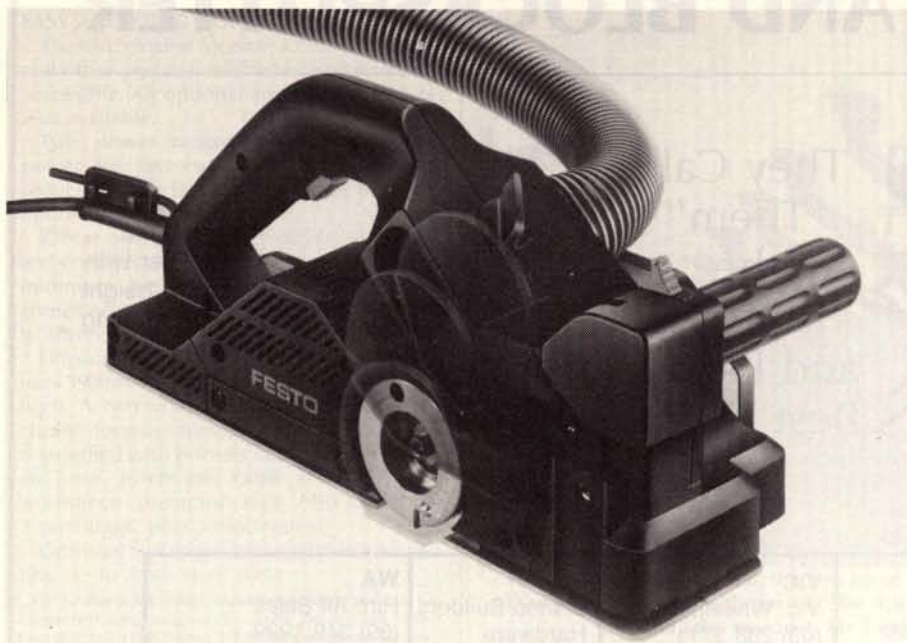
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# PRODUCT NEWS — A Look at What's New



The new Festo Planer HL850E.

Combined with one carbide cutter blade (conventional planers have always had two blades) which is mounted on an angle across the planer head (instead of square) a better, more efficient cutting action is achieved.

This planer is also much quieter than conventional planers as the motor is electronically controlled (fullwave) and operated at a slower, constant speed of 10,000 rpm.

Another unique feature of the Festo planer is the 'twist handle' method of adjusting the cutting depth (adjustable between 0-3.5mm) with an accurate scale reading of 1/10mm.

Additional features of this planer include spindle lock (to make cutter head/blade changing very easy and quick), rest foot (to prevent accidental damage to material surface) and V groove front plane sole (for easy planing of chamfers).

Chip ejection can be directed to either side of the planer and dust collection can be used using either the optional dust bag or by connection to a dust extraction system. This ensures operators health and safety.

Optional 'wave profile' blade and drum combinations give this planer additional versatility.

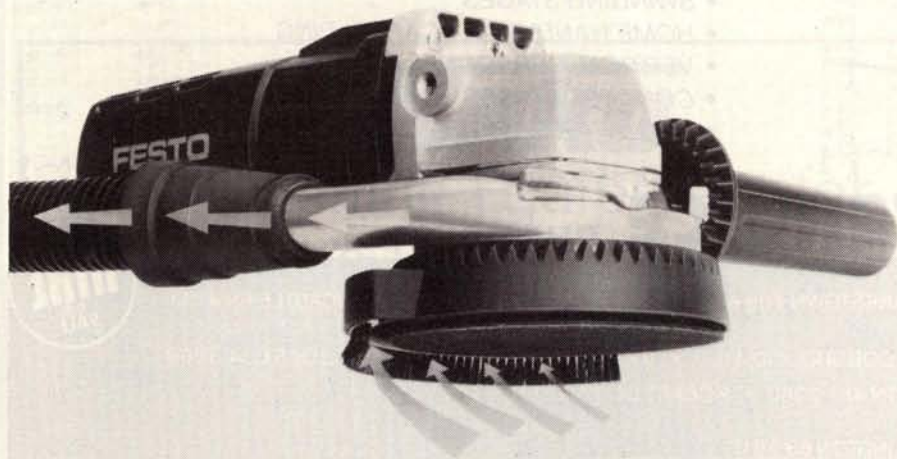
Discover the difference — Festo.

## 'Dust Commander'

German power tool manufacturer FESTO have released a 'dustless sanding and grinding' accessory to suit most 115mm dia angle sanders and grinders called 'Dust Commander'.

A collection hood is simply attached to the various angle sanders/grinders by rotating the clamping lever. (It may first be necessary to fit the adaptor bush to suit brands other than Festo). The specially designed 115mm dia sanding pad is then screwed onto the existing M14 drive shaft of the machine. A spindle lock is incorporated to make this easier.

Finally the coated abrasive applicable for any application (sanding or grinding) is attached (using the velcro system) and the



The new Festo dustless sanding and grinding accessory.

connection to a dust extraction system made for a clean, safe and healthy workplace.

For further enquiries, please contact Festo Pty Ltd, 179-187 Browns Road, Noble Park 3174.

## Super fast, quiet Zipcar Plasma Cutter Introduced

LIQUIDARC have introduced the latest, state-of-the-art ZIPcar plasma cutter for all types of metal cutting.

Described as "super fast, super clean and super quiet", the new plasma cutter can cut through painted, zinc-plated or rusty metals, chromium plated shock absorbers and even unstitch spot welds.

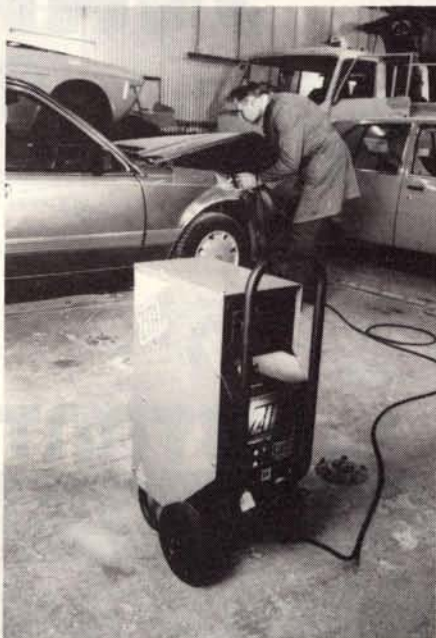
Cut cleanly with no burrs or sharp edges, the metal can be welded again immediately after cutting.

Liquidarc say that ZIPcar — air and electricity, that's all! — is particularly suited for the crash repair specialist and complements or replaces conventional cutting tools in the bodyshop.

"In the average workshop you hear nothing but noisy machinery," they say. "But ZIPcar is virtually silent in operation and greatly improves the working conditions of bodyshop personnel.

"Safety was a primary concern through all stages of design and manufacture. ZIPcar eliminates the hazards associated with sharp cutting tools. There are no sharp edges on which the operator might otherwise injure himself, and cutting stops as soon as the torch is taken away from the metal."

Compact enough to go almost anywhere, the new plasma cutter is virtually a workshop on wheels. The torch cable is 6 metres long, for easy working of cars set up on the alignment jib. The pen-size torch is light and easy to hold. Light pressure for metal contact is all that is needed to start cutting.



Liquidarc's ZIPcar plasma cutter being used to cut metal in a bodyshop.



# 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!

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# PRODUCT NEWS — A Look at What's New

## EASY ACCESS TO CORNERS

The torch makes for easy access to corners and other places previously considered inaccessible. An optional angle-head torch is also available.

Two power ranges are provided: full power for fast cutting up to 3mm and reduced power for cutting partway through double-skin panels.

ZIPcar operates at 240 V 50 Hz, 15 Amps, and compressed air consumption is at 5 bars minimum pressure, when a green light comes on to indicate the machine is ready to start cutting.

Unpacked, ZIPcar weighs 55kg, and measures 390mm wide, 490mm deep and 840mm high. A two-wheeled undercarriage is included for easy handling in workshops. It is supplied with primary cable, compressed air hose, torch and cable assembly and workpiece connector cable. Also sachet of 3 cartridges, plus 3 electrodes.

Optional cartridges are available for cutting up to 5mm steel plate.

For further information: Liquidarc Welded Products, 12 Enterprise Court, Mulgrave, Vic, 3170. Tel: (03) 562 1233. Fax: (03) 562 1160. Telex: 31816, or the Lincoln Electric Company (Aust) Pty Ltd, 35 Bryant Street, Padstow, NSW 2211. Tel: (02) 772 7222. Fax: (02) 792 1387 and branches throughout Australia.

## Salute from the Fifteen TB 15's

**T**he Takeuchi range of mini-excavators has notched up some substantial sales successes in New Zealand in the past few months.

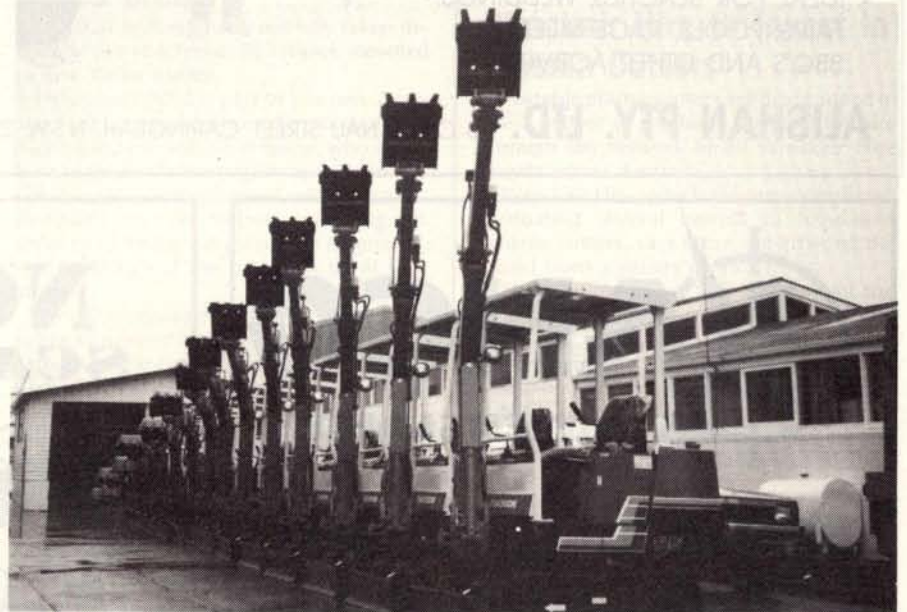
Certainly there has been cause for a lot of joy to Compacting Equipment Limited who have marketed Takeuchi's in New Zealand since 1983, and who have added to their substantial branches in Auckland and Christchurch by the opening of a wholly-owned subsidiary in Australia a year ago.

The 15 TB 15's pictured were lined up in celebratory poses in the Auckland premises of CEL before being delivered to their new owners. Most of the line-up of the 1.5 tonne units went to the one rental customer, Air-Hire Centre Limited.

This model is the second smallest in the range, which starts with the micro-mini, the



Hungry claws outstretched, this line up of Takeuchi's in CEL's Auckland yards seems more than eager to get on with the job! The machines were posed individually by CEL's new Auckland sales manager, Mr Stephen L. Driver to commemorate a good sale.



Standing at attention in near military pose, the Takeuchi's show the height the arm can attain.

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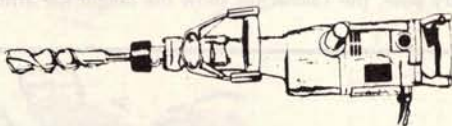
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# PRODUCT NEWS — A Look at What's New

TB 080, a one tonne model, and includes the TB 25, TB 36, TB 45 and TB 68. The model number also denotes the approximate all-up weight of the machines.

CEL has achieved market domination in the mini-excavator market in New Zealand with the Takeuchi and sales are building rapidly now in Australia, where the company has opened a network of dealers to develop sales.

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 which have impressed purchasers on both sides of the Tasman 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 operate work areas which are not 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 augurs for demolition work and post-hole digging, as well as arm-mouthed compactors. All models have a dozer blade for landscaping and small-scale earthworks. Their diesel 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 console can be easily read, with an electronic monitoring system, both audio and visual, on the larger models.

Takeuchi places major emphasis on research and development, and product improvement continues to rank as a high priority as new models are introduced. Additional benefits and new models will become available to both Australian and New Zealand users in the future.

For further information or other inquiries contact Premier PR, 321 Main Road, Linden, Tawa, New Zealand (04) 325 057.



This pose shows the arms of the 1.5 tonne units almost fully extended. These units are the second smallest in the range.

## Westrail Select New 7 Series Crane

Westrail in Perth have recently taken delivery of two new Ferrari 087 cranes, mounted to new Volvo trucks.

The model 087-2 is part of the new 7 series cranes recently released in Australia by Australian Hydraulics Company, who are licensed for production by Ferrari in Australia.

Both cranes are equipped with hydraulic extension to 7.58 metres, providing lift capacity of 950kg's at maximum extension, and 3,800 kg's at the heavy lift point of 2 metres.

The 087 is equipped with load hold check valves to prevent any likelihood of injury or damage in the case of hose failure, is compact in size at only 650mm wide, and with a deadweight factor of only 1,180kg's, provides maximum utilisation of the prime mover.

Westrail will be utilising both cranes in maintenance operations throughout Western Australia, and these cranes will join their current fleet of approximately 30 units.

Further information is available from Australian Hydraulics Company Branches or Authorised Dealers throughout Australia.

For further information contact Mr Mark Boyle, Australian Hydraulics Company, 2 South Street, Rydalmere, NSW 2116. Telephone: (02) 638 5000.

## Wreckair Hire to Invest in Plasma Cutters

Portable plasma cutters are being added to the 3,000 or so products available for hire through the network of 80 Wreckair Hire depots across Australia.

Wreckair Hire, which recently completed evaluating several brands of hand-held plasma cutters, says there is a growing demand from a variety of industries.

The new purchases will supplement the more traditional oxy-acetylene welding equipment which Wreckair hires to mining companies, shipyards, metal fabricators and construction firms.

National Services Manager Dennis Dowell, says the plasma cutters are ideal for cutting sheets of aluminium, stainless and mild steel.

"The beauty of the plasma cutter is that it operates at temperatures well below those of oxy-acetylene equipment," Dowell said.

"They reduce or eliminate heat distortion of the sheet and produce a cleaner, more precise cut," he said.

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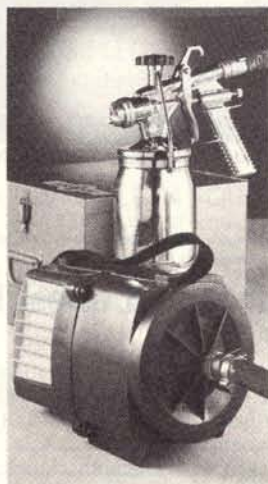
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# PRODUCT NEWS — A Look at What's New

Wreckair's recent use of plasma cutters during a shut down on the Queensland coal fields has prompted enquiries from several industries.

"Sheet metal fabricators, motor body shops, general welding contractors and construction companies have enquired about hiring portable units, and it seems that demand more than justifies making the equipment readily available in all States," he said.

"Many of our customers are using plasma cutters instead of cold-pressing or cold-stamping complex shapes out of sheet metal," he said.

Dowell said that Wreckair Hire was also increasing its stocks of wire feeders for customers involved in continuous or near-continuous welding operations.

Several semi-automatic wire feeders have been hired out to companies working on the North West Shelf and Burrup Peninsula projects in Western Australia, and have proved themselves capable of providing interruption-free performance.

According to Dowell, the feeders have been warmly embraced by operators for their ease of use, the improved welds they make possible and their ability to reduce the bottle necks which often occur in continuous welding processes.

Further information Stuart Maxwell-Wright (03 241 5345).

## New Radiator Coolant Level Monitor from Niree

Niree Electronic Radiator Water Level Reminders constantly monitor coolant levels as you drive. The Niree Reminder mounted near the driver, beeps and flashes a warning whenever the radiator is low on coolant.

This helps to avoid needless scalding due to slow leaks and also instantly warns of broken hoses, thus helping to prevent disastrous and costly overheating of engines.

This Radiator Coolant Level Monitor has on, off, and test modes for ease of driver accessing. Niree Monitors can be screwed in or taped to suitable position. They are easily installed in any 12-volt car, truck, boat or even generator compressors, and are readily adaptable for use with 24-volt batteries.

Designed in Australia by people who design monitoring systems for large Australian Bus manufacturers, Niree's are built overseas to USA import standards.

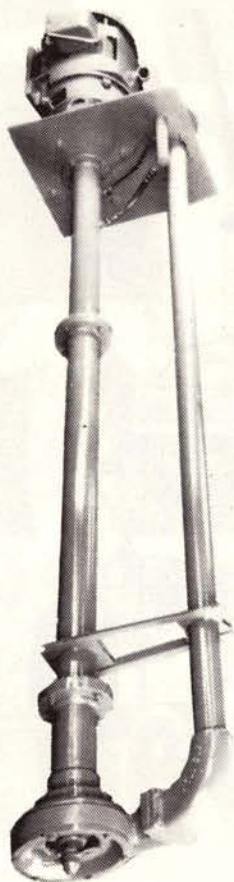
All enquiries, including trade, fleet and reseller, to The National Distributor, MAK Agencies Pty Ltd, PO Box 499, Warragul, Vic 3820 (056) 23 1592.

## A Patented Approach to Waste Solids Pumping Introduced to Australia

Vaughan patented chopper pumps are designed to pump highly concentrated waste solids, without plugging or dewatering the solids.

Materials are macerated and conditioned by the pump as an integral part of the pumping action.

October, 1988



A heat treated alloy steel impellor works in concert with the stationary cutter bar located at the pump suction port to provide 117 cuts/second at 1750 rpm. High concentrations of solids, such as plastics, heavy rags, grease, hair balls, wood, paper products and stringy materials, are chopped through and pumped to the disposal area.

Pontoon mounted models, with on board or remote propulsion and depth controls, are available for lagoon or pond cleaning.



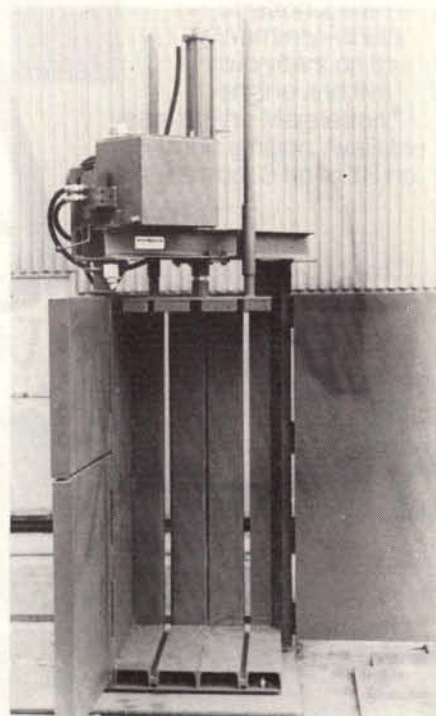
For further information, contact Peter Van Opstal, CRE Pty Ltd, PO Box 473, Mount Waverley, 3149. Telephone 277 4138.

## Cardboard Cruncher for Bakeries

The problem of baling cardboard boxes has long plagued stores and warehouses. Most baling presses are either too small, require pre-breaking of the boxes, or are extremely costly and occupy a large floor space. A bakery in East Gippsland, Vic has recently taken delivery of a CARDBOARD CRUNCHER.

Mecal's Cardboard Cruncher appears to be the answer to all these problems. The Cardboard Cruncher baling press has been specially designed to accept whole cardboard

HIRE and RENTAL Industry Quarterly



boxes through a generous door conveniently located in the front of the machine. Cardboard boxes, paper etc, irrespective of the shape — are simply fed into the press. With the door closed, the 7.5 HP motor is activated to deliver 12 tonnes of hydraulic pressure crunching even the most stubborn boxes. The whole operation is fast and quiet, and on the return stroke the door may be opened and the machine re-fed to produce high density bales of up to 710x710x1200mm size. On the completion of the baling operation the bale is tied and the front lower access door opened to eject the bale which can then be readily stored before recycling.

The Cardboard Cruncher occupies a small floor space of 1000x910mm with no cumbersome protrusions. Standard components are used throughout, so that servicing or replacements are easily accommodated. The Cardboard Cruncher is competitively priced with prompt delivery offered.



Further details on the Cardboard Cruncher can be obtained from Mecal (Aust), 9 Paramount Road, West Footscray, Vic 3012. Telephone: (03) 314 0144, Fax: (03) 314 2576, Telex: AA31294.

## High Pressure, Cold Water Cleaners

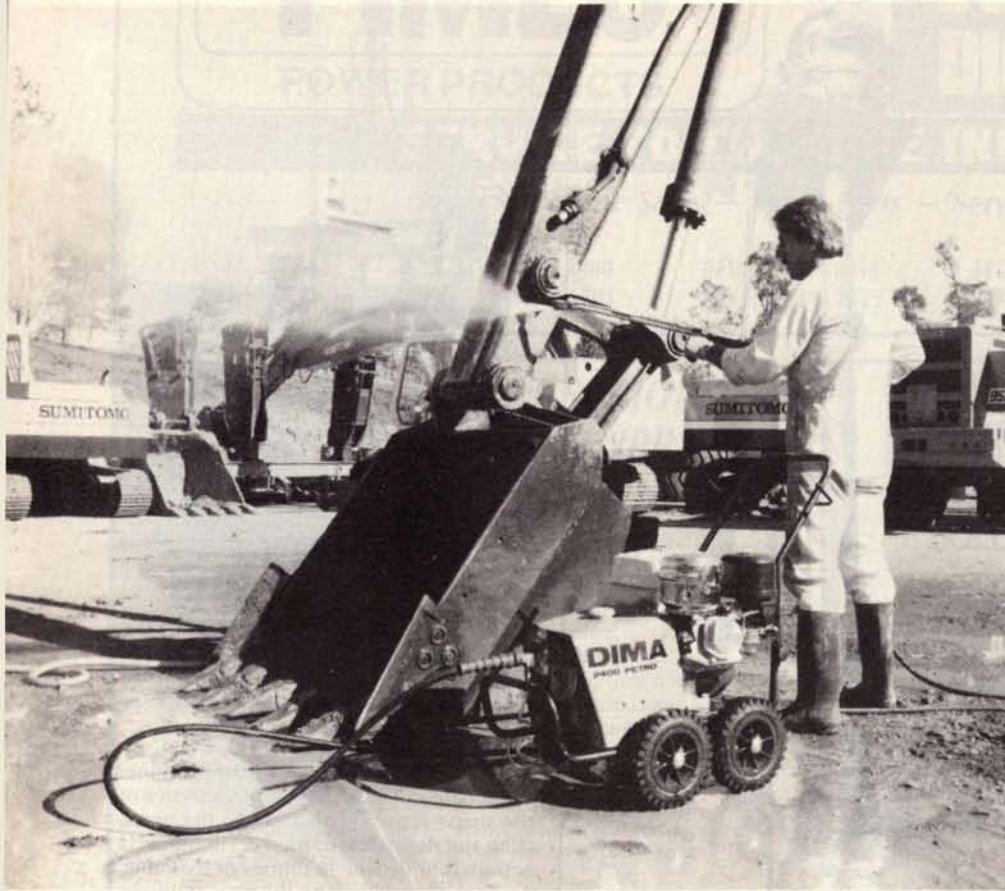
Senior Australia Limited has released details of the DIMA "Petro" 1500 and 2400 petrol powered, high pressure, cold water cleaners.

Described as compact, self-contained and mobile, both units are designed for cleaning of earthmoving and mining machinery

Page Fifty-five



# PRODUCT NEWS — A Look at What's New



The Dima 2400 Petro, high-pressure cold water cleaning.

## Hanson Sykes Introduces Two Swell Pumps

Hanson Sykes Pumps Pty Ltd announce details of two new models in the Italian-made Swell range of self-priming, centrifugal, de-watering pumps.

The 4" "Midi" and the Swell "6" model may be trailer, wheel or skid-mounted and are described as compact, general purpose, low cost units, requiring minimal maintenance and are suitable for use in agriculture, contracting and municipal engineering.

Both models may be driven by petrol, diesel or electric motor, developing 11kW (15hp) at 1900 rpm and 18kW (24hp) at 1500 rpm respectively.

The smaller unit has a maximum discharge capacity (against a head of 4m) of 2900 litres/min and will operate against a maximum head of 9.5 metres. The larger model has a maximum discharge capacity (against a head of 5m) of 5000 litres/min and operates against a maximum head of 9.3 metres.

Large, in-built fuel tanks allow for multi-shift operation, with the 4" unit holding 38 litres (approx 14 hours working at medium speed) and the 6" model holding 50 litres (approx 12 hours).

Each pump is fitted with a two-way mechanical seal and stuffing box, which ensures continuity of performance even when a mechanical seal has been damaged.

Each is equipped with abrasive and chemical resistant impellers, permitting the handling of slurries, corrosive liquids and solids in suspension up to 45mm and 50mm respectively. The pumps can also be fitted with sea water impellers on request.

Further information is available from Hanson Sykes Pumps, 9 Oakdale Road, GHateshead NSW 2290. Phone: (049 42 1350. Fax: (049) 42 1303.

Further information is available from Senior Australia Limited, 27 Salisbury Road, Hornsby, NSW. Phone (02) 477 2999. Fax: (02) 477 5997. Telex: AA24732.

on construction sites and in remote areas without electrical facilities.

The two machines can be used with or without detergents and each incorporates a low pressure lance adjustment to control detergent dosage.

Both are powered by Honda single-cylinder petrol engines, developing 3.7kW (5hp) and 7.4kW (10hp) respectively.

Equipped with direct coupled, 3-piston, self-priming axial pumps, the "Petro" 1500 delivers operating pressure of 100 bar (1500 psi). The 2400 has operating pressure of 160 bar (2400 psi). Both pumps are self-priming for use from river or dam.

The operating gun incorporates a special "dead-man's" grip safety feature. A combined by-pass and excess pressure relief valve provides immediate pressure when the gun is activated and instant pressure release on shut-off.

Both units are supplied with a high pressure hose. Additionally, the 2400 model is equipped with a lance holder.

Sturdy and easily handled (weighing 45kg and 80kg respectively), the wheel-mounted cleaners require only minimal maintenance and are designed to withstand rough handling.

Spare parts are readily available from authorised distributors and agents. Optional accessories, such as a 10 litre chemical container suction filter and drain nozzle are also available.

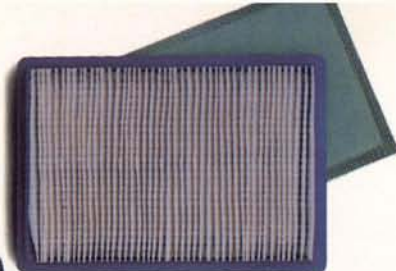


New 4" and 6" Model Swell de-watering pumps from Hanson Sykes.

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The logo features a stylized red 'K' with a circular crosshair design overlaid on it. To the right of the 'K' is the word 'KANGO' in a bold, red, sans-serif font.

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Overhauling attitudes is the hardest task in business. Yet it is vital if a company is to compete successfully.

**. . . THE TOUGH GET GOING**

Progressively, from the end of 1988, Kango will introduce a major programme of product development and improvement to build on the reputation earned over 65 years of manufacturing electric hammers for the construction industry. This commitment is backed by a significant investment in advanced design and engineering technology. With the introduction of the new products construction professionals, tradesmen and all regular users of power tools will see a dramatic difference. Kango's distributors and service agents will benefit from improved availability and faster turnaround of orders.

**INTRODUCING THE NEW KANGO NOW**

The initiative starts with the launch of the Kango power tools range. Combining the best products from both Kango and Wolf under the Kango name, the range offers the construction and related industries a comprehensive selection of power tools and the complete range of accessories required to maximise their versatility. All the tools offered in Australia will have the necessary Certificates of Approval (if declared items) issued by the Department of Energy of New South Wales, or the relevant Certificates of Suitability for non-declared items.

New wattage ratings are a feature of the Kango range. The tools have been tested in accordance with Australian Standard AS3160, the new ratings reflecting the true performance level of the products.

The distinctive red livery enhances the product design and heightens the visual impact thus maximising display opportunities for sales outlets.

**TOMORROW'S KANGO**

We are auditing our product range and replacing existing models with all possible urgency. In the months ahead, you will find a new logo on certain Kango products. This next generation of power tools is the shape of the future, designed to tackle the toughest jobs with power to spare.

Kango's updated product range will be phased in model by model. Beginning with the Kango 950X and 1100X hammers, two new jigsaws, a belt sander, planer, circular saw and a range of angle grinders, every tool will have undergone extensive and prolonged testing before introduction.

**SUBSTANTIAL INVESTMENT IN ADVANCED TECHNOLOGY FOR FASTER NEW PRODUCT DEVELOPMENT**

In support of the new standards we have set for all Kango power tools, it has been necessary to upgrade manufacturing capacity and bring our plant and equipment up to date. Kango has invested in state-of-the-art computer aided design facilities to speed up and simplify the design and engineering processes, enabling more thorough preliminary testing, and earlier identification and solution of potential problems.

**SERVICE KANGO'S NUMBER ONE PRIORITY**

Better after-sales service and support are planned to ensure that your Kango equipment spends more time where it belongs: on site. At the Australian headquarters in Chipping Norton, N.S.W., Kango is reorganising its ordering, inventory and warehousing facilities to monitor delivery of tools, spares and accessories. The latest computer technology, incorporating an in-house main-frame combined with industry related software, will enable us to achieve our goal of processing and despatching all parts within days of receiving your order.

By mid 1989 Kango expects to have reduced the delivery time to our distributors on 200 key spares items to three working days or less. In turn, we will be requesting all sales outlets for Kango product to hold stock of these strategic parts to provide even better customer support services.

Our policy of on-going service training for the staff of our service agents and fleet owners will be expanded with regular seminars held in all states.





**KANGO ON TARGET**

Merging Wolf into Kango signals our future direction. With one complete range of premier professional power tools, Kango is on target to become the byword for performance, reliability, service, and operator safety and comfort throughout the construction industry worldwide.

In Australia, the Kango name has been synonymous with the hire industry for many years. With this latest development, the hire industry will have the opportunity to offer their clients a complete selection of Kango power tools and capitalise on the very high profile established by the Kango electric hammer name.

This new unity provides the opportunity to create a new look for our company, symbolised by the target sight encircling the K of Kango. Our new corporate identity marks the break with the past. Appearing on all merchandising and point of sale material, and gradually being extended to Kango's next product generation and packaging, the livery is designed to add impact at your counter, and encourage customers to specify Kango equipment by name.

**CONSTRUCTIVE COMMITMENT**

The programme for 1988, although ambitious, is only a part of our plan. Looking further ahead, Kango expects to apply the Kango brand name to non-power tools and equipment for the building and allied trades. There will be no instant solutions, nor premature product launches. As each new product is introduced, we will be able to guarantee absolutely its performance and reliability.

**KANGO CAN**

Kango is tackling the future with renewed vigour and enthusiasm. We have set ourselves a challenge: Kango will provide construction professionals with the quality tools required for their trade, excellent service and a constant programme of innovation and new product development.

You have our word on it.