

THE  
OFFICIAL  
JOURNAL  
OF  
THE  
HIRE  
AND  
RENTAL

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FEBRUARY, 1989

# HIRE and RENTAL

## Industry Quarterly

PROUDLY PRINTED  
IN AUSTRALIA



**ASSOCIATION OF AUSTRALIA**

and the

**HIRE SERVICES ASSOCIATION OF NEW ZEALAND Inc**

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



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

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

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

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

Sadly, as many in the Industry have discovered, this approach has a track

record of success similar to do-it-yourself brain surgery!

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# 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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### OUR COVER PHOTOGRAPH

Even though Coates haven't bought them all, Jim Brown was proud to take delivery of the 500th machine to roll out of the doors of the JLG plant in Port Macquarie. The machine is an 80H boom lift and it has been suitably decorated to commemorate the occasion.

*Pictured, L to R: Dr Richard Long, John Shevlin (JLG Asst Managing Director) and Jim Brown.*

### HIRE ASSOCIATION DIRECTORY

#### HIRE SERVICES ASSOCIATION OF NEW ZEALAND INC.

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

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Secretary: Mrs D. Bates  
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Secretary: Mr A. Mitchell, Levin Hire Centre,  
Main Rd South, Levin

##### Zone 3 (Upper North Island)

Director: Mr N. Callaghan, Hamilton  
Secretary: Mr V. Charlesworth  
Cascade Hire Centre Ltd  
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Secretary: Rolf Schufft (02) 957 5792

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# PRESIDENT'S REPORT

## When one door closes another opens OR WHERE DO WE GO AFTER EXPO '88

Prior to the opening of Expo there was a feeling in the Queensland construction industry that we would "fall into a hole" where new construction work was concerned. In fact what has happened is that there is a whole backlog of demolition works (held over until after Expo) and immediate starts on new commercial and industrial projects.

Who would have thought that the three year old Cairns International Airport would be overwhelmed with traffic so soon.

Townsville has been slow to take off, but now that the pipeline from the Burdekin Dam is supplying that city with abundant water, watch it go from hereon.

Then we have the Bond University on the Gold Coast with all its attendant infrastructure.

If all this is not enough for us Banana Benders we have the Cape York Space Station project, with all that it will mean to Australian industry.

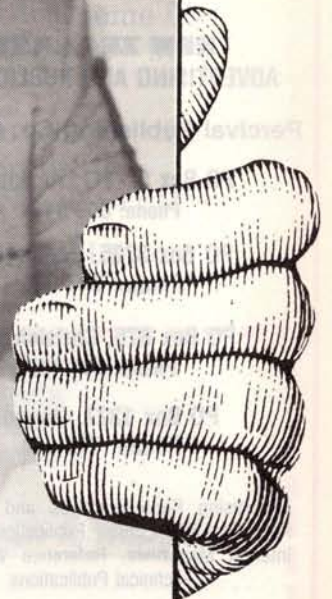
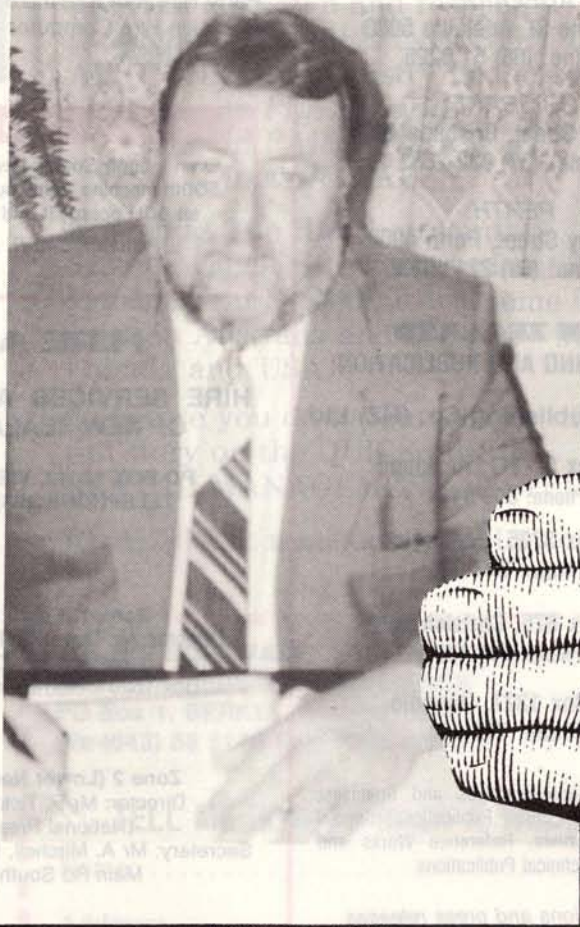
This will be my last report before handing over the reins. It has been a pleasure and a privilege to work with the National Councillors and Secretary. As a national organisation consisting of volunteers we are working towards appointing a paid Executive Officer who will promote our interests with both Federal and State Governments and possibly be responsible to organise our annual convention.

There have been some disappointments during my term. There has not yet been a response to my suggestion that we have each state sponsor an industry entrant to the Miss Australia Quest. Perhaps this will be considered again in the future.

I have been asked by our Editor to advise all advertisers and suppliers that this magazine is the only *official* magazine of the Hire and Rental Association of Australia and the Hire Services Association of New Zealand Inc. Whilst on the subject of the magazine, I would urge members to contribute articles, hints or

hire and rental experiences together with reports from Region Secretaries. These contributions will enhance our magazine and prevent some of the confusion existing with advertisers.

RON WYATT



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# LETTER FROM THE EDITOR

I am delighted to advise you, the members, of improvements to the magazine. Future editions are going to be no less than 64 pages with more colourful layout and design. It is hoped that regular columns and features are established with your co-operation and interest. How about a "State News" section, a "Keep in Touch" column, a "Handy Hints" column? Items of this kind will keep you informed of new developments, interesting events, help and advice.

To enable the magazine to become more comprehensive, please advise how the magazine can be of help to you in regards editorial and content. Involvement with your association magazine will be beneficial to all concerned. Let us look forward to a bright, comprehensive and interesting magazine and share ideas, comments, queries, stories and the like.

*I look forward to your response!*

TINA ROWLANDS

## EDITORIAL CONTRIBUTION

Please complete and return the following questionnaire to the Editor. The questionnaire is a guideline only; different material or new ideas would be most welcome. Correspondence will be treated with the utmost confidence.

Any comments you wish to supply about your Company or the Industry: .....

.....  
.....

Any funny or frightening experiences while in business: .....

.....  
.....

Queries/Suggestions: .....

.....  
.....

Helpful Advice/Handy Hints/Technical Advice: .....

.....  
.....

General News: .....

.....  
.....

Any products you wish to include in the Product news section .....

.....  
.....

(Photographs supplied will be returned upon request).

Name: ..... Anonymous:  Please tick

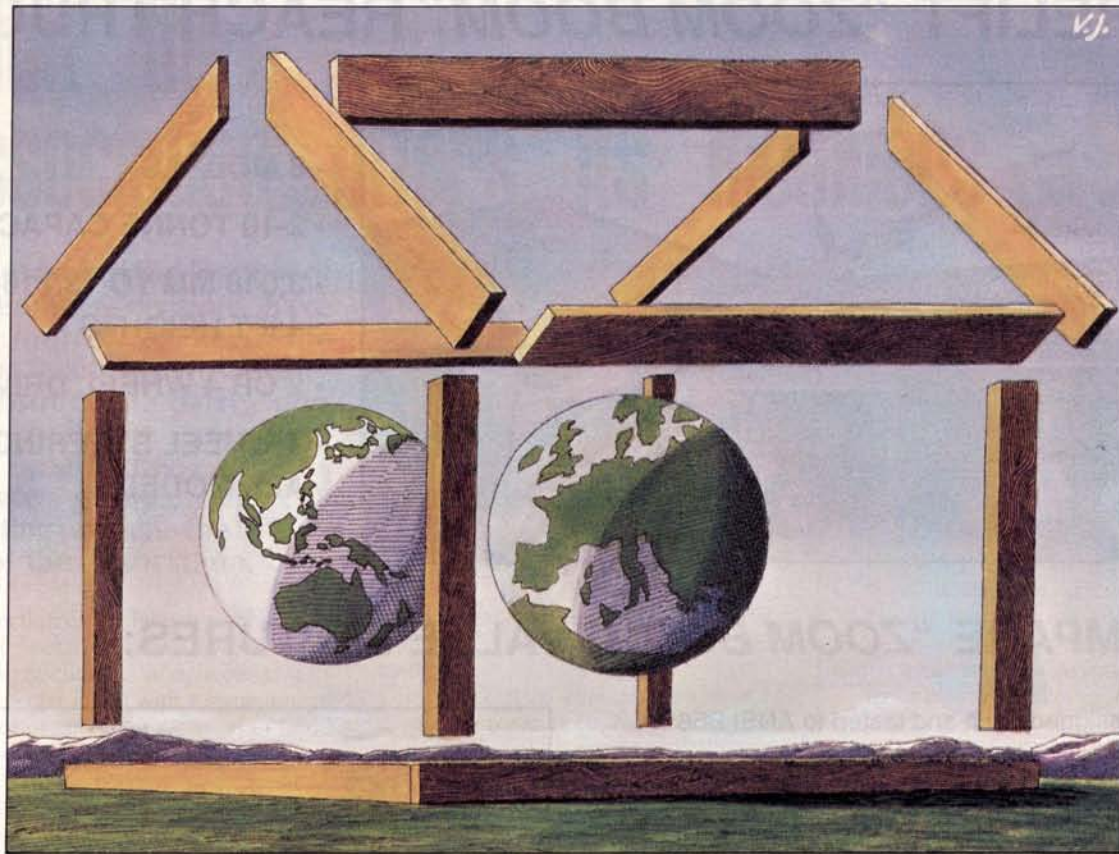
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# What the Association offers its members . . .

**T**O promote the interest of members, divisions have been formed to keep the various facets of our industry — construction, party, portable building, elevating work platforms, etc as separate groups, but all operating within the structure of the Association.

Each section of the industry is thus able to carry out its own development, workshop discussions, and meetings in its own particular detail with a minimum of delay (not usually the case in other trade associations). In this way you meet on a friendly basis with the people in direct competition with you and this establishes stable business ethics, a comparison of business methods and participation in workshop meetings on trade products, methods of maintenance etc.

On the legal aspect, we have been faced with both State and Federal Acts which have affected our industry in many ways, and as an organised body have been able to voice a more positive opinion than individual companies or persons would have done. Some recent success in this area has been with the electrical checking guidelines for construction sites and the liability of Government Bodies when obvious negligence can be proved.

Annually, the entire industry is invited to attend the National Hire Convention, held in various places around Australia. This Convention is the general front window or complete showcase of hire in every aspect. If you want to see a demonstration of the phrase *one big happy family* then we know of no better place to see it.

Members can subscribe to the Red Alert Scheme, which provides written advice within two working days, of any losses or damage suffered by participating members, with details of the alleged perpetrator. Phone advice of any such conversions will be relayed to other members in the Scheme within 2 hours.

To assist members to obtain the necessary insurance coverages, the

Association has formed its own insurance brokerage, the Hire and Rental Insurance Brokerage Pty Ltd, which offers attractive packages covering all facets of the industry.

During the year you will receive four issues of the Hire and Rental Industry Quarterly, the official magazine of the Association, to help improve communications within the industry.

The Association liaises with other States and Countries to further ideas and methods.

The Association arranges staff training seminars for members and their employees.

The Association arranges an annual Executive Seminar in conjunction with the Annual General Meeting.

We also encourage suppliers to become Associate members and offer them ways of promoting their goods and services at the most economical prices to members.

*In summary, the basic aims of the Hire Association of NSW are:*

1. To promote to the general public and industry a strong ethical and pro-

gressive hire industry and maintain same.

2. To open communication with members throughout the industry to improve standards in every aspect.
3. To liaise with other State Associations to further ideas or methods.
4. To liaise with other Country Associations for the same reasons.
5. To represent the industry in watching Government or Semi-Government or regulatory bodies changes to regulations which are discriminatory or against the best interests of the industry and taking necessary action.
6. To assist the Hire Association journal to help improve communications within the industry.
7. To run National Conventions for the good of the members.
8. To offer supplier members ways to promote their goods and services at the most economical prices to Members.

*I hope that the above explanation of what the Association does for you, its members, will lead to your continued membership.*

**HIRE & RENTAL ASSOCIATION OF NSW**



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# INSURANCE NEWS FROM "HARIB"

**Sure it's a hassle! But if your hire contract's right you'll be "held harmless" and save a heap on your insurance premium!**

## Would you hire a trailer minus a hitch? *Of course not!*

But will your next trailer hire be hitch free? Quite possibly not!

Hire and Rental Insurance Brokerage Ltd, "HARIB", have experienced a substantial increase in Liability and Burglary/Theft claims.

Significantly the bulk of the liability claims arise from the hire of trailers and are based on poor maintenance or inadequate instruction at the time of hire.

Although defended vigorously some of the claims have been lost because our underwriter has not been able to rely on the "Held Harmless Clause" in particular contracts *due to poor drafting*.

In order to contain premium increases claims have to be minimised. This is obvious. Getting there is only a matter of common sense.

By including the HARIB recommended Exclusion Clause given in the article in your Hire Contract, and drawing your hirer's attention to it before he signs the Hire Contract, you can be "held harmless" and make certain of a hassle free hire.

You'll also do yourself no harm if you make certain the trailer is properly maintained and the hirer(s) are fully instructed in their use.

So, sure it's a hassle! But getting your Hire Contract updated to include the Exclusion Clause *as part of the contract* will avoid disputes with customers, create goodwill, and contain insurance premiums at next renewal.

### HARIB recommended Exclusion Clause:

#### A. INDEMNITY

The Hirer shall indemnify and keep indemnified and save harmless the Owner and the Owner's servants and agents from all damages, suits, actions, claims and demands of every description whatsoever and howsoever arising either directly or indirectly from the use, maintenance, transport, operation of the goods or otherwise and whether resulting from the negligence of the Owner, its servants or agents or otherwise.

#### B. EXCLUSION OF LIABILITY

The Owner shall not be liable to the Hirer or the Hirer's servants or agents for any damages, suits, actions, claims and demands of every description whatsoever and howsoever arising either directly or indirectly from representa-

tions, warranties, terms and conditions express or implied (except in so far as statutory conditions and warranties cannot be excluded under Part V Division 2A of the Trade Practices Act (1974) or relevant State legislation), use, maintenance, transport, operation of the goods or otherwise and whether resulting from the negligence of the Owner, its servants or agents or otherwise.

#### C. OPERATION OF CLAUSE A AND B

Clauses A and B hereof to the extent they are inconsistent with other clauses, terms or conditions of this Agreement are to override such clauses and be of paramount force.

.....  
HIRER'S SIGNATURE



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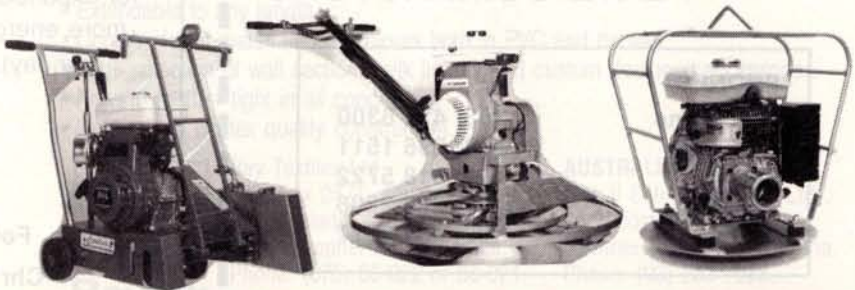
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Twenty-five years ago Domenico Savignano started SAVIGNANO ENGINEERING in a backyard garage producing only a small amount of hand-made tools and trowelling machine blades. With increasing demand in these concrete finishing products he had no alternative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

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

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# THE INSURANCE OF DIRECTORS' AND OFFICERS' LIABILITY

**A**T the time of writing there are more than eight D & O claims pending with Australian insurers. The aggregate damages claimed exceed \$1,000,000.

These figures represent local insurers' experience only. As many directors are still uninsured (or insured with overseas markets) the actual claim figures and costs are probably much higher.

The claims relate to a wide range of activities by directors and officers. In one case an employee is suing an officer for wrongful dismissal, in another a retrenched employee is suing a director for a shortfall in a superannuation payment.

Actions have been commenced by shareholders, government authorities and companies against former directors. The alleged wrongful acts include Contempt of Court, Breach of Contract, misleading advice to shareholders and offences under the Trade Practices Act.

The vulnerability of directors is sometimes not fully appreciated by them until it is much too late. In one case an Australian subsidiary of an American company negotiated a contract with its parent for the purchase of technical expertise. The contract was very favourable to the American company. The Australian subsidiary was taken over by a third party who had no knowledge of the contract. The new directors are now suing the former Board for Breach of Duty.

The number of actions against directors and officers will continue to increase as managerial staff are more often being made personally accountable at law for corporate misdemeanours. For example, in NSW the Occupational Health and Safety Act states in s.50 that every director and person concerned in the management of a corporation is automatically guilty of any offence against the Act for which the corporation has been found liable.

Thus, where a company has breached the Act, the entire management of that corporation is deemed to have breached the Act also. There are defences available to the management, but the defence must be proved. The management is now guilty until proven innocent.

While Statutory fines will not be

covered by a D & O policy the costs of defending an action would be met.

One other aspect of D & O which is often overlooked is the benefit of the Company Reimbursement policy. Most Articles of Association contain an Article of Indemnity making it compulsory for the company to reimburse its directors and officers for the costs of a successful defence of a D & O action. These costs can be considerable, and case history in both the USA and Australia indicates that most D & O actions are successfully defended. Failure to protect a company's assets by purchasing a Company Reimbursement policy could itself lead to

an action by the company against its officers for a breach of duty.

The cost of D & O insurance and Company Reimbursement insurance has remained low despite the increasing claims experience. Although the D & O premium may not be paid by the company, the premium is deductible as an incidental and relevant expenditure to the carrying on of business as a company director.

Should you require further information in regard to this type of cover then contact your local Oamps Office.

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# BUSINESS NEWS AND INFORMATION

## LINCOLN ELECTRIC ANNOUNCE EXTENDED WARRANTY FOR WELDERS

The Lincoln Electric Company, Australia's largest manufacturer of welding equipment and accessories, has introduced a three-year limited warranty on many of its products.

This is believed to be the most comprehensive extended warranty by any manufacturer of welding equipment in Australia. Called "Lincolncare", the extended warranty will apply to products sold after January 1, 1989.

The three-year warranty is a measure of the technological advances being made in welding systems over recent years and indicates Lincoln's own faith in its product range.

Should a piece of equipment require servicing under warranty, Lincoln Electric will at its discretion repair the goods, pay the purchaser an amount equal to the cost of replacing the goods, the cost of obtaining equivalent goods, or the cost of repairing the goods.

The period of warranty on manual or semi-automatic wire feeders and welders will be increased to three years, including belted, engine-driven welders and alternators with operating speeds under 2,000rpm from the commencement of the warranty.

Tractapac mobile rural welders in approved fixtures has had warranty increased to three years from the date of commencement of the warranty.

Belted, engine-driven welders and alternator sets designed for operating speeds over 2,000rpm have had their warranties increased from one to two years.

Other products manufactured by Lincoln such as welding guns, field installed options, welding supplies, undercarriages, standard accessory sets and replacement parts have a full one year warranty.

Alternators also carry a full one year warranty. Where another manufacturer's diesel or gasoline engine has been install-

ed, the engine's warranty ranges from 12 months to two years.

Lincoln Electric, based at Padstow in Sydney, is noted for its quality products, technical innovation and export achievement. It provides a large network of national and international distributors and service centres. The company sells its products worldwide and has built up an enviable reputation in research and development of new welding techniques. The Innershield semi-automatic welding process using a self-shielded flux-cored wire electrode is making great impact into large scale welding applications and has been widely used on Australian pipeline and construction projects.

Productivity increases of up to four times normal welding methods are being achieved using this technique. Another innovation, that of automatic wire feeding with tractor welding, is also increasing the efficiency of the industry and complements Lincoln's range of welding equipment which ranges from the simplest to the very latest in automated robotic equipment for industrial use.

*MEDIA ENQUIRIES:*

RONALD PLATER AND CO PTY LTD  
3 DARLING POINT ROAD, EDGECLIFF 2027  
PHONE: (02) 328 6118

## WRECKAIR PLANS EXPANSION IN 1989

**Wreckair Hire, is planning substantial geographic and inventory growth in calendar year 1989.**

The Company's Managing Director, Mr Ray Kelsey, said today that Wreckair would open at least 12 new depots in Australia, grow its business in the United States and invest heavily in several key product areas.

He identified those areas as access equipment, with an emphasis on scissor lifts and booms; large and mini earthmoving equipment; forklift trucks and pumping equipment.

"Although we are expecting a downturn in building and construction activity in the central business districts of some capital cities late in 1989, this will be more than offset by growth in other areas," Mr Kelsey said.

"In particular, tourism developments, coal mining and renewed interest in gold mining prior to the re-introduction of the gold tax in 1990 will provide the industry with major revenue opportunities," he said.

"Excluding vehicle, crane and major earthmoving equipment hire, the industry will be looking at a growth of about 10 per cent, with gross income being above \$400 million.

"That forecast goes against the trends that many other industries are expecting," he said.

Mr Kelsey said that among Wreckair Hire's priorities for 1989 was the opening of several additional depots in the Sydney metropolitan area.

"Construction in Sydney's CBD has reached saturation level, and the resultant exodus to outer suburbs is opening up opportunities that need servicing," he said.

"We will be adding new depots in other States too, especially in Queensland and Victoria - bringing our total number of premises across Australia to just under 100."

In the United States, where Wreckair has had a presence since 1986, the company is also planning further growth, particularly in North Carolina.

"The opening late this year of our depot at Raleigh in the heart of America's research and development triangle has made us well-placed to serve the expanding needs of major corporations which are moving out of their former headquarters in New York and other large cities," Mr Kelsey said.

Wreckair Hire has eight depots in North Carolina and nine in California.

Back on the domestic front, Wreckair is also planning capital investments and geographical expansion for its Miniskips waste disposal division.

Since being brought under Wreckair's control in February (1988), Miniskips has become profitable in all States and is forecasting what Mr Kelsey described as "decent profits" in 1989.

*FURTHER INFORMATION*

RAY KELSEY/TOM McCULLY  
(03) 353 4411  
or  
STUART MAXWELL-WRIGHT  
(03) 823 4469

## ELMEASCO INSTRUMENTS PTY LTD AND TECH- SALES PTY LTD MERGER

**Elmeasco Instruments Pty Ltd and Tech-Sales Pty Ltd have advised that effective of 1st November, 1988 the two companies, who are both members of the Tech-Rentals Pty Ltd Group, are to merge.**

The merge will result in improved support using the combined resources of Elmeasco and Tech-Sales.

The Tech-Sales range of products includes Precision Digital Voltmetres, Dynamic analysis instruments and Data Logging equipment from Solartron Schlumberger. A range of Ultrasonic Flaw Detectors and Thickness Gauges from Sonatest and Vibration Analysers from

BUSINESS  
NEWS AND  
INFORMATION



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

Komatsu's PC05-6 is totally mobile, meaning that it can be towed, on its own trailer, by the average utility or car. And with large lifting eyes, moving it by crane becomes light work. Its operator position has the best and most comfortable layout, while its boom offset capability far exceeds any other in its class. It turns on a pin head, and on top of all that, its canopy outlasts its competitors by far. Couple all this with the added back-up service of the largest and most experienced excavator company in the world and you've got a little excavator that spells big profits instead of problems.

# BIG PROFITS COME IN SMALL EXCAVATORS

\*Trailer not included.

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



# BUSINESS NEWS AND INFORMATION

CML. Also included are Radio Test Sets and Measuring Receivers from Schlumberger Technologies.

All products will now be available nationally through Elmeasco Instruments Pty Ltd with offices in Adelaide, Brisbane, Melbourne, Perth and Sydney. Elmeasco Instruments Pty Ltd will continue the high level of customer support and service previously available through Tech-Sales Pty Ltd.

## NEW HANSON SYKES APPOINTMENTS

**Mr Jonathan Collins has been appointed managing director of Hanson Sykes Pumps Pty Ltd.**

Mr Collins, 37, joined the company as operations director earlier this year, having previously held management and board level appointments with S.L.D. Pumps Ltd, another member of the Hanson group, in the United Kingdom and the United States.

Headquartered in Newcastle, Hanson Sykes is a leading manufacturer and national distributor of industrial, mining, construction, municipal and agricultural pumps, hoses and accessories.

The company has also announced three branch management appointments.

Mr Tom Plant has been appointed



**Mr Jonathan Collins, Managing Director, Hanson Sykes Pumps Pty Ltd.**

manager, Brisbane. Mr Ian Hands has been appointed manager, Newcastle, and Mr Peter Kondouras has been appointed manager, Melbourne.

All three executives have extensive previous experience in sales and hire of industrial pumping equipment.

## HOW DO YOU GET PEOPLE TO THINK FIRE?

**Fire can cause major disasters and tragic accidents – and threat of fire is always there, no matter where you work or where you are.**

People who have not experienced its devastating effects tend to put it in the back of their minds. Yet almost every day FIRE makes its way into the media, be it an office fire, warehouse fire, chemical explosion or forest fire – you hear of its occurrence all over the world.

We will never be able to combat FIRE unless we can get management and employees to **THINK FIRE**.

Just released from Focal, distributors of quality educational training videos, is a new safety training package **THINK FIRE**. Produced by Millbank Films, UK, this title encourages viewers to prevent fires starting, tackle them quickly and effectively and to protect themselves and their livelihood.

**THINK FIRE** is complete in itself – it consists of two videos, one on Fire Prevention, the other on Fire Control, a full trainer's guide, safety quiz cards and take-away memory cards.

In order to get people to **THINK FIRE**, we believe you have to keep the message simple and memorable and this is exactly what this training package accomplishes.

**THINK FIRE** is available for purchase or

rental, if you would like further information or a free preview – contact **Hilbury Morris Focal Communications** on (02) 437 6855.

## HOW AN OCCUPATIONAL THERAPIST CAN HELP YOUR COMPANY

### REHABILITATION

Assistance with the development of on-site rehabilitation programs and with the selection of suitable duties for employees returning to work after injury or illness.

### TASK ANALYSIS

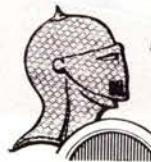
Assess jobs and break them down into their component parts. Necessary for the development of a successful selected duties program for injured employees.

### ERGONOMIC SURVEYS:

Overall assessment of the workplace to identify those features which may result in strain or increased risk of injury and make recommendations in regard to furniture and/or equipment modifications and variations to work procedures if necessary.

### EDUCATION/TRAINING:

Training programs in back care, office ergonomics, safety committee training, hazard identification, rehabilitation etc, tailored to the particular industry involved.



FOR FURTHER INFORMATION RING

SUE SMITH  
ON 697 8101

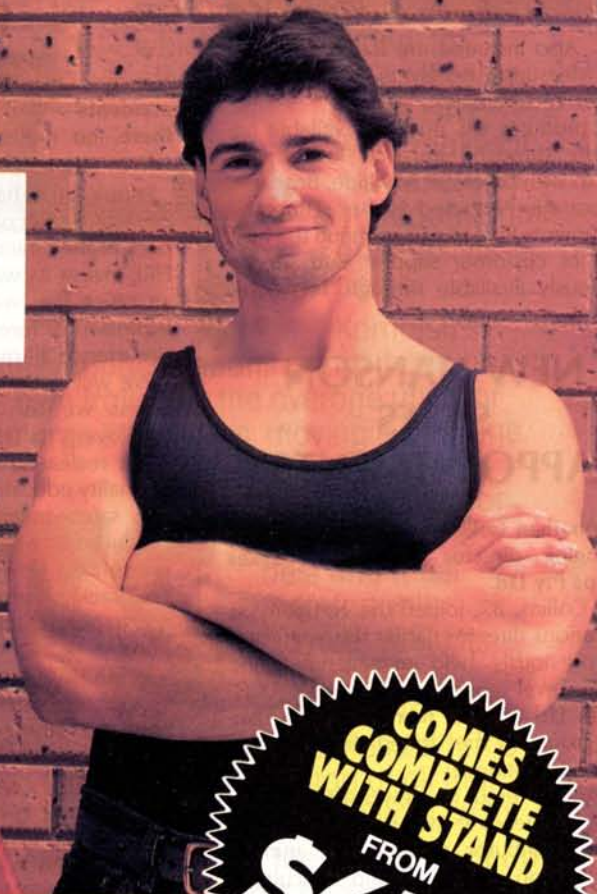
## AUSTRALIAN COMPANY LEADS THE WAY IN MONITORING CONTROL AND PROTECTION TECHNOLOGY FOR ENGINE DRIVEN GENERATING PLANTS

**Advanced Power Products Pty Ltd have been rewarded with an Australian Design Award for their achievements in developing and manufacturing an extremely comprehensive and technically advanced monitoring, control and protection system for prime power and standby generator installations. We look here at this intriguing computer technology and its implications in today's power management conscious world.**

Although Australia has a relatively modern, widespread and reliable electrical grid system, there has been a signifi-

cant and steady growth in the demand for both standby and prime power engine driven generating plants and associated control systems. This growth has been stimulated by continued activity in resources recovery where grid access is unavailable or uneconomic, together with renewed manufacturing growth and increased activity in the construction of highrise office space, public facilities and commercial ventures which have previously suffered disastrously at the hands of electrical supply blackouts and restrictions.

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## Belle

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Drummoyne, 2047. Tel: (02) 81 3858 (Open 6 1/2 days)

**QLD:** Concrete & Engineering Supplies, 73 Moss St,  
Slacks Creek, 4127. Tel: (07) 208 5511

**WA:** Precedence Engineering, 283 Newcastle St,  
Perth, 6000. Tel: (09) 328 4818

FAF5170

# BUSINESS NEWS AND INFORMATION

While the actual mechanics of engine-driven generating systems have changed relatively little over the past decade, the degree of monitoring, control and protection required has grown enormously in both amount and sophistication. This has meant a serious gap in the available technology until the development of the IntelliGEN system by Advanced Power Products. Although only founded some four years ago, Advanced Power put together a strong team of engineers who pooled over 63 years of first hand experience in the power industry. This diverse experience together with expert guidance from chief engineer Mr Don Pulver positioned Advanced Power ideally to bring power generation into the computer age.

## The weaknesses of present technology?

Presently most large generator control systems are individually designed and built utilising a mass of voltage and frequency sensing relays together with timing mechanisms which must be interfaced to some type of relay logic or a PLC (Programmable Logic Control) which

then coordinates the required actions. This PLC is then given specific control memory by a specialised programmer in the form of an EPROM (Electrically Programmable Read Only Memory). This means there's a lot of one-off design work, almost reinventing the wheel every time, so to speak, and also there are a lot of components to be assembled on a one-off basis which is both costly and difficult to produce and service.

PLCs are also particularly sensitive to external interference and voltage transients and require a specialised programmer to write or alter software. This means once programmed it is difficult if not impossible for the end user to make adjustments to the system. Battery back-up must also be provided to ensure there are no problems due to loss or fluctuations in main battery supply.

Simply put... it's awfully hard and costly to change your mind, add extra functions, fine tune installations and debug every new circuit that must be designed each time you build or modify a system.

## What does IntelliGEN do?

IntelliGEN is a dedicated micro-computer-based control system which provides access to a comprehensive range of monitoring, control and protection functions and most importantly, infinite programming and reprogramming access to every conceivable function. This has been achieved by integrating into IntelliGEN's nucleus a 6303 low power CMOS microprocessor which acts as the controlling brain, two EPROM chips (Electrically Programmable Read Only Memory) of 32K and 8K capacity

which hold the specially developed operating program, an 8K RAM chip (which acts like a doodle pad) and a 2K EEPROM chip (Electrically Erasable and Programmable Read Only Memory) which holds all the programmed variable values. This programmable approach means quick and easy alterations can be made to any system parameter at any time and by non-specialised personnel. Virtually all functions can be made user programmable and intelligent built-in programming capabilities including simple prompting messages displayed on the panel provides the user with a simple friendly interface.

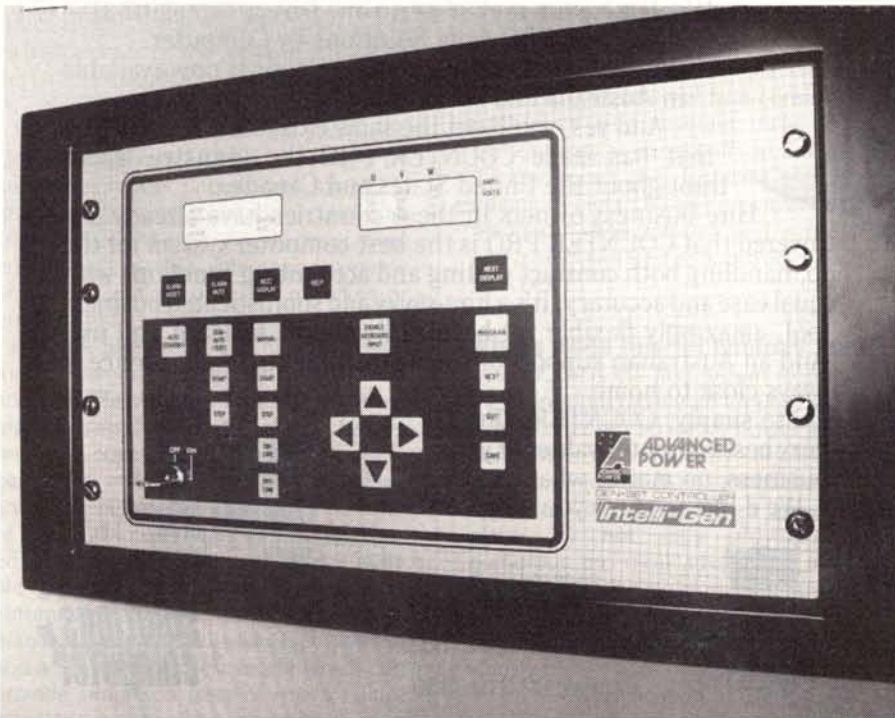
IntelliGEN's powerful capabilities include continuous monitoring of up to 42 system parameters (including engine, alternator and mains power functions), comparison of these measurements to programmed control, warning and fault levels, initiation, and monitoring of all necessary control functions and associated time delays, the provision of all commonly required metering, together with the display of continuously updated status, warning and fault information via its liquid crystal panels. One programmable relay of 24Vdc maximum capacity is available to operate external or remote indication, warning or controlling equipment, and expansion slots are available to accept up to a further 123 of these programmable relays. IntelliGEN is capable of operating fully automatically and unattended and it can even interface for remote control operation or data retrieval via the Telecom network.

## What advantage is programmable technology to the specifier and operator?

Those who have been at all involved in the specifying installation or operation of generating system will well know the difficulties encountered in the fine tuning of complex arrangements during commissioning and later operation and will also well understand the real benefits of programmable technology.

PLC technology is severely limiting if for any reason you change your mind. If for instance you decided you should have included some extra warning, control or protection feature you'll probably need the design engineer who will have to design a new circuit, install it along with suitable sensing equipment, debug it, program a new PLC control chip, install that, then finally test and commission the system again and that's a lot of work, additional expense and introduces the chance of incompatible functions which may only surface after normal operation resumes.

Most of this work and expense is completely eliminated with IntelliGEN as any function can be re-programmed from the inbuilt touch panel and there is no need



The IntelliGEN Control Panel

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Quite simply, **COUNTER PRO** is the very best computer value for your hire business, no matter what its size or type. We'd like to show you why.

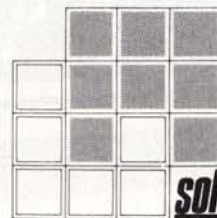


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# BUSINESS NEWS AND INFORMATION

for add-on control logic as it is all built-in awaiting the need. All that is required is to enter the programming mode, call up any of the 25 inherently monitored functions or one of the 12 digital or six analogue unassigned channels (in case of an external sensor input) or even any of the 128 possible external relays, then programme your control, warning and/or protection limits along with the desired readout message where applicable.

In fact the programming of IntelliGEN comprises three levels. The highest level is the mode selection which defines the overall capabilities of the system (eg manual, auto mains failure, multi-generator, etc) and also the other programmable features which will be available. These features are normally defined at the time of manufacture.

The second level of programming is normally carried out during testing and commissioning. This includes factory set and locked maximum and minimum limits which prevent unacceptable values being assigned and the programming of the original operating values according to the installation requirements.

The third level is user programming which is one of the most impressive and useful benefits of this system. Access to any of the programmable functions can be provided to enable alteration as and when required by authorised personnel. Unauthorised tampering is prevented by an access code. Inbuilt self checking features prevent operation until all critical functions are correctly programmed with acceptable values and provide protection against operator mistakes or errors in judgement during operation.

Because IntelliGEN is a fully programmable system it is also just as efficient and versatile whether controlling simple manual sets, automatic mains failure, remote control or complex multi-generator installations with paralleling and sequencing equipment. Any number of IntelliGEN controllers can be interfaced to each other to accommodate multiple generator applications. As well as automatic operation IntelliGEN provides manual operation via its touch panel keys and a semi-auto or test mode which can provide simulated tests of mains failure situations or other programmed starting sequences.

## Fail-safe electrical design

Nothing has been left to chance in the electrical and electronic development or mechanical construction of IntelliGEN either. To ensure no problems are encountered in the worst imaginable field operating conditions, Advanced Power have incorporated extensive isolation technology to completely isolate the controller from any possible interference created by engine, alternator or mains power. Full optical isolation is included on all sensing inputs, and DC to DC converters are provided to totally isolate the controller from the battery power supply. No battery backup is required as IntelliGEN has been designed with sufficient stored energy to overcome any power dips during engine starting.

All memory functions are maintained in non-volatile EPROM to ensure permanent program protection and normally closed protection circuits ensure absolute fail-safe operation. All monitoring is carried out to Class 1.5, that is less than 1.5 per cent error on full scale and continuously updated information is provided in digital form on two, backlit, 80 character, alpha-numeric, liquid crystal display panels. This eliminates numerous meters, their associated wiring, future maintenance problems and also eliminates analogue reading errors. Specific monitoring information can be called up and displayed at any time and a remote data logging terminal can be coupled to provide hard copy information. IntelliGEN is also provided with extensive self diagnostic capabilities generating readout messages to facilitate rapid fault tracing and correction.

A quartz crystal time base ensures accurate time delays and all electronic systems are installed on modular type plug-in panels for quick replacement or servicing. The external face consists of a water and dust resistant, fully sealed, Dietzgen Mylar panel with an integrated 22 key touch pad for data entry and editing. A piezo buzzer provides audible feedback when a touch pad is pressed and a key operated lock provides security access.

## Where does this technology lead?

IntelliGEN is the first system to provide the owner/operator with an unparalleled degree of control over his power generation system. It has greatly simplified the selection, manufacture, installation and operation of engine-driven generating plants by not only providing the numerous technical advantages already outlined but also by eliminating the age-old problem of premature obsolescence caused by inflexibility in design. It obviously breaks a lot of new ground and is an excellent application of user programmable computer technology which has created a product that can genuinely

claim to be "Today's Generating Systems with Tomorrow in Mind".

ADVANCED POWER PRODUCTS PTY LTD  
27 SHEPHERD STREET, LIVERPOOL, NSW 2170  
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## Department of Industrial Relations and Employment

The Secretary  
Hire Association of NSW  
PO Box 613  
BAULKHAM HILLS, NSW 2153 20

Dear Sir,

The Sydney City Coroner (Mr G. C. Glass) has drawn the attention of the Minister to the accidental death of Robert George Elliot who was electrocuted whilst employed as a plumber on May 30, 1987.

The Coroner has drawn attention to an apparent false sense of security gained by trades personnel while using power tools with earth leakage protection.

It should be stressed that such protection devices are only effective when the wiring system to which they are connected conforms to AS3000 and is in good working order.

The Coroner has also specifically requested that some method of testing should be performed by workers, before power tools are connected to power outlets in domestic situations. Accordingly, I draw your attention to the availability of simple plug-in testers designed for that purpose.

The combined use of a plug-in tester and earth leakage breakers should provide the necessary protection to prevent like tragedies in the future.

It would be appreciated if you could notify your members of the availability of plug-in testers and make them aware of the dangers of electricity in the workplace, (even when earth leakage devices are used).

Yours faithfully,  
M. D. PATRICK

Acting Chief Inspector  
Construction Safety

## Tempo Services Pty Ltd acquire Electrolux Cleaning Services Pty Ltd

Electrolux Pty Ltd and Tempo Services Pty Ltd have jointly announced the acquisition by Tempo of Electrolux Cleaning Services Pty Ltd (ECS) at an undisclosed price.

# BUSINESS NEWS AND INFORMATION



Mr Curt Roberts, Managing Director, Tempo Services Pty Ltd (left), and Mr Richard Scelly, Managing Director, Electrolux Pty Ltd

According to Group Managing Director of Electrolux, Mr Richard Scelly, the divestiture of ECS will enable Electrolux Australia to concentrate fully its efforts on the manufacturing and marketing of domestic and commercial products rather than compete in the highly specialised field of contract cleaning.

ECS has sales in excess of \$20 million per annum and approximately 1500 employees. The acquisition is being made by a transfer of shares.

With the acquisition of ECS, Tempo Services will become the second largest contract cleaning business in Australia with sales of approximately \$50 million per annum and 3000 employees. Tempo is the largest privately owned contract cleaning company in Australia. According to Mr Curt Roberts, Managing Director of Tempo, this is an excellent opportunity for Tempo to obtain wide national coverage and to expand its market position throughout Australia. Until recently Tempo had confined its activities to New South Wales, whereas ECS has operations in all states other than New South Wales. "The two companies will fit perfectly together and will not result in a loss of employment by employees of either company," Mr Roberts said. "We are totally committed to the cleaning business and trust that our clients will allow us even more opportunities through this wide national network."

For further information please contact:

Mr Curt Roberts, Managing Director - Tempo Services Pty Ltd - (02) 411 5944

Mr Doug Horner, Company Secretary - Electrolux Pty Ltd - (03) 566 5200

## ANOTHER HIRE COMPANY TAKES ON TAKEUCHI

Three top executives of Wreckair subsidiary DIY Hire have resigned to form Super Mini Earthmovers.

With some 30 years combined experience in the equipment hire business and a brand new fleet of high-tech Takeuchi Mini Excavators to offer, Ron Gillingham, Peter Lion and Dave Tregenza are confident that Super Mini Earthmovers will give users a real choice. "The first quantum leap came when we

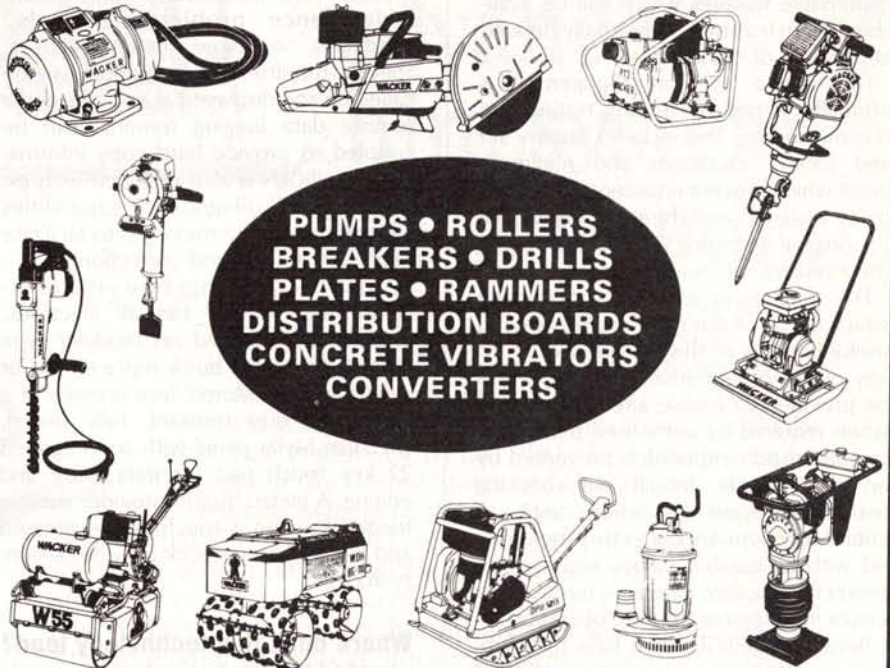
introduced the concept of Mini excavation to Melbourne users," says Ron Gillingham. "Now we're ready for the second move. It's based on three factors. First, know-how. We have the field experience and capability to help our customers get maximum performance from Mini excavators in a very wide range of applications. Second, personal service. We're going to give it in spades. Third, equipment. Takeuchi is superb - the real leading edge of high-tech engineering."

Site specialist adviser Peter Lion adds: "There's no doubt in my mind that this outstanding new Takeuchi range, from 1.3 tonne to 6.8 tonne sets totally new



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Wiri - Auckland  
New Zealand

# BUSINESS NEWS AND INFORMATION

performance standards for site operations. These machines incorporate all the design lessons learned in Mini excavation operations worldwide. They're engineered for durability, reliability and very high output. We have established beyond doubt superior breakout force 90°/70° manoeuvrability, tremendous gains in operator comfort, higher productivity in all conditions and marked improvements in safety. At our free site demos, these new earthmovers machines make a big impression – not only in terms of work output but in demonstrating a full range of Super Mini excavator features. These include the ability to crawl into areas less than 6ft high, operate next to walls, inside skyscrapers and very confined areas, handle greasy conditions, turn on a dime and run on a shoestring."

The three-man Super Mini management team virtually pioneered the Mini excavator business in Melbourne. Dave Tregenza believes that their wealth of accumulated know-how will pay dividends for Super Mini Earthmovers' customers.

"The only way to get genuine expertise is to face real problems and find optimum answers," he says. "We've done the essential homework and won real know-how. It will certainly work to the great advantage of our customers. And because this is our own company we're not just talking service – we're giving it all we've got."

## QUEENSLAND DISTRIBUTOR FOR BMCH

Dowdens Pumping Sales and Service Pty Ltd, of Mackay, has been appointed regional distributor, in central and northern Queensland, of the full range of Denver Orion slurry pumps manufactured by BMCH, of Sydney.

BMCH is a Sydney-based company specialising in the design, construction and commissioning of process plant and equipment for the mining, quarrying, minerals processing, civil engineering and bulk materials handling industries in Australian and overseas markets.

Dowdens headed by managing director Mr Trevor Dowden, specialises in the design, supply and service of domestic and industrial pumping equipment. The company is strategically placed for servicing both the coal and sugar industries in Queensland.

Under the distributorship agreement, Dowdens will market and supply the full range of Denver Orion pumps and spare parts manufactured under licence by BMCH and will provide full workshop and service facilities.

Dowdens recently relocated to larger premises and took on more staff, to cater for growing demands on product supply and service, particularly from the mining industry.

*The company is located at*  
17 MacAlister Street, Mackay, Queensland 4740  
Phone: (079) 57 3377. Fax: (079) 57 2565.

## GOOD NEWS FOR TRUCKIES

**International Harvester has extended trading hours at its Lidcombe Parts and Service Centre in Sydney.**

The new trading times mean that the Lidcombe Centre provides repairs and parts for 16½ hours every week day – from 7.30am to midnight.

On the weekends, parts only are available on Saturday from 9am to noon and on Sunday from 8am to noon.

The extended hours for parts and repairs are unmatched by any other commercial vehicle company in Sydney.

Lidcombe Centre Manager Noel Evans said the new hours had many advantages for truck operators.



**International Harvester, Lidcombe Centre**

"For example, operators will be able to keep their trucks on the road by having them repaired after hours through the services of International's Lidcombe Centre.

"In many cases, operators cannot attend to service on their trucks until late in the afternoon, and by that time most service centres are closed," he said.

"Owner-operators will also be able to take advantage of the extended trading hours of the centrally located Lidcombe Centre.

"Many owner-operators have trouble in getting their trucks to repair centres before closing time of 5pm. If they do make it in time, it usually means they have to 'lose a load' to do so."

Mr Evans said the Lidcombe centre was staffed with fully-qualified mechanics and has on-site the largest stock of truck parts in Sydney, for many different truck models, not just for International.

He said International also offered a courier service which would deliver truck parts throughout Sydney.

The extended hours began in early October.

**International Harvester  
Lidcombe Service Centre  
23-29 Parramatta Road  
Hours:**

**Weekdays (parts and repair): 7.30am – midnight.**

**Weekends (parts only): Saturday 9am – noon,  
Sunday 8am – noon.**

  
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COMALCO PLANKS are distributed nationally through the network of COMALCO ALUMINIUM SUPPLY branches and come in standard 3 metre, 4 metre, 5 metre and 6 metre lengths with other lengths available subject to minimum order quantity.

# FAST AND CHEAP!

For 10 years Brisbane's only Armature Rewinders have been Cresslough. They have been giving the cheapest prices by specialising in Armatures. Now Brisbane Rewinding have incorporated with Cresslough to give you the full power tool service you've always expected but rarely got. We have the quickest rewinding turn-around on Armatures and Fields in Brisbane. Try us.

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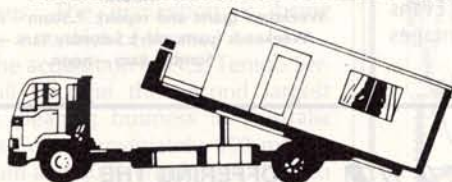


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# "MEET THE NOT SO NEW KID ON THE BLOCK"

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It will come as no surprise to members or our industry that the well-known hire industry personality, Chris Pannell, has expanded his "Pannell Plant" brand manufacturing operations with the establishment of a new division.



CHRIS PANNELL

**T**HE new division, to be known as "Pannell Plant Power Products", will specialise in the import, manufacture and supply of products specifically for the hire and rental industry.

Chris has an association with the hire and rental industry going back to his days as NSW State Manager for Coates Hire. Today he operates his own chain of hirepool outlets throughout the Central Coast, in addition to his American Business Machines computer operation, and its specialist software division, "The Software Link", which caters exclusively to the hire industry, plus his very successful engineering consultancy. We wondered when he sleeps, too!

According to Chris, the new division is a logical extension of his other business interests and has been formed to satisfy a need within the industry for a reliable supplier of "value for money" products over a wider range than has been previously available.

There's nothing like specialist knowledge, and Chris believes that this is the secret of his success. In all his endeavours Chris has based his activities on one very simple maxim: "Give your customer what he needs!"

With this in mind the new division will develop and stock a new range of products covering such groups as air equipment, scaffolding, chairs and ladders as well as pumps and pressure washers.

However, Chris assures us that it doesn't end there.

The forming of the new division follows on from a very exciting 12 months for Chris's group of companies. "Quick Hire", the specialist hire industry software division was already established as the market leader in the provision of automation to the hire industry and has continued to go from strength to strength. Many of the largest establishments within our industry are already enjoying the benefits of the quick hire rental management system and we plan to follow the course of an installation in a later edition of the magazine which we are sure will be of vital interest to anyone considering computerisation of their organisation.

The American Business Machines division has expanded to the point where it has become necessary to move to much larger premises for the Queensland division and expand the staff to cope with demand. Chris tells us that one of ABM's newest products, the LP 3300 Laptop computer is so flexible that it can even form part of a network within your office acting as a work station whilst still retaining all the advantages of a powerful portable capable of meeting all your needs out of the office.

Providing the right product is vital according to Chris. "If we can't buy, we'll build it!" Chris won the prestigious Prince

Phillip Prize for Australian design for his design of the Panther vibrating roller and it his commitment to keeping these high standards which is obvious in all his business interests. The computer division grew out of Chris's desire to provide good quality but affordable equipment to run his specialist hire software and the new division is further extension to his other interest within the industry.

Only recently Chris was notified that he has been included in the latest edition of "Who's Who in the World" for the sixth year running for his "contribution to contemporary society".

Chris has appointed Mr Chris Williams who brings with him considerable experience in the electronic industry and Lal Emmerson who should be well known to many of you from his time at Wreckair to assist him in the formation of the new division.

Please take particular note of the telephone number for Pannell Plant Power Products as you will not be able to find them listed in the current telephone directories.

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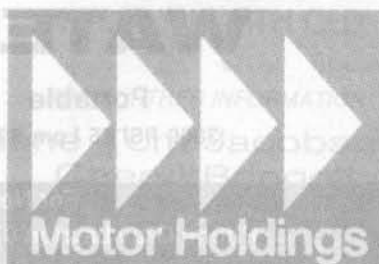
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# NEW ZEALAND ROUND-UP



President Trevor Tuffnell has accepted an invitation from the ARA to attend its Convention in Orlando next February. We see this as an important continuing step in liaison within our Industry around the world.

Through a recent visit to England and Europe by Member John Martin we have also established a link with the Hire Association of Europe.

The promotion of the Hire Industry to the general public is a continuing process and the Association has previously undertaken a publicity campaign revolving around the Association logo.

The latest campaign involves the supplying of newspaper editorials on various aspects of Hire to selected newspapers throughout New Zealand. The first two articles covered the subjects of "Home Decorating" and "Garden Equipment" and these were suitable for various newspaper supplements printed from time to time. It is planned to make these editorials (each time covering different aspects of Hire relevant to the particular season) available every three months. It is also hoped that local Hire members will take the opportunity to advertise in conjunction with the articles.

The dates for the 1989 New Zealand Convention have been moved to September 20-22 to avoid clashing with the Melbourne Convention scheduled for earlier that month. We look forward to welcoming many Australian visitors to Christchurch.

For the past four years this Association has been proposing to host a Pacific Region Convention. This was originally scheduled for 1988 in Fiji but political instability in that country meant deferring the proposal. We have tentatively scheduled the Convention for 1991 with the venue and exact dates to be determined early next year. Further details later.

## HIRE INDUSTRY TRAINING

### STAFF TRAINING FOR THE FUTURE

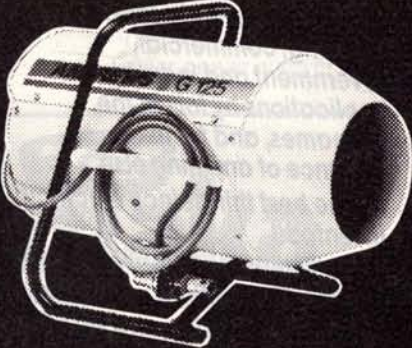
In 1986 the directors of the Hire Services Association of New Zealand along with industry representatives and technical training administrators established a syllabus for staff training within the industry.

The program devised was a course consisting of four one week modules which when completed would gain for the trainee a NZ certificate in Hire and Rental. The program provided training in many skills areas required in the industry and on completion participants would be better prepared for a career in any number of Hire Businesses throughout the nation who specialise in construction

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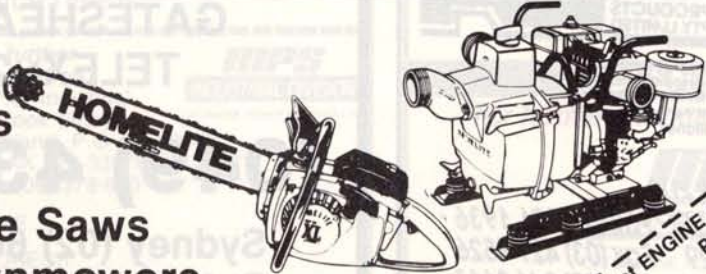
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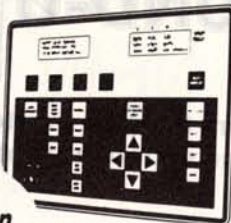
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# NEW ZEALAND ROUND-UP

CONTINUED

equipment, homeowner tools, party supplier or a combination of these.

This program was held in conjunction with the Taranaki Polytech and was well supported and attended for several years with a number of trainees obtaining their certificate in Hire and Rental and many others completing one or more modules.

Over the past year as the economic climate changed a fall in registrations indicated that some revision of the program was necessary. Consequently discussion with the Contracting Industry Training Council indicated that a program of a similar nature could be run on a modified scale in each region – the weekly modules have been broken into daily seminars generally covering two subjects and the program is run where appropriate with the assistance of trade suppliers, who provide both material and personnel under supervision of the Training Council. This allows far greater flexibility in the selection of venues and also allows more members and employees of the Hire Services Association to attend.

The first of these seminars was held in Auckland recently at the premises of Air Hire Centre and was attended by 15 trainees representing Hire Companies from Region 3. The subjects of compaction and compressed air were covered in detail by instructors provided by trade suppliers with appropriate written material supplied.

It is intended that future seminars on a variety of subjects will be held in each region as required by members and will be organised in conjunction with the Contracting Industry Training Council.

The new program now offers three separate selections for people involved at all levels of the industry:

1. The NZ Certificate in Hire and Rental
2. Special Education Program
3. The People Development Program

It now remains for the Hire Industry to grasp this opportunity to improve service to customers by providing its employees with the necessary knowledge and training.

## KANGO IS BACK

The popular range of electro pneumatic drills and hammers from Kango UK is back.

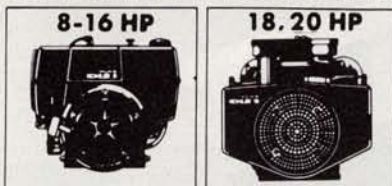
The range, complete with two new machines, is now distributed and serviced throughout New Zealand by Cory-Wright & Salmon Trading who have 27 branches nationwide.

The two new machines to complement the range are as follows:

- 426 A powerful lightweight drilling hammer capable of drilling up to 26mm in concrete with SDS plus bits, an adaptor plus 3 jaw chuck increases its versatility to drill up to 30mm in wood and 13mm in steel on the non-hammer mode.
- 950X This is the upgraded version of the popular 950. Drills up to 50mm with solid K Taper or Integral shank drills. Drills up to 125mm with core drills. The 950X easily tackles other tasks like vibrating, digging and demolition. The 950X is a combination of sheer power and versatility.

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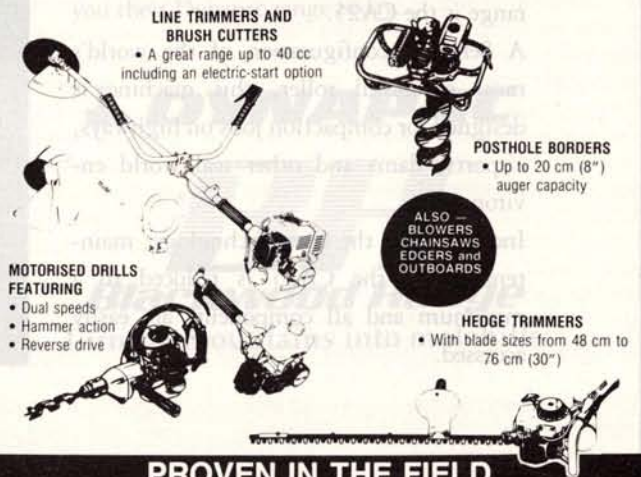
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Soon Dynapac vibrating rollers were hard at work everywhere from the Arctic tundra to the humid jungles of the Amazon.

Today the company turns over more than \$250 million a year.

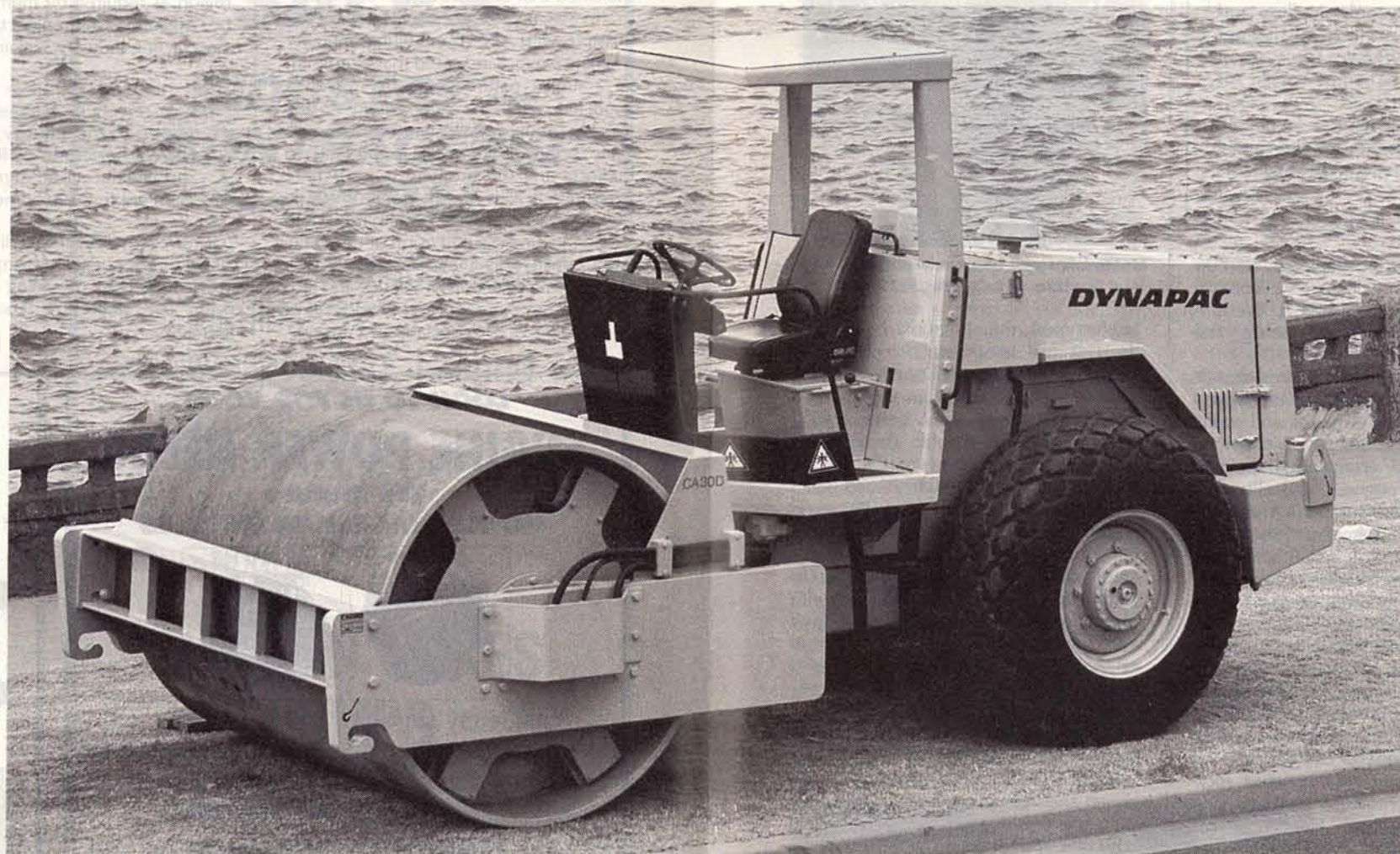
Apart from their unique vibrating roller, Dynapac machines share another vital quality.

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

One of the key models in the Dynapac range is the CA25.

A Series 2 configuration of the world's most successful roller, this machine is designed for compaction jobs on highways, airports, dams and other real world environments.

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# A BLAST FROM THE PAST

Featured here is an historical look at the "good old days". It is a remarkable account from Mr Les Johns of his early beginnings with Ingersoll-Rand.

Les Johns began his working career selling ribbons, lace, gloves and moving advertisements. In 1932 he "got down to the nitty gritty" and worked for the Morning Star Gold Mines at Wood's Point. His first duty was cutting cord wood for gas producers. Then he shovelled muck and ore underground for £3/0/6 per week, irrespective of the shift worked. He joined Ingersoll-Rand on October 11, 1933. His initial duties were glass cutting, window repairs and fitting bird wire along the full length of the old store. Eventually he assembled air hoses and couplings and scraped white metal bearings for Type 15 compressors. He was paid £4/10/0 per week. In early 1934 he joined the Sales Force — he was the entire Sales Force! — and had the privilege of using the first sales car, a 1923 Bayliss-Thomas bought for £80/0/0. Les was transferred to Kalgoorlie in early January, 1935.

Mr Les Johns retired from Ingersoll-Rand on October 12, 1971 — exactly 38 years of service! He was a very active supporter of the Hire Association and should be remembered by many of our members from his years of service with Ingersoll-Rand.



Mr Les Johns with his German Shepherd dog, taken in Kalgoorlie, 1935.

Kalgoorlie was the location of Ingersoll-Rand's first office in Australia and I think the year was 1897. The company wasted no time after Paddy Hannan found his first colours only three years earlier. A man named Brisbane was the company's first manager. According to old records found in the McDonald Street store, but unfortunately not preserved, he was a lavish spender whose entertainment expenses would surprise most of today's salespeople. He would hire a buggy and pair with driver to visit all the mines in the goldfields.

It was another 38 years before I knew Kalgoorlie. I was with the company in Melbourne when the then managing director Guy Birling transferred me to the West and suggested I go around by ship — it would be a good rest, he said. I was seasick all the way. I left Melbourne after Christmas 1934 and arrived in Kalgoorlie in early January 1935. The office was in Egan Street, a single-fronted brick building with two good watering holes handy — the Kalgoorlie Club almost next door and the Palace Hotel just around the corner. The office had a tripod-mounted stroke machine, I think an E24, perched on the roof. All the furniture in the office had been sent out from USA including two beautiful Cutler desks.

Errol Leslie (Stork) Hendry was the manager, Miss McNally (I don't think she had a Christian name) was the typist, Bob Brown the accountant, and Arthur Morrow the storeman. Our store was a big barn of a building in McDonald Street. I think the building had been the store for Bewick Morewick whose office was next

door and which was occupied by Herbert Hoover, who, of course eventually became President of the USA, Western Mining, Lew Westcott being the manager.

The town was busting at the seams. It was primitive, crowded with young geologists, young bank clerks, and young mining engineers, many of them to become later very prominent in the mining industry throughout Australia. Accommodation was scarce. I lived in a boarding house in Campbell Street, Lamington, with half a dozen other young blokes. A Miss Hodgkinson ran the place on strict army lines, and we paid £3 per week for full board and lodgings. The house had **ONE** EC (if you know what I mean) against the back fence. At a time when wages were very low, water cost the user 7/6 per thousand gallons for total usage. There were lots of people around Kalgoorlie who had BO.

Other merchants who handled rock-drilling equipment were Hodgson and Cranston who had Holman. Jack Cranston was the driving force while Hoddy was an eccentric who lived on the premises who collected bits of tiewire, rope and string and draped them on his forehead. Charlie Manners handled Gardner Denver and CP had just come into the field. Electric trams ran from Boulder along Boulder Road to Lamington and a car barn was located in Boulder Road.

The IR machines used in the mines then were 3" L74, 3½" N75, 4" S70 and 4½" X71 drifters, R51 Stoppers, R39 and S49 Jackhammers and the X59 sinker. While there were a couple of earlier side valve

jackhammers, the above machines were the first real breakaway from the old stroke machines, better known as widow makers. The stroke had an extension to the piston to which was U-bolted a solid steel with hand forged bit. The hammer drills I've referred to were the first to replace the piston machine and used water through a cored steel. But even with the new water liners, as they were known to the miners, men were still dying of silicoses, because they preferred to collar dry rather than be splashed with muddy water. Years later, Ingersoll-Rand introduced a water controlled backhead on their drifters to make it impossible to turn on the air without first automatically turning on the water. Earmuffs were still a long way in the future and hearing damage was all part of the job.

About 1935 the steel Jackbit was introduced and various methods of threading the steel were used including cutting with dies and forging the thread.

Transport over long distances on rough and dusty unsealed roads was hard on vehicles and drivers. The office had a 1934 Ford V-8 utility when I joined the team. Stork Hendry didn't drive so I had all the long haul jobs. The dust, whether driving through the tailings dumps at Boulder or on the road to Big Bell or Wiluna just wore out the motors. The engines were fitted with aircleaners but they weren't designed for the kind of conditions they were used in, nor were the drivers very conscious of what they

## A BLAST FROM THE PAST CONTINUED

were for. So very soon almost as much lube oil went into the vehicle as petrol. Petrol cost 1/7 per gallon. It was even cheaper in Perth. Because I'd be away from the office for anything up to a month at a time, I had a 28 gallon baffled petrol tank and a 14 gallon water tank built into the utility just back of the cab. I carried a camp bed and box of food, mainly tinned, a spare spring, soldering iron and belts and things. It wasn't good country in which to be stranded.

Big Bell was an American run show of 3½ dwts, rather borderline, managed by Dale Pitt with Jack May as Mine Superintendent and Sutherland as Chief Engineer. Sully had spent time at a mine in Canada amongst the pines and lakes and when he took the job he looked at the map of WA, saw all the lakes with names like Lake Austin and Lake Way, and arrived complete with expensive troutfishing gear. Dale Pitt picked him up in Perth and in driving to Big Bell, Sutherland asked about the lakes and was told they were then in the middle of one. The fields were full of anomalies. Wiluna, with Wiluna Gold Mines managed by Bert Carrol and its neighbour the Moonlight were virtually in a desert, but mine staff frequently dressed for dinner, black bow and all, at the Lake Way Hotel. A pillbox hatted bellboy held open the door for all guests.

We wanted to see what kind of business could be gotten at Cockatoo Island (BHP) and Koolan Island, the latter managed by an ex-turtle diver named Gregson. The track through Sandstone, Cue, Meekatharra, Nullagine to Marble Bar and Port Hedland left a lot to be desired. I carried rolls of wire netting to get me over dry river beds, but in the middle of one, several hundred metres wide, I was caught. After some hours of getting nowhere, a team of shearers ar-

rived in an old AEC truck and trailer and they literally lifted the car and me in lots of big heaves and deposited me on the opposite bank. On the same trip, at another of the numerous dry river beds, a large boiler drum on a jinker was hauled through by a team of 53 donkeys. The teamster walked with the lead donkey and just talked quietly to him till they were out. I left the car at Port Hedland, flew to Broome and Derby then to the islands on a schooner. Both islands were supplied with fresh meat and fish by aboriginal hunters. No one ever asked questions about whether the fresh meat was only kangaroo.

On another occasion, I was doing a PR job by driving a man named Bell of Bell's Quarries (later to grow up into the huge organisation of today) and his colleague, Jim Gillick, to a big porphyry orebody that had been drilled and loaded and Gillick was to prepare the shot with detonating fuse (FID), still pretty much in the experimental stage. We got lost, the sun sank, and we set out with Gillick navigating by the Southern Cross to get back onto the road to Porphyry. We ruined two tyres on mulga stakes and finished on the rims. The firing was a huge success and got a write-up in the Perth papers. Seem to remember there were 180 holes, all fired simultaneously with the milli-second delay of the FID.

On another occasion we had a ring at the office from Edjudina Gold Mines, near Porphyry that they intended equipping the new mine and they wanted to see someone in a hurry. Seemed logical to beat the competition, to fly out. A man named George Lewis had a little plane — I think a Fox Moth — and he could leave right away. He said there was room for my wife if I liked and we three took off middayish. The landing strip was supposed to be at Porphyry and we'd borrow a car there and drive to Edjudina. But when we got to the expected airstrip it was covered with stakes, each marking a man's clearing contract area. We circled, there was a rush of men who whipped away the stakes so we could land. At the Edjudina mine, I was to deal with a no-

nonsense man, an Englishman named Leighton. He told me what he wanted, I told him what it would all cost him and when he could expect to get the stuff — drills, Cameron pumps, sharpeners, steel, etc — and I was given the order. Fastest ever. We were invited to dinner as the aircraft couldn't take off until the moon rose. The mess was a bough shed, which was the accommodation at many mines in the West, and we were ushered in by Leighton. All the other diners, members of the staff, stood behind their chairs until we were seated. It was all very formal including the port passing.

At the resurgence after the depression, investors were rushing around with money to spend. They helped to rejuvenate some of the old mines and establish some very good new ones. But they were also fair game for the scamps. In Norseman there were two going concerns, Norseman Gold Mines managed by Cant and Central Norseman with Ced Gregory. But a small syndicate found some very rich ore in the area, so rich that the ore was loaded into a kibble and brought to the surface where the manager broke the stuff up in a dolly pot and tossed chunks of gold into a cyanide drum. It was called the Blue Bird. In no time at all, the Bluebird extended, Bluebird South and North and you name it were floated and oversubscribed, but none of the others produced an ounce.

We were to stay in Kalgoorlie for four years before moving to Brisbane to open our first office there. Those were four good years. Entertainment was simple and our requirements were small, but we made some wonderful friends in business and socially and many are still our friends. Of those still alive, I mean. I had no single regret for the time I spent in the West and the Company for whom I worked for 38 years were a good mob.

L. L. JOHNS

### Congratulations Mr Les Johns

*Thanks are extended to Mr Des Whelan and Mr Keith Presswell for their assistance and co-operation with the article.*



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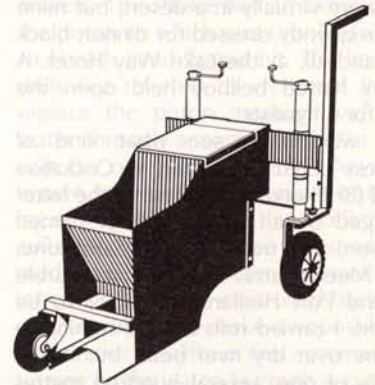
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# Party Hire Extraordinaire

We present a company that specialises in the weird, wonderful, and the spectacular. "Longshot Megabucks" is a company that can produce anything and everything for party-hire, exhibitions, festivals and any special occasion.

The founding members are Andy Dunning, a juggler, designer and maker of giant puppets, parade imagery, and a creator of pyrotechnical events, (explanation to follow!); Janine Hilder and Fred Braat, painters, sculptors, and designers of a variety of major festival projects. Bet-



Imaginative "props".

ween them they have a wealth of talent that can be utilised for any event or occasion. They have a network of approximately 25 people to assist in major events. The numerous creations they construct at their workshop are available for rental; products are also built upon request. They will travel anywhere in Australia to work on consignments. In the past they have covered events ranging from backyard birthday parties to metropolitan fetes and galas. On one occasion they were hired by the National

Mutual Company to "create mayhem" at their Annual Convention. Their task was to disrupt breakfast by stealing food, personal effects, wrestle with the delegates and stage "hangings", for which some delegates even volunteered!

## DAYLIGHT DECORATORS

Products that Longshot Megabucks can provide for your event include flags, "windsox", heraldic banners, chandeliers on sticks, whizzing silvery comets, fantastic flurries of fabric and a magnificent



The founding members of Longshot Megabucks demonstrating their "pyrotechnical" skills.

**PARTY HIRE EXTRAORDINAIRE — CONTINUED**



Mad Morgan the Pirate puppet entertaining young children.



Stiltwalkers in costume and a model created by the group.



Children being given "elegance lessons" at a festival.

## PARTY HIRE EXTRAORDINAIRE — CONTINUED

3.5 metre sun filled with 2,000 balloons which are released for a grand finale. Longshot Megabucks will decorate stages, streets, halls, markets, parks and will build items of every size and colour to order. They can arrange stiltwalkers, jugglers, clowns, puppets and puppet shows. The giant puppets are accompanied by a handler and clown minder! The company has numerous activities that include children as well as grown-ups. One of their products is an enormous inflatable "supertube" that can accommodate 60 to 80 bouncing children at once.

### PYROTECHNICS

Do you want to set the house on fire? A pyrotechnical event is the answer. Pyrotechnics are impressive fire drawings which light up the occasion with two dimensional form. It is performed by Andy Dunning with assistance when necessary. The desired message, logo or name is constructed and set ablaze, effectively "getting the message across". Andy introduced the use of fire into his extensive repertoire of skills and says "the



The entrance to Circus Solarus Fayground.



Andy Dunning plus cockatoo. (Andy is holding the teapot...)



Preparations for a "pyrotechnical" event.

**PARTY HIRE EXTRAORDINAIRE — CONTINUED**

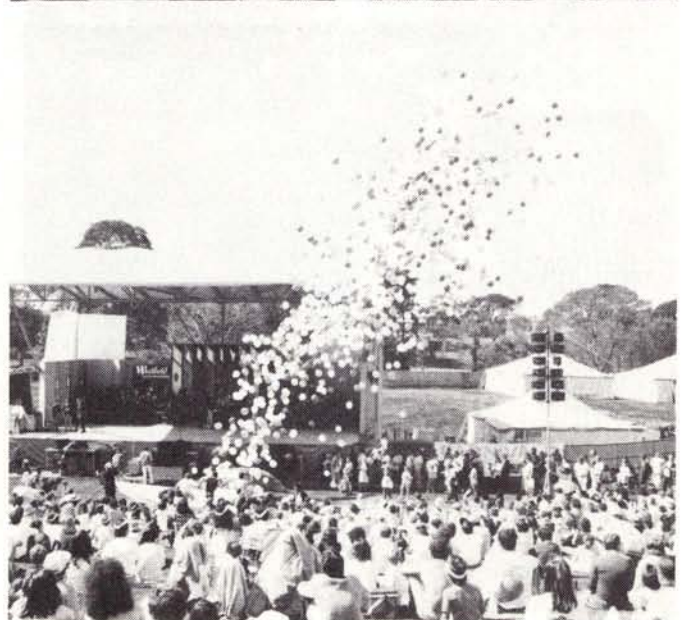
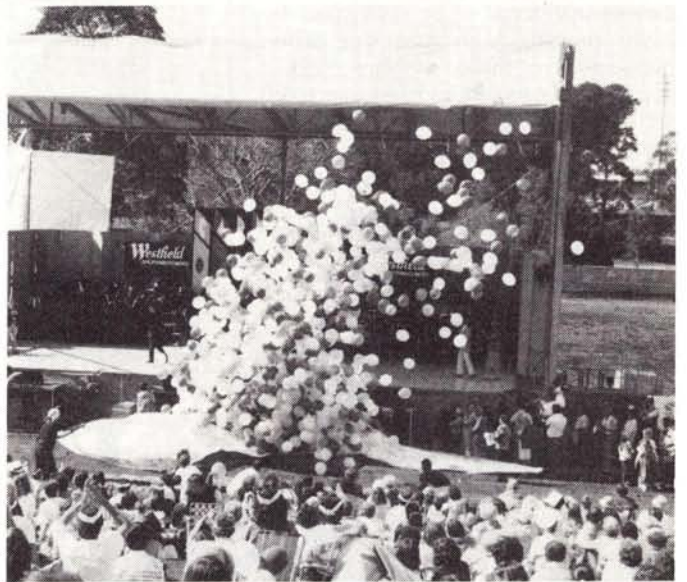
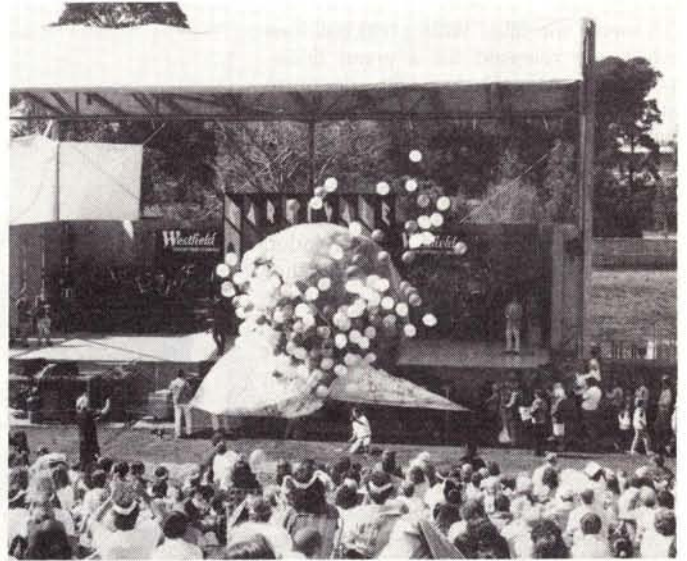


\*



\*

A stiltwalker followed by the 3.5 metre sun filled with 2,000 balloons.



A spectacular release of the balloons!

## PARTY HIRE EXTRAORDINAIRE — CONTINUED

*bigger the job, the better*". Proper safety precautions are taken.

### **CIRCUS SOLARUS:** (an endorsed Bicentennial Activity)

Longshot Megabucks have a production titled "Circus Solarus" which is the name given to the performance troupe. Circus Solarus is a unique and colourful fayre and the performers will set up and organise for performance venues. They create a festival atmosphere wherever they visit and have a spectacular sculptural archway to form an entrance. Stalls in the fayreground are linked by colourful bunting, handmade banners, and sculptural translucent lanterns for night-time entertainment. The Circus Solarus troupe were hired to perform at two Royal events, the Queen's opening of Darling Harbour, and the opening of the Foreshore at Newcastle. They also performed at Parramatta's Prince Alfred Park during Heritage Week, and at Botany Bay for the First Fleet arrival. Although the operations involve 20th Century technology, Circus Solarus succeeds in creating the concept of the travelling Fayre of past centuries.

The skills and resources of the people of Longshot Megabucks can be utilised for a variety of occasions to suit every need. If the event you are catering for requires that special touch, they could be your answer.

For further information, please contact:

Dunning, 74 Mary Street, Dungog, NSW 2420.  
Telephone: (049) 92 2166

or:

Janine Hilder and Fred Braat, Lot 11, Kenwood  
Road, Wedderburn, NSW 2560  
Telephone: (046) 34 1287



A parade in procession using "windsox" and banners.

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Phone 72 2100

COMP/KGA/331

# First Australian Field Service Package for HP/3000

**EAST MELBOURNE** — A field service management system, is now available after successful beta testing by two major Australian companies, one of which handles over 400 calls an hour.

Uptime, a field service management package is the only product of its type for the Hewlett-Packard 3000 range of computers.

The system, suitable for any industry, automates the handling of field service calls and depot repairs, and provides a means to analyse mean time between failures (MTBF), downtime or repair frequency, in addition to reporting any price variance in parts or labour. The depot repair module links in with the field module so that repairs can be taken or accepted for bench repair and allocates a job number or work ticket and traces it through. The module interfaces with parts, technicians and all information is available from the one database. Over the counter bill/invoicing is also included.

Its service call tracking and technician dispatch module provides control of customer requests for service, keeps customer records, dispatches technicians and analyses service calls as well as providing scheduling aids for increased productivity.

The inventory control module is claimed by one of the beta test sites to have paid for itself in a very short time by helping maintain an effective parts inventory and at the same time, resulting in lower costs for both parts, stock and inventory staffing.

New agreements and preventive maintenance scheduling can be traced automatically while customer and technician activity can be analysed by site or product for efficiency and increased revenue generation.

The service order/work ticket reporting module provides histories of each service call, customer site serial number and pro-

duct. Tailored reports are also available.

Field Technologies Pty Ltd was formed as a specialist software company, particularly to provide total system solutions in Sales Office and Field Service Automation. Special challenges exist in the sales service and marketing discipline which extends into the development and implementation of computer systems. The range of activities varies with each company and is subject to constant change. The computer system must reflect those changes and have an inherent flexibility and growth capability to match the organisation. Field Technologies' product range addresses this requirement.

## Customer Benefits

- No "lost" service requests or incorrect customer records.
- Increased technician productivity and identification of improvement needs.
- Reduced overall inventory levels, more appropriate stock mix, and minimised stock-outs.
- Profit/Loss reporting for maintenance agreements.
- Savings in staff costs through consolidation of service centres.
- Improved cash flow position through prompt invoice issuance. Invoices include full work description to reduce billing questions.
- Consolidated management reports for timely and accurate decisions.
- Fully developed system, with in-depth support to eliminate burden on the data processing staff.
- Complete product analysis reports for control of profitability and quality.

For further information please contact  
Don Campain (03) 417 5661

## COMPUTERS

### Does your business need one?

Today, the Hire and Rental world is a vital and established industry. Public awareness of the advantages of renting plus the major manufacturers regard of the market growth promises expansion, further development and investment.

This indicates that management methods should keep pace with the times and the commercial environment. A successful business requires successful management techniques.

Articles featured in this issue from computer companies, outline the packages designed for the running of a hire and rental business. The articles may assist in determining if a computer system would be advantageous to the management and running of your business, (or identify if a system in use needs updating).

Using a computerised hire system allows counter staff to process customers quickly and more accurately than a manual system. All additions and rate calculations will be correct and consistent. Availability of any inventory item can be accessed immediately by the counter person with just a couple of key strokes. This includes multi store locations as well as single store. With inventory being your largest investment, it is important to have at your fingertips month to date, year to date, and life to date analysis of income, expenses, utilisation and return on investment on all inventory lines.



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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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# PRODUCT NEWS — A Look at What's New

## HATZ to release new "Supra" diesel engine range

An outstanding range of new generation, single cylinder diesels is to be released early in 1989 by Hatz Australia Pty Ltd.

Known as the "SUPRA" range, these engines offer these important features:

- All models will be "low vibration" as standard.
- All models will be available in "Silent Pack" versions.
- All models will be lighter in weight and less costly to build than the "E" series which they replace, due to incorporation of the very latest engineering design and production techniques.

Extremely compact dimensions, an amazingly high number of interchangeable parts within the engine family and a wide range of interchangeable power-to-take-off adaptors to allow great versatility and scope in the application of both encapsulated versions.

Output range will be 3-11kW, covering two basic engine types, each available in two different cylinder sizes. Maintenance operations can all be done from one side. CCW rotation is standard and CW rotation is available as an option on all models.

Hatz expect initial Australian deliveries to commence shortly after the engines premiere at the Bauma Munich and Hannover Fair.

Hatz Australia Pty Ltd

## Snapper Power Equipment

Snapper Power Equipment is an American manufacturer and international supplier of rotary mowers, rear engine riding mowers, lawn tractors, commercial lawn and turf equipment, tillers, trim-



Alex Jankowski (seated), managing director of Kango Australia and marketing manager Bill Lewis try out the Snapper LT16.

mers and a comprehensive range of ancillary products and accessories.

Snapper is the instantly recognised name for lawn care and associated equipment in America, with a large market share in all product categories. The head office and principal manufacturing plant is located in Atlanta, Georgia, with production facilities also in Texas and Nebraska.

The rugged design, innovative engineering, close attention to safety, high performance and total reliability are features that will ensure Snapper gains a quick acceptance in the Australian market when the new distributor, Kango Australia Pty Ltd, release the latest products in November.

Snapper products have several exclusive features that have already created widespread interest.

The patented Hi-Vac system featured on Snapper mowers stands grass up for a cleaner cut. The Kwik-N-Easy grass catcher is the latest development in large capacity, easy to remove and empty bag type catchers for push mowers.

The versatility of the range is well illustrated by the diversity of models produced by Snapper. Ride-on mowers are available in 6hp, 8hp, 11hp and 12hp models, with cutting deck size variations from 25" to 48". The choice is not limited with lawn tractors. 12.5hp and 16hp units also have many deck combinations from 33" to 48" to suit individual requirements. Decks are available in both Hi-Vac and side discharge variations.

Efficient catchers, special attachments and many innovative features give these tractors a real head start in large area grass maintenance.

Snapper's range includes both Heavy Duty and Mid-Duty commercial mowers.

Mid-Duty commercial mowers use the 30" or 41" mowing decks and feature light touch steering. An 8hp or 12hp engine is standard on the 30", with a 12hp engine only on the 41". All models feature single lever cutting height adjustments, five forward speeds for ease of mowing and transporting, handles that adjust to three height positions, and no-tools blade belt adjustment.

Heavy Duty commercial mowers feature 32", 36" and 48" cutting decks, with engines available on various models from 8, 12, 12.5hp to 14hp. Four forward speeds and six cutting heights allow you to adjust to varying conditions. The four gallon fuel tank is a real time saver. Pneumatic tyres are also standard. Options include a riding sulky and a large capacity catcher.

Snappers product development and market acceptance is not an overnight

success story. Over the last 35 years, the company has become an international lawn care leader by creating machines that deliver quality, performance and value. Detailed information is available on the mower and tractor products mentioned above as well as the other Snapper products — line trimmers, blowers, tillers, turf equipment and snowthrowers. Kango Australia are well placed to introduce this product range to Australia.

As market leaders for many years in demolition and rotary hammer technology and specialised power tools, the company has diverse contacts in both the electrical and powered equipment fields.

Snapper products will be distributed throughout Australia and the Pacific region from Kango Australia's head office and warehousing facilities in Chipping Norton, NSW.

## A "Tough One" from Karcher

The NT 501, a brand new industrial wet and dry vacuum cleaner from Karcher, has now been released on the Australian market, heralding the beginning of a new generation of industrial vacuum cleaners planned for release in 1989.

The NT 501 is of compact design and features an extra heavy duty polyethylene 50 litre tank and 1100 watts of suction power and comes standard with an accessory kit.

The new NT 501 will fit easily in the back of any car or station wagon and weighs only 14kg which makes the "tough one" an exciting hire and rental proposition, especially with a list price excluding tax under the \$800 mark.

Karcher Australia is a subsidiary of Alfred Karcher GmbH, West Germany, and offers direct-to-manufacturer sales and service via its branch and dealer network.

## The Marklifts Invade Australia

Australian Hi Reach making their Mark with 1.5 million dollars worth of new aerialift equipment.

With outlets in New South Wales and Queensland, Australian Hi-Reach has beefed up their sales and rental fleets with 49 new Marklifts form MI Pty Ltd (Mark Industries USA).

According to AHR principal Bill McLeod "The Marklifts have the advantage of safety, dependability and a broad range of models for every aerialift application." Included in the new machines are M

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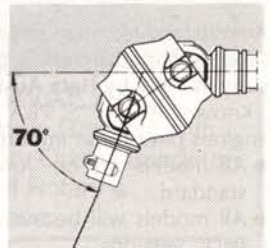
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# PRODUCT NEWS — A Look at What's New



A new Marklifts from MI Pty Ltd.

Series with traversing decks, four wheel drive MT scissors lifts with diesel engine option, 4WD construction booms with an internal power track and Knuckle booms ranging from the 30KBN (only 48" wide) to the 45KB with an up and over reach of more than 27 feet. The 1988 models available through MI range in size from the J9 scissor to the 10' 6x4 Boom with a working height of 106 feet!

MI Pty Ltd is planning on opening a new facility which will be a parts and service headquarters for the continent, and according to Steve Willoughby (Australian Service Manager for MI), the new facility will provide instant backup for this order and all Marklifts shipped previously.

For more information contact  
MI PTY LTD

PO BOX 809, ST MARYS, NSW 2760.  
Phone: (02) 628 5065. Facsimile: (02) 628 4707

## Yanmar Releases 2.1 Tonne Excavator

Yanmar Construction Machinery Company of Japan has announced the release of a new 2.1 tonne excavator suitable for contractors and hire companies.

Australian Distributor, Tutts Machinery, details some design features of the model YB221 as follows:

- Increased digging power — 1799kg at bucket and 1300kg at dipper arm.
- Advanced 3-pump hydraulic arrangements enables a fast working cycle time. Boom-swing is possible when revolving in addition to boom and arm operations.

- Neat hydraulic hose arrangement and rear-slant design engine bonnets ensures good all-round visibility.
- Walk-through type platform assures easy and safe access to the seat from both sides. In addition it creates a wide view on the right side of the machine.
- Ideally arranged control lever layout in front of the operator minimises operator error and fatigue.
- Rigid side protectors securely guard the engine bonnet.
- Four position hydraulic PTO including piping up to boom end (22.9L/min and 15.8L/min) is optionally available for many hydraulic attachments.

The YB221 has a new colour scheme and will be the forerunner of two new models to be released over the next six months by the company.

Engine is a Yanmar model 3TN75L-RB direct injection diesel developing 14W at 2066rpm. Large engine mounts and noise insulating foam reduce engine noise to only 79dBA at the operator's ear.

Hydraulic pipes and motors are all housed inside the track frames and the track adjustment is the grease up tyre. The boom hydraulic cylinder rod has a steel protection guard which gives three way protection to the cylinder rod.

The standard bucket has bolt up type bucket teeth and is .10cu metre.

Maximum digging force for the Yanmar YB221 is 1700kg, travel speed 2.1km/h, swivel speed 9.4rpm, max digging depth 2500mm, max dump reach 2960mm and max digging reach is 3990mm.

With or without a cabin the boom swing angle is 90 right and 50 left. Operating weight is 2100kg for the canopy model and 2220kg for the cabin model.

## New Range of Leader Buckets

Bobcat Australia has recently released a new range of Leader combination buckets to suit Bobcat Loader Models 643, 743, and 843.



One of Bobcat's new leader buckets in operation.

These newly designed buckets, manufactured in Bobcat Australia's Asquith plant, feature a number of improvements which result in increased durability, ease of service and lower operating costs.

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

## Unique Pallet Racking hire service launched by Daly Smith

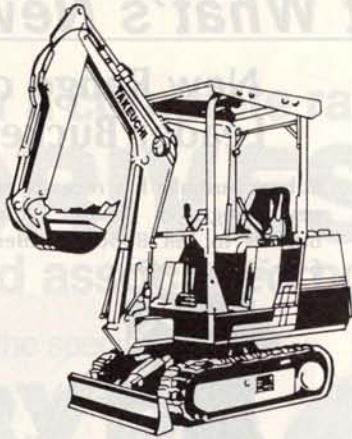
The new service from Daly Smith

## Telecom orders more Bobcat Loaders



Telecom Australia recently confirmed its acceptance of an initial purchase of Bobcat Loaders in 1986 by placing a further order for more Bobcat Loader 743 Backhoe/Loader combinations.

Pictured are some of the units ready for shipment from Bobcat Australia's Asquith plant to Telecom's Victorian region.



TB15 EXCAVATOR 1.2 TONNE

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# PRODUCT NEWS — A Look at What's New

Corporation Pty Ltd, called "Daly Hिरack", is designed to cut costs and boost efficiency for clients, providing flexibility to store oversized pallets.

"The hiring service is of particular advantage to Australian industry, which is characterised by peak trading periods during a portion of the year," says Daly Smith group sales manager, Peter Brazil.

"It also offers an attractive investment, in that capital spending has now been placed under the microscope following the introduction of new accounting standards for financial leasing."

Mr Brazil said that Hिरack enabled management to hire equipment only when there was a need, and at very competitive weekly hire rates per pallet position.

"Long term hire can be a rental or operational lease giving clients the choice of final ownership," he said.

## Top equipment

"The new service applies to Sydney only, at this stage, but will develop interstate sooner rather than later."

Where clients have space, Hिरack provides a viable option to outside storage, claims Mr Brazil.

"With outside storage the average rate to store a pallet is \$2.50 per week — plus transport and handling charges.

"By hiring standard pallet racking, clients retain control of the inventory for the period required."

Mr Brazil said that Daly Smith offered clients "the best possible equipment" through its association with Spacerack of Queensland and Steelbuilt of South Australia.

"Spacerack features a strong galvanised upright frame that is supplied and assembled by us in heights to suit, for installation by the client or Daly Smith crews," he said.

"Shelf beams are seamless and can be supplied to suit the wide range of mechanical lifting equipment available today,

"Clients insure the equipment as part of the rental for total loss.

"Our maintenance teams are available on call to repair or replace equipment that gets damaged."

For further information contact:

Mr Peter Brazil, Group Sales Manager,  
Daly Smith Corporation,  
F1/62 Maddox Street, Alexandria, NSW 2015.  
Telephone: (02) 699 1677; Fax: (02) 699 4472.

## Bridgestone select NCS tyre handler

Bridgestone Earthmover Tyres in NSW, have recently favoured Australian Hydraulics Company, with the order for a NCS model PB33BS crane, equipped with a NCS TH15/40B tyre handling attachment.

The crane, is rated at 33 tonne/metre capacity, with a standard slewing range of 650°, and total hydraulic outreach of 5.13 metres. The crane is equipped with a power "boom" fixed to the top of the column, and is hydraulically extendable by 1.5 metres. The crane's secondary boom, is not extendable and is especially adapted and strengthened to accept the stud boom of the tyre handler. The tyre

handler, has capacity to handle a tyre size of 40.00 x 57, with a maximum lift of 5,000kg. A built-in double acting tilt cylinder is incorporated, providing tilt angle of 135°, and is fitted standard with a pilot operated check valve. The gripping arms on the attachment have heavy duty double acting cylinders, complete with self aligning bearings and pilot operated check valves to prevent release of load in case of hose failure.

The NCS range of equipment includes smaller capacity cranes, and a complete range of tyre handling attachments from tyre size 15.50 x 25 up. Handler deadweights vary from 380kg to 885kg, and optional extras can be fitted on request.

Bridgestone will be using their new unit in the Hunter Valley, and the machine will be in work early in the new year.

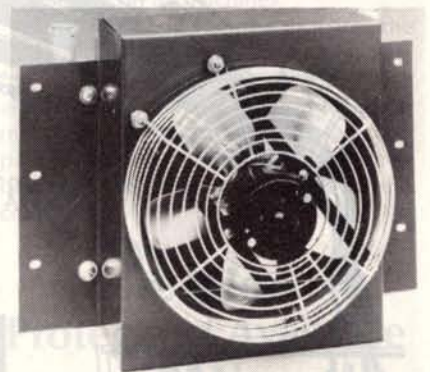
Further information is available from Australian Hydraulics Company Branches or Authorised Dealers throughout Australia.

For further information please contact:

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

## New fan forced oil cooler

Australian Hydraulics Company, Australian distributors for Hayden Industrial Products, have announced the release of a new range of high capacity, fan assisted oil coolers. Called the Temp-troller range they are fully self contained. The new units can be installed without interrupting the air flow to the main engine cooling system, claimed to be potential cause for premature engine failure.



New fan forced Temp-troller available in 12 or 24 volt DC drive.

This feature is of major benefit in applications when machinery is operated in situations of high ambient temperatures or where prolonged heavy work loads are encountered such as wheat and sugar



NCS PB33 35 tonne/metre tyre handler.



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# PRODUCT NEWS — A Look at What's New

cane harvesters, construction equipment, etc. The Temp-troller range is available with 12 or 24 volt DC drive mounted in a strong, all steel cabinet with completely enclosed fan guard.

Available in single or dual fan configurations, the Temp-troller range is capable of handling up to 60 US gallons per minute at a working pressure of 300 PSI. The exclusive Hayden "Swirl Cool" design allows these units to extract up to 80,000 BTU per hour.

A comprehensive catalogue showing full details of the entire Hayden range of heat exchangers is available, free of charge by calling or writing to the Australian Hydraulics Company Branch in each state.

For further information on this press release, please contact:

Mr Paul Tisdale,  
Australian Hydraulics Company,  
2 South Street, Rydalmere, NSW 2116.  
Telephone: (02) 638 5000.  
Facsimile: (02) 638 5137.

## "New generator set released by AETCO"

Australian Engine & Transmission Company, AETCO, have just announced the release of a new slow speed diesel engine generating set.

Called the model G1S9RE, the new generator develops a full 9 kva at 1500 rpm.

The set is powered by a Ruggerini 2 cylinder aircooled diesel engine model RD278, which is direct coupled to a 4 pole, 1500 rpm alternator.

The model RD278 heavy duty engine has full pressure lubrication, oil bath air cleaner, key start ignition, and a 10.5 litre built in fuel tank, which will allow five hours running time at full speed.

The engine and alternator are mounted

on a heavy duty base frame for mobility and ease of future maintenance.

The alternator is fitted with a circuit breaker, and 3 x 15 amp waterproof plugs for electrical power offtake.

The new slow speed range of diesel powered gensets now being produced by AETCO will be available with either Ruggerini air or watercooled diesel engines.

The release of the 9 kva set follows the release of a 5 kva unit in August. The new 9 kva generator, will find particular use for the larger rural household, small factories, workshops, and farms. It is also ideal for mounting in the back of a vehicle for use on farms where power is required at different locations at different times.

It is planned that further models will be released in the near future up to and including 20 kva.

**Further details on the above generator can be obtained from AETCO branches in all states.**

## GERMAN VIBRATING ROLLER SUITS MARKET GAP

**A West German vibrating roller now available to New Zealand contractors, local authorities and hire and rental companies closes an existing market gap between pedestrian-controlled machines and operator-driven rollers over two tonnes.**

The new machine is being marketed throughout New Zealand by Compacting Equipment Limited, of Petone, who also maintain extensive branches in Auckland and Christchurch.

The roller is manufactured by Weber Maschinetechnik GmbH of Bad Laasphe-Ruckerhausen in West Germany and has

been named the Weber Tandem Vibrating Roller LS15-2. Its deadweight is just over 1300kg and its operating weight is fractionally under 1.5 tonnes. It has all-wheel drive and double drum vibration.

Operators have found it ideal for compaction of bituminous materials, cycle tracks and footpaths, marginal strips and hard standing areas such as carparks, as well as for general road repair work.

It has many technical features normally found only in far heavier compactors.

The new Weber machine has hydrostatic "jack-knife" steering with oscillation which provides it with intense manoeuvrability and it also compacts accurately right up to or alongside obstacles without leaving grooves or ruts in the asphalt surface.

The hydraulics also incorporate new features for safety.

As an example, the hydraulic spring-loaded brake is automatically applied a few seconds after the powerful 11kW Detz Diesel engine has been switched off.

The LS 15-2's hydrostatic all-wheel drive controlled by one single drive lever together with the double drum vibration achieve a remarkably high compaction output. The vibration main control switch has three positions — on, off and automatic.

In the automatic position the vibration is automatically disengaged before the roller stops or reverses to avoid forming indentations or waves in the asphalt surface.

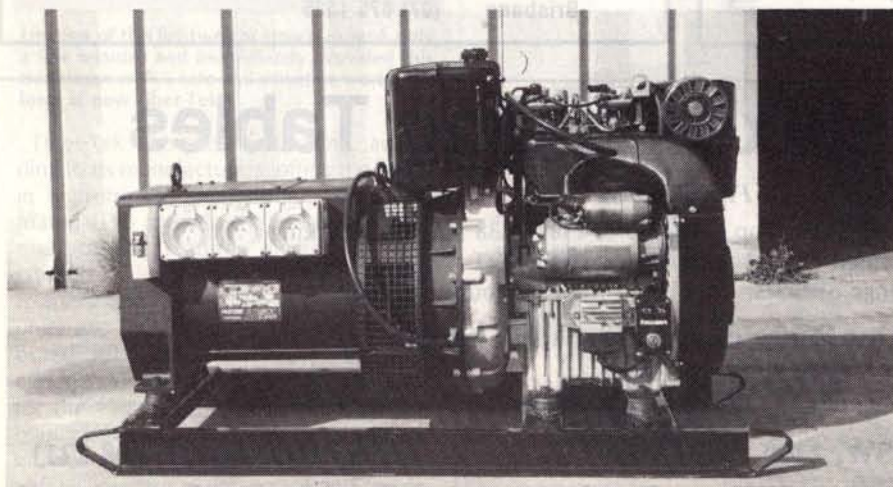
All controls for operation are within easy reach from the driver's seat. This also applies to the operating lever for the sprinkler system.

The driving position provides clear vision both for the work area and the rollers' edge. Working lights are standard equipment on all machines.

Compacting Equipment anticipates the Weber LS 15-2 will prove extremely useful to contractors and local authorities and become a paying addition to equipment offered by hire and rental companies. Units have already been delivered to clients throughout the country.

## More Worker Protection Available with New Scaffolding

**Building operations in New Zealand and particularly electrical jobs could become safer for workers in future with the launch on the local market of**



G1S9RE new slow-speed diesel engine generating set.



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# PRODUCT NEWS — A Look at What's New

fibreglass scaffolding manufactured in the United States. The new product is being offered by CEL (Compacting Equipment Limited) of Petone, with its substantial branches in Auckland and Wellington.

CEL believes the non-conductive, light, fibreglass scaffolding is fully complimentary to another new United States product the company recently introduced to New Zealand — the renowned HunterLift range of scissor-lift aerial work platforms, which are able to operate through narrow entranceways then extend to a height of 27 feet.

The scaffolding will be marketed under the brand name of Fiber-Tek and the new agency CEL has obtained for the New Zealand market, which enables the company to offer it to a wide range of clients, has been granted by Bil-Jax Scaffold Products Division of Archbold, Ohio. The American company has more than 40 years' experience in manufacturing products for the scaffolding industry.



Erection of this lightweight structure took only a few minutes and immediately provided this tradesman with a safe and effective work platform in new Fiber-Tek.

Fiber-Tek fibreglass scaffolding, according to its manufacturers, offers the latest in high-strength, long-lasting composite material, to provide the industry with a product that features electrically non-conductive leg material that is both rust resistant and non-oxidising. The scaffold units are light, clean and brightly coloured in yellow for safety. Its non-conductive attribute makes its use ideal for the electrical industry, but both the manufacturers and agents see applications in New Zealand for work on walls and ceilings, for maintenance and repair, for painting and drywall applications, for

schools and universities, for remodelling and renovating operations, for rental yards, and for building facelifts and other construction work as well as for most other applications where aluminium and steel scaffolds are already in use.

The special bonding process used in its manufacture also provides a resistance against deterioration caused by chemicals or many common cleaning agents. Fiber-Tek is available in narrow span widths of 29 inches and wide spans of 52 inches for different job applications which may only allow for a narrow or a wide span unit. Working heights are available up to 30 feet. The fibreglass scaffolding is also available both in folding and non-folding packages. A unique guardrail system also provides further safety features for workers. Labour Department approval has already been given.

CEL expects the new product to be available on the New Zealand market at the end of September.

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

## Exhaust Treatment for Fork Lift Trucks

Eimco Australia, manufacturer and supplier of mining and bulk materials handling equipment, is to market the ECS range of exhaust treatment products for fork lift trucks.

The range includes four basic units: two exhaust purifiers, a combination purifier-muffler and a fume diluter. The range offers 29 inlet and outlet sizings to fit standard exhaust system connections from 50.8mm (2in) to 152.4mm (6in) diameter.

The standard ECS exhaust purifier and

the SI model are designed to suit diesel-powered and LP gas or unleaded petrol-powered vehicles respectively. Each unit employs a flow-through high density honeycomb element, combining a high platinum content with a large surface area to ensure maximum catalytic efficiency.

Both units are of modular design, comprising a centre section fitted at each end with removeable inlet and outlet connections. Normally installed in the exhaust line close to the engine manifold, the purifiers feature simple, quick-release clamps which permit rapid removal for routine maintenance and cleaning.

The ECS "Purimuffler" is a combined exhaust purifier and muffler, designed to reduce carbon monoxide, odour and noise emissions from fork lift trucks powered by LP gas or unleaded petrol.

Simplicity of design allows the unit to be quickly installed in place of the original muffler.

Subject to application the "Purimuffler" can be equipped with either an electronic safety package, which monitors catalyst condition and exhaust system temperatures, or with pyrometer gauge safety kit, monitoring temperature conditions only.

For diesel-powered fork lifts working in poorly ventilated or confined areas, the ECS "Jetflow" fume diluter is designed to reduce the concentration of exhaust gases in the immediate working area.

The unit is normally installed within the vehicle's counterweight assembly and projects exhaust gases upward and away from the operator for atmospheric dilution or extraction by overhead fans.

All four exhaust treatment products are made from heavy-gauge high-grade stainless steel and feature simple design for quick and easy installation, removal and maintenance. The units are fully compatible and can be installed either singly or in combination as purifier-diluter or purimuffler-diluter packages.

Further information from

Eimco Australia  
PO Box 131, Alexandria, NSW 2015  
Phone: (02) 517 1855. Fax: (02) 517 1566



The ECS exhaust purifier for fork lift trucks

## New Multi Purpose Transfer Pumps

Pacific Pump Company have announced the introduction of a new multi purpose lightweight general transfer pump. Called the New Pacific Plus 6 Fire Fighter Model TES-50H, the pump is claimed to be ideal for mop up fire fighting, fast tank filling and general site work.

The new TES-50H is manufactured from

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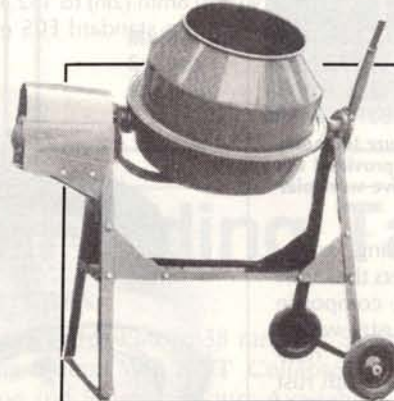
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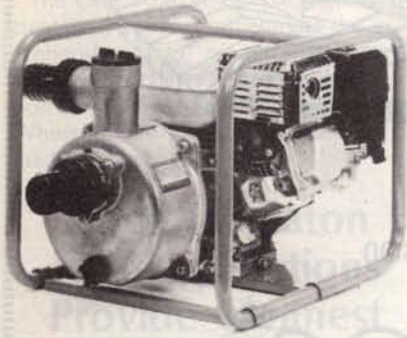
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# PRODUCT NEWS — A Look at What's New



The new Pacific Plus 6 Fire Fighter Model TES  
— 50H

non-corrosive alloy and comes complete with a rugged anti-roll/carry frame. The unit is also equipped as standard with hose couplings and strainer. Inlet and outlet are 2". A heavy duty cast iron open style impeller and volute that enable it to pass small solid in suspension is also standard equipment.

The new pump has a maximum flow of 7900 gallons per hour and a maximum head of 85 feet with the standard power unit a rugged Honda GX110 gasoline engine.

For further information on the new Pacific Plus 6 Fire Fighter contact Pacific Pump Company branches in all States.

Further information is available from  
**Ian Juster at Pacific Pump Company,**  
2 South Street, Rydalmere, NSW 2116  
telephone (02) 638 5600

## New Safety Product Will Save Lives

Reflector Triangles are commonly used and mandatory equipment for all com-

mercial trucks. Some prestige cars have reflector triangles fitted under the boot lid — all to give warning of breakdown or emergency.

Now Lumen International Electronics (best known for their Back Stop Light and Dashlite Products) have come up with a new product which does a much better job and has a much wider appeal.

It is the Emergency Flashing Strobelight/Reflector.

This is a small amber reflector triangle but additionally the centre part of the triangle is a very powerful flashing strobelight (high intensity xenon tube) which can be seen for a very long way — literally miles over flat ground.

Its "strobing" light gives long range warning of emergency in day or night conditions.

It is operated from 2x AA batteries so is independent of the motor car battery and can therefore be stationed well away from the breakdown, eg: around a bend, and is particularly important if the breakdown's electronics are not functioning!

It has a powerful magnet on the base and back of the triangle for fixing to a vehicle and also a facility for hanging.

Particularly good for motor vehicles, caravanning, on-road and off-road emergencies, the Strobelight Triangle is also excellent for boats (where it may be hung from a mast or high-point) and give a flashing, strobing warning signal in the event of an emergency — or can be used as a marker!

Other uses are for camping, bush-walking, etc or just as a marker.

### CONTACT:

Lumen International Electronics (Aust) Pty Ltd  
Telephone: (03) 792 4203 or (03) 793 3662



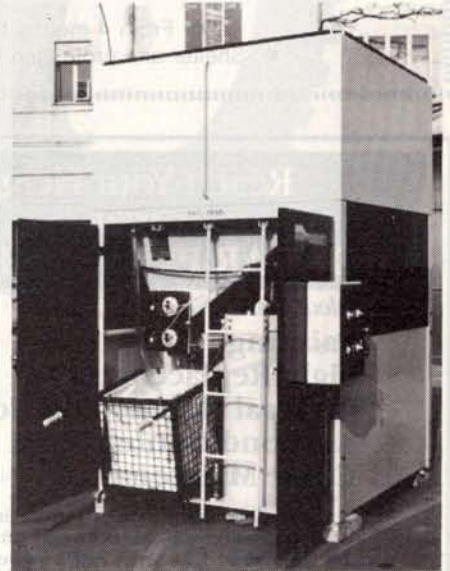
The new Strobelight/Reflector Triangle

## Emco Wheaton release car wash waste water treatment plant

Emco Wheaton Australia Pty Ltd has just released the Ceccato RDX 175 packaged water treatment plant which dramatically cuts costs through reclamation of waste process water at fleet service facility and service station wash plants.

Overseas users report reclamation levels as high as 80 per cent, meaning that the addition of only 20 per cent fresh water is necessary for successful operation.

The totally automatic and self contained plant in conjunction with a circulating pump drains dirty water from the drainage pit to the reclamation unit which consists of an accumulation and treatment tank fitted with a removeable sediment filter.



Emco Wheaton waste water treatment plant.

While water is transferred to the upper tank, flocculant reagents are added to settle out grease and other impurities.

The unit also has an active carbon filter which cleans water falling to the bottom of the accumulation tank.

Sediment which has settled in the upper tank is periodically extracted through a pneumatic gate valve and left to deposit in the gravity filter thickener and the now treated and cleaned process water is returned to the system.

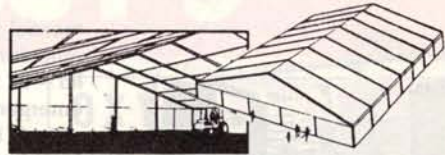
Dimension of this compact Ceccato unit are 1.5x1.7x2.45m and it is normally installed external to the wash bays, thus saving expensive operating space.

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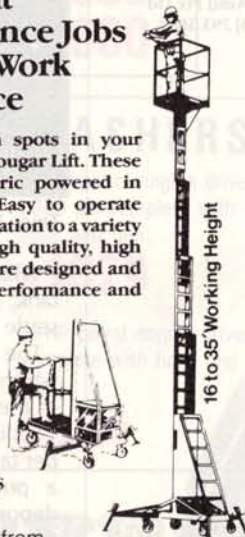
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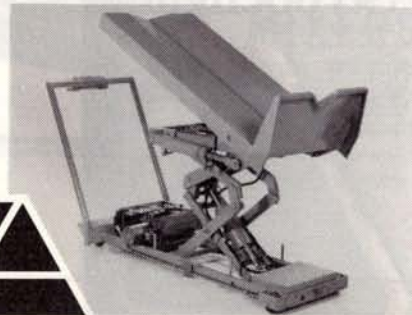
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Syd. Frank Isaacs

# PRODUCT NEWS — A Look at What's New

The Ceccato RDX 175 packaged water treatment plant complements the comprehensive range of automatic vehicle washing machines currently being imported by Australian agents, Emco Wheaton Australia Pty Ltd, specialists in fluid handling.

## Emco Wheaton Floating Suctions Provide Cleanest Fuel Possible from Storage Tanks

Emco Wheaton Australia, specialists in fluid handling systems, has designed Floating Suctions to draw off clean fuel from near the surface of storage tanks of various shapes, sizes and situations. Contamination of fuel by water, foreign matter or sediment is reduced.

Every part of the floating suction is engineered for long, trouble-free life including the unsinkable, aluminium cased, foam-filled float and a permanently lubricated ball bearing swing joint.

The standard float is 432mm (17in) in diameter to fit a 457mm (18in) manhole — buoyant enough to power even a 152mm (6in) floating suction. Provisions can also be made for the use of more than one float.

Emco Wheaton Floating Suctions feature an aluminium bellmouth opening with an oversized inlet and baffle plate to minimise vortexing at high pumping rates and an aluminium pipe "U"-shaped foot welded to the baffle plate to protect coated tank linings and maintain a minimum intake level of 229mm. Swing joints are free-rotating, permanently lubricated ball bearing aluminium joints that come in seven sizes ranging from 50mm to 400mm. Swing joints are also

available in steel or stainless steel.

A valuable accessory to every floating suction installation is an Emco Wheaton "Floating Indicator". The unit gives visual indication outside the tank that the unit is functioning correctly.

## Commercial Vehicle Tyre Repairs a Breeze with Tuxco Tyre Constrictor

Emco Wheaton Australia Pty Ltd, mobile materials handling specialists, has released the rugged new Tuxco Tyre Constrictor — perfect for quick, safe inflation of

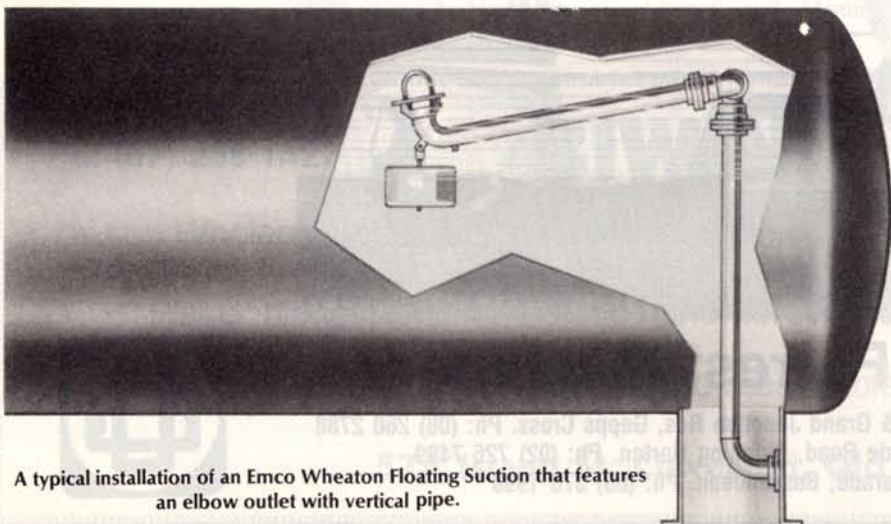
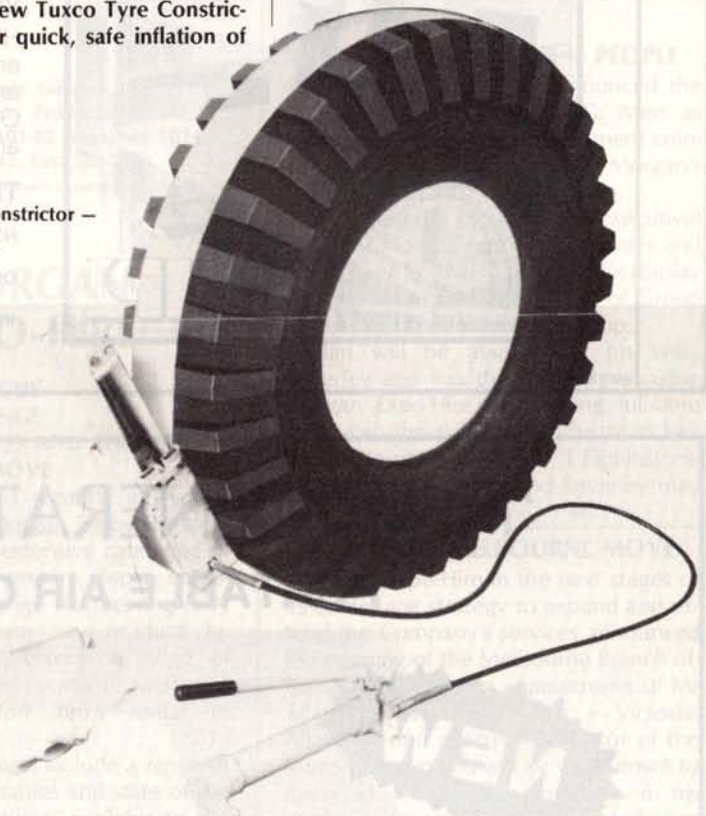
large format vehicle tyres for the operator in the field.

The easily stored Tuxco compact tyre constrictor is the most efficient way to force bias ply tyre beads against the wheel rim to facilitate inflation.

The patented Tuxco unit allows the operator to apply up to 6800kg (15,000lbs) of force tangentially and evenly to the tyre circumference, maintaining pressure until the beads seat. A sturdy safety valve then releases belt pressure as the tyre inflates.

The simple-to-use Tuxco constrictor is a powerful 25.4cm (10") stroke 9000kg (20,000lb) hydraulic ram mounted in a

The Tuxco Tyre Constrictor — Perfect for difficult off-road repairs.



A typical installation of an Emco Wheaton Floating Suction that features an elbow outlet with vertical pipe.

strong steel weldment. This section contains slots into which a high strength Dacron belt is secured and placed around the tyre's circumference.

The manual hydraulic pump is attached to the ram by a 3m length of hydraulic hose and activates the ram, extending the piston which tightens the belt. This squeezes the tread and spreads the beads outwards against the wheel rim. The tyre is then ready to be inflated.

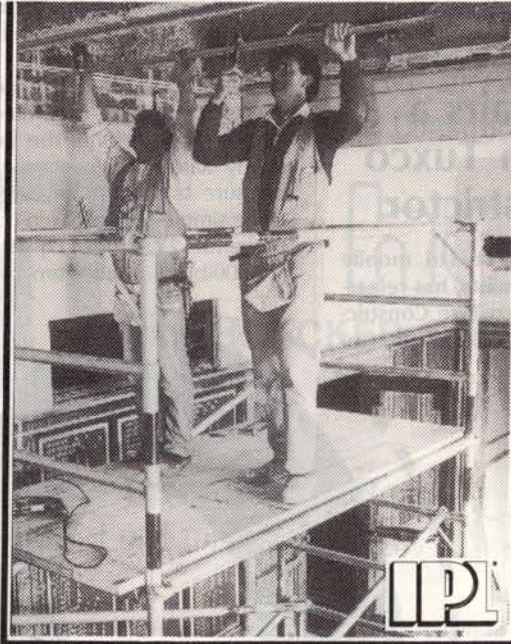
At this point, the Tuxco TCA valve is attached to the valve stem and an air hose is connected to the valve which controls the maximum pressure build-up in the tyre.

For further information:

Mr David Dawson General Manager, Emco Wheaton Australia Pty Ltd. Telephone: (03) 486 2333.

# HYPLANK

## Light & Strong...



**IP**

HYPLANK is the strong, lightweight new **scaffold plank** made by the revolutionary Laminated Veneer Lumber process.

HYPLANK **scaffold planks** are approved by the Melbourne City Council, the Department of Labour Victoria, and similar authorities in all other states.

HYPLANK **scaffold planks** engineered to be 45% stronger and deflect 19% less than F11 Oregon as well as being light and easy to use.



### TRADE ENQUIRIES:

- NSW:** Hatch Timber Group, 3 Carlingford Road Epping, 2121. Phone: (02) 868 2000.
- QLD:** Dindas Lew (Qld) Pty Ltd, 67 Robinson Road Geebung, 4034. Phone: (07) 265 7255.
- VIC:** Construction Plywood Sales Pty Ltd, 37-41 Parer Road Airport West, 3042. Phone: (03) 338 1933.

WA 188 263 1

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### Noblet & Forrest Machinery

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- SYDNEY: 78-82 Riverside Road, Chipping Norton. Ph: (02) 726 7499
- PERTH: 174 Railway Parade, Bassendean. Ph: (09) 378 1999



# PRODUCT NEWS — A Look at What's New

## The HALO 6 Portable Electronic Emergency Lamp Comes to Southeast Asia

This remarkable new concept in portable lighting is constructed of the best quality materials and contains a patented electronic control system never before used in this type of equipment.

Technical approvals have been accepted in Europe and make this new por-



The Halo 6 Portable Electronic Emergency Lamp.

table lamp available in the standard or explosion-proof models for use in all kinds of hazardous environments.

Fire and police departments, construction projects, mining, marine operations and many other commercial and industrial users can utilise this equipment in the protection of life and property in any emergency conditions.

### EXTRA SAFETY DEVICE

If voltage drops or main bulb fails lamp automatically switches to economy bulb. (Economy bulb will give further 2 hours light).

Emergency light function. If voltage drops, lamp automatically switches to light function when switch is on light position.

PLEASE CONTACT:

H. Martin Gillmon,  
Guardian Security Products Pte Ltd,  
43 Jervois Road #01-02 Singapore 1024.  
Tel: 733-4142. Fax: 733-5421.

Distributors and agents required in some countries. Write for details.

## MORGAN EXPO-HIRE

- NEW CATALOGUE
- EXPANDED RANGE
- NEW PRODUCTS AND SERVICES
- MELBOURNE MOVE

At functions held recently in Sydney and Melbourne, Morgan Expo-Hire launched its new and extensive catalogue of quality exhibition furniture, display equipment. Morgan's range has been greatly expanded with many new products including the most extensive range of cellular phones and portable facsimiles available for short term rental in Australia.

Other new products include a range of quality chairs and tables and state of the art "Sporting Structures" available to the Hospitality, Conference and Meeting industries.

The opening of Morgan's Melbourne Branch Office and the appointment of Mr Allan G. Mee as Manager-Victoria were also confirmed. Mr Mee is a Director (non-executive) of the Mulford Group and will be assisted by his wife, Beverley. This move is the latest in Morgan Expo-Hire's continuing plan to expand and extend its specialist services to the Exhibition and Conference Industries and will now mean that the \* Service \* Quality and \* Reliability for which it is so well known will now be available full time in both Melbourne and Sydney. From these two offices, Morgan Expo-Hire will continue to service Canberra, Newcastle, Wollongong and other regional centres in NSW and Victoria.

### NEW APPOINTMENTS — PEOPLE

Morgan Expo-Hire has announced the appointment of Mr Allan G. Mee as Manager-Victoria. The appointment coincided with the opening of Morgan's Melbourne Branch office at Kew.

Allan Mee is a Director (non-executive) of the Mulford Group of Companies and will be well known to many in the display industry in his former capacity of Group Marketing Director of that Group.

Allan will be assisted by his wife, Beverley and has the role of managing Morgan Expo-Hire's expanding full-time service to the exhibition industry in Victoria. The new office is at 1 Elphinstone Court, Kew and Allan and Beverley may be contacted on (03) 861 7947.

### MORGAN'S MELBOURNE MOVE

Morgan Expo-Hire in the next stages of its continuing strategy to expand and extend the Company's services announced the opening of the Melbourne Branch office at Kew, and the appointment of Mr Allan G. Mee as Manager — Victoria. Allan is a non executive Director of the Mulford Group and will be well known to many in the display industry in his previous capacity of Group Marketing Director of that Group. Allan will be assisted by his wife Beverley.

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# PRODUCT NEWS — A Look at What's New

Morgan Expo-Hire has been servicing most major trade exhibitions in Melbourne for the past eight years and opened warehousing facilities to support this service, in 1987.

The opening of the office and appointment of Allan as Manager — Victoria confirms Morgan's intention to offer the Service, Quality and Reliability for which it is so well known throughout the exhibition industry to Melbourne organisers, exhibitors and display companies on a full-time basis.

The Melbourne Office is located at:

1 Elphinstone Court, Kew, and Allan and Beverley may be contacted on (03) 861 7947.

## Identification scanners track people and products

Low-cost noncontact identification and tracking of both people and products is possible with a computerised scanning system available from Britain.

The "Tensor T7430" series of transponder-based identification systems uses scanners and customised identification (ID) tags, which are available in dif-

ferent forms, from small buttons to credit-card sized badges, to suit products, people, vehicles and animals. Unlike conventional barcode or magnetic-strip systems, there is no physical contact between scanner and tag. The scanner energises a tag passing nearby, causing it to transmit a unique code in the form of a low-frequency radio signal. The scanner then checks and verifies the code within 0.5s.

Tags may be read through most non-metallic materials in almost any orientation — so that they can be tracked by sensors even on the other side of a solid barrier. Complete turnkey systems are available, with software packages for time and attendance, security and access features, work-in-progress tracking and stock movement control.

Tensor Computers Ltd, Hail Weston House, Hail Weston, St Neots, Cambridgeshire, England PE19 4JY.

Company contact:

Nigel Smith. Telephone: +44 480 215530; Telex: 32392.

## Vehicle location to within 50 metres

A system which can pinpoint the position of a vehicle to within 50 metres has been developed by a British company.

The "Datatrack" vehicle-location system utilises a network of low-frequency navigation transmitters and is designed to help fleet operators keep track of high-value and toxic loads and to assist them in the efficient management of their vehicles.

A small, inconspicuous locator unit is installed in the vehicle, connected to the battery and linked to a roof-mounted antenna. The locator unit can then pinpoint the vehicle position by monitoring signals from the transmitter network. The position is converted to a map reference and transmitted via a radio channel to a network of base stations. These are linked to a central data-gathering-distribution and system from which the information is routed to a monitoring terminal.

The locator operates automatically, requiring no action by the driver, but an optional device enables him to send coded data to the monitoring terminal. Another option is an emergency alarm, activated either automatically or by the driver, which can silently send an alarm message to the terminal.

Datatrak Ltd, Hargreaves Road, Groundwell Industrial Estate, Swindon, Wiltshire, England SN2 5AZ.

Company contact:

Mr D. Matthews. Telephone: +44 793 722549. Telex: 444297. Fax: +44 793 728302.



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### MINI EXCAVATORS

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

# KUBOTA VERSATILITY

## MINI EXCAVATORS, FRONT END LOADERS, BACKHOES AND TRENCHERS

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

### 'B' SERIES TRACTORS

8.95 — 14.17 kW (12 — 19 HP.)

All diesel, providing exceptional power with proven reliability.

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

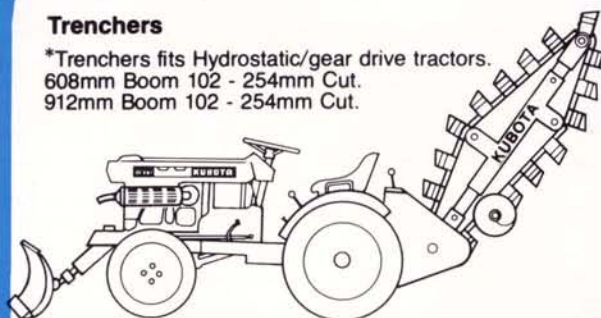
Hydrostatic transmission for quick clutchless gear changes, attaching/detaching backhoes and trenchers is a simple 5 minute operation, leaving tractor ready for other implements.

### KUBOTA BACK UP

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

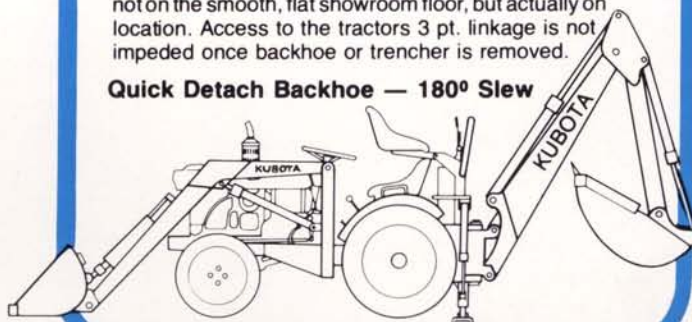
### Trenchers

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



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

### Quick Detach Backhoe — 180° Slew

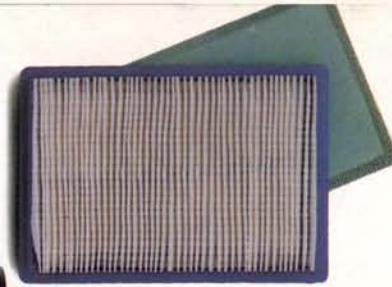
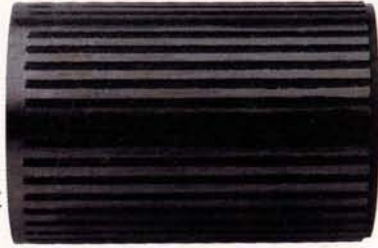


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