

THE
OFFICIAL
JOURNAL
OF THE
HIRE
AND
RENTAL

HIRE and RENTAL Industry Quarterly

Registered by Australia Post, Publication No. NBP 8406



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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.

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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.

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ADVERTISING AND PUBLICATION:

Percival Publishing Co. (NZ) Ltd

PO Box 52-117, Auckland
Phone: 366 0194

PO Box 3725, Wellington
Phone: 847-948

PO Box 875, Christchurch
Phone: 664 872

PO Box 1327, Dunedin
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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

Courtesy of Komatsu

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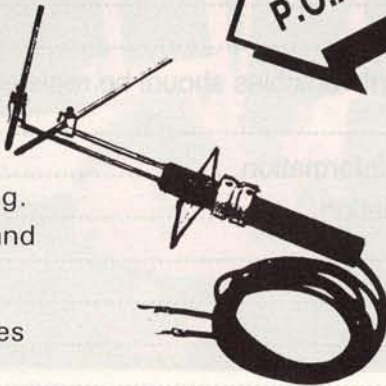
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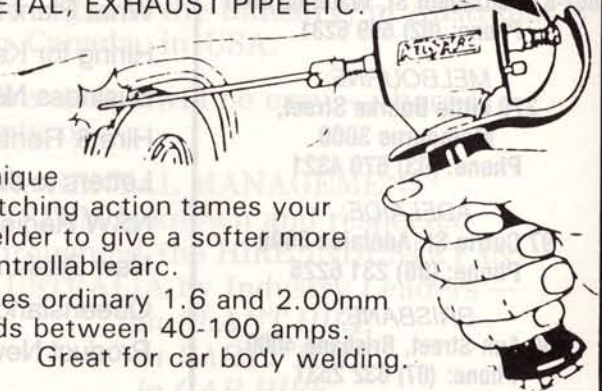
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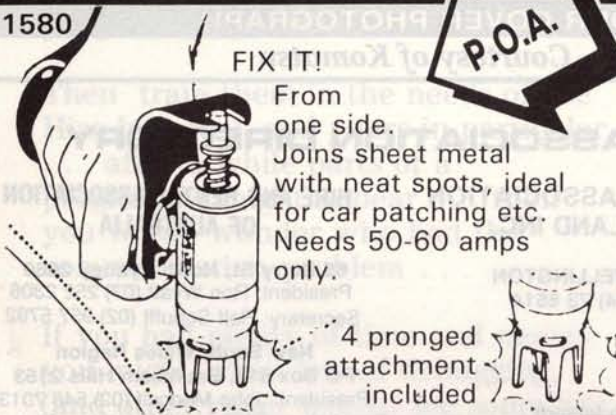
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PRESIDENT'S REPORT

FEW HAVE NOT HAD A BUSY, PROFITABLE 1988

This has been an exciting term of office during our bi-centennial year together with World Expo and our 88 Convention being held in Queensland. There would be few in our industry who have not had a busy and profitable year.

The number of take-overs and establishment of new hire divisions by some large corporations indicates the attractiveness of our industry to those who see our potential.

What other service industry, by its own statements based on expensive surveys conducted at its own expense, enjoys only 7 per cent of its potential market? No wonder we are under the spotlight for investment.

What other service industry in this country is charging rates at around 50% less than its counterparts in other countries in the developed world? Many of these countries enjoy lower equipment and labour cost advantages to boot.

Convention of a Lifetime

I would be remiss not to mention a few facts and figures with regard to our "Convention of a Lifetime" held on the Gold Coast last August.

The best supported convention in our industry's history! Total delegate tally 339 and 88 separate exhibitors who occupied more than 120 display areas. Estimated sales made at the equipment exhibition were around \$17 million.

Not only was it the largest held in our history, it was the biggest held at the Conrad International, up to that time.

We know the climate and the venue almost assures the success of conventions held in Queensland but the hardworking volunteer committee, co-ordinators and our Secretary Cathy Staines are to be congratulated and thanked for their efforts and dedication.

The smooth running of the programme (apart from the Oriana dinner cruise), the way the on-rush of non pre-registered delegates and the last minute exhibitor registrations was handled, was a credit to their planning and performance of their several tasks.

for this move and we should look at some of the past conventions our National Secretary has organised for other industry groups with which he has been associated.

Unfortunately there has been no response to my suggestion that each region sponsor an entrant in the Miss Australia Quest.

I am disappointed that the National delegates were unable to get this concept of gaining industry recognition off the ground. I know of no better method of getting free publicity for the Association.

Perhaps this might be taken up by future regional and national delegates.

Thanks to Sponsors

A word of thanks to our sponsors who contributed to the overall success of the convention by subsidising the cost of an expensive venue.

While on the subject of conventions it has been muted both at Queensland Region and National meetings that the National Committee consider the appointment of a National Convention Co-ordinator.

It is my belief that we are now financial enough



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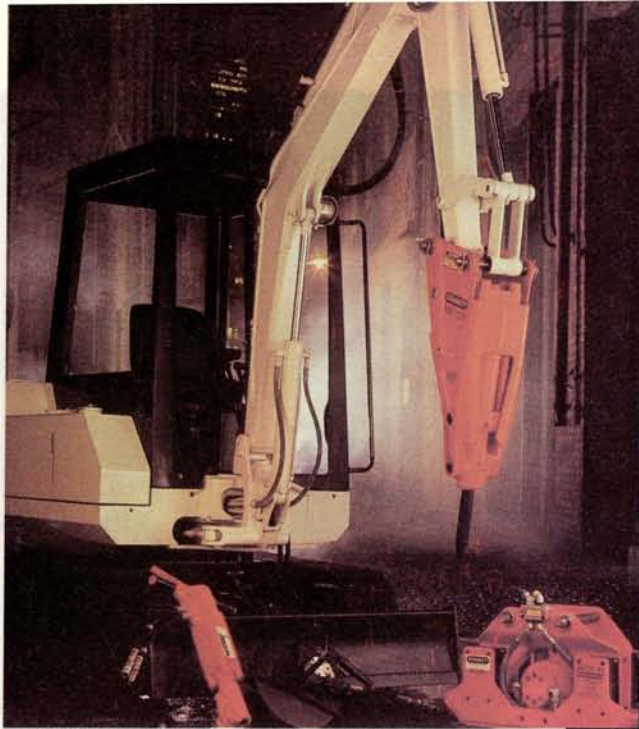
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LET'S MAKE SMALL TALK

TRAINING SEMINARS

Following the success of the "Supervision in the Hire Industry" Seminar held last year, Ron Mobbs will again conduct a two-day Seminar in JUNE on a date to be advised.

The programme is designed for anyone who supervises or manages the work of others BUT who has NOT been to a previous Hire Association Supervisor's Training Programme.

A follow-on from this 2-day Seminar and from the training seminars held last year, will be conducted later in the year.

A NOTICE WILL BE SENT OUT SHORTLY! NUMBERS ARE LIMITED SO MAKE SURE YOU BOOK IMMEDIATELY YOU RECEIVE IT!



Stephen Donelley seeking some "inside information" from sales motivation speaker, Paul Dunn, during tea break at the Association's Principals and Executives Seminar.



Bruce Fraser (President), Chris Stewart (Exec. Officer) and Elaine Smith (Treasurer) at NSW Association's Annual General Meeting.



Grant Spreadbrow (Easi-Rental) Stan Macey (Meghaven Hire) with an anonymous guest - who told the funny?



In earnest discussion at the seminar are Tony Ireland and Gilbert Cook (W. R. Ireland and Son) and Kevin Oldfield (Compair).

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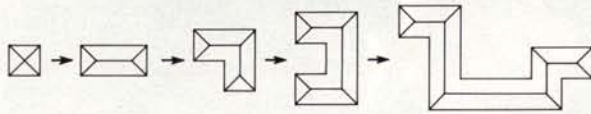
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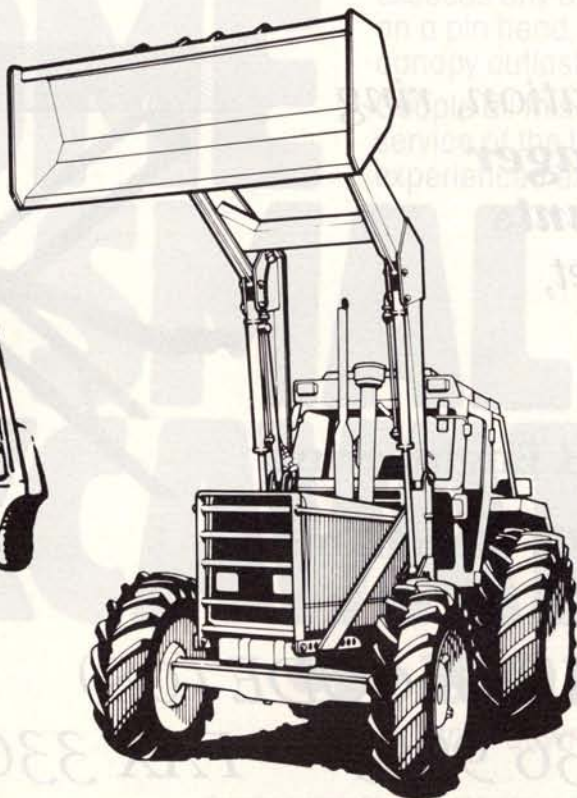
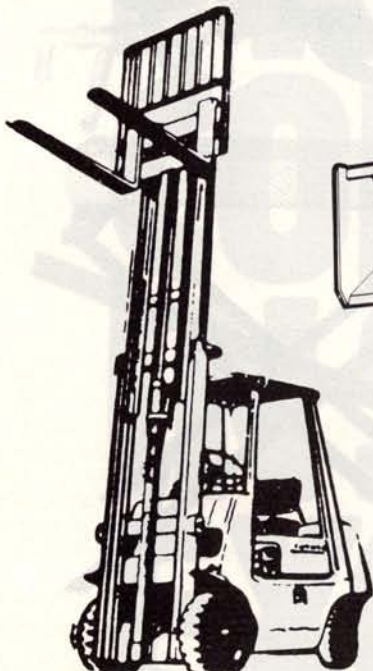
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WHAT PLANT EQUIPMENT VEHICLES SHOULD BE REGISTERED?



Many plant operators, hirers of equipment and other business people ask this question continually only to find that the local government authorities will give an opinion or interpretation of the relevant act in their State.

However, they will not commit themselves to writing and often you are left to decide yourself what should be registered, says Mr. T. P. Lane.

Director of Hire and Rental Insurance Brokerage Ltd., Mr. Lane said in an attempt to define more clearly the owner/operator's obligation in this area, HARIB had researched this topic and advise:

*any vehicle/unit that is self-propelled **must be registered** whilst travelling on any public road in any State;

*standard public liability policies normally exclude compensation for vehicles causing bodily injury if insurance is required by virtue of any legislation relating to motor vehicles;

*permits are available in some States for use of unregistered vehicles. These are normally issued by an appointed authority - the issue of a trade plate is another method of protecting yourself against liability if a unit owned by you is used on a public road.

*it is strongly recommended that you arrange third party insurance for all vehicles not registered, even if use is restricted to private property. This is a legal requirement in some States such as N.S.W. and Tasmania where even a trail bike must be insured.

Mr Lane said if you are unsure as to whether or not you should register a particular unit, obtain legal advice from your solicitor. The wording of the various State Acts is similar, he said. In most cases the Act defines:

Highway as any street, road, lane, bridge, thoroughfare or place open to or used by the public for passage with vehicles.

A Motor Vehicle is any self-propelled vehicle used or intended for use on any highway and includes articulated vehicles, motor cycles, tractors and trailers.

Further information: T. P. Lane, Director HARIB. Tel: (03) 329 1244.

NEW ★



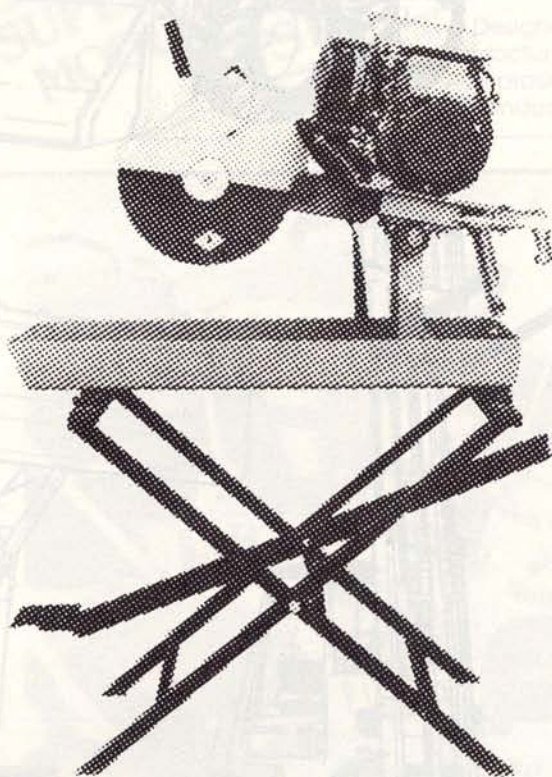
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HIRING FOR KEEPS

- IT'S A STEAL!

Hiring for business is good business because it's quick, simple, cost and tax effective. But the owner should beware the "client" he does not know or cannot readily identify.

If it's too easy to hire expensive equipment the hirer may respond to temptation and, "At that price I'll take two; it's a steal".

Unknown "clients" are increasingly sophisticated about disguising who they actually are.

Theft by hirer affected 10% of all Hire and Rental Insurance Brokerage Ltd (HARIB) clients in the last six months of 1988 and unrecovered losses exceed \$90,000.

So what, you may say, that's what my insurance is about! So is the price of your insurance renewal and the cost of improving security procedures.

It may just be quicker, simpler, more cost and tax effective, in a word "cheaper", to know your hirer's background better.

You'll never stop the professional burglar, pre-disposed to mount a major raid on your locked, secure yard, or the determined thief equipped with a false identity, false licence and false number plates on a stolen car!

But you can reduce the casual "tea leaf" level of theft and help the police and insurance companies to recover the stolen property if you:

*ask your client's address, before completing the official hire documents;

*cross check the client's stated domicile with a driver's licence, note the driver's licence number and query any variance;

*note hirer's vehicle registration number and vehicle description and;

*take a polaroid photograph of the hirer.

It's probable the only folks you'll offend are those who wouldn't be coming back anyway, says HARIB.

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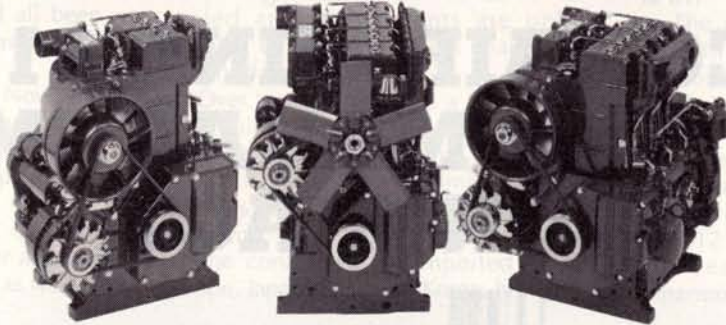
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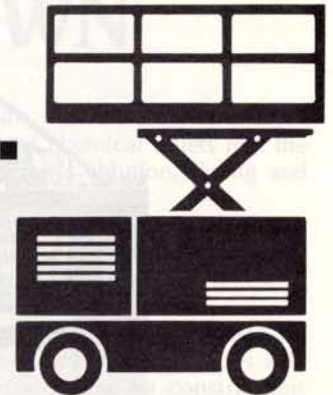
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BUSINESS NEWS AND INFORMATION

WRECKAIR WINS \$1.5M HIRE AND MANAGEMENT CONTRACT



Wreckair Containers being off-loaded from road to rail transport at V/Line's South Dynon Depot in suburban Melbourne.

Wreckair Hire, has won a contract of more than \$1.5m to provide and manage a fleet of 26 forklift trucks at the Fibremakers Australia plant at Bayswater in suburban Melbourne.

The contract involved Wreckair buying the Fibremakers' fleet, replacing 13 vehicles in the first year and accepting full fleet management responsibilities for five years.

Leading hirer of plant and equipment, Wreckair Hire has established a repair and servicing facility at the Fibremakers plant to minimise downtime caused by routine maintenance or breakdowns.

Wreckair Hire's John Pudney, who negotiated the contract with Fibremakers, estimates that about 25% of Australia's major forklift fleet owners are currently evaluating the economics of handing their fleets over to specialist hiring and operating companies.

"The costs of owning and managing a fleet are escalating continually", Mr Pudney said.

"The purchase price of a forklift has increased about 35% in the last two years or so, and the cost of maintaining specialist staff and workshops to look after the vehicles is quite high", he said.

By selling their existing fleets to a

specialist company, many forklift owners are getting large injections of cash while being able to wash their hands of the day-to-day problems of capital purchase, maintenance and breakdowns", he said.

CONTAINERS FOR THE FUTURE.

Since the late 1970's, all international trade has been containerised. It's simply faster and cheaper to move goods in a few big boxes than to load individual items on and off trucks, trains, aircraft and ships.

Wreckair Container Services realised the savings its customers could achieve if load sizes, volumes and weights could be maximised. However, achieving that maximisation was sometimes difficult because Australia's 46-inch pallets cannot lie side-by-side in a standard international steel container. Wreckair Container Services, Melbourne solved the problem by manufacturing 500 containers (6m-long), wide enough to handle 10 pallets stacked on the floor. Within six months, these "jumbo" containers had all been hired and the industry was asking for more.

That was 18 months ago. Now, the company has plans to commission additional jumbo containers (12m-long) which will carry 20 standard pallets on the floor.

The search for more cost efficient containers is moving into other areas of the freight forwarding industry as well.

WRECKAIR AND RAIL

Wreckair is developing ties to the rail industry by supplying containers to rail-orientated interstate freight forwarders.

This "inter-modal" system saves time and money and means that cargo does not have to be handled each time it is moved by truck or train.

The container usually crosses Australia by rail before being delivered by truck to its final destination for unloading. Because the container is sealed and the contents are only handled twice, there is less chance of theft or damage.

Over the past two and a half years, Wreckair has responded to customer requests for containers with side load capability and even combination-features, to solve particular loading problems.

The containers are imported from Europe, Japan, India and Korea, brought

up to international safety standards and put into service carrying dry, bulk or cold freight.

The network of Wreckair containers for hire spans 80 depots around Australia with major container parks in Melbourne and Sydney.

SEVEN MORE HIRER DEPOTS.

Wreckair Hire has opened seven new depots and satellite depots, bringing its number of hire outlets across Australia to 81.

The new premises are at Kwinana and Bunbury in Western Australia; Gosford and Wetherill Park in New South Wales, and at Royal Pines and Twin Waters on Queensland's Gold and Sunshine Coasts.

Managing Director Ray Kelsey said that the company would open no fewer than 12 new and permanent premises this year as part of its continuing expansion.

Further Information: Stuart Maxwell Wright (03) 823 4469 or Tom McCully (03) 353 4411.

WRECKAIR ROLE IN \$8M ALTONA SHUTDOWN

Wreckair Hire supplied 45 portable buildings and chemical toilets to support February's \$8 million maintenance shutdown at one of Australia's leading petrochemical companies.

Altona Petrochemical Company in Victoria believes the shutdown may set an Australian industrial record for the largest number of hours worked in the shortest time.

A crew of up to 500 company personnel and subcontractors were scheduled to take just 18 days to

complete a staggering 120,000 hours of maintenance work at Altona between February 18 and March 12.

During the plant's mandatory four-yearly shutdown and inspection 1500 components were scrutinised and two SCAL-1 furnaces installed and linked to a new computerised control system.

SCAL-1 furnaces steam crack (break down) petrochemicals which are used to make raw materials for a multitude of consumer and industrial products. These range from plastic parts for cars to paint, packaging and kitchenware.

Wreckair Hire's 45 portable buildings and chemical toilets met the shutdown crew's ablution, dining and equipment storage needs.

The delivery of these units by road, was one of the largest movements of such buildings to be undertaken in Victoria this year.

The shutdown was co-ordinated by Melbourne-based World Services and Construction, a leading construction and engineering company which has more than 30 years' experience in the industry.

Further Information: Stuart Maxwell-Wright, (03) 823 4469, (03) 527 7268.

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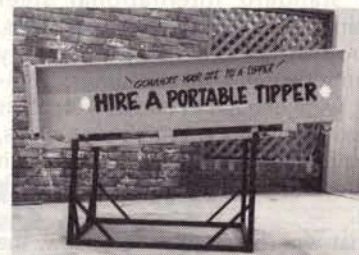


WHAT'S NEW IN THE HIRE & RENTAL INDUSTRY?

\$750
plus tax

E-Z Dumper

"IT'S PORTABLE"
BY TROLTIP AUSTRALIA



THE NEW PORTABLE UTE TIPPING BODY

- Fits all style side ute – Ideal for hire – no fitting requirements – Lifts one tonne – Operates in seconds – Mobile models available – Exhaust gas or compressed air operated – we will design to your needs.

For more information phone Alan Keith (07) 268 7799

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WHAT'S NEW IN THE HIRE INDUSTRY?



Troltip Australia Pty Ltd again has used its high technology in the Exhaust Powered Tipping and Lifting Systems to develop a new product for the Australian Hire and Rental Industry. This new product is a Portable Tipping

Bin which can be placed into the rear of style side utes and onto the rear of almost any truck. No fitting requirements are needed. It just slides onto the rear of your vehicle and is operated from the vehicles

exhaust system. (The bin is locked into position simply by (2) chains on the rear and rubber mounts on the base.)

Troltip Australia Pty Ltd will design a model to suit you.

For more information, phone Alan Keith at Troltip Australia Pty Ltd now on (07) 268 7799 or Fax on (07) 868 1551. Our postal address is PO Box 329 HAMILTON Qld 4007.

GKN SELLS INDUSTRIAL DIVISION

GKN Kwikform sold its industrial services division in mid-February to Unistrut Australia Pty. Ltd., a member of the Kalamazoo group of companies.

Among the businesses sold were GKN's raised floor systems, struts and electro-mechanical support systems.

Managing Director, Mr Alan Rose, said the reason for the sale was the weak strategic position of GKN in the major markets serviced by the division and the unlikelihood of gaining market leadership in the near future.

"For one historical reason or another we have held a weak strategic position

against our competitors and for the overall growth and strength of the company, the decision was made to exit those businesses which did not have a dominant market share", said Mr. Rose.

Mr. Rose added that GKN's withdrawal from these businesses is a positive step for the company, reinforcing the fact that the company is about growth.

...OPENS BROOKVALE SERVICE CENTRE!

The company's Light Access Division

has opened a service centre in the Sydney northern suburb of Brookvale.

Branch Manager Robert Damiani said the new depot was opened in response to the large amount of activity on the North Shore. The centre will service building contractors, industrial users, tradesmen and home handymen.

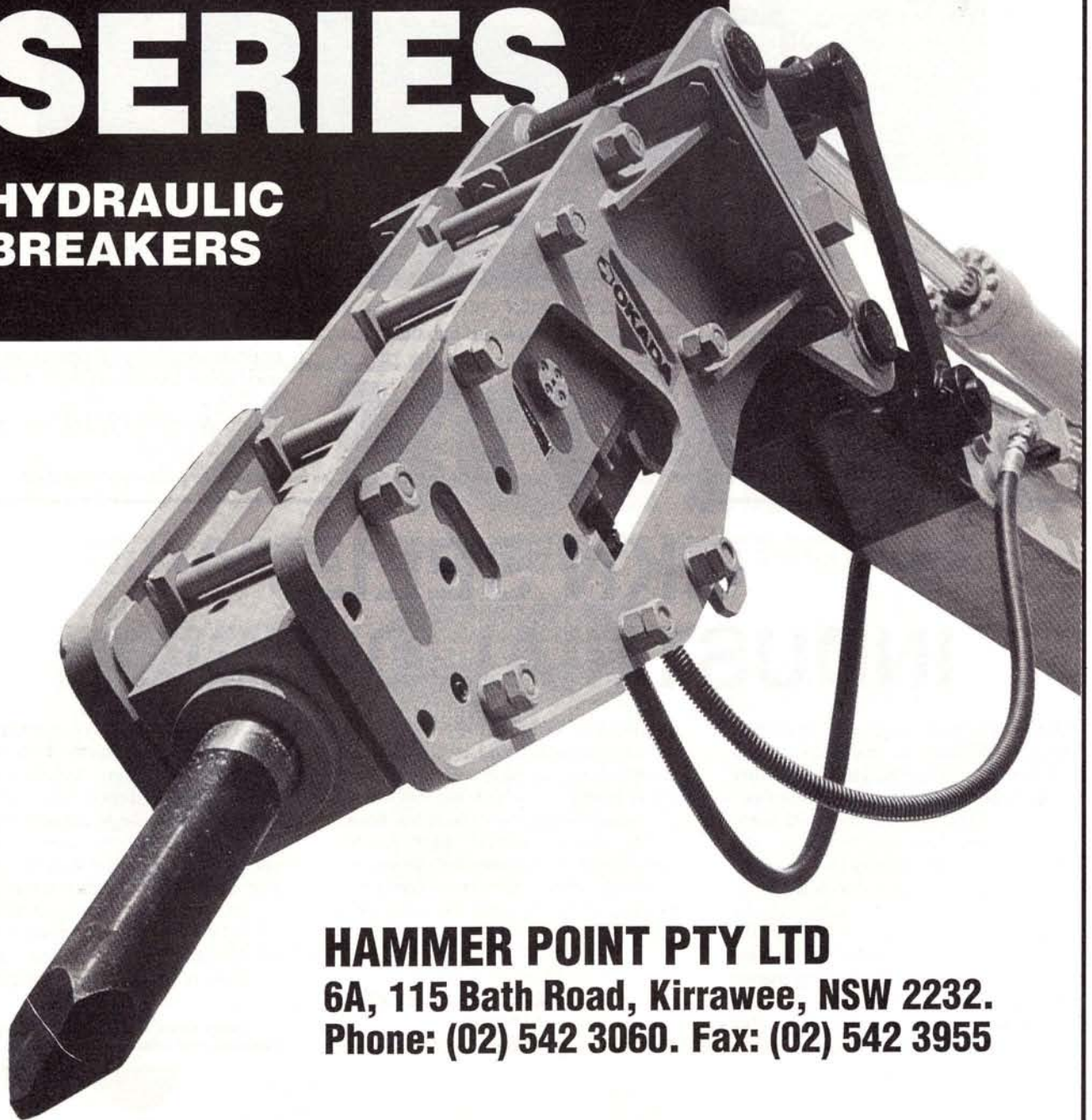
The centre carries an extensive range of light access equipment including aluminium towers, swinging stages and a variety of power access equipment.

Further details: GKN Kwikform, 33 Argyle Street, Parramatta, NSW 2150, Tel: (02) 891 1555.



OKB300 SERIES

**HYDRAULIC
BREAKERS**



HAMMER POINT PTY LTD
6A, 115 Bath Road, Kirrawee, NSW 2232.
Phone: (02) 542 3060. Fax: (02) 542 3955

Melbourne's Whelan Rentals has had a major role in one of the world's largest "hold-ups" ever!

They helped to "frame" the 60-year-old T&G - an appropriate choice because it was on the same T&G site that the now "infamous" Whelan the Wrecker conducted his first rental raid in the 1930s!

Grocon of the Grollo Group "masterminded" the gigantic "hold-up" currently underway in the heart of Melbourne's central business district.

And Whelan Rentals collaborated with one of the largest "booms" in the game!

Grocon has the difficult task of retaining the massive facade of the T&G building which is included in the Historic Buildings Register of the National Trust.

Because it has been necessary to occupy a substantial portion of Russell Street, Grocon has had to overcome vehicle and pedestrian traffic problems on a scale never before seen in such a busy thoroughfare.

To retain the facade in place while the interior of the building is demolished a huge steel space frame consisting of 1000 tonnes of steel and looking like Darth Vader's meccano set was put together by Transfield.

Transfield project manager, Mr Glen Munro, said as far as he knew the job was the biggest of its type in the world.

He said the steel frame was needed to prevent the 40 metre high wall, which stretches 100 metres along Russell Street and about 50 metres along both Flinders Lane and Collins Street from crumbling due to wind or excessive vibration during demolition.

Mr Munro said one of the most challenging aspects of the job was to support an existing tower which is part of the old building.

Another of the challenges — apart from the sheer size of the project — was that Transfield had to work within an extremely small space.

"We only really had one and a half lanes of Russell Street to work in to put the frame together", he said.

Whelan Rental's JLG Lift Model 80 HX (Pictured) one of the largest hydraulic booms in Melbourne, was used as a platform for employees welding beams and trusses as well as impacting nuts and bolts.

"Reach for it!"

The boom with its eight storey reach is proving popular at building sites around Melbourne.

RENTAL BOYS ACCOMPLICES IN

"WORLD'S BIGGEST HOLD-UP!"

It features electro-hydraulic control valves which ensure smooth movement in drive, lift and swing modes and the boom's platform can carry a minimum of 454 kilograms through most of its reach and up to 227 kgs through the full range.

The complexities facing Grocon

management intensify with the completion of the frame.

But that's a continuing saga and the result at the end of all the hours of toil will be a T&G building which, from the street, will look exactly the same as it did when the work first began!

Further information: Ross Burrell, Tel: (03) 329 6200





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AND
RENTAL
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Ltd.**

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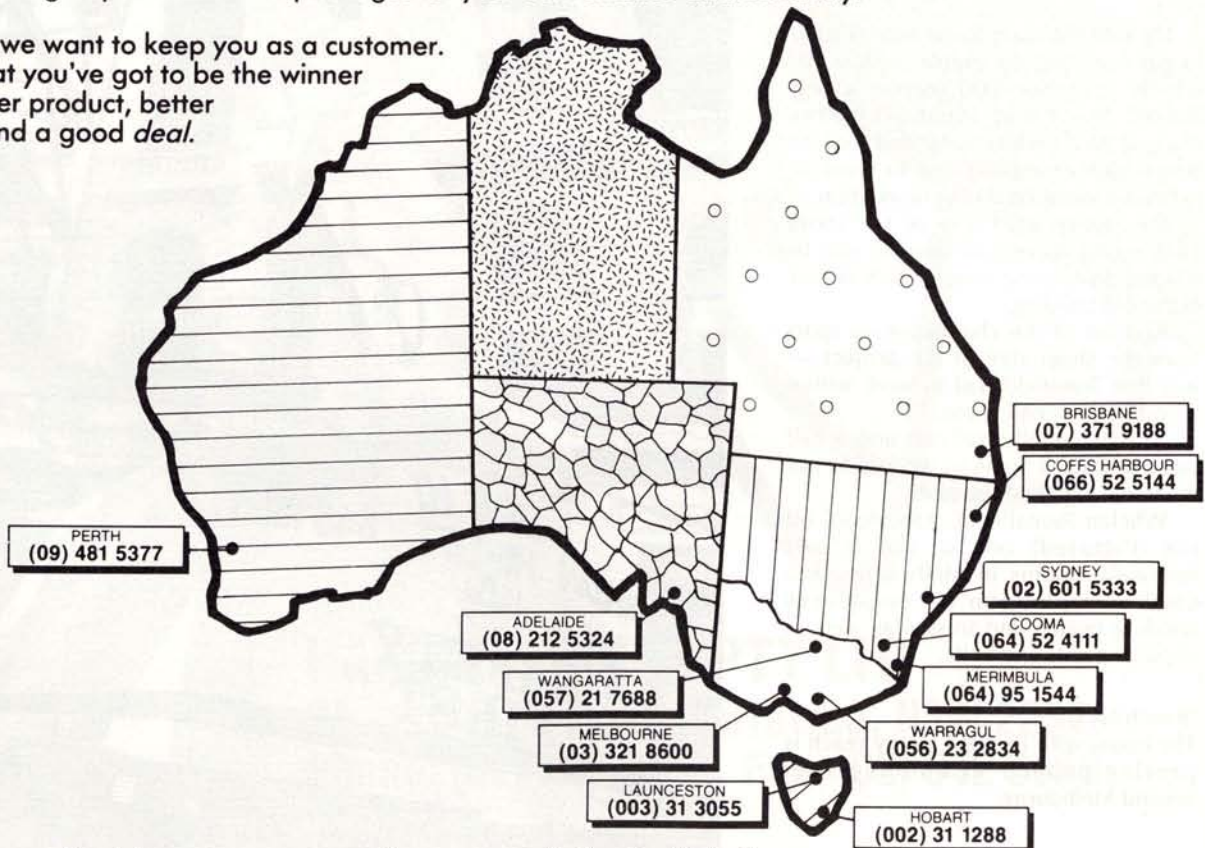
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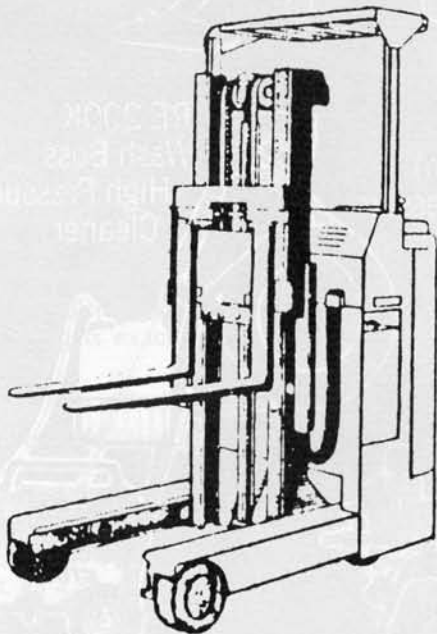
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REDUCE COSTS AND INJURIES



Manual lifting, which is slow and inefficient as well as dangerous to personnel, can be virtually eliminated with the use of suitable lifting devices from the comprehensive Rexport range.

Scissor lifts are an obvious case in point. Rexport can provide scissor lift tables for most industrial applications, with lifting capacities up to two tonnes. Lifting force, depending on the model, can be provided by a manually or electrically actuated hydraulic pump. Where necessary, robust castors with brakes can be provided.

Included in the range are exceptionally slim profile units which descend almost flush with the floor. With the aid of a ramp, the load can be slid or rolled on to the table, which is then raised as required.

Applications are varied. They are frequently used for packing benches at either sitting or standing height; work benches, saving on existing bench space; transporting loads to work stations, machines, vehicles or conveyors etc., all without the back injury hazard associated with manual lifting and carrying.

Other lifting devices are available to handle virtually any size, shape and weight of load - and if required, manipulators can lift, twist, turn and precisely position loads with effortless precision.

The use of power lifting and manipulation equipment not only reduces the risk of injury to workers, but greatly improves efficiency by providing much more production with much less labour.

Full details of the range available from Rexport International (Aust.) Pty. Ltd. Melbourne, Tony Barrett, (03) 580 7266, Fax (03) 580 8657 or Sydney, Frank Urban, (02) 550 3011, Fax (02) 519 9644. Distributors in all States.

ERGONOMIC WORK STATIONS

Improved work access
= higher productivity
+ reduced injury risk

MOBILE SCISSOR-LIFT TABLES

For handling, transport, assembly, etc. at correct height. Speeds up work, reduces injury risk. Steering, brakes, manual pump lift. Light and heavy-duty models available, 200 to 1000kgs.



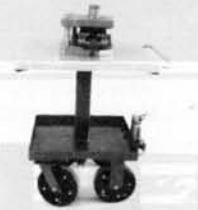
BOX-TILTING TABLES

Locates boxes of components at correct height and best inclination to simplify transfer of contents to benches, hand picking, feeding machines, etc. Fitted with castors.



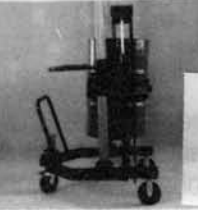
MOBILE LIFT TABLES

Robustly constructed. Large wheels with brakes. High load capacity. Fixed lower shelf, roller top optional, variable height, hydraulic-lift work platform. Saves bench space, simplifies transfer, avoids injury.



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Grips and lifts drums hydraulically. Transports to location. Hand-crank gearbox ensures controlled drum rotation, emptying, convenient mixing.



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Table lowers to floor for ramp loading. Controlled by manual hydraulic pump. Stable, adjustable height for assembly or repair. Ideal for smaller businesses.



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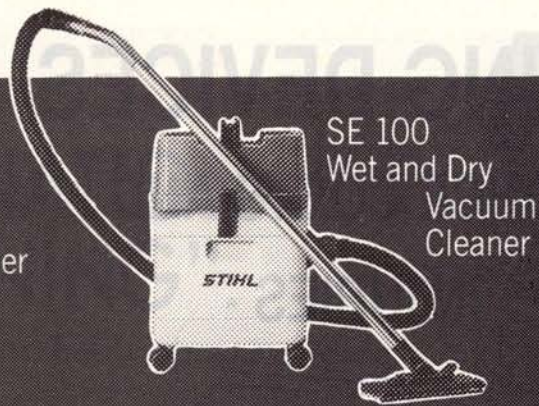
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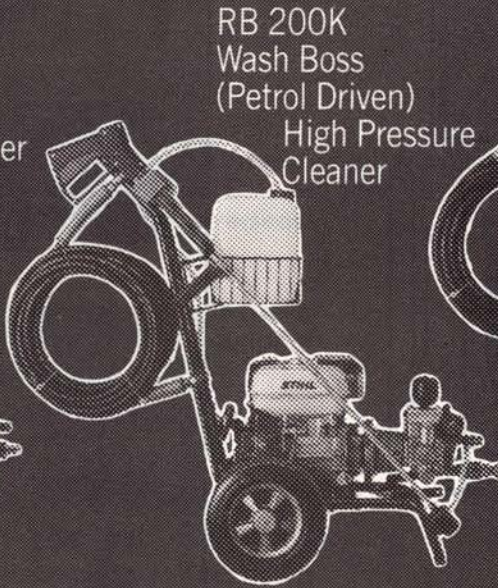
RE 100K
Wash Boy
High Pressure Cleaner



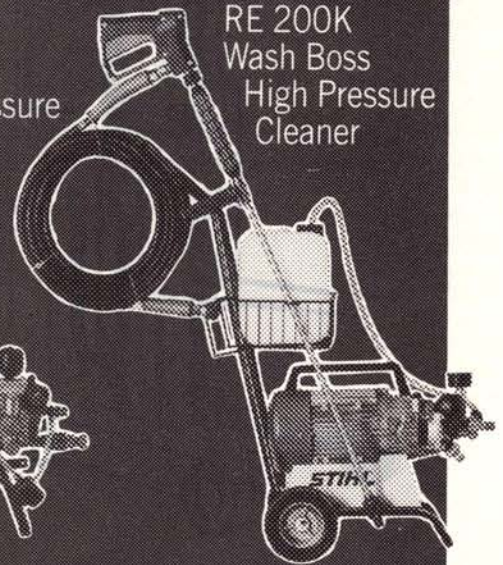
SE 100
Wet and Dry
Vacuum
Cleaner



RE 400K
High Pressure
Cleaner



RB 200K
Wash Boss
(Petrol Driven)
High Pressure
Cleaner



RE 200K
Wash Boss
High Pressure
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Clean up quicker.

Some businesses have awesome cleaning jobs. Businesses like Motels. Dairies. Or Factories.

Now, you can tackle big, tough cleaning jobs single-handed. A Stihl high pressure water cleaner can turn one man into a one-man cleaning army! It's the German, high-pressure water cleaner. And a Stihl Multi Purpose Wet & Dry Industrial Strength Vacuum Cleaner is the most powerful one you can buy in its class.

The Stihl high pressure cleaners connect to an ordinary hose. And deliver explosive cleaning power. You can even mix in cleaning compounds to tackle really stubborn stuff like BBQ grease, caked on mud and baked-on gunk.

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So if you're in a business where the cleaning jobs get on top of you, get serious. Put the Stihl cleaning team to work. You'll be amazed how much time you'll save.

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VOTERGRAMS or lobbying en-masse!

The Hire and Rental Association of NSW recently reported a novel way of "getting your message" across.

Votergrams is the name of this method of lobbying State and Federal parliamentarians. Your message should not be entirely disregarded - everyone in the House gets exactly the same message.

Someone surely will take notice!

Greg Bloomfield (Aust. Community Relations) came up with the new concept and has had great success with it, your Association reports.

The cost is only \$19.50 per House of Parliament, for a 35- word message and 40¢ each additional word.

HIRE AND RENTAL ASSOCIATION OF NSW

WHY BE IN THE HIRE ASSOCIATION???

Membership provides the hirer with contact to keep up to date on technology and other developments in the profession through trade evenings and Association publications, convention and general meetings.

Socialising with peers involves making new friends and exchanging ideas. It provides the member with opportunity to emerge from the confines of his own company and see what is happening in the profession as a whole.

As well as the self interest importance of the true professional hirer, he has an obligation to contribute,

not just take from the Industry. He benefits from reading technical and professional articles, yet someone has to write those articles.

He benefits from attending meetings and conventions but someone has to plan and organise these functions.

He benefits from contact with overseas Hire Associations, resources that have been established a long time. If past hire industry professionals had asked only "What's in it for me?" then the Hire Association would have ceased to exist long ago and their companies, their industry, their country would have been the worse for it.

It Really Happened ?!?

The NZ hire and rental boys have their odd hirer or two as do we. Their Hire News tells of...

The New Plymouth customer who hired an electric waterblaster and used it happily for two hours. Break time came and he went to switch it off and discovered it had not been turned on! Said it worked much better with power!!!

The lawnmower which wouldn't start. Customer had not moved the throttle to 'run' because she didn't want to have to run!!



LETTERS...

TO THE EDITOR

Sir,

Allow us to introduce ourselves. We are manufacturers of Wallpaper strippers both electric and gas powered for use in both the Hire industry and professional decorating sphere.

We are at present seeking to expand our exports into Australia and are looking for enthusiastic agents and distributors to take on these products.

With this in mind it would be

appreciated if you could forward a list of Hire Association of Australia members or inform us as to the cost of purchasing a list if one is available. We are associate members of the Hire Association of Europe and have been since its formation.

We would be grateful for any assistance you could provide in this matter and look forward to hearing from you in due course.

Damproof Engineering Services Ltd.

LOBBYING A BIG TASK FOR HIRE ASSOCIATION

1988 has been, I'm certain, another successful year for the Hire Industry in general and as such has created many situations which have required continued representation on the Member's behalf regarding matters which could have damaging and financial effects on our business.

The major lobbying by the Association during the year was in relation to the "Electrical Guidelines for Construction Sites" and after many meetings with the DIRE we believe we had considerable success in having them accept our proposals for the testing of electrical equipment.

One of the major factors in our success was the excellent safety record which exists in our industry and we therefore must continue to maintain this very high standard in safety.

Although it is still not enough we also were successful in obtaining a personal commitment from Bruce Baird, the Minister for Transport, that Departments under his control (DMR and SRA) should and will accept liability for negligence in relation to damaged and stolen equipment.

The Association successfully brought to the attention of the Dept. of Motor Transport the anomalies existing in the law about log books being required for 2 tonne vehicles although a class one driver could legally drive a vehicle up to 4.5 G.V.M.

There were many other subjects addressed by the Association during the year with operators for mini excavators, votergrams and occupational superannuation being just a few.

One area which is always being discussed and has now taken a positive step, due to the work from the Queensland Association, is the setting up of a standard acceptable training scheme for the Industry working closely with TAFE Colleges. We are following the progress of this and will be pursuing it further with education institutions in NSW.

Unfortunately in September we had to accept the resignation of our President John Metcalf who decided to have a rest from the industry and we must thank John sincerely for his dedication and efforts during his term in office.

The National Hire Convention in 1988 was held at Jupiters Casino on the Gold Coast and was well attended by members throughout Australia and I'm sure everyone there had a terrific time.

This years convention is in Melbourne (September 5th - 7th) and, although maybe not as glamorous a

location, I'm sure the Victorians will have a great event organised.

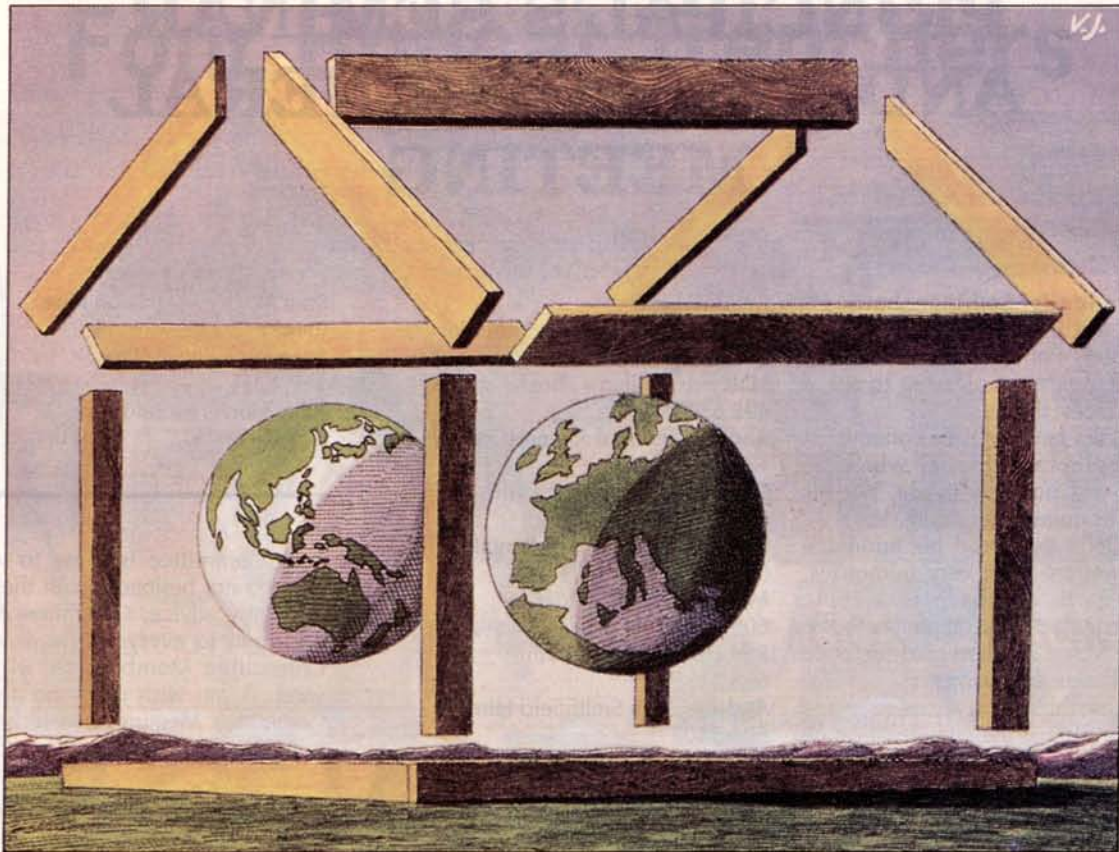
Throughout the year the Association arranged tours of Party Hire and General Yards, around Sydney as well as a workshop run by Stihl and a training seminar on "Supervision in the Hire Industry" run by Mr. Ron Mobbs at which we had 45 registrations.

This session was voted a great success and we have another two, 2 day seminars arranged for 1989 as a follow up.

We have already arranged in 1989 to have two Supervisor Training Seminars, 3 Workshops and a Party and General Yard Tour. We trust members will make the effort to support each of these as there is naturally a lot of effort required in organising them and most importantly there is plenty to learn.

I must take this opportunity to thank Secretary Chris Stewart for her dedicated work during the year and also all the committee members who give up their valuable time to ensure the continued success and viability of the association.

Some assets are hidden liabilities



The construction and engineering industries are a diverse group, demanding a wide variety of business solutions to ensure efficiency and profitability.

Whether you are involved in commercial construction, hire, component manufacture, installation, job service or scheduled maintenance, Nixdorf can provide the right computer system to control daily operations, whilst ensuring long-term business effectiveness.

Construction engineers require sophisticated tools for all projects, from design to commissioning. Nixdorf can provide the right solution for each stage.

Equipment hire companies need to monitor hire orders over time for all types of plant. The benefits of integrated assembly and inventory control facilities set Nixdorf's solution apart from other suppliers.

Component importers and manufacturers need to ensure that field installation is a logical extension of supply. Nixdorf provides the bridge to customer satisfaction. Effective asset management directly increases profitability.

Job servicing requires that you have instant

information on your customers and their installed equipment. Nixdorf makes it easy to have the right person, in the right place, at the right time, with the right equipment and materials in hand.

We are one of the world's largest computer companies. Our dedication to quality is uncompromising. Nixdorf solutions incorporate the best ideas from our experience on five continents to build the finest computer systems available anywhere.

At Nixdorf, we understand your demands for better business efficiency. In fact, we built our reputation on it. So mail the coupon or phone Nixdorf.

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The Best of Both Worlds.
Australian vision
and German precision.

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PRINCIPAL'S SEMINAR AND ANNUAL GENERAL MEETING

The Principal's Seminar held on Tuesday, 28th February at the Park Royal Hotel, Parramatta was a great success. It was most pleasing to see a few "new faces" there!

MAX WALSH gave us the economic as well as political outlook, which as expected was not very bright, but his address was quite entertaining.

PAUL DUNN delighted his audience with his enthusiastic, very humorous, down-to-earth approach to a topic easily overlooked by Companies today, corporate image, an essential factor in successful sales and marketing.

I believe that those who attended would agree with me that the change of venue to the Park Royal, Parramatta, was a change for the better. A few minor hiccups were experienced, but on the whole - a great venue!

At the Annual General Meeting the new Committee was sworn in and comprises :-

PRESIDENT:

Bruce Fraser Coates Hire
525 3333

VICE PRESIDENT:

Stephen Donnelley Stephen Donnelley Hire (042) 75 1777

TREASURER:

Elaine Smith Hills Party Hire
636 6036

COMMITTEE:

Gordon Esden Prestige Portables
688 3055

Malcolm Williams Hire Kingdom
602 6500

Andrew Kennard Kennard Rentals
436 2177

Garry Silburn Illawarra Hire
(042) 716 396

Bob Kardachi Macbro Rentals
636 7899

Malcolm Chung C-Y Hire
605 4433

Phil Horton Abbotts Hire
666 4777

Andrew Stein Smithfield Hire
604 5407

Mike Brown Hire Power
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Rob Christie Christies's Hire
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Greg Noble Wreckair
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Roger Porterat Walders Hire
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Maurie Abbott Construction Rentals
533 1177

Barry Newton Conveyor & Hoist
516 5855

John Howarth GKN Portacom
688 4466

Stan Macey Meghaven Hire
(044) 215 722

Sean Page Pages Hire
587 1755

John Morris Atomic Hire
636 6444

Your Committee is there to work for you, do not hesitate to call them if you need any advice. Committee Meetings are open to everyone (however, only Committee Members are eligible to vote). If you wish to attend any of the Committee Meetings just let me know beforehand.

COMMITTEE MEETING DATES

WEDNESDAY 3RD MAY 1989 - Auburn Business Club 1.30 p.m.

TUESDAY 13TH JUNE - (Away Mtg)
Venue yet to be determined.

TUESDAY 15TH AUGUST - Auburn Business Club

TUESDAY 10TH OCTOBER - Auburn Business Club

TUESDAY 28TH NOVEMBER - Auburn Business Club



Astron Agencies

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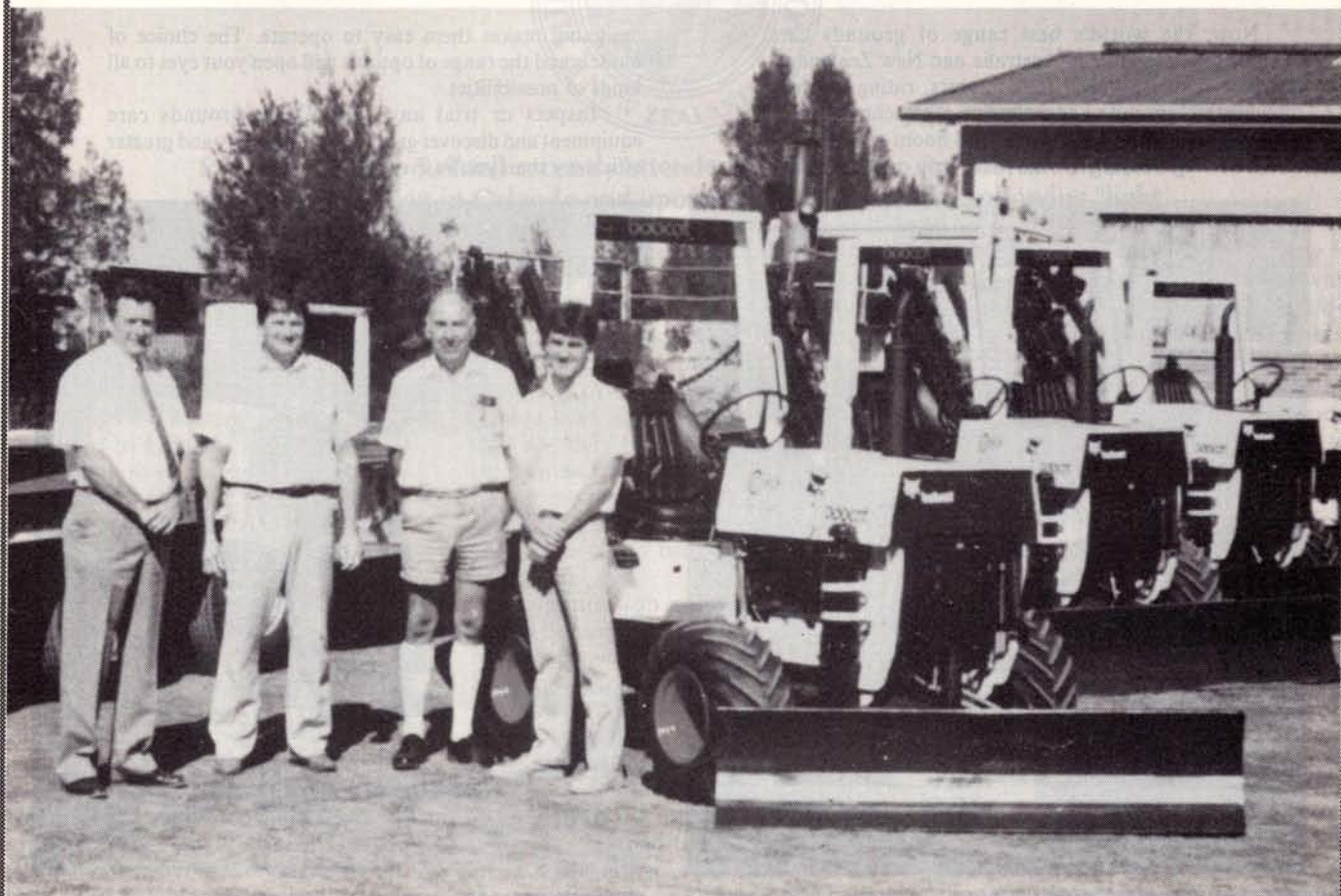


Where Quality Counts

FROM POWER POINT TO POWER PLANT-USE ASTRON HEAVY DUTY EXTENSION LEADS.

- Manufactured from highest quality Australian made 15 AMP, 3 core electrical cable for minimum power loss.
- Fitted with 10 AMP transparent plug top and base of the non moulded type for ease of inspection and repair.
- Designed to carry maximum current over long distances.
- Can be supplied in any length.
- Approved by all Australian electrical authorities.
- Can be supplied "tested & tagged" if required.
- Wholly Australian made.

Gosford Council Buys Four Bobcat Trenchers



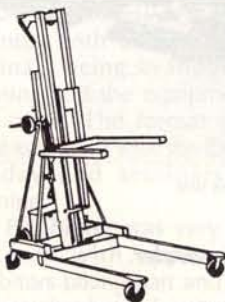
GOSFORD COUNCIL BUYS FOUR BOBCAT TRENCHERS

Gosford City Council recently purchased four Bobcat Model T 136 Trenchers an important addition to Council's range of Plant and Machinery which is required to expedite a large ongoing works program.

The Bobcat Trenchers will be used primarily for the installation of water and sewerage connections.

Picture - shows the official handing over of the four new Bobcat Trenchers by Clarklift Newcastle to the Council.

From left John Hewlett (Clarklift Newcastle), Max Davis (Gosford City Council, Deputy Engineer), George Ditton (Plant Foreman, Gosford City Council), and Craig Pettit (Clarklift Newcastle).



A LIFT FROM **Genie!**

This powerful Genie Superlift helps one worker do the job of several...giving you the muscle to telescope 650lbs. to 24ft. Plus, its rugged lightweight aluminium construction makes Superlift one-person portable...ideal for a wide range of construction applications.

• Lift loads up to 650lbs. • 12ft, 18ft, 24ft models available. • Fully assembled - ready to work.

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John Deere grounds care equipment for professionals.

Now, the world's best range of grounds care equipment is available in Australia and New Zealand.

The range includes front mowers, riding mowers, mowing tractors and a wide selection of attachments such as Quik-Tatch front end loaders and boom mowers.

The engineering is the best you can get. The

designing makes them easy to operate. The choice of models and the range of options will open your eyes to all kinds of possibilities.

Inspect or trial any John Deere grounds care equipment and discover greater work capacity and greater efficiency than you've ever seen before.



755 Tractor with Model 70 loader and 60" Mowing Deck. 14.9kW (20hp). Diesel.



935 Front Mower 16.4kW (22hp) Diesel. Hydrostatic. 60" or 72".



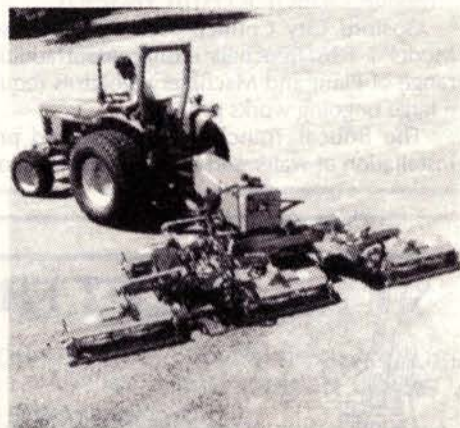
332 Tractor Mower 11.8kW (16hp) Diesel. Hydrostatic. 46" or 50".

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NEW ZEALAND ROUND-UP



President Trevor Tuffnell recently attended the American Rental Association Annual Convention in Orlando and upon his return wrote the following "light hearted" report on his trip.

"Having received a very kind invitation through A. R. A. President Richard Frechette to attend their Annual Convention and equally important a leave pass from Ann, I accepted with an almost indecent amount of enthusiasm. I travelled to Orlando in the company of another Kiwi delegate and had a somewhat uneventful series of flights apart from after a late take off from Houston at 11.00 pm when the pilot said he had a spot of bother and sent the flight engineer down the aircraft with a torch to inspect the wing. I sort of felt there was a degree of optimism that he could see much in the middle of a rainstorm, however we were subsequently told all was well and that after that the Chivas Regal was 'on the house'.

Arrived in Orlando in the middle of winter, immediately discarded my jacket and only wore it once during the week. The Exhibition was held in the Orange Country Convention Hall and the Seminars were held in the Peabody Hotel which was directly opposite. The Opening was held at the Orlando Sea World and this took the form of some very patriotic singing and music provided by an American Naval Band followed by the Introduction of the elected Officers of the A. R. A., and the presentation of President Richard's annual report and welcome. The following day it was straight into business with a wide topic range of seminars being available during the morning and the equipment exhibition was open. The format remained the same each day with the Exhibition open all day and seminars during the morning.

The Exhibition was very large by any standard with approximately 600 Exhibitors taking part and was run on a very professional basis. Naturally the product range was very wide and there were a considerable number of products that are not seen in our country. This was particularly

noticeable in the Party Hire, the variety of champagne fountains was truly incredible. I suppose the real problem with a lot of what one saw would be the price of the product after it has landed back in New Zealand and by the time duty (which is still quite high in some product lines), freight, insurance and the like are added, not to forget the exchange rate, what at first seems like a real bargain tends to lose its appeal.

The organisation of the Convention would be very hard to fault. The shuttle bus system, registered desk efficiency and Equipment Exhibition layout all showed a high degree of professionalism. No doubt the sheer size generates considerable income and having the funds must reduce one's problems.

A very pleasant International Guests night was held in the Peabody Hotel when it was indeed a pleasure to renew the acquaintance of Richard and Elaine Frechette and James and Bobby-Jo Irish. Transport was available every half hour to take delegates to the Epcot Centre and to Disneyworld but because of time constraints I was unable to see these places totally. Maybe next time. I did manage, however, to spend a day at the Kennedy Space Centre. This is certainly a must stop if you are in the Orlando area. The presentation is well done, the size of the whole centre, roading systems, vehicle assembly building etc. is hard to comprehend.

All in all a great trip which I will not forget for some time. I still believe that our draught beer takes a lot of beating." The 1989 New Zealand Convention programme is largely complete. The Convention will commence on Wednesday 20th September with a choice of a Yard Tour or a Party Hire Seminar and will be followed that evening by the Welcoming Cocktail Party and Dinner. The Guest Speaker at the Dinner will be the Wizard of Christchurch (Yes, Christchurch has an officially recognised Wizard).

Thursday morning will commence with a Panel session and will include Speakers covering topics such as Debts, Industrial Matters, Staff responsibilities, Traffic regulations, rules for importing and import control. After lunch Trade Suppliers will have the opportunity to introduce any new products or services available to the Industry and the opening of the Equipment Exhibition will follow. The day will conclude with a happy hour and informal barbecue.

A Keynote Speaker and Annual Meeting of the Associates will occupy Friday morning with the Equipment Exhibition being open to delegates again in the afternoon. The Banquet and Awards will conclude the 1989 Convention although an optional Coach trip to Akaroa will be available on the Saturday (or skiing at Mount Hutt for those so inclined).

We look forward to welcoming a number of Australian delegates who may like to combine the two Conventions and a holiday in New Zealand all into one package. Registration forms when available will be sent to all Australian State Hire Association Secretaries.

We have previously reported on the establishment of the Training Foundation by the New Zealand Directors. In addition to funds raised at the 1988 Convention an invitation has been extended to all Members to make a donation to the Foundation. The response has been very encouraging and it is hoped that in the not too distant future funds will be available from this source for the furtherance of training with the Industry.

The Membership of the Hire Association is currently under scrutiny with Zones being asked to consider whether we should expand our membership to include Scaffolding, Sound and Light (a few of our members are involved in this type of hire) and costume hire companies.

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TAKEUCHI PLEASED ON AUST, NZ VISIT



Managing Director of Compacting Equipment Limited, Mr Roger Milne (left), with Mr Akio Takeuchi, Financial Controller of CEL, Mr Oscar Verbiest and Mr Masayuki Dokoshi.

The designer and builder of Takeuchi mini-excavators, Mr Akio Takeuchi visited Australia and New Zealand in March in the course of a Pacific tour to familiarise himself with the southernmost parts of his world market.

Mr. Takeuchi, who was accompanied by the General Manager of Takeuchi Manufacturing Company Limited, Mr Masayuki Dokoshi, was on a visit to the New Zealand agent, Compacting Equipment Limited of Petone.

CPL's wholly owned subsidiary - Takeuchi Australia Pty. Limited - markets the units throughout Australia.

In a week's tour of New Zealand, starting in Dunedin and ending in Auckland, the visitors met customers and saw Takeuchi's range of models in operation.

It was the first visit to New Zealand for the Takeuchi designer and he said he was impressed with the growth of the New Zealand operation since Compacting Equipment Limited secured the agency in 1983 and then launched Takeuchi Australia Pty Limited in 1987.

Mr. Takeuchi is president and sole owner of the company that bears his name and built the first mini excavator in 1971 in their plant at Nagano, Japan.

Mr. Takeuchi is emphatic his company is the current leader in mini excavator sales in western Europe and that his market will continue to grow world-wide.

In the last three years total units produced for Japan alone has increased 100%, from 15,000 to 30,000. A further 10,000 machines were produced for export.

In New Zealand sales have increased year by year to achieve market domination. Following the launch of Takeuchi in Australia, there has been similar reception and the machine is fast increasing in popularity.

The small size of the units enables them to penetrate work areas not normally accessible to larger machines.

All models are worked by joy-stick controls and a special "on-off" lever provides an additional safety feature for the operator. The minis also power accessories such as hydraulic breakers and augers for demolition work and post-hole digging, as well as arm-mounted compactors.

"Mini-excavators have replaced the pick and shovel", he says and he sees an unlimited future for them.

Further Information: Premier PR, Tawa, NZ Tel: 0064 04 325 057

Nobody makes roads in Sweden in winter because at 40 below zero the earth is frozen solid. So everything is done in summer when the sun never sets. Machines must toil night and day without fail.

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Created for compaction on highways, airports, dams and other real world environments this superb machine has been built for low maintenance. Ergonomically designed from the ground up, the

CA25 sets new standards in safety, comfort and efficiency.

Here in Australia Dynapac have the added benefit of being represented by Blackwood Hodge, the world's largest specialist distributor of earthmoving, mining and construction equipment.

This means they're supported by a national network of 16 branches and a state-of-the-art on-line computerised spare parts system which will source any replacement quickly and efficiently.

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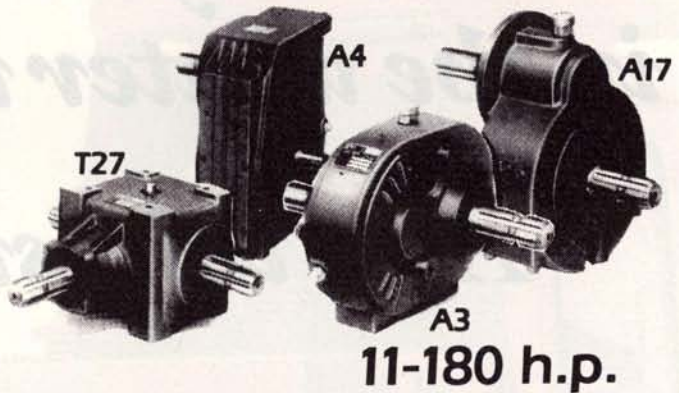
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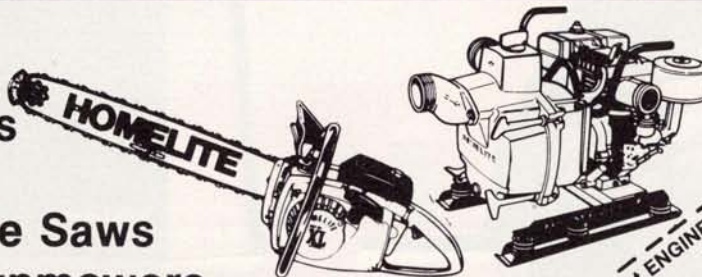
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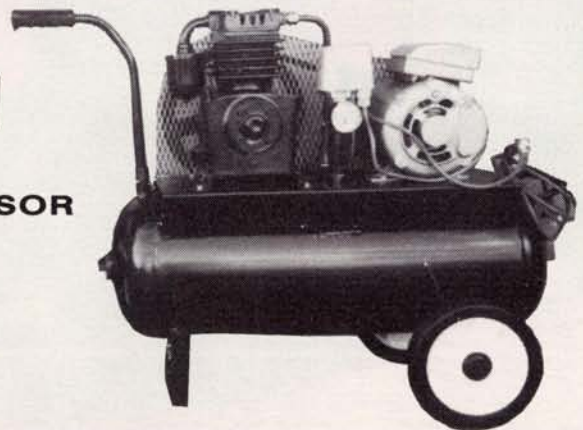


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1.25T

TANDEM VIBRATORY ROLLER

Features: This Roller has been designed in close collaboration with people who use Rollers every day and with those who have to service and repair them. The design incorporates many practical and innovative features to improve operator's control and efficiency.

- Drum held in even suspension by identical rubber mounts on each side to resist side drift.
- Drum machined with special profile to help prevent lining.
- Electric Motor Pump for pressurised water spray across the full drum face.
- Plastic Water Tank to prevent rusting.
- Variable speed forward and reverse with two detent positions in each direction for accurate speed control.
- Electric control on vibration drive for ease of operation and low maintenance.
- Easily replaced nylon blade on Drum Scraper.
- Major components are in popular use.

Specification

Basic Weight	1150 kg
Operating Weight	1350 kg
Front Axle Load	650 kg
Rear Axle Load	700 kg
Static Linear Load Front	8.5 kg/cm
Static Linear Load Rear	9.2 kg/cm

Dimensions

Rolling Width	760 mm
Measurements	Refer Drg
Turning Radius Inside	1.75m
Overall Width	890 mm
Kerb Clearance — Edging	425 mm

Driving Characteristics

Speed — Forward/Reverse	0-5 km/hr
Max Gradability with Vibs	30%
Max Gradability without Vibs	45%

Drive

Prime Mover	2 Cyl Diesel
Cooling	Air
Performance DIN 6270	12.5Kw
Speed	2500 Min — 1
Fuel Tank Capacity	20 Litres
Drive System	Hydrostatic
Driven Axles	Front/Rear
Hydraulic Oil	45 Litres

Brakes

Service Brake	Hydrostatic
Parking Brake	Mech On/Hyd Off

Steering

Steering Method	Hydrostatic
Steering System	Articulated
Steering Angle	± 30°
Steering Oscillation	± 10°

Vibratory System

Vibrating Drum	Front/Rear
Vib/Drive System	Hydrostatic
Frequency	50Hz
Amplitude	.4
Max Centrifugal Force @ 2800 RPM	9.8Kn

Sprinkler System

Type	Pressure
Water Tank Capacity	100 Litres

Electrical System

12 Volt

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TCM LOADER PLEASES KAPATI COUNCIL STAFF

The Kapiti Borough Council's TCM wheel loader at work in the sand dunes alongside the Wellington (NZ) urban area's finest beaches. Its scoop has a capacity of 1.2 cubic metres.

The seven tonne Japanese TCM 830 wheel loader is the most expensive construction machine yet purchased by the Council, just north of Wellington.

Assistant Borough Engineer, Mr Kees Nauta, says it has proved its worth and versatility and the council staff are well satisfied with the purchase.

The work ahead for the new machine ranges from loading sealing chips, to helping in the normal round of council road and underground services maintenance. Its big task was in April and May when it was fully engaged in ongoing seawall work to prevent erosion of the Paraparaumu beaches which are the finest in the Wellington region.



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The B-Series transmission lever is conveniently placed beside the operator seat instead of on the floor.

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B-Series models with hydrostatic transmission feature easy, single pedal control of tractor speed and direction changes between forward and reverse with no clutch operation.

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- Power steering (option)
- Key stop



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NORWOOD

President R. T. Wyatt's Queensland Report

DANGER ALERT

A warning from
Owen Staines of
All Hire,
East Brisbane.

Owen reports that a customer who hired an airless spray unit from them, put his finger over the spray nozzle while the unit was running in an attempt to clear paint build up from the tip.



The paint was immediately injected into the mans finger and he was taken to hospital where the finger was **amputated**.

Owen, who is a regular contributor of interesting notes and safety warnings for our 'Hirers Herald' newsletter says this is the second time this has happened to one of their customers.

The All Hire people pay great attention to detail and always take time to advise customers of potential dangers that may exist.

We have no control over the equipment once it leaves the store but we must continue at all times to alert hire customers to potential dangers of equipment they hire.

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* A job lot of Kango Hammer drills Model 627. All are in good going condition and are complete with large quantity of T/C drills and core bits.

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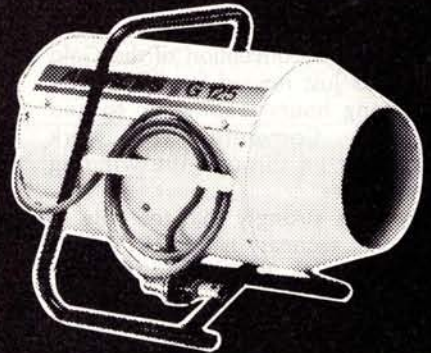
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Thanks Cathy

After three years of dedicated service as Secretary of the Hire and Rental Association of Queensland region, Cathy Staines has retired from the position to spend more time with her young family and become more involved with the Staines family business, All Hire and Trading of East Brisbane.

All Hire goes back to the earliest days of the Qld. Assoc. with husband Owen and father-in-law Arthur giving strong support over the years. Cathy, with a big smile and happy disposition has greatly improved communication with the assoc. with regular "Hirers Herald" newsletters that especially benefit country members who are rarely able to attend meetings.

The friendly hire people of the north speak very highly of Cathy's on-going helpfulness which they say assisted greatly in bringing the northern hirers together.

Northern members constantly communicate with each other and the "Northern Roundup" sessions become more popular and more successful each year. Constant attention and a lot of time is required to keep these lines of communication active with meetings and functions demanding even more of that commodity precious to us all - TIME.

The outstanding success of the recent National Hire Convention of the Gold Coast was just reward for Cathy who spent long hours leading up to and during the Convention with work continuing on through the winding down process.

Cathy feels strongly that the role of permanent secretary is the P.R. side of the assoc. being the voice of members and suppliers alike and striving always to project the assoc. in a professional way that is well respected within the industry and within the community.

In typical style Cathy has done everything possible to help her successor Linda McGinness off to a good start in her new position and the assoc. joins Cathy in welcoming Linda and wishing her every success in this demanding job.



CATHY STAINES

FREE LIQUID PUMPING GUIDE

A free guide for the pumping of more than 500 liquids is available from Pacific Pump Company.

Produced by leading U.S. gear pump manufacturer Viking Pump Inc., the liquid list includes details of pump construction, seal requirements, viscosity and general remarks on the substance being pumped.

Starting with acetone and finishing with zinc oxide, the list is a comprehensive guide to pumping such

diverse liquids as asphalt, soap, blood, enamel, lanolin and lead.

Viking has developed an internal gear pump range based on difficult and specialised liquid applications, and the list allows users of all pump types to have handy engineering information within easy reach.

The list is available from Pacific Pump Company branches in all States.

Further Information: David Poole, Pacific Pump Company, 2 South Street, Rydalmere, NSW 2116; Tel: (02) 638 5600.

Introducing Rod Mansfield

Rod is Qld. State Manager for Coates and has always been very enthusiastic about the potential of the hire industry and what the assoc. can do to project a strong and respected image of the industry.

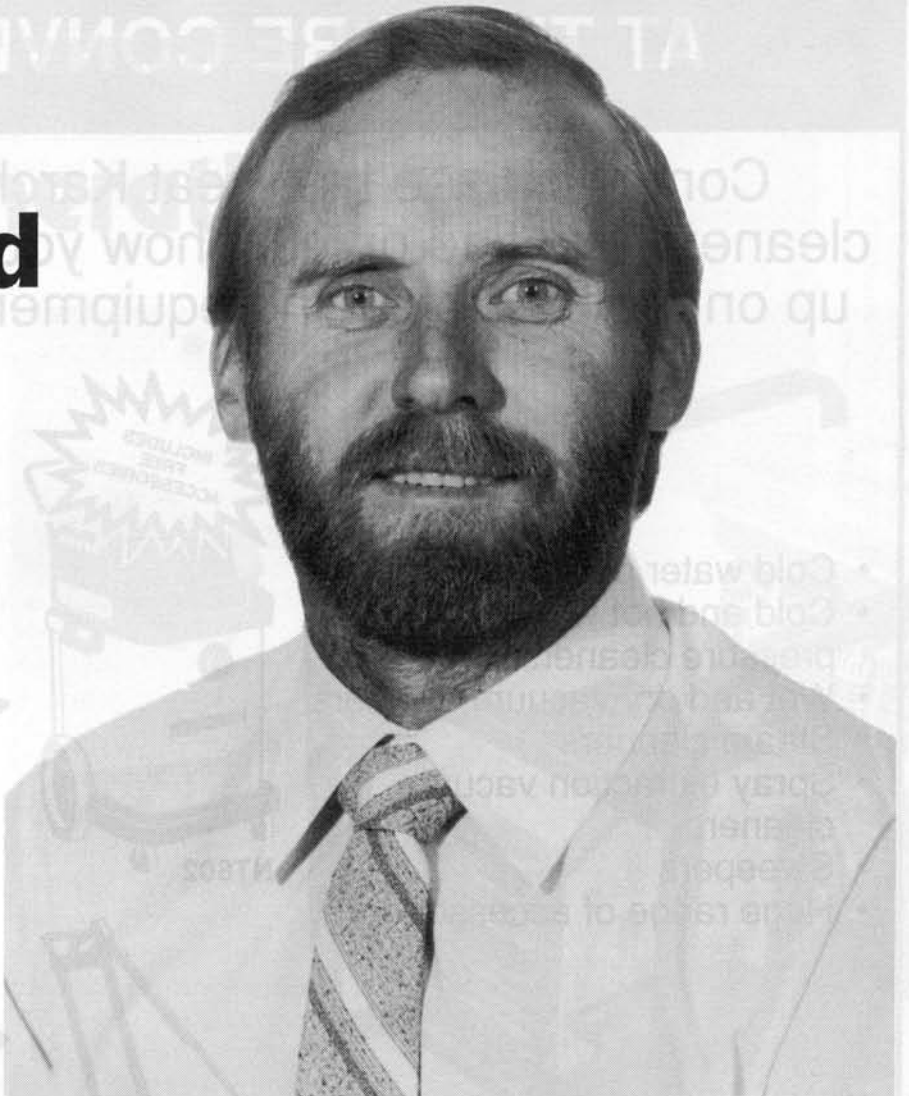
Being regarded by the community at large as a professional and dynamic organisation, will ensure that the voice of the assoc. is heard in high places.

Rod would also like to see the emphasis on prices comparison removed from the top line when users are comparing various hire companies - comparing instead the whole package a hire company is offering, such as quality and condition of equipment and service back up. Of course the price is important, but it may just be more important in the eyes of the hire companies than it is to their customers.

Rod is originally from Brisbane where he completed his education before joining the construction industry as a foreman in North Qld. He travelled with the construction industry to New Guinea for a 12 month stint before returning to Qld.

Rod joined Coates in 1981 as regional representative and then was promoted to the position of satellite co-ordinator based in Mackay, from where he serviced the branches at Blackwater, Blair Athol, Tarong and Callide.

In 1981 Rod was transferred back to the State capital of Brisbane to take up the



ROD MANSFIELD

position of Sales Manager, where his extensive knowledge of the construction industry, together with wide sales experience was put to good use.

Since Rod has been State Manager for Coates he has taken a keen interest in assoc. activities and no doubt the assoc. will benefit from Rod's experience in his role as President.

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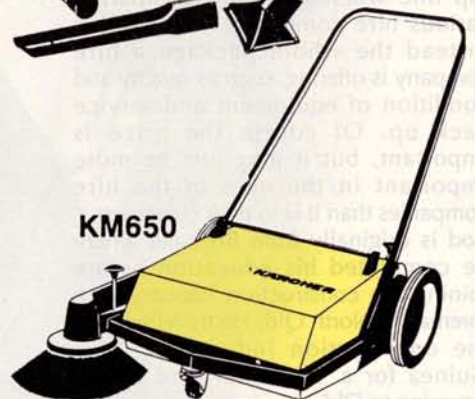
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SEVEN HILLS NSW 2147.
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FAX (02) 624 4402.

Radio-Remote Controlled Generating Sets

An exciting first in Australia is the release of a range of generating sets which incorporate a hand-held radio-remote-control start/stop system by Advanced Power Products.

The development (patent pending) comes close on the heels of an Australian Design Award won by them for development of their "Intelligen", a high-tech microcomputer monitoring control and protection system for generator installations.

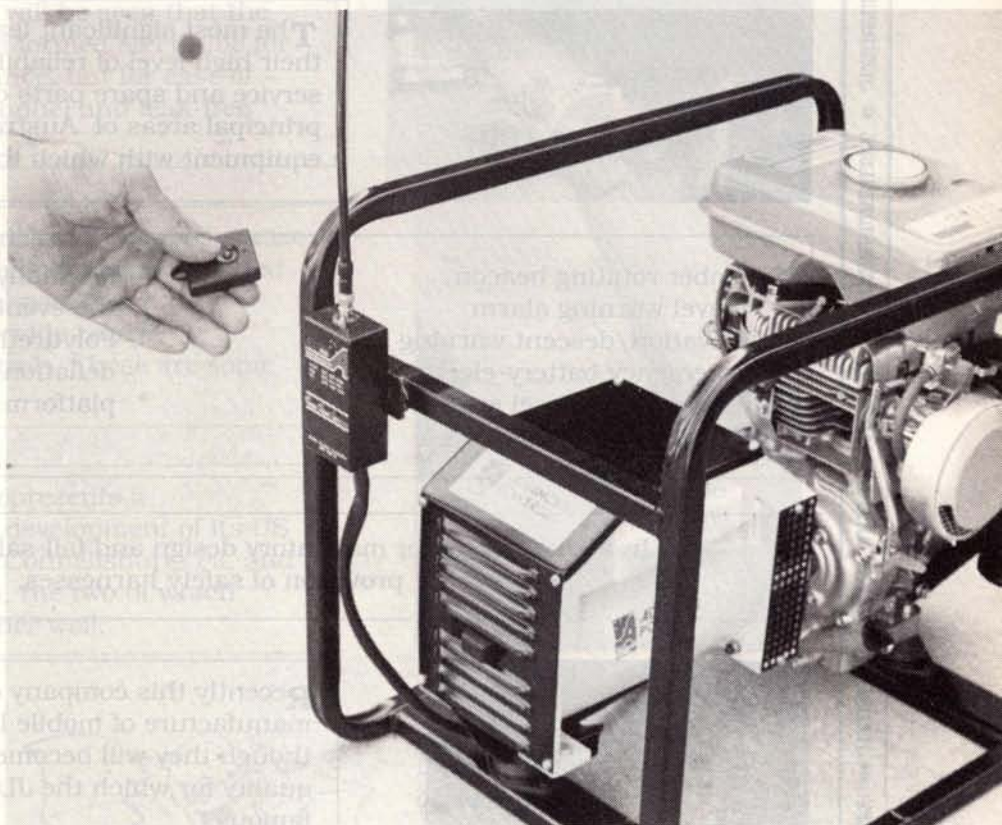
The Radio-Remote system consists of a small, lightweight electronic control module with in-built radio receiver and aerial, mounted on or near the generating set. A tiny hand held push-button transmitter containing an integrated miniature battery supply activates the generator (pictured).

This system is sure to revolutionise generator operation as it could not be simpler to use. A single press of the button on the hand held transmitter will start the generator - another press will stop it.

For cold starting, the operator can hold the button down for about 3 seconds which will activate the choke control or alternatively an inbuilt logic circuit will detect the need for the choke and automatically operate the choke solenoid.

In the case of a diesel generator the fuel shut off valve is automatically operated on receipt of a start or stop signal.

Because the operator has complete freedom to start and stop the generator from up to 100 metres away as standard, or from a greater distance with optional equipment, it is sure to prove popular with builders, tradesmen and farmers.



In rural homes the generator can now be shut down after the household is bedded down, in emergency power situations it could be operated from wherever you are at the time and builders will particularly appreciate being able to start and stop their generator from virtually anywhere on the building site.

Advanced Power also has a system called Rev-a-Matic and it's a small and reliable electronic module which senses when electric power is required.

The module then automatically operates the throttle and speeds up the engine to its correct running speed. When no electric power is required, Rev-a-Matic reduces the engine speed to an idle again.

An override switch is also fitted on

the side of the generator which enables the operator to select which mode of operation is most suitable.

Powermate 500, a compact portable generator is a third in the company's range.

This lightweight unit produces up to 500 watts of 240 volt power making it ideal for camping, caravanning, boating, light tradesmen and handyman use as well as light household power or emergency lighting.

The unit also produces up to 100 watts at 12 volts DC for battery charging purposes, which is great for recharging boat, car or caravan batteries.

All three have ready applications in the hire and rental industry.

Further information: Advanced Power Products Pty Ltd; Tel: (02) 600 6555, (03) 428 1429, (07) 844 4511.

SUBMERSIBLE MOTOR UPGRADE

A major upgrade in the design of submersible bore hole pumps for mine dewatering is paying dividends for Australian miners. Incorporated in new M Series Pleuger electro submersible motors, the new heavy duty thrust bearing (pictured) features replaceable segments of nickle aluminium bronze with a roller surface of special synthetic rubber or EPDM for the least possible wear. A segment carrier and supporting ring of corrosion resistant material also ensures accurate positioning of the ball induced pressure point.

Further Information: Greg Scott, Pacific Pump Company, Tel: (02) 638 5600.



NEW HEAVY DUTY THRUST BEARING

NEW BLACK RAM CYLINDERS

A new range of heavy duty ASAE multi purpose cylinders has been introduced by Australian Hydraulics Company in 2½" and 3" diameter configurations with optional strokes from 8" to 48".

The new Black Ram series is manufactured at Australian Hydraulics Rydalmere works from precision mirror finish drawn seamless tube and supplied with heavy duty high carbon tensile steel ground piston rods, hard chrome plated to resist scouring and corrosion.

The cylinders are supplied as standard equipment with 1½" diameter rods for extra strength and long life. Retainer rings are annealed steel for easy disassembly and the pistons are made from aluminium to minimise barrel scouring.

All cylinders are supplied standard with zinc-plated quick release clevis pins and clips.

The cylinders are designed for standard agricultural or mobile machinery, including front-end loaders, backhoes, ploughs, scarifiers, and back-filled blade operations.

The company has also announced the recent release of:

- *a range of "Ram" underbody hoists designed for the small tipper market and particularly suitable for farm tipping trailer operations;
- *a new series Hydrocar pressure compensated gear pumps; and
- *FIRE recovery winches in hydraulic - six models for breakdown vehicles and four wheel drives - and 12 or 24 volt electrics in 3.7 and 5.7 tonne capacities.

Further Information: Nigel Irvine and Mark Boyle, Aust. Hydraulics Company, 2 South Street, Rydalmere. Tel: (02) 638 5000.

PRODUCT NEWS — A Look at What's New

KAWASAKI'S LIGHTWEIGHT BRUSHCUTTER

The 1989 K-POWER brushcutter range, powered by TG series engines, is now available from Kawasaki Motors in all states.

The TG series is the latest 2-stroke technology to come out of the Kawasaki Heavy Industries factory.

The features of this lightweight yet powerful engine includes a CR-MO hardened, forged crankshaft for durability and reliability, a porous hard chrome plated cylinder wall and a silicon-aluminium alloy piston for low heat expansion.

Two ball bearings support the crankshaft, a lowtone muffler and silent airfilter reduce noise level and a solid state electronic ignition makes for easy starting.

The K-Power brushcutters are designed and manufactured with operator safety and comfort of primary concern. Each unit has rubber mounted engines, handlebars and harness mounts to reduce vibration which causes operator fatigue.

As well as this a harness is supplied with the units fitted with a clutch. A range of quality attachments is also available with these brushcutters.



K-Power brushcutters are available from: KAWASAKI MOTORS PTY LTD., NSW (02) 684 2585, VIC (03) 338 5855, QLD (07) 236 2188, SA (08) 363 1219, WA (09) 277

HAKO'S VERSATILE VACUUM CLEANER

Versatile, innovative, efficient, safe and speedy are the claims of Hako Australia for their Minuteman X839 asbestos vacuum system with its "clean inside design".

Now available are 15 gal. and 20 gal. polyethylene tanks of the "clean-inside design" which allow the operator to handle a wide variety of high-risk cleaning jobs with greater safety, speed and efficiency. The polyethylene tank is non-corrosive and dent-proof for years of dependable service. Stainless steel or painted tanks are also available.

Other features of the X839 series are the three separate vacuum motor head assemblies which can be matched to any of the six tanks. A total of 18

combinations can adapt the machine (pictured) to virtually any cleaning job.

Each asbestos vac is approved by the DLI (Department of Labour Industries) and is equipped with a five-stage filtration system, including a High Efficiency Particulate Air (HEPA) filter that is 99.99% efficient at 0.12 microns. Hako also offers a wide variety of tools and special attachments for use on all Minuteman asbestos vacuums.

Further information: Hako Australia, Unit J/10-16 South Street, Rydalmere, NSW 2116 Tel: (02) 684 2433.

HAKO'S VERSATILE VACUUM CLEANER.



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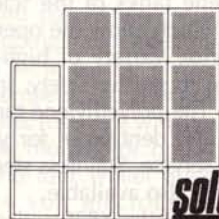


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PRODUCT NEWS — A Look at What's New

HAMMER POINT "HOT" ON HYDRAULIC ROCK BREAKERS

Hammer Point Pty Ltd, Kirrawee has announced the release of the new 300 series of Okada hydraulic rock breakers with greater power to weight than previous models.

For example the 306 weight 460kg is 50% more powerful than the UB5 weight 500kg.

Leading hydraulic breaker manufacturer, Okada has improved on hydraulic breaker design by reducing the total number of parts to ensure greater reliability.

Simplicity is the key to greater power, efficiency and durability. Because there are fewer parts, there is less chance of a problem developing.

Quality is also guaranteed by extremely strict quality control. Every part that goes into an Okada breaker is

thoroughly inspected and tested either in special testing rooms or in outdoor tests. The hydraulic system has been designed to minimise oil pulsations, thus eliminating the need for an accumulator. The benefit is a substantial reduction in running costs.

All models can now, with a small modification, be worked under water.

The Okada range goes from the 301 (100kg) to the 312 (1310kg) and 3 models in the A2 series 14A2 (1850kg) to the 23A2 (3200kg).

Further information: Tel (02) 542 3060 or 542 3955.

NEW TOOL FOR THE HIRE SERVICE DEPT.

While working on his mower shop in Brisbane, Bill Clark decided there had to be a better way of winding recoil springs than the traditional (black & blue) method of hand winding with pliers and multi grips.

As a result of this need Bill invented the Australia made 'TAIPAN' recoil spring winder which won for him an award for excellence from the Queensland Innovation Centre (Q. I. C.).

The 'TAIPAN' can rewind and insert within minutes, recoil springs (left or right) from the biggest rope pull petrol engines to the smallest brush cutters.

The unit is very well made from a super tough 'plastic' type material and resists petrol, oil and most chemicals found around workshops.

Available from: W & T CLARK ENTERPRISES, 32 WAGAWIN STREET, WOODRIDGE QLD 4114, Phone (07) 209 3834, Fax (07) 808 6057

NEW KOHLER WELDER ON MARKET

Australian Engine & Transmission Company (AETCO) have also hit the market with a new 240 amp. welder by Kohler.

The M20S twin cylinder aircooled petrol engine incorporates all the features expected of a heavy duty engine such as electronic ignition, pressurised lubrication system, spin on oil cartridge oil filter, high capacity positive displacement, oil pump for improved oil flow and low level oil protection.

Cast iron cylinders are matched by heavy duty ball bearings either end of the crankshaft.

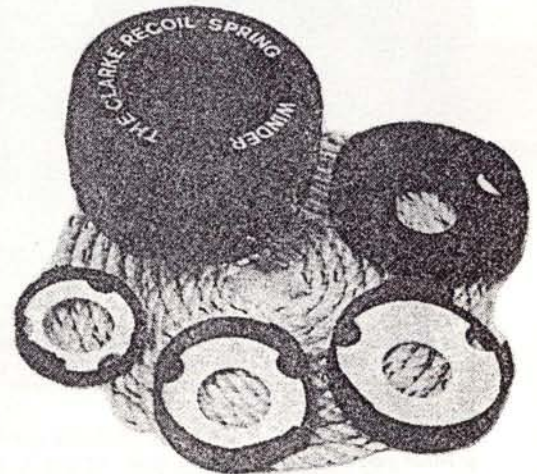
The alternator manufactured by Eurogen in Italy has a capacity of 240 amps. at 55-75 volts DC.

The unit is able to weld at 240 amps. (55-75 volts DC); charge 12/24 volt batteries; and supply 2 kva single phase at 240 volts single phase and 3 kva at 3 phase - 415 volt, each one at a time.

AETCO states the new unit has been released to satisfy demand in the marketplace for a heavy duty unit of this size.

Investigations had indicated the unit will satisfy particular requirements for the contractor and farmer who have a specific need for a unit which can be transported easily or put into a fixed installation.

Further Information: John Whiteley, (02) 684 4666 and AETCO Branches in all states.



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First we must know the kind of work the hammer will do and the type of carrier available to mount the hammer on. To make this choice as simple as possible, Rammer hydraulic hammers are divided into series. The 20 series, 50 series and 80 series.

RAMMER 20 SERIES

The Rammer 20 series hammers are for light breaking of materials such as concrete, asphalt, hard or frozen ground, tunnel scaling etc.

They can be mounted on mini-excavators, backhoe-loaders, skid steer loaders.

RAMMER 50 SERIES

Rammer 50 series hammers are multi-purpose in that they can be used for breaking almost any kind of materials, such as reinforced concrete, thick asphalt, very hard or heavily frozen ground, boulders, slag in the metallurgical industry - practically anything.

RAMMER 80 SERIES

For really heavy duty breaking the Rammer 80 series hammers are in a class of their own. They are the only truly working high-power hydraulic hammers in the world. They break bedrock, boulders up to 20 cubic metres, the heaviest reinforced concrete, literally any material.

These big hammers can be installed on excavators from 25 to 80 tons.

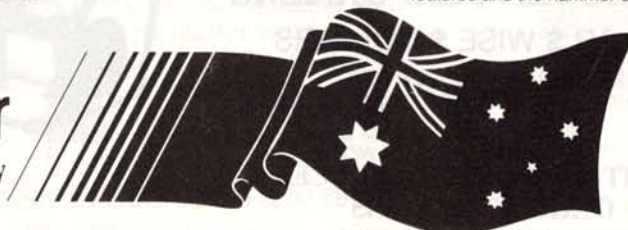
Some of the features in the series...

- Design is simple and effective.
- Oil pressure accumulators are built-in to protect the hydraulic components of the carrier vehicle.
- Few moving parts.
- Piston is hydraulically braked to cushion blows while idling.
- Hammer is easy to service.
- Easily replaceable tool bushing.
- Constructed of the highest quality materials.

Add all these things to the ultimate in safety features and the hammer should be a RAMMER!



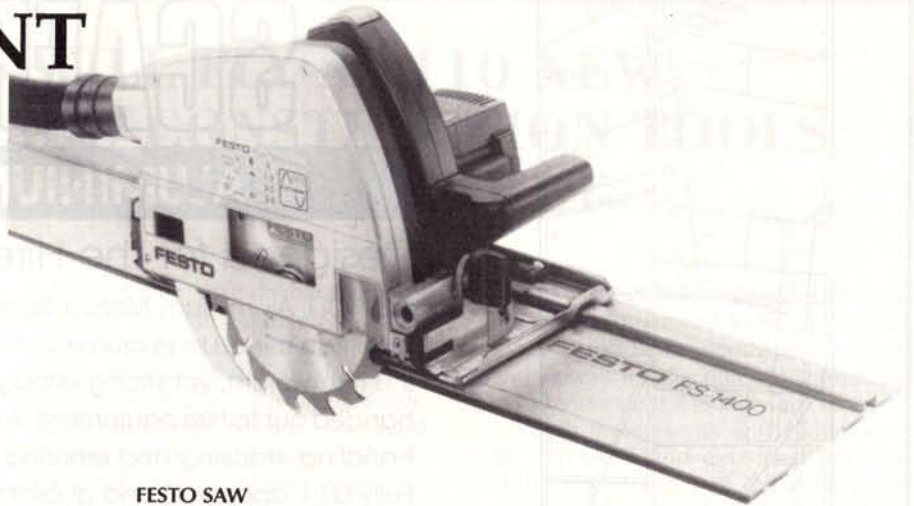
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SAFETY IS PARAMOUNT IN NEW FESTO SAWS



FESTO SAW

Safety and accuracy are prominent features in two portable circular saws released by Festo Pty. Ltd., in March.

The models - ATF55 and ATF55E - both have the "plunge cut" base plate acting as the safety guard.

Accurate, straight and splinter free cutting can be obtained by combining these saws with the patented FS Guide Rail System.

The pivot point on these saws allow cutting of any angle mitres up to 45° whilst using the FS guide rail system. Both feature spindle locks to enable easy saw blade changing.

Efficient dust extraction has been incorporated into these circular saws with tangential chip ejection (with baffles).

Depth of cut adjustment is achieved at the press of a button and a slide to the indicator on the scale clearly defining cutting depth. The 55mm depth of cut is possible from the 160mm diameter x 20mm bore quality carbide blade.

The ATF55E also incorporates MMC electronics with seven practical functions — superquiet operation through lower idling speed, controlled soft start, constant load/no load speed, variable speed control, LED load indicator, overload cut out and temperature overload cut out. Both circular saws come equipped with all operating tools and a free 1400mm FS guide rail.

Further Information: Festo Pty Ltd., 179-187 Browns Road, Noble Park, or capital cities.



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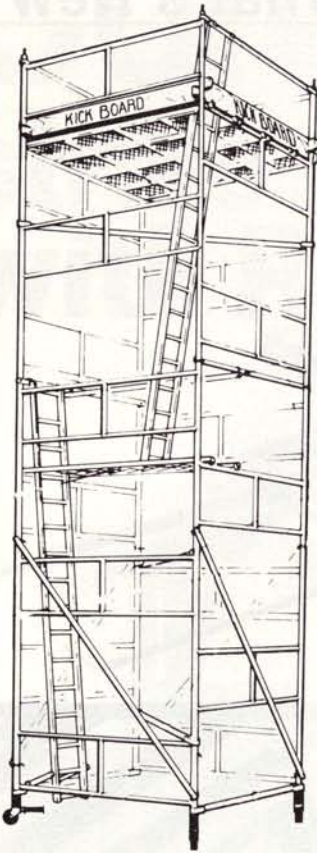
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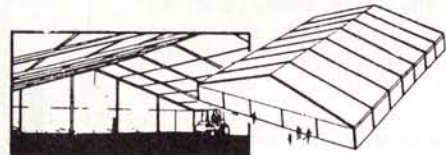
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SPARKS WILL FLY AS 110 NEW INDUSTRIAL AND CONSTRUCTION TOOLS HIT AUSTRALIAN MARKET

A strategy of massive growth will see Black & Decker Corporation introduce over 110 new industrial building and construction tools over the next three years.

The corporation has announced plans to restructure and expand its industrial power tools division with an aim to establishing the company as a significant contender in the Australian industrial equipment market.

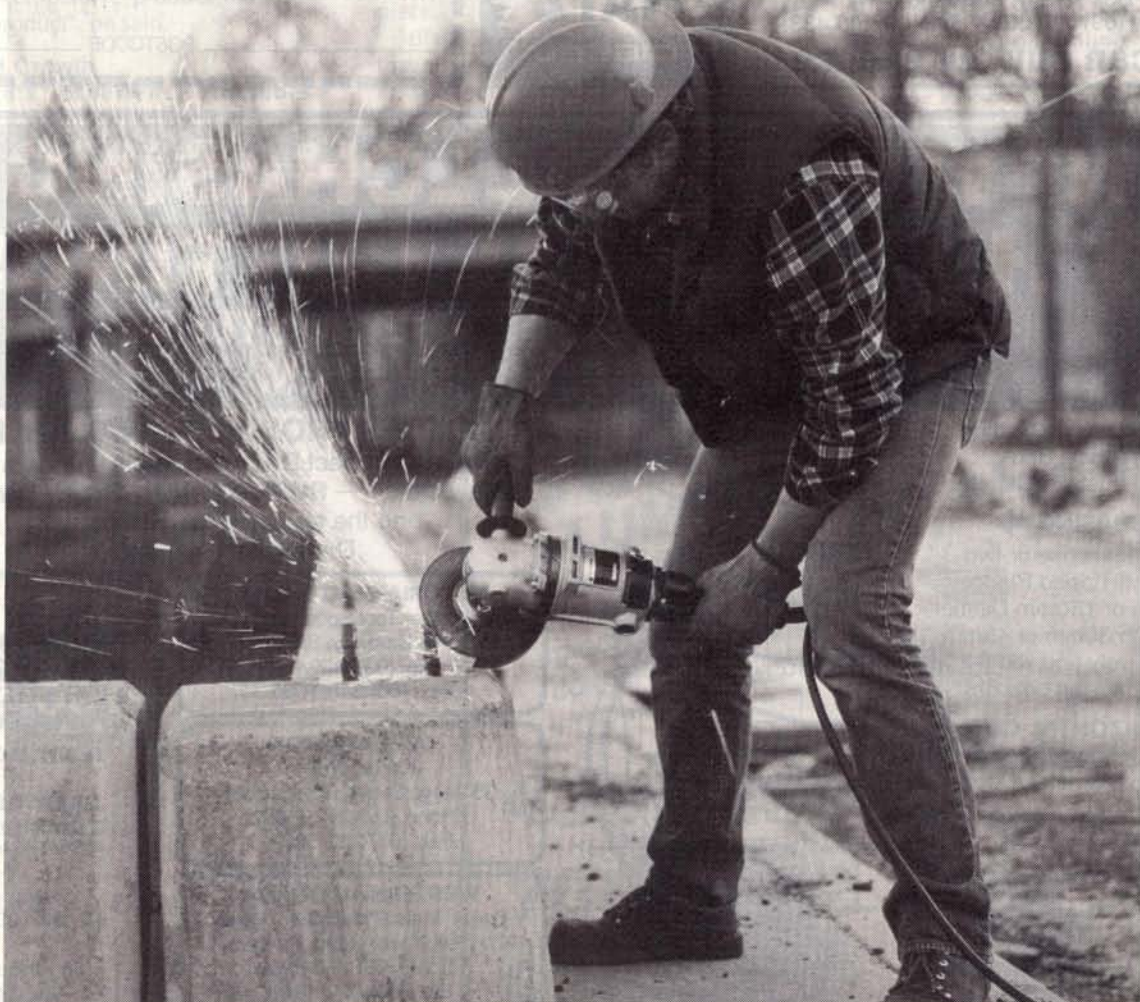
A bid to more than double its market share, is behind the reshuffle.

The power tool giant currently markets two of its industrial product ranges in Australia - Elu and Dewalt, and while both brands are well accepted, Black and Decker believes there is still room for another range.

National marketing manager, industrial tools, Mr Tracy Bilbrough said "Both our Elu and Dewalt ranges are

top-end speciality tools, Elu being a technology-orientated Swiss-engineered range of portable woodworking tools and Dewalt a collection of high quality industry standard stationary machinery.

"Both these ranges will continue to be improved and extended but our planned onslaught of the Australian professional power tool market will be with a range of 110 products covering over 35 different product groupings", Bilbrough said.



One of the new Black and Decker Industrial angle grinders, for release in Australia in October, is taken through its paces.

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PRODUCT NEWS — A Look at What's New

October Launch

Set to be launched in October 1989 with an initial collection of 60 tools in over 20 product categories, the new range will continue to be introduced at a steady "drip-feed" rate over the next three years.

Interesting product moves for the Corporation will see the introduction of heavy construction equipment - a market it has not contested in Australia before. Flagship products will include magnetic drill presses and demolition hammers.

"The rationale behind the size and scope of our Industrial range is our desire to become a full-line supplier", Tracy Bilbrough explained.

"We have developed the improved industrial grade product through Black & Decker research and development facilities around the world to comprise the Australian range line-up.

"This is to ensure that we will be equipped to participate effectively in every major portable tool category, not just with competitive product but with superior product", he said.

U. S. Sales Growth

Bilbrough's experience includes developing, launching and marketing the Black & Decker Industrial name in the United States.

The Corporation's U. S. industrial sales have continued to increase at a rate of more than 20% a year for the past three years and Bilbrough is confident this new range will have a similar acceptance in the Australian market place.

"Besides the innovations we will introduce - particularly in the area of cordless equipment and product performance, in general - Black & Decker Industrial will be superior to competitive products in terms of durability.

"This is an area of concern for all tradesmen and especially the hire and rental industry where tool abuse is common", he said.

"While all industrial tools must pass universal standards tests before being approved, the Corporation has gone a step further.

"It imposes its own stringent requirements for performance, durability and safety testing. In all cases the Black & Decker standard far exceeds the accepted industry standard".

Drop Test

The best example of this stringent Black & Decker testing is the drop test.

Before being approved by the standards board a product is required to



Tracy Bilbrough, National Marketing Manager, Black and Decker Industrial Tools.

be dropped three feet onto concrete without exposing the user to any potential electric shock. The tool does not have to remain functional or in one piece.

Black & Decker, however, demands that all its Industrial tools survive a drop of six feet to concrete and still be functional!

Because of the new line's outstanding durability and comprehensive range, the Corporation believes it will find a strong niche within the Australian hire and rental industry.

"In fact, Black & Decker counts the industry as critical to its growth strategy", Bilbrough said.

"Often an end-user's first contact with a new tool or brand name is through hiring one and that makes the hirer a vital link for the manufacturer.

"If the product hired is not up to scratch, durable and effective, a bad image is created, but there is absolutely no danger of that occurring with our new industrial range.

"As a full-line supplier we will be in a position to offer the hire industry complete service, as well as rapid maintenance.

"We plan to concentrate our efforts on effectively meeting the needs of this unique industry.

"After all, the hire and rental industry is possibly the only industry that has a definite need for every product that will be introduced under the Black & Decker Industrial banner", Bilbrough concluded.

For further information: Kelly Jarvis, Black & Decker, Tel. (03) 544 3296.



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And when it comes to safety, SNAPPER riders are the complete answer. The operator is shielded from blade propelled projectiles; every model has an automatic blade stop (the blade stops immediately the operator demounts); and there's a smooth start clutch. Other features include on-the-go speed shifting; SNAPPER's famous disc drive and easy height adjustment.

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PRODUCT NEWS — A Look at What's New

PORTABLE HIGH PRESSURE WATER CLEANERS

German precision and quality are evident in two compact portable high pressure cold water cleaners, released in January by Senior Australia Limited.

Running from 240 Volt mains power, the "Top 70" operates at pressures up to 70 Bar (1,015 psi) while the higher performance "Top 100" attains a working pressure of 100 Bar (1,500 psi).

Both units are described by the manufacturer as light and easily handled. The "Top 70" is for domestic use and home handyman cleaning jobs such as cars, paths, patios, terraces, boats, trucks and occasional use by contractors.

Senior recommend the "Top 100" as an economic unit for general contractors describing it as ideal for regular use by mechanics, truck owners and operators, building maintenance personnel, pool builders, paving contractors, and contract cleaners.

Water pressure, spray pattern and detergent flow are controlled at the gun.

Standard accessories include gun, adjustable nozzle and detergent pick-up. Optionals are nozzle extensions,

brush kit, drain cleaning kit suitable for clearing blocked gutters and downpipes and a sand injection kit for abrasive cleaning.

Both machines are available ex-stock from Senior Australia Limited, Sydney, and authorised dealers.

Further information: Don Gray, National Sales Manager. Tel: (02) 477 2999.



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YANMAR'S NEW LOADERS



YANMAR Construction Machinery Company of Osaka has released a new range of hydrostatic four wheel drive loaders suitable for all terrains.

The versatile loaders can be used for lifting, dumping, carrying, and levelling at construction sites, roadworks, farms and parks.

The first two models of the new range are the V3 (pictured) and V4 with bucket capacities of .4m³ and .5m³ respectively.

The Yanmar automatic hydrostatic transmission eliminates cumbersome clutch control and assures the simple

and smooth operation, of an automobile.

Speed can be finitely controlled by the accelerator foot pedal. Hydraulic power steering minimises operator fatigue with optimum cycle speed. Superior maneuverability comes easy with a compact body with large frame articulation (40° on both sides) for access in confined working conditions. The V3 and V4 excel in productivity, due to a powerful bucket digging force of 2,270 Kg (V3) and 2,780 Kg (V4). A large dumping height at 2,175mm (V3) and 2,445mm (V4) with ground

clearances up to 270mm, they are performance articulated wheel loaders.

"These machines are so simple and smooth to operate that even a novice operator would become proficient after one days trial with a Yanmar V3 or V4 Loader", says Mr. R. W. J. Hale of distributors Tutts. "Serviceability and ease of maintenance is also assured through a reclining type bonnet which allows access to every corner of the engine compartment", he said.

Technical Data Brochures on the loaders are available from Tutts branches in all state capitals.



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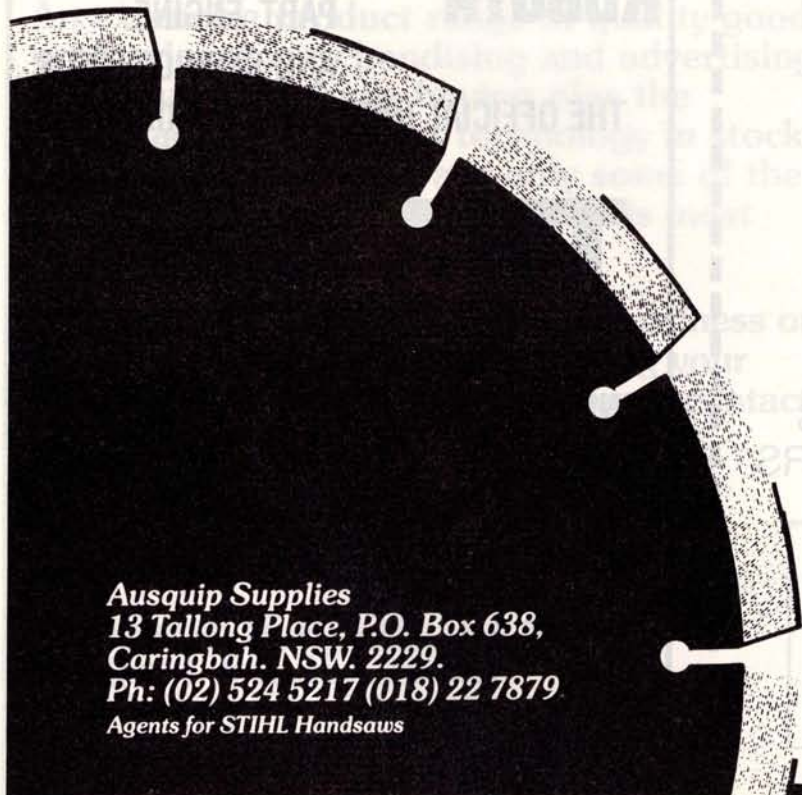
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ADELAIDE	Cnr Port Wakefield and Diagonal Rd, Cavan 5094	(08) 262 2121

TOTAL NEW IMAGE RETAILING FOR MOWER



The traditional image of the suburban lawn mower store as a poorly lit, limited stock, one-man operation is currently undergoing a total transformation under the guidance of the restructured Mower City organisation.

Recognizing that today's customer has been conditioned to expect a standard of presentation that barely existed a generation ago, Mower City is bringing the concept of mower merchandising into line with contemporary trends. Existing outlets joining the Mower City chain are being upgraded into modern, brightly lit, well designed environments and new sites are being selected for their generous floor space and convenience to shoppers.

With such advantages, Mower City stores are able to carry an extremely wide range of products, from basic two-stroke mowers up to full size tractor models. Most well-known national brands are represented as well as the company's own house line of products. Mower City also keep a wide range of other lawn and garden care accessories in stock including edgers, chain saws and shredders.

The group is also placing great emphasis on spare parts and service and via their computerised network, are able to supply parts in a short time.

Currently, over two-dozen outlets carry the Mower City banner and this figure is expected to double in the next few months.



MOWERCITY

Australia's largest chain, retailing outdoor power products, has locations available for suitably qualified groups or individuals.

With over 25 existing locations, Mower City are committed to a programme of growth based on customer satisfaction.

An extensive product range of quality goods, professional merchandising and advertising, the power of volume buying plus the advantage of the latest technology in stock and financial controls are only some of the many benefits of being part of this most progressive chain.

If you have an existing or similar business or would like to be involved in starting your business from the ground up, please contact:

**Mr. Bill Haward,
Wallbick Australia
32-38 Redwood Drive
Dingley Vic 3172**

**Phone: (Bus) (03) 551 8300
(Fax) (03) 551 3645
(A.H.) (03) 563 5025**

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NEW SKID STEER LOADER HAS DESIRABLE FEATURES



NO CHAINS. The UNC 060 has hydrostatic drive to all four wheels, as well as independent brakes. It also has a ROPS cabin and 15 types of attachments.

A versatile 2½ tonne European-built skid steer loader, the UNC 060, has been added to the range of contracting equipment marketed in New Zealand by Compacting Equipment Limited.

The new machine is described as "super competitive in price", for its features, a desirable quality for hire and rental operators.

There are no foot pedals, wrist controls only.

The loader is piped for many auxiliary attachments which make it a multi-purpose machine suitable for a

wide range of small and medium operations in many different fields of contracting and construction.

The drive is hydrostatic from the four-stroke, three cylinder engine which has a normal speed of 2200 revolutions a minute.

Its compact size — 240cm long, 170 cm wide and 199cm high without its bucket — is complemented by extreme manoeuvrability on its wheeled undercarriage.

The bucket can lift 750kg and load in less than a second.

There is also a high degree of safety and comfort for the operator with a tilting cabin corresponding to the international standard ISO. A rear exit is provided for emergency use. The seat is sprung and comfortable as well as being provided with a safety belt.

Compacting Equipment is centred in Petone with branches in Auckland and Christchurch.

Further Information: Premier PR (Tawa, NZ)
64 4 325 057.

Novatel Handheld:
16 Hour Battery Life
(per Batt.)

2 Batteries supplied

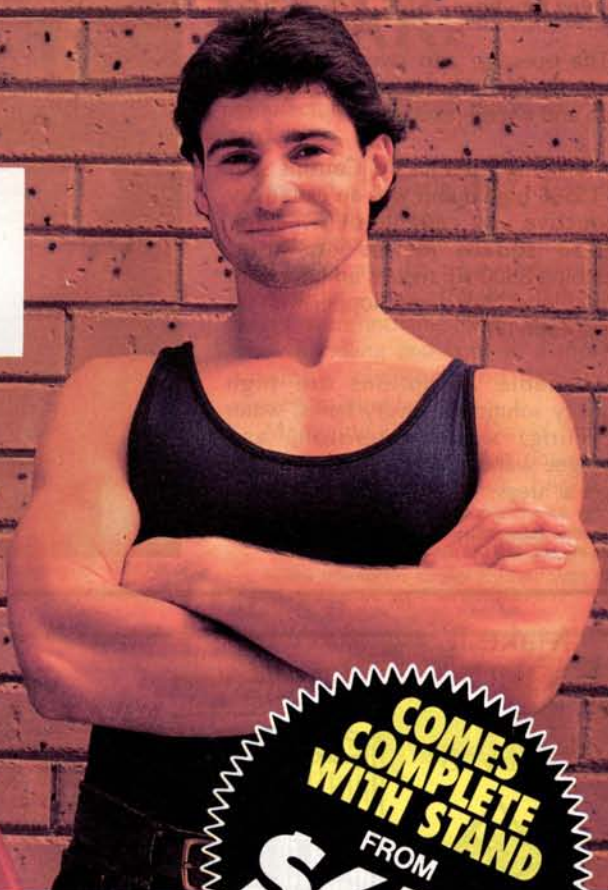
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St Arnaud, 3748. Tel: (008) 03 3041

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Drummoyle, 2047. Tel: (02) 81 3858 (Open 6½ 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

PRODUCT NEWS — A Look at What's New

SWEeper/SCRUBBER IN ONE

Cousins' Industrial Services have taken delivery of the Powerboss TSS88 Ride-On Sweeper/Scrubber — one machine, one operator; two complete cleaning functions.

The operator can sweep the floor, sweep the parking lot, scrub, double-scrub and sweep-scrub.

Managing Director W. Cousins said the TSS88 high dump was an extremely productive unit capable of sweeping 16,536 square metres an hour, scrubbing 8500 sq. metres an hour with a multi-level high dump hopper with up to 1524mm lift.

Available as options are high capacity solution/recovery tanks, water recycling, water extension, and squeegee wand attachment for the hard to get at areas.

Further Information: National distributor, SORMA (NSW) Pty. Ltd., (02) 649 0254.



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THIEVES



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(09) 275-3014

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Blackburn South 3130
Melbourne
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Standard sizes include

1.2 m x 750 mm	
4' Round	1.8 m x 750 mm
5' Round	2.4 m x 750 mm

PRODUCT NEWS — A Look at What's New

Hirers to benefit from ...

NEW PRODUCTS FOR SPEEDY, EFFICIENT, QUALITY WORK.

Hire and rental operators Australia-wide will have at their disposal in the 1990s from manufacturers and distributors new products for faster and more efficient workplace operations.

This issue we report on Wreckair's \$1.5m. forklift truck deal with Fibremakers Ltd., and their "jumbo" containers for hire; new portable welders and generators; pumps, rockbreakers, brushcutters, and sophisticated cleaning equipment.

Not the least of these benefits will be in the cleaning, polishing and associated fields.

Already Karcher Australia has on the market a range of cleaning equipment which includes portable and mobile cold high-pressure cleaners; industrial wet and dry and upright vacuum

cleaners; spray extraction units; floor sweepers and scrubbers; chemicals and accessories as well as a separate division involved in Army decontamination and Tank degassing equipment.

Mobile and modular Army and civilian field kitchens and commercial upright brush wash equipment are also available with modifications to suit particular applications.

A new range of industrial vacuum cleaners and portable cleaners became available early this year and to meet the expected demand computerised stocks of spare parts and accessories will be

increased. Currently stock value is in excess of \$1 million.

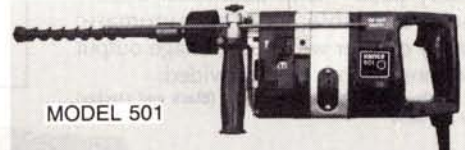
This year the company's head office will relocate in new premises in Melbourne - now at Noble Park - with larger warehousing for more efficient stock handling and control, a machine assembly division, and dealer and service training facilities.

Managing Director David Sholson said the marketing market potential in Australia was enormous, hence the wide range of Karcher products on the trade and consumer sales floor.

Further Information: Karcher Pty. Ltd., 1/401 Princes Highway, Noble Park, 3174. Tel: (03) 546 7177.

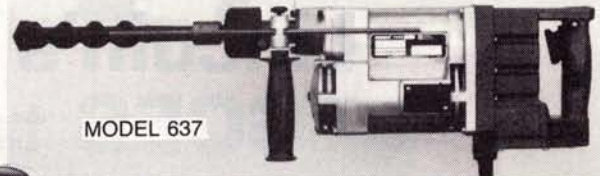
GOOD NEWS FROM

KANGO

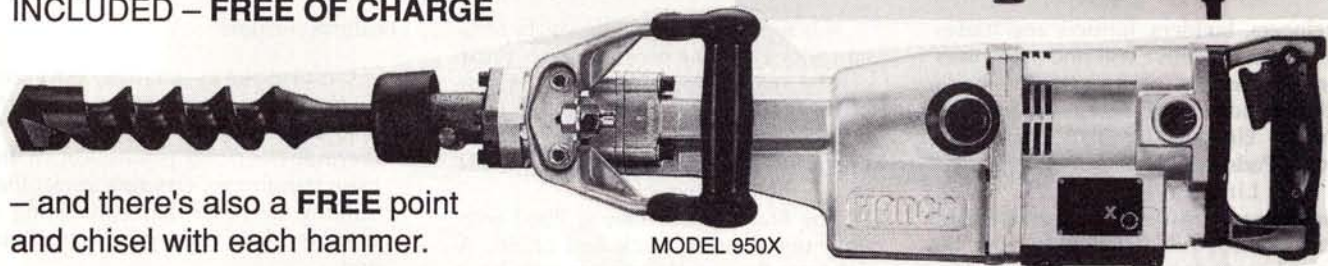


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MODEL 637



MODEL 950X

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PRODUCT NEWS — A Look at What's New

Elu moved into the cordless power tool market in May with the introduction of two cordless screwdriver/drills.

The two-speed drills have been developed robust and well-balanced for industrial work, the professional woodworker, shop or kitchen worker.

In fact, they meet the needs of anyone looking for tool power matched with cordless convenience.

The new screwdriver/drills offer the choice of 7.2 volts (ECL 972) or 9.6 (ECL 996 - pictured).

A variable speed trigger and two-speed forward and reverse gearbox further increases versatility of application.

A low speed is ideal for driving and withdrawal of screws and virtually eliminates screwhead damage, while high settings promote easy drilling. Even drilling holes of up to a 10mm diameter in metal is effortless.

At only 1.4kg (ECL 972) and 1.5kg (ECL 996) they are up to 22% shorter, lighter and better balanced than most other brands available on the Australian industrial power tool market.

And Elu cordless are quick and easy to recharge - 60 minutes to recharge the battery pack - with additional battery packs available; and an automatic battery charger with dual voltage output common to both units provided.

Further Information: Kelly Jarvis (Black and Decker)
(03) 544 3296

Now here is the DRILL and ...

NO STRINGS ATTACHED!



ELU BORDERLESS SCREWDRIVER DRILL Model ECL 996.

Lincoln's MIG welder "GOES to its work!"

Engineers, builders, farmers and trades people on the move will find many uses for the compact new Australian-made MIG welder just released by The Lincoln Electric Company (Aust) Pty Ltd, of Padstow, NSW.

The Lincoln Jetmig 195, using continuous wire electrode and operated from a three-pin 240V plug, can be moved around the workshop or factory on its wheels and is easily carried in a ute to outside jobs.

The welder is particularly suited for light industrial sheet metal work, such as in panel shops, and for rural welding on single phase power.

It handles both aluminium and stainless steel welding, and can also be used with flux cored 0.9mm NR211MP mild steel electrode to avoid the inconvenience of gas bottles.

It is supplied with a lightweight MIG gun with a rotating gooseneck, so that it can be swung around, on three metres of cable. A quick release "Euro" type bayonet fitting on the gun cable makes electrode changeover and liner replacement simple.

The four-wheel trolley is fitted with an integral bottle rack and chain. A regulator flow meter and gas inlet hose are supplied.

Quick Release.

The drive reel to feed out electrode has two grooves - one to accept 0.6mm solid wire and the other for 0.8/0.9mm — is reversible for quick release.

The primary cable from the power point is 5 metres long, and there is also a 5m heavy duty ground cable and clamp.

Features include:

- * external polarity change, easy and quick, with no need to go inside the unit to change the connection;
- * thermal overload protection in the main transformer, ensuring longer life;
- * cooling by large fan, exhausting at floor level to keep windings clean; and
- * pre-set burn-back timer, which prevents wire freezing in the welding pool and allows gas protection of the cooling pool.

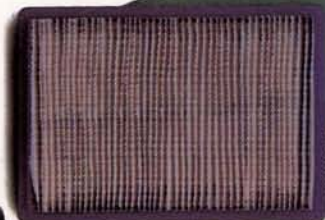
Dimensions are: 734mm high, 417mm wide by 848mm long. Approximate weight 78kg. Current: 15 amps, 240V, 50Hz.

Further Information: The Lincoln Electric Co (Aust) Pty Ltd, 35 Bryant Street, PADSTOW, NSW, 2211; Tel: (02) 772 7222. Fax: (02) 792 1387.

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