

HIRE and RENTAL Industry Quarterly

JULY, 1989

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



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

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

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

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

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

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

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

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

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The **RENTAL MANAGEMENT SYSTEM** is known and respected throughout the **HIRE INDUSTRY IN AUSTRALIA** by Industry Leaders —
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in PARTY HIRE
in CAR HIRE.

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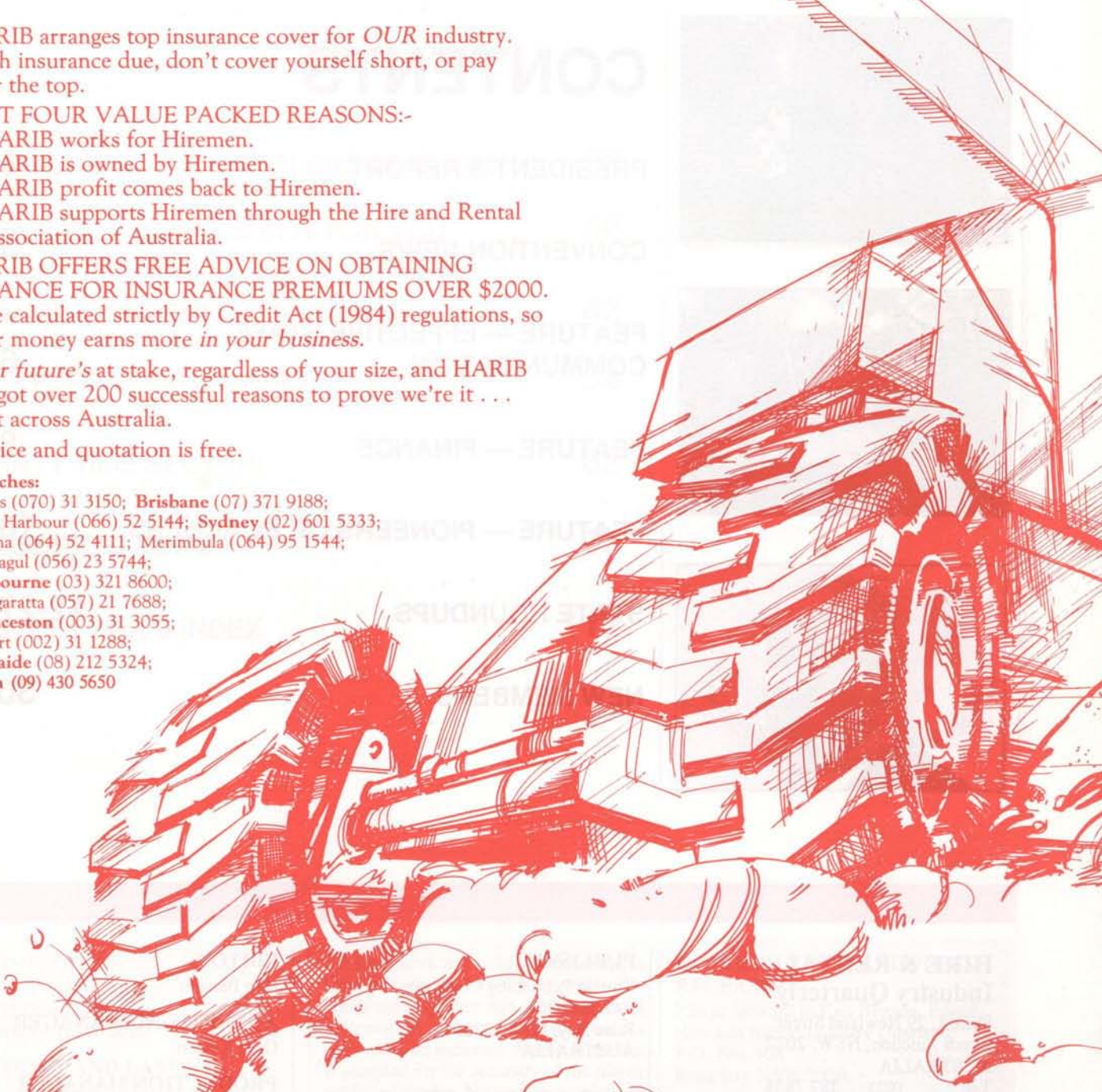
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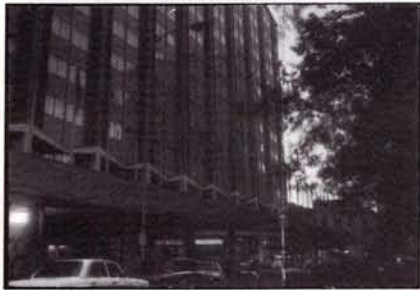


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and the
Hire Services Association of New Zealand Inc**



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18th International Hire Convention and Exhibition

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Ron Wyatt

THINK BIG!

President's welcome to Melbourne's 18th International Convention and Equipment Exhibition

I would urge those of you who have not yet booked for your industry's major event of the year for you to make your commitment now.

Please don't say 'We can't afford the time'. Believe me, you can't afford not to attend.

I have yet to meet a delegate at one of our annual conventions who has not learned more than enough from the speakers, or other conventioners, or picked up a theme or an idea that has been worth many more dollars than the cost in time and dollars of attendance.

Additional, of course, are the savings and ideas made available to us by our sponsors and suppliers. If you still have doubts about attendance ask yourself 'Am I running my business or is my business running me?'

Where else in this industry can you find a programme more suited to your business improvement and industry promotion?

- Take time to study the programme
- Take time to look at the list of exhibiting suppliers
- Take time to make comparisons
- Take time to attend. You will not regret your commitment
- Take time to discuss your ideas and problems at the workshop sessions

Ron Wyatt
National President.

'Think Big'

*Theme of the 18th Hire
Convention and Exhibition*

Think Big is the theme of the 18th International Hire Convention and Equipment Exhibition.

For three days the emphasis will be on taking a larger view of the hire industry than that which you normally consider from day to day.

The action-packed programme of seminars, tours, exhibition and social functions presents the ideal opportunity for you to think larger than you have in the past.

Convention Chairman, Des Whelan, and his hard working Convention Committee are putting the finishing touches to the programme, which will guarantee you opportunity, education and fun in Melbourne on September 5 - 7 this year.

There are two different Yard Tours on the Tuesday:

- The Party Yard Tour is designed to cater for those of you who don't involve themselves with scissors lifts, backhoes, or other such esoteric items.
- And for those of you who do so, there is the other General Yard Tour. Both Tours will show you how we do it in Melbourne.

On the first evening we will all be going bush!

Buses will take everybody to Berwick, approximately 40km from the city, for a bush barbeque and dance.

During the evening there will be a party Hire Exhibition at the venue featuring over a dozen party hire exhibitors.

The speakers have been selected

across a large spectrum of subjects so as to set you thinking and to consider your own operation in the context of what they have to say. The wide range of subjects is nevertheless relevant to everybody in the industry.

On the Thursday morning the Party Division will be conducting a special workshop involving various facets of the party industry.

Representatives from events, caterers, suppliers and florists will address participants on the requirements for hirers.

The Equipment Exhibition is a sell-out with over 70 companies demonstrating their products.

This Convention is for everybody in the hire industry — not just members of the Hire and Rental Association.

The whole exhibition is under the one roof at the Southern Cross Hotel, and exceeds over 900 square metres of exhibition, to talk with suppliers and to place your orders, including during the Thursday evening until 10pm.

The Convention Banquet on Wednesday evening is the principal social function, and will be held in a magnificent ballroom.

You will be wined, dined and entertained by Brian Doyle, the well-known comedian and Chelsea Brown. Nobody should miss this glittering occasion!

For the partners there are tours on

Wednesday and Thursday.

- The Wednesday Tour will visit the beautiful Botanic Gardens which are at their best in Spring. After morning tea, you will then travel the 30km to historic Werribee Park Mansion, which is a 60 room Italianate Mansion set in 10 hectares of magnificent gardens. Lunch will be served whilst at the Mansion.
- The Thursday Tour incorporates a brief city sights tour followed by a tour of Rippon Lea Mansion, tour of the Victorian Arts Centre, including lunch, and a visit to the Tapestry Workshop.

The registration fees have been set to allow you to attend the whole program at a very economical price compared to the individual daily registration. And combined with the hotel, the total package represents an attractive opportunity.

A registration form is included in this copy of the magazine. Fill it in immediately and it off, and send your cheque FREEPOST at the same time.

This Convention is for everybody in the hire industry — not just members of the Hire and Rental Association.

Here is the opportunity for everybody to see the Association at work and to see the hire industry at its best.

We look forward to seeing and hosting you in Melbourne in the Spring at the 18th International Hire Convention and Equipment Exhibition.

You will find the program of the Exhibition on page 32 of this magazine.

Effective Staff Communication

Marcia Xenitelis, Director of a consultancy bureau tells us about the psychology behind staff communication.

Many organisations recognise their responsibility to communicate with staff. They hire a Public Relations firm, look forward to the production of a glossy brochure, a video, a series of posters, stickers, pamphlets, and in some instance bulletins and consider that they have done a good job. This is NOT what staff communication is all about.

It is important that management understand this point and seek the Public Relations specialist who can apply the sociology and psychology involved in effective staff communications.

Staff are of vital importance to an organisation. How managers communicate with their staff will determine whether the corporate visions of the organisation can and will be achieved. Often staff will know more about the daily operations at the workplace and be able to offer invaluable suggestions for improvements that can save considerable costs. The Japanese are masters at including staff from all areas and levels in formal consultation.

An effective, well planned staff communications strategy can affect the bottom line. Well thought out publications and other technological communication media can be an excellent source of motivation for staff. A well structured communication channel for feedback can alert management to emerging problems and can highlight solutions.

Most importantly, mentor programs can be effective in grooming potential executives for future positions within the organisation. It can assist in generating a feeling of loyalty which will help overcome the problems associated with

staff retention and the poaching of staff by your competition.

A Public Relations strategy for staff communication is also an effective tool used to improve staff morale, work performance levels and occupational health and safety costs. Implementation of the strategy, may in some instance, be followed with training programs and the results will make your organisation a model for others to follow.

There are some key steps you need to undertake to be successful in communicating with staff. These include the following:-

- Establish a plan to question all middle managers about what happens to the existing communication material sent to their area. Is it distributed, discarded, read, taken home, kept as reference material, are videos shown to their intended audience, do posters get displayed etc?
- If there are some difficulties which do emerge from the results of the first step, ask why there are problems and how management consider they can be overcome.
- How do staff feel about glossy magazines and expensive videos. Do they see them as an unnecessary expense when compared to reductions in staff numbers?
- Do all staff speak English, is their level of understanding adequate to comprehend all information distributed. Should your internal publics be segmented?
- Do you have feedback mechanisms in place to involve all staff in the business. Are you in a position to make the most of your resource base



Marcia Xenitelis

of staff to investigate the opportunities which can be grasped from workplace trends?

- Finally, Staff Communications is an environmental science. What works in one state may not necessarily work in another, conversely the communication needs of one area may be greater than another. Communication programs need not cost an exorbitant amount of money. They need to be timely, cost effective and able to show a return on investment, just as any other business venture.

Marcia Xenitelis is Director of her consultancy "Communication At Work" which specialises in Staff Communication. Marcia also lectures at RMIT in Advanced Management Communication and is a member of the Society of Business Communicators. 119 Errol Street, North Melbourne 3051. (03) 326 5501.

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Bailment Finance

An Alternative for the Rental Industry

The success of any rental business — be it television sets or concrete mixers — depends largely on having an up-to-date range for customers to choose from.

But the large capital expense of purchasing the latest models and designs can put a severe strain on the cash flow of a small business.

SUNCORP Finance recommends bailment finance as a way to provide the latest gear without having to outlay the last dollar.

According to Chris Wikman of SUNCORP's Wholesale Rental Finance Division, the purchase of rental items can really drain an organisation's cash reserves or create extra administration problems when using the traditional lending sources of leasing and overdraft.

However, bailment finance is ideally suited to the rental industry. SUNCORP Finance, through its Wholesale Rental Finance Division,

has put together a bailment plan which is an extension of the normal lease agreement. It gives rental operators far greater flexibility and more benefits.

These are some of the major benefits:

- With bailment finance, rental dealers face only minimum capital outlay as goods are available on 'no deposit'. There are no up front payments or residuals at the end.
- The goods are supplied at wholesale prices and any benefits received from suppliers can continue.
- When ordering, dealers can take goods on long or short term. After the last pre-selected monthly instalment has been paid, unencumbered title to the unit passes to the dealer.
- Items can be ordered in any quantity and at any time. Therefore, there is no need to hold expensive stock or

be committed to some forward ordering scheme. Ordering is only a phone call away.

- Every monthly instalment paid increases the equity in the units under bailment.
- Items can be paid out at any time without penalty or extra charges.
- To minimise setting up costs, the plan provides most of the stationery to commence a rental operation free of charge.
- The agreement involves few documents and legal formalities.
- The SUNCORP group can offer the dealer a comprehensive financial, investment and insurance service.

SUNCORP's Wholesale Rental Finance Division operates in all eastern states of Australia and further information can be obtained from the State Managers.

Need Finance to Expand Your Rental Fleet?

Then talk to:

Wholesale Rental Finance

A Division of Suncorp Finance Limited
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They offer you specialised rental finance for your requirements including:

- Finance on ANY BRAND or PRODUCT of your choice • Minimum capital outlay • Lower Wholesale Price •
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**In the metropolitan area or in the country — big or small
they welcome your enquiry**



For more detailed information call them now...

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New South Wales: 24 Market Street, Sydney.

Victoria, Riverina, Tasmania: 323 Camberwell Road, Camberwell.

Tel: (07) 236 2333 Chris Wikman

Tel: (02) 29 8241 Jim Demetriou

Tel: (03) 882 2107 Andrew Lee

To:



SUNCORP

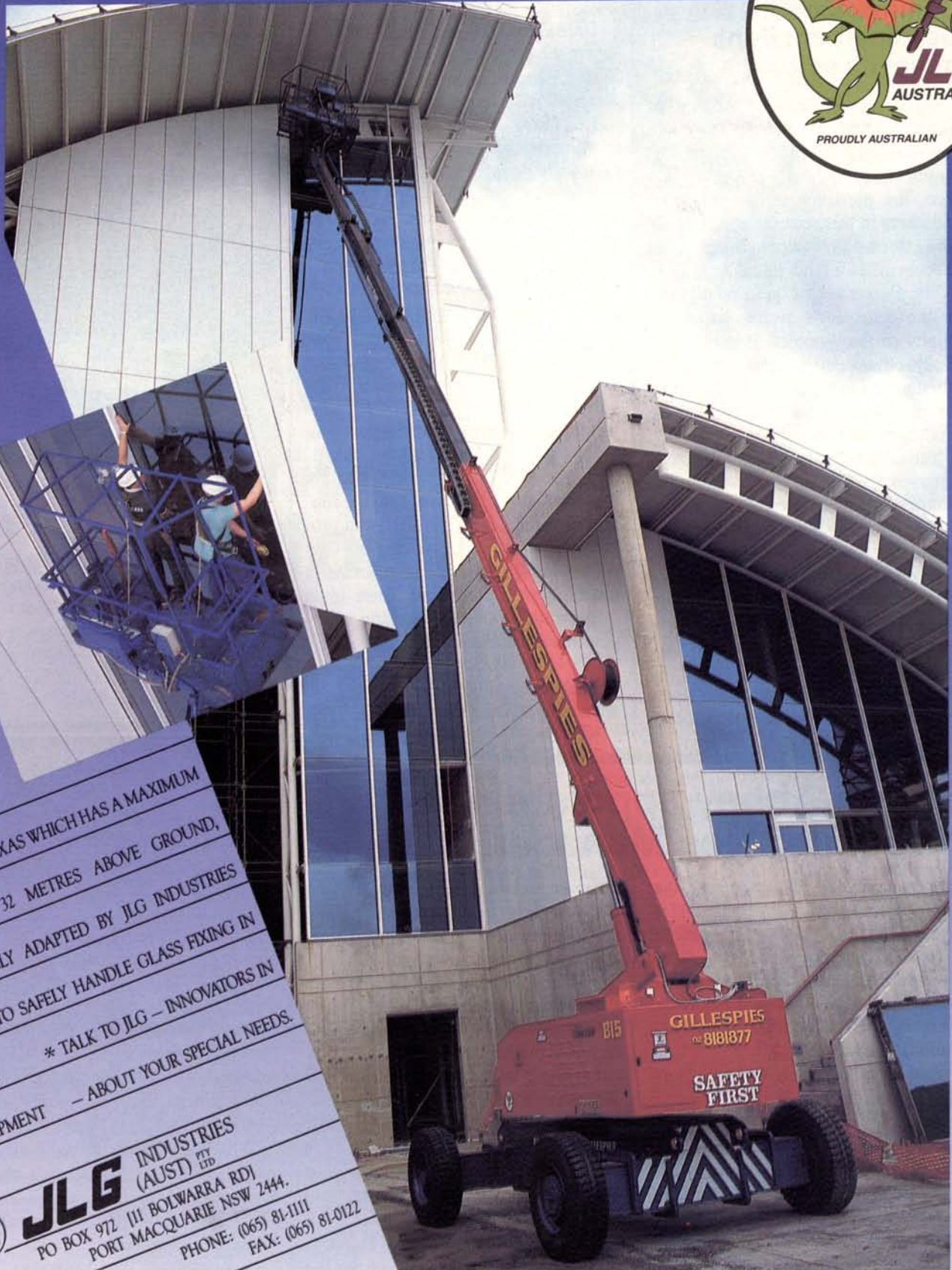
FINANCE LIMITED (INC. IN QUEENSLAND)
WHOLESALE RENTAL FINANCE DIVISION

Please supply me with further details about your Bailment Rental Finance

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Address Phone

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Pioneers or Poachers, who profits most?

Commonwealth Development Bank offers its services

Marketers will recognize the terms of 'pioneers' and 'poachers'. They will have pondered on the question of who profits most from a new product or service, the pioneers or the poachers. (Poachers in this sense relates to those who enter the field later in the play, not to some unlawful individual.)

The answer to that question depends on the consumer's awareness of and loyalty to the pioneers. Poachers will always obtain a share of the market. This is not necessarily bad for the pioneers, for they all add to the promotion of the product or service and further develop it. The subsequent increased business is an advantage to both. This phenomenon relates to financial services equally as well as it does to the industrial services provided by the hire and rental industry.

It is not uncommon nowadays to see advertisements by financial institutions announcing their awareness of a need for considering a business's cash flow when assessing loan applications and the availability of specialist staff to assess the viability of rural and industrial

businesses.

Unlike the hire and rental industry where the competition was sudden and strong, the financial institutions are about 30 years late!

In 1960 the Commonwealth Development Bank (CDB) was established with the specific object of providing finance for Australia's small to medium businesses. These are defined as businesses with proprietors equity or shareholder funds of up to \$5 million.

The CDB was the pioneer of cash flow lending and looks more to the prospects of success of a business than its available security. In other words can the business generate a cash flow which will service the debt?

Where a business's own bankers cannot provide finance because of insufficient security or the length of term required, an application can be submitted to the CDB. The CDB can provide the whole amount required or a portion in a 'package' arrangement with the applicant's own bank. There is no disturbance of existing banking arrangements and all major trading banks are agents of the CDB.

Loan terms of up to 20 years may be approved and interest rates are generally



Pioneers or Poachers?

in line with those charged by trading banks. Repayments may be arranged to meet a business's income pattern (very important in the rural sector).

The CDB has a team of specialist staff including rural officers who visit farms, and investigating accountants who visit the applicant's place for business, inspect it, talk to the principals and look at how they manage and market their business.

Areas in which the CDB specialises are the start-up business which has no track record and a growing business which wants to expand and has a shortfall in security.

The bank's term loans can be for a variety of purposes: land purchase, purchase or construction of building, building extensions, purchase of existing business premises or an existing business, refinancing of debts to enhance viability and provision of working capital of a medium to long term nature.

What the CDB is basically about is giving people (businesses) a chance who would not normally have a chance, to raise finance elsewhere on suitable terms and conditions.

So, when your own bank says 'No', ask them to refer your application for finance to the CDB. □

Simon-Abbey appoints new National Sales Manager

Soon after the announcement that Simon Engineering has acquired Melbourne based Abbey Equipment, Australia's market leader of truck mounted access platforms, the new company, Simon-Abbey, has just announced the appointment of Paul Cotchett as their National Sales Manager.

Paul, who previously was with Boral Gerrard Strapping Systems, is now responsible for the sales and service operations and activities for Simon-Abbey throughout Australia.

Paul comes to Simon-Abbey with a wealth of experience after his eleven years with Boral Gerrard Strapping Systems. Boral Gerrard manufacture and market packaging materials and custom built machinery designed for the con-

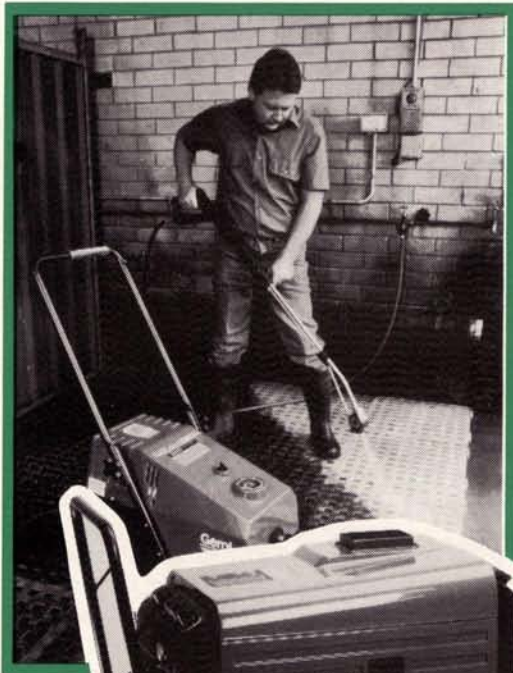
tainment and movement of goods for a wide variety of industry segments throughout Australia. Paul's most recent position was State Sales Manager.

Paul's appointment coincides with the recent developments within Simon-Abbey, who plan to further extend their export activities in the access sector by creating a strong position in the Australian market.

As well as a base of manufacture for this area of the world, Simon-Abbey is also distributing products from other Simon access companies in the USA and the UK.

As National Sales Manager, Paul will be based at the Head Office of Simon-Abbey in Clayton, Victoria by June of this year. □

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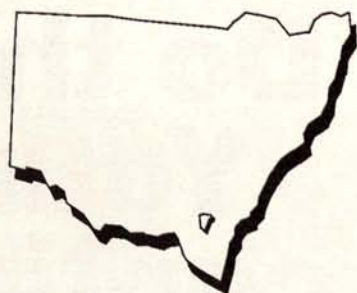
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- Gerni Vac wet and dry super robust commercial vacuum cleaner

New South Wales Secretary's Report



The New South Wales Hire Association has had some success in getting Government Departments to accept liability for loss or damage to hired equipment whilst on hire.

Following deputations to the Minister for Transport we received an undertaking that they would accept liability if hired plant is lost or damaged by the negligence of the Authority's employees.

This has resulted in the State Rail Authority amending their 'Risk' Clause of the Standard Conditions Tender Document to reflect their acceptance of liability.

The Association is following up with other State Government Departments to have the same amendment made to their 'Risk' Clause.

Yellow Page Advertising Survey

A survey was recently conducted by the Association of both members and non-members who placed display advertisements in the Yellow Pages section of the telephone directory.

The purpose of this survey was to try to convince companies against the use of red highlights in display ads. If an undertaking not to use red highlights can be obtained from every company concerned, then there would not be any advantage to using red, but there would be a huge 'cost' saving to the company.

Areas covered in this survey were:-

- Builders, Contractors & Handyman Equipment
- Factory & Workshop Equipment
- Office & Household
- Camping & Leisure
- Medical & Nursery

- Party Equipment
- The result of this 1989 survey was that all but five companies agreed not to increase their advertising costs by using the red highlight in the Yellow Pages 1990 edition. Of these five, two stated that this would be the last year that they would use 'red'.

Training Seminars

This year the Association is conducting two two-day Seminars on 'Supervision in the Hire Industry'. The first of these Seminars is to be held on

Tuesday 20th & 27th June, 1989.

The programme is designed for those in the Hire industry who have responsibility for managing or supervising the work of other people.

The Course Director is Ron Mobbs, B.Com. whose experience covers 10 years as an industrial advocate in a major employer organisation; 5 years as Employee Relations Manager of a leading computer company; and 2 years as a Personnel Manager in the concrete & quarrying industry. Since 1981, he has operated as a Management consultant and has conducted many management and supervisory training programmes for both the public and private sector.

This Supervisory Training Course was conducted last year and proved to be most popular.

It highlights an obvious need for TRAINING to play a much greater role within the hire industry.

New Label Available

(*See attached order form)

A new label entitled 'Important — This equipment may lawfully only be used by the holder of a Certificate of competency issued under the Construction Safety Act' is now available at a cost of 20 cents each.

Government Departments Contracting out of Negligence

Following on from our deputations to the Minister for Transport, over Government Departments not accepting liability for loss or damage to hired equipment. We had asked that the 'Risk' Clause be deleted or at best changed. The following is from the State Rail Authority's Tender Document — Standard Conditions.

"7. Risk -7.1 Except to the extent that the plant is lost or damaged by the negligence of the Authority's employees it is at all times at the complete care and risk of the Contractor. In the event that the Operator is supplied by the Contractor the operator shall not be found to be an employee of the Authority.

7.2 The Contractor undertakes the whole risk of carrying out the Contract and without limiting the generality thereof shall hold the Authority indemnified against all claims arising out of any injury to any person or persons including the Contractor and the Contractor's Employee or employees of the Authority or to any property whatsoever, including property of the Authority whether caused by the use of the plant when driven or operated by the Contractor or the Contractor's Employee or by any other person wether employed by the Contractor or not EXCEPT to the extent that the loss of or damage to the plant under hire is caused by the negligence of the Authority's own employees in which case responsibility will be with the Authority."

A significant breakthrough! If any member is still having problems with various Government Departments or Councils, I would be pleased to hear about them, in order to make further deputations to the Minister on your behalf.

BANBURY
 **ONE SOURCE** *Dependable!*



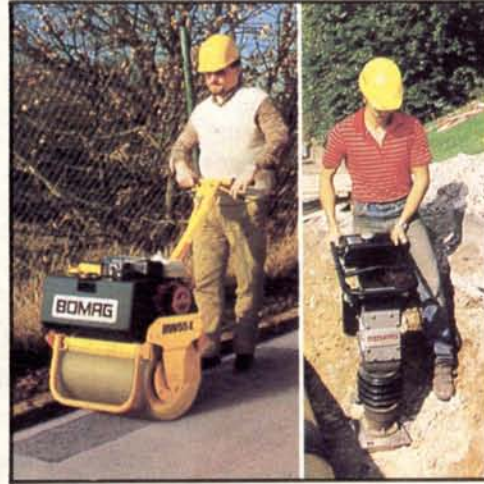
The new JCB 801 Mini Excavator. ✓



Terra Hammer Piercing and Ramming Equipment. ✓



The Wenco P4P 'Wizard' Trencher. ✓



Left: Bomag BW55E Vibratory Drum Roller. Right: Bomag BT58 Vibratory Plate Compactor. ✓

**RIGHT PRODUCTS. RIGHT BACK-UP.
 RIGHT ACROSS AUSTRALIA**

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KATO **JCB** **BOMAG** **TCM** **CHAMPION** **Timberjack**

J.D. Keith JTWB89

South Australia Secretary's Report



There has been an uplift in Association activities in 1989 and this trend will continue.

A particularly well attended Annual General Meeting was held in February at which Mr Neil Hallett, Adelaide Party Hire, was elected President. It was resolved at that meeting that the Association should conduct more in the way of General Meetings, Seminars and Workshop sessions for its members than had been the case in the past. As a consequence, in April a Seminar/Workshop was conducted with some 50 representatives of members being in attendance. The evening was again most successful with the guest speaker, Mr Ian McGregor from McGregor Marketing Pty. Ltd. conducting an in-depth session on market research.

On the 28th June another Workshop

will be conducted with speakers being provided by the Chamber of Commerce and Industry S.A. Inc. where the issues of Industry Superannuation, Industrial Relations aspects resulting from the new Occupational Health and Safety Legislation encompassing Manual Handling, Machine Safety and Use and Control of Chemicals as related to the Hire and Rental Industry will be explained.

A representative from the Chamber of Manufactures Insurance Company will make members aware of the gap now existing in terms of insurance coverage as a result of legislative change in compulsory Third Party Insurance.

The services of Mr Paul Dunn, one of Australia's top speakers/motivators on telephone and counter sales techniques have been secured for August 30th, 1989. A Safety Workshop is being planned for

October 1989 followed by a Christmas function.

Monthly Executive Meetings are being held between these activities.

Paramount attention is now being paid to the arranging of this Association's 19th International Hire Convention and Equipment Exhibition which will be held on September 10, 1990 through to September 14, 1990.

The Chairman of the Convention/Exhibition Sub-Committee, Mr Mark Cambridge, has expressed confidence that the Adelaide 1990 Convention/Exhibition will be the most exciting yet conducted by the Industry.

Expressions of interest in respect of sponsorship and exhibition space requirements will be welcomed at this stage, with the contact being Muriel Ellis on (08) 332 4068. □

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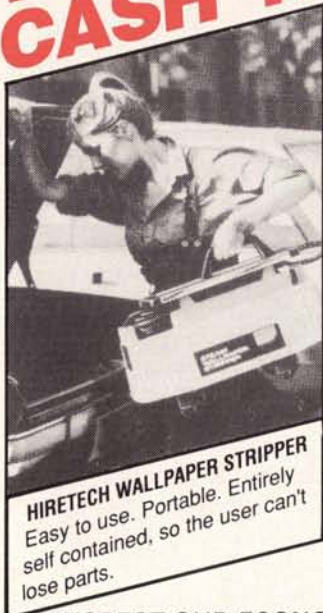
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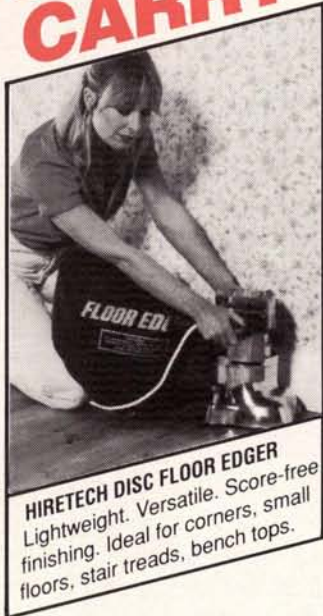


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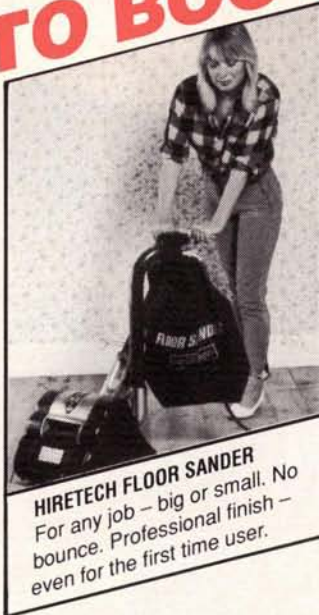
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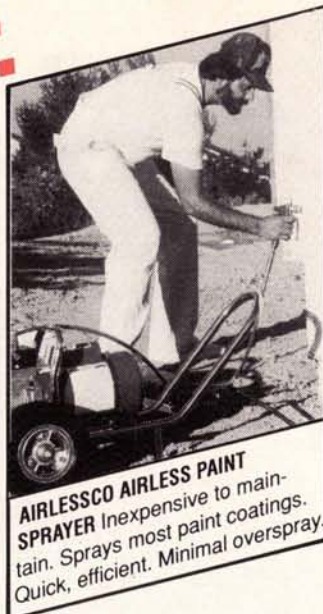
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New Zealand Secretary's Report



The 1989 Convention and Equipment Exhibition will be held in Christchurch between September 20 - 22 at the Avon Motor Hotel. An interesting and entertaining programme has been arranged by Members of zone 1 and we particularly look forward to welcoming Australian delegates who may wish to holiday in New Zealand following their own convention in Melbourne and at the same time meet up with their New Zealand counterparts.

The Programme for the Convention is:

WEDNESDAY 20 September:

Afternoon

Yard tour incorporating scenic tour of Christchurch. Party Hire Seminar.

Evening

Welcoming cocktail party and dinner with guest speaker *The Wizard Of Christchurch*

THURSDAY 21 September:

Morning

Seminar involving four speakers covering topics such as Bad Debts; Insurances; Ministry of Transport on Changing Regulations applicable to the Hire Industry.

Afternoon

'What's New' from trade suppliers followed by opening of Equipment Exhibition.

Evening

Cocktails followed by barbecue and informal evening.

FRIDAY 22 September:

Morning

Keynote speaker followed by Annual General Meeting.

Afternoon

Equipment Exhibition.

Evening

Cocktail party followed by awards banquet.

SATURDAY 23 September:

Optional tour to Akaroa on the Banks Peninsula.

This was one of the first French settlements in New Zealand.

A special session during convention will show a ladies/menswear Spring/Summer collection.

Trade suppliers interested in exhibiting at the 1989 Convention are invited to register their interest with the Secretary,
P.O. Box 12013, Wellington,
Phone (04) 736514 or
Fax (04) 732 930.

Red Alert System

For some years the individual Zones of the Association have operated a Red Alert System whereby any member who has lost equipment can set in motion a telephone ringing system to advise all other member companies in that zone which enables a look-out to be kept for 'stolen' equipment.

The directors have agreed to operate this system on a national basis through the Secretariat and it is hoped that all members will be able to be contacted within 48 hours at the latest with sufficient information to enable them to maintain an outlook for such equipment.

It is felt also that the operation of such a system will enable the police department to start their enquiries earlier than they were previously able to.

Pacific Region Convention

This has been rescheduled for Fiji for April 1991 where New Zealand, Australia, American and Canadian members will be able to get together, share ideas and learn from invited keynote speakers from the industry around the world.

Training Foundation

This was established by the Association some eighteen months ago and the trustees have just announced the availability of their first grants. These are being made available (on the basis of a suitable syllabus) to the three Zones to enable training to be held at Zone Level. Some courses have been held over the past year but a programme with a recognized syllabus is being put in place by the Training Committee. During the forthcoming Convention fund raising for the Foundation will consist of a Silent Auction (which will be a complete contrast to the hilarious Auction at our 1988 Convention).

Code of Practice

The Industry has produced a Code of Practice, a copy of which has been made available to branches and all members who are to be encouraged to display this in their hire yards.

Public Relations

The Association recently took advantage of an offer from the Organisers of BUILDEX '89 to utilise a display stand to promote both the organisation and the hire industry. This was a major exhibition held in Auckland aimed at the building and hardware trade in New Zealand and which attracted a large number of trade buyers.

This was the first time the Association has had the opportunity to promote itself and the Industry and the results will be carefully monitored to ascertain what similar opportunities may be available. As well as promotion of the industry local hire companies took advantage of displaying both their price lists and photographs of their yards. It was pleasing to see that a number of hire companies also organised their own displays within the Exhibition area. □

WHEN YOU WANT RELIABILITY YOU NEED ROBIN ENGINES.

Some of the biggest names in the hire industry have chosen Robin Engines as the power source for their equipment because Robin is No. 1 for reliability.

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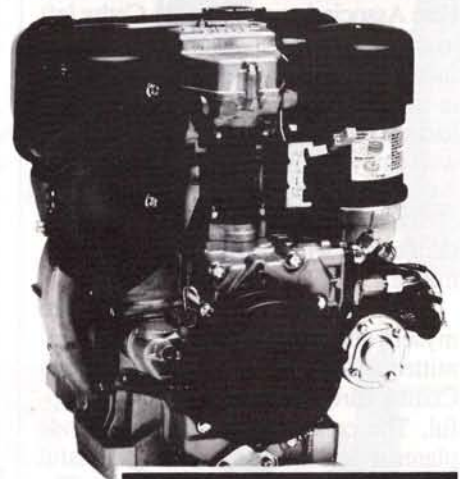
HIRE INDUSTRY PRIORITY PARTS SERVICE

From the August 1st Crommelins will have in place nationally a Hire Industry "Priority Parts Service". We understand how important it is for you to have immediate spare parts availability, so hire companies will now be given priority on all occasions.

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Queensland Secretary's Report



I am pleased to say that I took over the reins of secretary for Queensland from Cathy Staines in March and it has been an interesting and busy year for both the Hire Association and myself. Cathy left to explore other avenues of the Hire Industry and is now helping her parents-in-law at All Hire, East Brisbane. I have had a difficult act to follow as Cathy was well known and respected in the Hire Association and members had great confidence in her ability to liaise on their behalf with the Management Committee.

Fortunately for a newcomer like myself, the present management committee chaired by Rod Mansfield from Coates Hire, has been extremely helpful. The committee has a full agenda planned for the year, two successful functions having been held already. The first function on the agenda was a trade evening sponsored by Power Tools Services. There was an excellent response to this informative evening which Jim Theilebridge from Power Tools co-ordinated. The second function on the agenda was the Paul Dunn seminar held on Saturday evening. Again, this function was a resounding success with 120 members and their staff improving their counter sales and telephone technique.

It is the Management Committee's aim to hold as many of these trade evenings and seminars on a weekend to allow more participation from country members who are normally unable to attend mid week because of the great distances.

Also on the agenda for this year is a credit management seminar in July, a party hirers trade evening in August and a mini trade exhibition in November, together with social functions to allow members to meet and exchange ideas.

Mention must be made of the damage to Marlene Caldwell's (Burdekin Hire) new premises in Ayr which were devastated by cyclone Aivu in April. Putting aside her own difficulties, Marlene

utilised her generators to run a non stop washing service for the local hospital and her neighbours. Fellow hirers in the area rang Marlene with offers of help. Just goes to show the true spirit within the industry.

The Queensland Traineeship programme is closer to reality with ongoing negotiations between the hirers and representatives from both Federal and Local Government bodies. It is hoped the programme will be up and running next year. Although it is aimed at unemployed youth, the Association is negotiating to make the programme open to young employees already in the industry.

The Queensland Association is also preparing a submission to the State At-

torney General regarding legal protection within the industry. Country members especially from the Gold Coast have been losing large quantities of equipment and they have found they have no legal recourse to recover their property under current law. The Association is hoping the Government will introduce legislation to protect members in this situation where the person hiring the item does not return it within the given hire period and where police will not charge that person with theft because of the current legal interpretation of the hire contract.

The Queensland Committee are also lobbying the Premier in an endeavour to have daylight saving introduced to Queensland.

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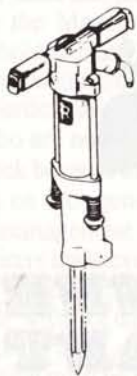
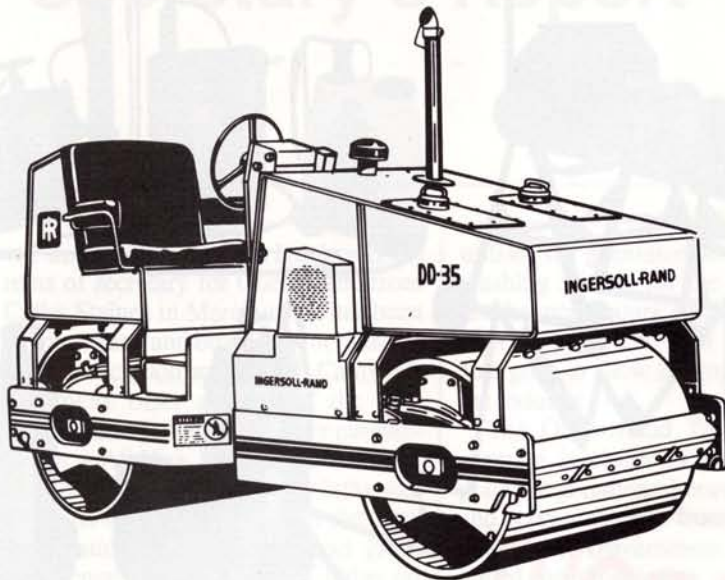


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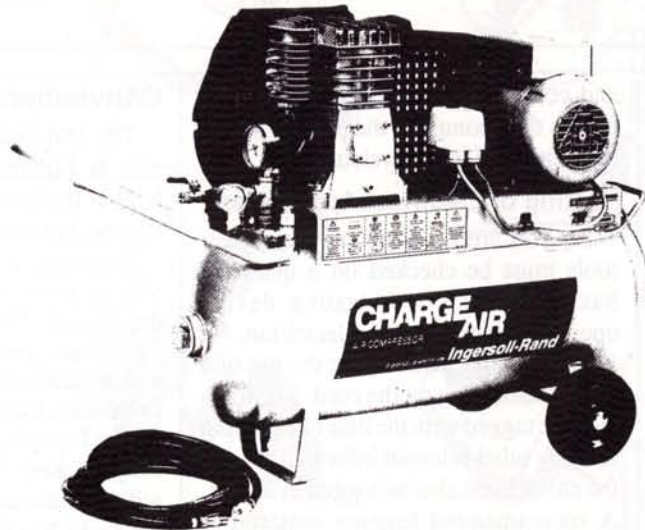
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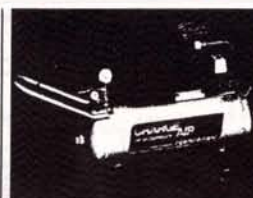
WB100
3.4 CFM - 100 PSI
with inbuilt pressure regulator *Oil-less design
For the customer - handyman or trade - who wants a light-weight, portable unit for use with any type accessory tool which operates up to 3 CFM volume, 100 PSI capacity. Manual Off/On switch - will operate a 3" framing nail gun - for intermittent handyman use.



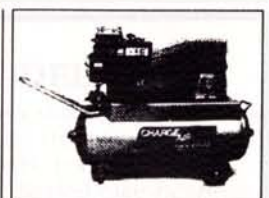
HH100
3.4 CFM - 100 PSI
(WB100 mounted on a 10 litre storage tank)
* Oil-less design
Major advantages - lightweight, portable storage unit. For handyman or trade user who requires tank storage for consistent use over longer periods. This model has an automatic On/Off facility. Will operate a 3" framing nail gun for light nailing jobs, impact wrench, etc.



TM101
3.4 CFM - 100 PSI
(WB100 mounted on a mobile 26 litre tank) *Oil-less design
Trolley mounted for easy mobility, it has the added storage capacity for larger jobs for handyman and trade alike. Ideal for portability using a 3" framing nail gun.



TM150
8 CFM - 1.5hp - 125 PSI - 45 litre storage
This unit is suited to the small tradesman and professional handyman - it will handle a 4" framing nail gun with ease and a variety of air tools such as a 4" angle grinder, drill, sandblaster, etc.

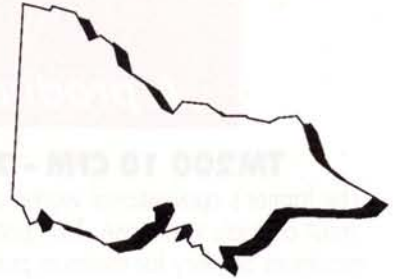


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Victorian Secretary's Report



Red Alert Scheme

If you are a fairly new member of the Association you may not be aware of the Red Alert Scheme. This scheme is a means of rapidly distributing, to other subscribers, advice about any situation which has occurred to another subscriber. The scheme has been running for over 3 years, and the 40+ subscribers to the scheme are only a relatively small proportion of our total membership.

It is a self-help scheme - subscribers report situations to me and I mail advisory cards to all other members of the scheme. You are invited to join the scheme for an initial fee of \$30 which will cover the cost of the first 50 notices to be sent to you. This is your scheme designed for the protection of yourself

and your fellow members. If you wish to join then complete the tear off slip at the bottom of the Newsletter.

Testing of Electrical Appliances

As you are no doubt aware, power tools must be checked on a quarterly basis with a proper testing device operated by an A-Grade electrician.

Most unions also require the use of a clear plastic plug on the cord. The tools must be tagged with the date of checking and any other relevant information, and the check must also be logged in a book. A recommended tagging material is called "Panduit" which comes in a dispenser with a special marking pen. It is extremely strong and difficult to remove, and is available from AWM or Middendorp.

Convention

The 18th International Hire Convention & Equipment Exhibition will be held at the Southern Cross Hotel, Melbourne, between September 5 - 7.

Registration forms should be available in about July, and will be widely distributed. The program is all arranged - seminars, yard tours, ladies tours, social program, entertainment, equipment exhibition, etc.

The Equipment Exhibition is already fully booked. More than 50 exhibitors will be showing their latest and greatest products. Not to be missed!

Affiliation with Victorian Employers' Federation

For those members who have not yet
continued page 36

A SPECIAL WELCOME

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2 cu.ft non-towable mixer designed for the handyman. Totally enclosed V-belt drive.

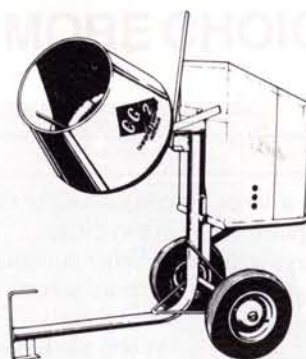
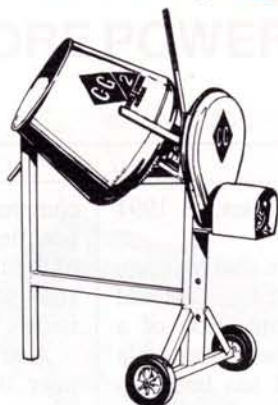
1/3 h.p. electric motor.

OPTIONS

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

DIMENSIONS:

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



MODEL 25

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

OPTIONS

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

DIMENSIONS:

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

MODEL 23

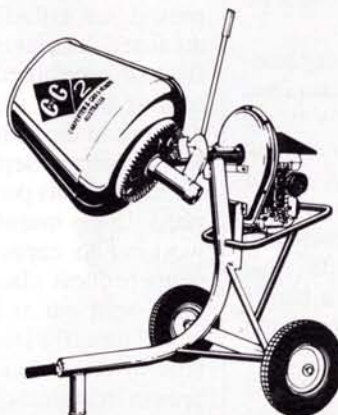
2 cu.ft. mixer designed for the handyman.

OPTIONS

Model 24 - Electric motor

DIMENSIONS:

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



MODEL 35

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

OPTIONS

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

DIMENSIONS:

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

MODEL 34

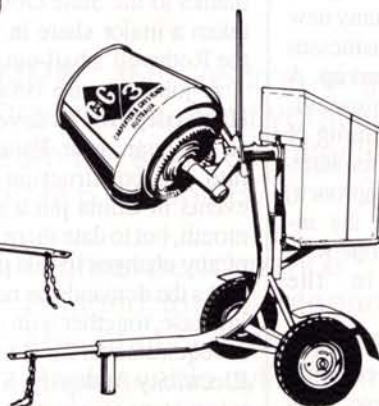
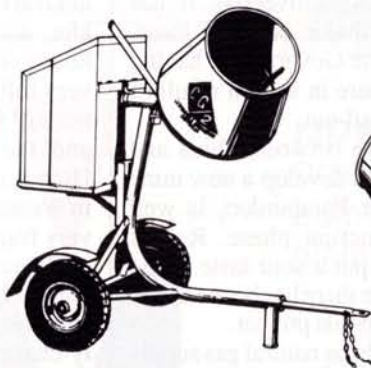
Heavy duty 2 cu.ft. towable mixer. 16" pneumatic wheels. Lockable motor box. Sealed race bearings fitted to the Bowl and Pinion Shaft

OPTIONS

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

DIMENSIONS:

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



MODEL 44

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

OPTIONS

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

DIMENSIONS:

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

MODEL 45

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

OPTIONS

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

DIMENSIONS:

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



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Western Australia Secretary's Report



Western Australia remains a large, vibrant and diversified marketplace for the hire and rental industry. Large scale development, major commercial investments, new housing developments, building recycling and renovation, burgeoning home handymen, all rub shoulders with each other.

In the meantime, the day-to-day business of survival shows that the large and small are equally vulnerable. With the shadow of the Rothwells Merchant Bank collapse still looming, major homebuilder Mansard has now succumbed, as have many other small and large businesses alike. Despite what looks like a boom economy, a highly competitive and fragile environment remains a major concern.

As with many others, the hire industry in Western Australia is going through a period of major changes and adjustments. The industry is seeing many new faces on the block, as older businesses change hands, and new ones start up. A change in corporate thinking is now evident, as evidenced by the reforming of the Hire Association within this state. New faces are injecting a new approach, of greater cooperation within the industry, as executives work to cope with the changes occurring in the marketplace.

For many years now, Western Australia has lived in a boom environment, and even today it still shows signs of remaining so. At present, gold is the 'in' commodity, as miners, both large and small, work feverishly to extract the maximum before the imposition of the gold tax in 1991.

Mines have been opened in old and new sites throughout the goldfields, thanks to built new processes. Signs are now very strong, however, that the party is nearing an end, as exploration slows down, with drill rigs standing idle. In the meantime, the larger companies are

consolidating their activities, as 1991 draws closer.

Other commodities are also buoyant, such as natural gas, iron ore, coal and rare metals. The construction of a second platform and liquefaction train on the north-west shelf has been approved, just as the first stage moves into the first deliveries of L.N.G. to Japan. A fleet of specialised L.N.G. tankers is coming off the slipways in Japan for delivery to the utilities in Japan of the gas, starting in September. Upwards of six million tons per annum will be supplied. In the meantime, the pipeline is working to capacity. The proposed petrochemical plant, which would use north-west gas as its base feed stock, would stress the Dampier-Perth pipeline beyond its present capacity, and this project remains controversial. It has now become a major political issue, thanks to the State Government having taken a major share in it, as a result of the Rothwell's bail-out.

A joint venture between China and Hamersley Iron to develop a new mine at Channar, near Paraburdoo, is well into the construction phase. Recent events in China put a sour taste in the mouth, but to date there has been no sign of any changes in this project.

As the demands on natural gas supply increase, together with similar increases in requirements for electricity, the State Electricity Authority, S.E.C.W.R., have taken steps to convert the Perth metropolitan power generating facility at Kwinana back to coal firing from natural gas, as a reversal of its moves back in the early 80's when a large surplus of gas was available. This will help lift the demand for coal from the Collie coal fields in the south-west, where the S.E.C.W.A.'s other major power generator at Muja, right on the coal fields, is also examined for duplication or enlarging. CRA, in the meantime, is looking at building a new

commercial power station on proven coal fields in the Jurien Bay area, north of Perth, and the State Government will soon need to make a decision on this issue - 'Quango' Vs private enterprise.

A new industrial estate at Kemerton, near Bunbury, Western Australia's second city, in the south-west, is fast nearing completion. It is envisaged that an aluminium smelter will be built on this site, but at present it remains a political and environmental issue, far from resolution.

Within the Perth metropolitan area, as in most Australian urban areas, pressure on the housing market has led to a marked jump in housing costs, together with a shortage of home sites and building trades (with hold-ups in home building finishes). Federal Government interest rate policies are now beginning to bite, and housing starts and existing house sales are dropping off. Despite a very full order-book the home builders are still finding it hard to make a profit, and the recent demise of Mansard Homes, one of the largest home builders in Western Australia, is evidence of this very fragile industry.

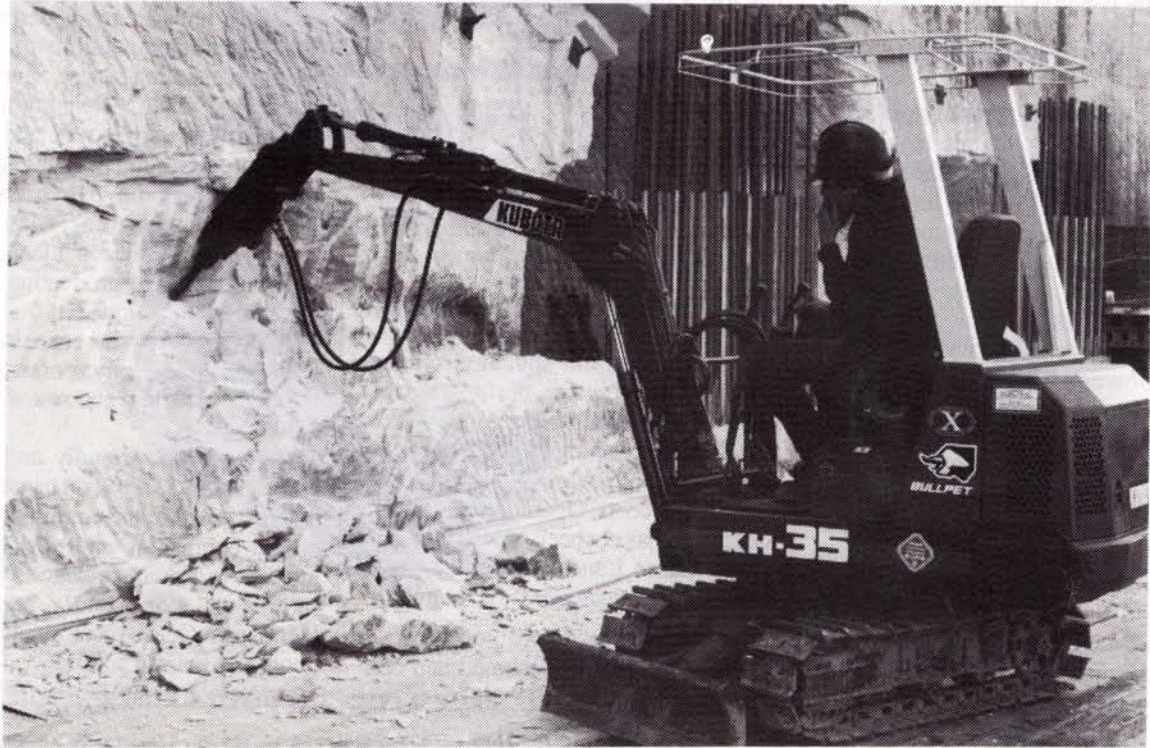
Commercial building, particularly in the Perth central business district, has been very busy, Perth's skyline is rapidly changing, with major developments being constructed, the R. I. Tower, Perth's real first skyscraper, approximately 300 metres high, has now been completed, but will soon be eclipsed by QU1, a joint venture between Interstruct and Barrack House. Similar major buildings are under construction, in a building phase Perth has not seen for many years.

The agricultural industry are experiencing both good climatic and commercial conditions, and are enjoying a level of prosperity which has been missing for many years.

Despite what appears to be a sound,
continued page 52

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Greenpower Means Business!

A groundswell of consumer concern for protection of the environment and its preservation for future generations is bringing with it greater awareness and spending on products to protect our planet.

Australians are no exception. Surveys and public reaction to recent television documentaries and newspaper articles on the Earth's survival has confirmed this.

And resellers and hirers of goods and services are at the front lines. Inevitably, they will be the first to feel the pinch in the cash register unless their future plans include the realisation that environment friendly products are a selling point.

One product which has long been serious with its technology towards protection of environment is Gerni 'Greenpower' high pressure water cleaners from Viking Equipment (Aust) Pty Limited.

It has successfully included three key environment protection factors in the product range, namely nature, health and safety, and energy efficiency.

Gerni's advanced technology developed the Gerni Turbo Laser, an exclusive inclusion which doubles the cleaning power over conventional fan

jet equipped machines.

At a distance of twenty centimetres, for example, Turbo Laser only loses 15% of its striking force. Conventional fan jets direct a mist of fine aerosol-type drops which air resistance soon slows down. So at the same 20 cm, the fan jet has lost 85% of its striking force - and 85% of its cleaning power.

Inevitably, they will be the first to feel the pinch in the cash register unless their future plans include the realisation that environment friendly products are a selling point.

Gerni users and the environment benefit by the super performance of Gerni Turbo Laser in more ways than one. It saves cleaning time, saves energy and saves both waste water loss and clean water costs. Operator comfort and safety also has not been overlooked. The Turbo Laser Lance is ergonomically designed to reduce operator fatigue.

Another user-friendly feature is Gerni's exclusively designed and con-

structed pump and energy efficient motor to give total cleaning strength without offensive noise. Turbo Laser performance minimises atomisation so it minimises the release of chemical detergent charged particles into the atmosphere.

The improved heating performance of Gerni's hot water equipped machines really retain temperature to maintain thorough cleaning power, save fuel and detergent. People's cleaning needs and problems can vary from place to place. Food processing companies, for instance, would have hygiene maintenance high on their agendas.

Others may seek a clean, healthy workplace or, the production of better quality finished products.

All would now be conscious of the need to save the environment through efficient cleaning and waste disposal systems.

Gerni is user friendly and environment friendly. The Gerni name is known and respected in the community.

Hire companies who stock Gerni and are keen to promote a clean environment image can confidently recommend Gerni and Gerni recommended detergents as a helpful solution. □

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—John Mallinder, general manager,
Flagstaff Developments, Melbourne.

— Geoff Pullin, general manager,
Flagstaff Hire, Melbourne.

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The Vibromax range of compaction equipment includes plate compactors, tampers, tandem rollers, self-propelled single drum rollers, and towed rollers

J. C. Hire Service

Peter Young took over the ownership of J. C. Hire Service at Nambour, on the 12 December 1988. Previous to this he was involved in the agricultural industry. J. C. Hire offers a service to the building and construction industries as well as to the home handyman on the sunshine coast. In the first months of operation, a number of purchases were made to improve and expand the range of equipment required by their customers, from builders power poles to trestles and planks, alternators and jackhammers, weed eaters and lawnmowers. J. C. Hire Service is situated 1.5km past the Nambour showgrounds on the Bli Bli Road.

Postal address:
M/S 1505 Bli Bli Road,
Nambour, QLD. 4560.
Tel: (071) 411 478.

Merimbula Plant Hire

Merimbula Plant Hire has been operating since October 1987 and is owned by a partnership of Daryl Dobson and Don Hobill. The hire business is conducted in conjunction with Merimbula Engineering 'under the one roof' in the industrial estate at Pambula, just 5km from Merimbula. The combination of Engineering and Hire has proven to be quite compatible with both businesses primarily servicing the building industry. Daryl looks after the Engineering side with a solid background of maintenance supervision in the paper industry and Don handles the Hire business following 20 years in sales and marketing with ICI (Aust) Ltd.

K-Form Pty Ltd

Cnr. Greenaway & Bridge Streets,
Bulleen, VIC. 3105

In 1960, K-Form Pty Ltd was established in Melbourne. Thirty years later, the brother and sister team of Alan and Sara Kayle continue to offer a fine tradition of reliable supply and competitive hire rates in the areas of

- Concrete formwork - designed specifically to suit suspended slabs for large and small housing

projects, shops and factories.

- Access equipment - trailer mounted cherry pickers and cougar lifts.
- Aluminium no-bolt scaffolding.

Alderley Hire Service Incorporating Steel Boxing Hire

Alderley Hire Service was purchased by Eddie and Barbara Walpole last October. It was previously known as Greentree Hire which incorporated the business 'Steel Boxing Hire'. We have still retained 'Steel Boxing Hire', as it is the original name of the business.

It is run as a family business and our aim is to expand our stocks of builders and handyman equipment with top quality gear and give it to our customers at competitive rates.

We have recently branched out into the party hire business.

Upper Yarra Hire & Garden Services

45 Little Yarra Rd,
Yarra Junction, VIC 3797
Tel: (059) 671 582

Husband and wife team Graham and Margaret Scott have established their garden & handyman hire service at Yarra Junction.

All garden & handyman equipment is available with or without an operator whilst garden services are available.

Sorrento Hire & Sales

123 Hotham Rd, Sorrento, VIC 3943
P.O. Box 47, Sorrento 3943
Tel: (059) 84 3424
Fax: (059) 84 4361

Reg Jones and Garry Hipwell have based their new business: 'Sorrento Hire & Sales' around the motto of 'Locals serving Locals', and the residents of the town are responding to this growing business.

When Reg decided it was time to hand over his plumbing business, (which he had run for the past 15 years in Sorrento), to his son, he felt he wanted to stay in the same industry, and he felt

a need in the town for a tool hire and plumbing supplies business.

Reg and Gary have an enormous supply of plumbing fittings at popular prices, and a growing tool and machinery hire section suitable for both the trade and the public. They have become major suppliers of professional quality sprinkler fittings, at extremely competitive prices and also have facilities to make up sheet metal fabrications to 1.8m.

Recently they have become agents for 'Dirtbuster' pressure cleaner, Hardie Dux hot water units, Hilti power tools and fasteners, Makita power tools, Red Embers wood fires and 'Zip' boiling hot water units.

Guardrail Systems Pty Ltd

35 Gatwick Rd, Bayswater, VIC 3153
Tel: (03) 729 8767
Fax: (03) 720 3984

Partners Con Griek, Tony Hitchison and Barry Stokes have combined to develop a steel safety rail which they claim will reduce the number of deaths and injuries resulting from falls on construction sites.

For full details read the Guardrail article in this issue or phone the above number.

All Purpose Hire

Office at : 52 Babiana St,
Alexandra Hills, QLD 4161
Hire Yard at: 53 Archerfield Rd,
Darra, QLD 4076
Tel: (07) 375 4876

All Purpose Hire is owned and operated by Dale and Denise Devine. Trading commenced on 15th July 1988 from their home. The business was extended by the purchase of C & B Hire Service at 53 Archerfield Rd, Darra on 1st February 1989.

They are presently trading at this locality as All Purpose Hire. Catering for contractors and the handyman they have a large range of equipment along with a minimal amount of party hire.

Trading hours are 6.30am to 5.00pm Monday to Friday, 7.00am to 4.00pm Saturday and 8.00am to 1.00pm Sundays and Public Holidays.

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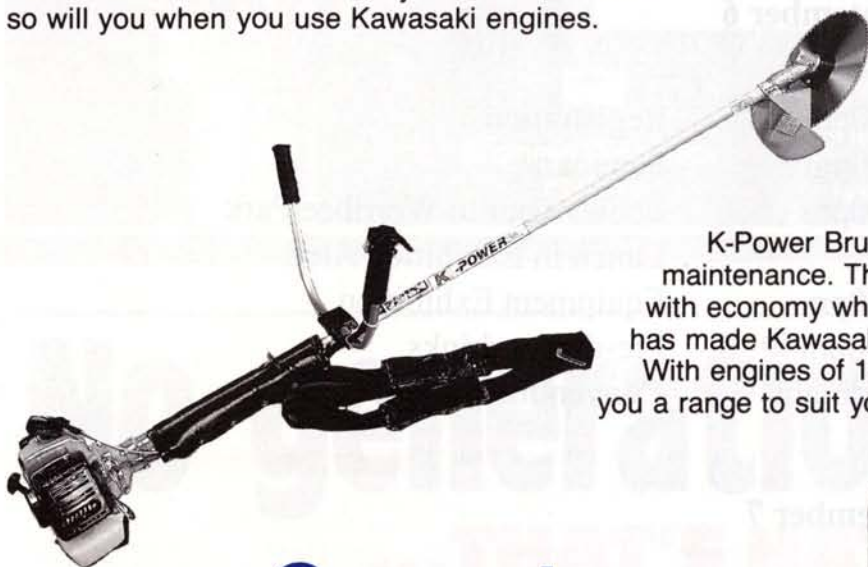
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All Kawasaki Generators have constant AC/DC power available and are fitted with oil alert on the engines to protect your investment.

Circuit breakers are standard equipment on all generators as is automatic voltage regulation (AVR). Except the GD550 which has dual condenser voltage compensation (CVC).



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4298 XAVIER NELSON

PROGRAMME

Day 1: Tuesday, September 5

9.30am — 5.00pm	Registration
11.00am — 4.30pm	General Yard Tour
3.00pm	Party Hire Yard Tour finishing at Berwick
6.00pm	Depart Hotel for evening barbeque and Party Hire Exhibition at Berwick

Day 2: Wednesday, September 6

8.00am — 5.00pm	Registration
9.00am — 1.00pm	Seminars
9.30am — 3.00pm	Ladies Tour to Werribee Park
1.00pm	Lunch in Exhibition Area
1.00pm — 5.00pm	Equipment Exhibition
7.00pm — 7.30pm	Pre-dinner drinks
7.30pm — Midnight	Convention Banquet

Day 3: Thursday, September 7

8.30am — 10.00pm	Registration
9.00am — 1.00pm	Seminars
10.00am — 3.00pm	Ladies Tour to Rippon Lea Victorian Arts Centre and Tapestry Workshop
1.00pm	Lunch in Exhibition Area
1.00pm — 5.00pm	Equipment Exhibition
6.00pm — 10.0pm	Evening Meal and Equipment Exhibition
10.00pm	Convention and Equipment Exhibitin closes.

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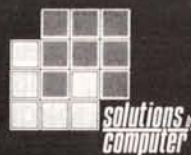


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Who is 'Pannell Plant'?

Pannell Plant Power Products is the division of Pannell Plant Engineers Pty Limited which specialises in the import, manufacture and supply of products specifically designed to fulfil the needs of the hardware trade and the hire and rental industry in Australia.

Pannell Plant Engineers Pty Limited is a member company of the Pannell Group which commenced operations in Australia in 1973 as designers and manufacturers of a wide range of construction plant and machinery.

Within eight years it achieved Australia wide fame and 42% of the Australian market for compaction equipment.

Its products are in use by all State Road Authorities, the Armed Services and the Commonwealth Department of Construction, national construction companies such as Citra, Abigrago and Leighton Contractors, together with many local government users throughout Australia.

Every 3300 Boeing 747 using Sydney and Melbourne international

airports is supported on concrete 500mm thick compacted by purpose built machines designed by Pannell Plant's founder-engineer, Chris Pannell - as was the whole of the subgrade for Melbourne's Tullamarine airport main runway and the Botany Bay extension of Sydney airport's main runway.

All the Company's Australian built machines are designed by its own staff under the direct supervision of Chris Pannell.

Self-propelled hydrostatic drive road line working machines in use throughout NSW, the movable remote operated median modules on the Sydney Harbour Bridge and even the Sydney Harbour Terminal bridges at Taronga Park Zoo were all built by Pannell Plant.

However, its best known products are without doubt the 'Pannell Panther'

range of self-propelled vibrating rollers and other types of vibratory compactors, pedestrian, tandem and tractor drawn units from 300 to 18,000kg in size.

All the Company's Australian built machines are designed by its own staff under the direct supervision of Chris Pannell.

In 1981 his achievements received national recognition when he was awarded the Australian Design Award, the BHP Steel Award and the Prince Philip Prize for Australian Design.

The know-how and experience which earned these awards now guides its new division, Pannell Plant Power Products, in its continuing quest for engineering excellence in Australia.

The ready acceptance of the Pannell Plant Power Products range by major users and distributors such as Network Hardware, BBC, Mitre 10 and major industrial users such as Wreckair Hire and Hirepool, confirm the success of the ongoing quest for excellence. □

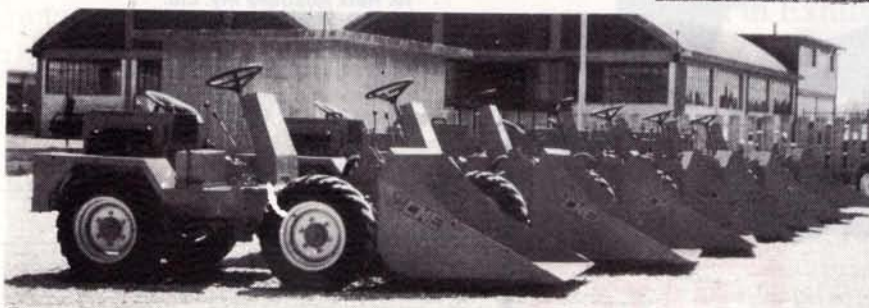
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exceeds any other in its class. It turns on a pin head, and on top of all that, its canopy outlasts its competitors by far.

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world and you've got a little excavator that spells big profits instead of problems.

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KOEM 6073

Quick Hire Rental Software - Are they Market Leaders?

With an established user base through Australia, New Guinea and New Zealand, The Software Link, a division of American Business Machines, handles the 'Quick Hire' Basic and Advanced Rental Management Software Systems specifically for our industry.

The Company is presently installing systems at the rate of about one per week.

The flagship of the Company's installations is scheduled to be the live on-line system for Atomic Hire Centres planned to be in operation by August first.

With ten user workstations in three Sydney locations and one on-line in Melbourne, the company's 300 Megabyte Hard Disk Drive storage capacity at its head office at Girraween is going to be well used!

We asked John Morris, Managing Director of Atomic Hire, why he chose the 'Quick Hire' Advanced software system and hardware from American Business Machines.

John told us that he made careful enquiries of many other 'Quick Hire' Rental System users and found that the standard of software, the performance in reporting and the support from the Software Link were excellent.

He said that a total commitment to staff training and first class documentation were also major benefits.

John is making certain with his installation that all of his staff are totally trained in operation of the system.

When your whole business depends on your computer system, it's important that a total commitment is made.

We also spoke to Rob Vickers of Oldfields Industrial Hire in Sydney.

Rob has recently purchased the Advanced version of the 'Quick Hire' Rental Management System for installation at Oldfields Hire's head office to keep track of all of their inventory throughout Australia.

Oldfields have been operating the 'Quick Hire' Basic system in Auckland, New Zealand for the past two years and Rob Vickers tells us that it has given excellent performance and American Business Machines have provided sound and reliable support when it was needed.

We checked around the Hire industry and found that American Business Machines' claim to be the market leader was well justified with their user base in Australia of some fifty sites.

We couldn't find any other system with a claimed user base of more than five!

Our advice to Hire and Rental companies exploring computer systems:

Go talk to the Software Link Division of American Business Machines who are exhibiting at the Equipment Exhibition in Melbourne!

Once again Managing Director, Chris Pannell expects to have the crowds standing six deep around their stand as in previous years.

He told us that the level of interest continues to grow, together with a greater awareness of the need for finding proven 'Industry Specific' Software Programs for the Hire and Rental Industry in Australia.

He states that the Australian success of the 'Quick Hire' system was in part due to the total commitment to training by the Software Link with the system operation and day to day management by the customer.

The support programs installed in each System enable the client to call through the public telephone system to The Software Link Support Centre who can then operate the customer's computer remotely and provide assistance as if the support person was in the customer's office whenever necessary.

The Software Link does not supply systems through dealers unless The Software Link is involved in support and training of the customer on a direct basis.

'It is difficult for us to force customers to make a total commitment to training, but when they're changing to a totally new management, accounting and recording system for their business, it's essential they appreciate the changes necessary and the need for having a person of suitable aptitude and ability to operate the system.

'Those customers whose truck drivers and mechanics are not sympathetic towards computers would be best advised to run the system in a back office mode and keep their handwritten dockets on the counter!'

The 'Quick-Hire' system allows either 'On the Counter' or 'Back Office' operation and is available in several versions and modules to suit various types of hire businesses. □

Victorian Secretary's Report

from page 24

done so, the Board strongly recommends that you consider full membership of the V.E.F.

The Association has negotiated membership fees which represent considerable savings over normal fees levied to V.E.F. members. Full membership does

entail many benefits and we repeat that members should contact the V.E.F. without delay on 819-1311.

Danger Alert

The following warning was published in the last edition of the Hirers Herald, the Queensland region newsletter.

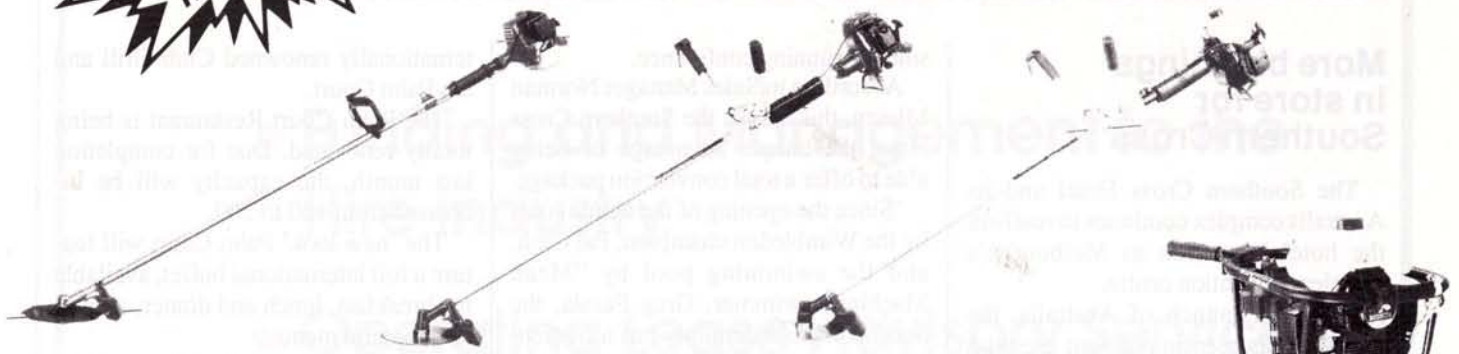
Owen Staines of All Hire, East Brisbane reported that a customer who hired an airless spray unit from them put his

finger over the spray nozzle whilst the unit was running in an attempt to clear paint build-up from the tip. The paint was injected into the customer's finger and he was taken to hospital where his finger was amputated.

Hire companies have no control over the equipment once it leaves the stores, but they must continue at all times to alert customers to the dangers of the equipment they hire. □

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Melbourne's Australis Complex leads the Convention Business

More big things in store for Southern Cross

The Southern Cross Hotel and its Australis complex continues to reaffirm the hotels' position as Melbourne's premier convention centre.

Since the launch of Australis, the complex has been in constant use with at least one major event and a myriad of smaller functions being staged there every week.

For the convention organiser, the opening of the hotel's tennis court and swimming pool has also added sparkle to the Southern Cross glamour. This makes it the only city hotel with such an open air complex.

As a result of their combined success, the Southern Cross has been taking bookings for functions in Australis well into the 1990's.

Australis, one of the largest freestanding ballrooms in the Southern Hemisphere, holds 1,600 theatre-style or 1,000 for a banquet and gives the Southern Cross the largest hotel/convention facilities in Australia.

Perhaps more importantly, linked with the hotel's other eight function rooms on the same floor, it gives convention organisers tremendous flexibility and privacy when planning a

smooth-running conference.

According to Sales Manager Norman Missen, this allows the Southern Cross Hotel the unique advantage of being able to offer a total convention package.

'Since the opening of the tennis court by the Wimbledon champion, Pat Cash, and the swimming pool by "Mean Machine" swimmer, Greg Fasala, the Southern Cross certainly has a tremendous advantage in the convention market,' he said.

The Southern Cross is currently installing an indoor golf driving range.

Certainly the Southern Cross is retaining a stranglehold on the major functions held in Melbourne each year.

The opening of the Australis was the start of a major refurbishment and expansion programme at the Southern Cross - which was Australia's first international five star hotel.

For those who have not visited the hotel recently, the reception and lounge areas have been completely renovated to bring them up to the latest in world standards.

The hotel's accommodation comprises 426 rooms, including 42 deluxe suites and 22 executive suites.

All accommodation rooms have video cassette players and the Sky satellite television station has been installed.

The hotel has two restaurants: the in-

ternationally renowned Club Grill and the Palm Court.

The Palm Court Restaurant is being totally renovated. Due for completion last month, the capacity will be increased from 160 to 200.

The 'new look' Palm Court will feature a full international buffet, available for breakfast, lunch and dinner, as well as à-la-carte menu.

Interestingly, the 20 square State suite, which is larger than most homes and available at \$1,000 a night, has proved extremely popular.

Not only was it the choice of chart-busting singer, Stevie Wonder, for his Melbourne stay, but also companies have been using it for board meetings, fashion parades and smaller VIP get-togethers.

Obviously, one of the hotel's main attributes is its location and it has become a famous landmark on the Bourke Street Hill.

It stands within a short walk of the city's leading retail stores and world-famous boutiques.

Melbourne's beautiful parks are nearby and so is Lygon Street in Carlton, where restaurants representing 148 different nationalities offer a selection of food unequalled anywhere in the world. □

Deveson Jahn's Skidsteer Loader

Deveson Jahn (Sales) Pty Limited, for more than thirty years, has been a major supplier of lawn and turf care equipment to the Australian market place.

Whilst maintaining their traditional interests, the company has since late 1988, commenced manufacturing and selling the Dingo 500 Series Mini Loader in Australia.

Manufacture of this versatile Skidsteer Loader is proceeding at the Company's premises at Cabramatta, NSW. Sales and distribution is carried out at Head Office in NSW and branch offices located in Melbourne and Perth with the assistance of an expanding dealer network in each state.

The Dingo 500 Series Mini Loader is a rugged four wheel drive system that does away with gears, belts and clutches giving you automatic forward, reverse and braking with fingertip control.

With hydraulic power take off, the loader can be fitted with one of more than a dozen hydraulic attachments plus a vast array of hydraulically operated hand tools.

Built tough for tough work, the Dingo 500 is reliable and simple to operate. Petrol or diesel, air cooled, this Mini Loader can tackle most any job that big machines do, at a fraction of the cost.

Its narrow width and 1200mm height takes it through the door if needed, and

sharp corners present no problems.

Add any of the attachments and the Dingo 500 is at home on the farm, landscaping, on construction sites, nursery gardens, etc.

For further information, please contact Deveson Jahn (Sales) Pty Limited at the following addresses:

- Head Office, 122 Hume Highway, Cabramatta, NSW.
Tel: (02) 72 0431.
- 5-7 Ricketts Road, Mt Waverley, VIC. Tel: (03) 543 1144.
- 22 Wotton Street, Bayswater W.A.
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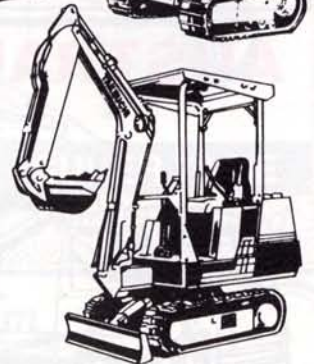
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What's In It For You?

This explanatory letter sets down clearly what advantages and assistances can be yours by being an active member of the Association

From past experience the normal reaction of persons invited to join the Hire and Rental Association of Australia, and its various divisions is to enquire 'What's in it for me?'

Perhaps this explanatory letter will set down quite clearly just what advantages and assistances can be yours by being an active member.

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

Each section of the industry is thus able to carry out its own development, workshop discussions, and meetings in its own particular detail with a minimum of delay (not usually the case in other Trade Associations). In this way you meet on a friendly basis with the people

in direct competition with you and this establishes stable business ethics, a comparison of business methods and participation in workshop meetings on trade products, methods of maintenance, etc.

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

Annually, the entire industry is invited to attend the National Hire Convention, held in various places around Australia. This Convention is the general front window or complete show-case of hire in very aspect. If you want to see a demonstration of the

phrase 'one big happy family', then we know of no better place to see it.

Members can subscribe to the Red Alert Scheme, which provides written advice within two working days, of any losses or damage suffered by participating members, with details of the alleged perpetrator.

To assist members to obtain the necessary insurance coverages, the Association has formed its own insurance brokerage, The Hire and Rental Insurance Brokerage Pty. Ltd., which offers attractive packages covering all facets of the industry.

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

The Association liaises with other States and Countries to further ideas and methods, it also actively promotes and arranges Trade workshops with major

continued page 110

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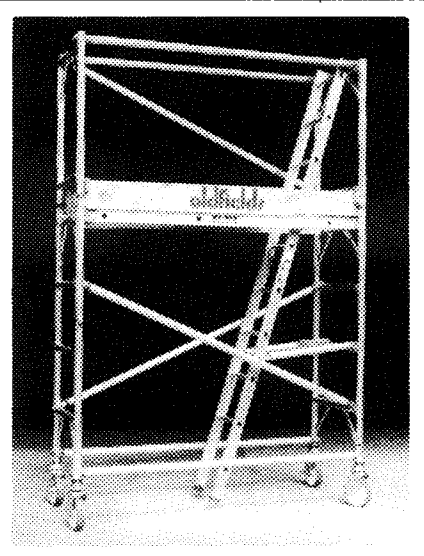
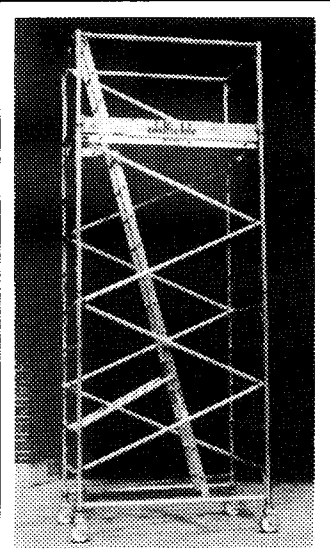
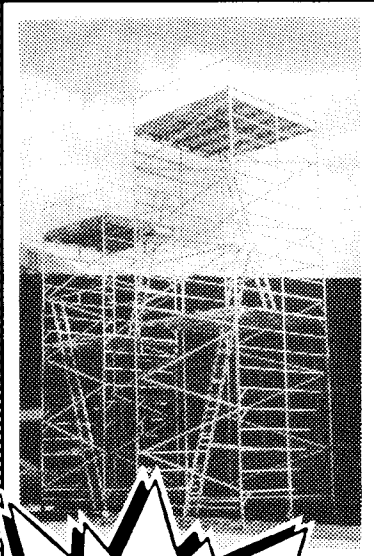
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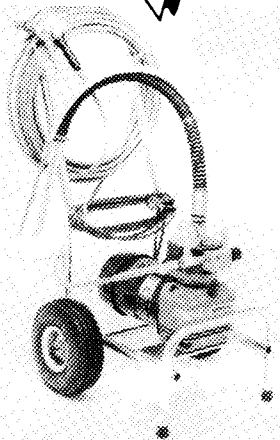
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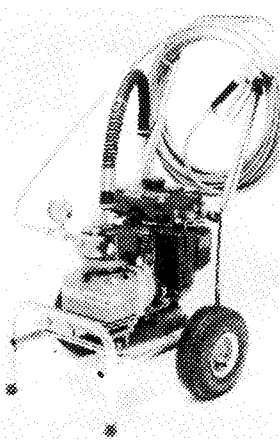
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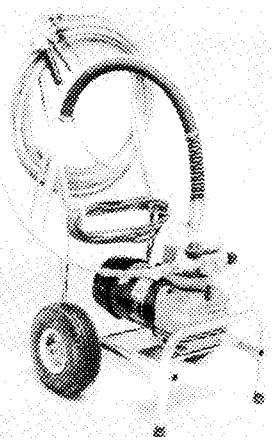
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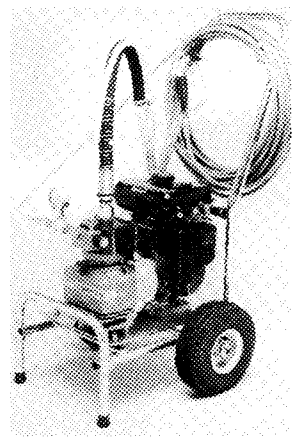
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Kango Major Convention Sponsors Again

Importance of Victorian Market Emphasised

Kango Australia are continuing their close ties with the Hire & Rental Association of Australia by again supporting the annual convention as major sponsors.

Managing Director, Alek Jankowski and Marketing Manager, Bill Lewis, will be attending the September convention in Melbourne supported by two new Victoria state representatives, Graham Edgley and Miles Stankovic.

'Victoria is recognised by Kango as a very significant market in Australia', says Bill. 'That's why we have acquired larger and more versatile premises in Oakleigh, expanded our sales force, invested heavily in support services and will be placing far more emphasis on servicing the country districts.'

Alek is enthusiastic over the potential for Kango's new Snapper range of heavy duty lawn care equipment and associated products - particularly for the hire industry.

'Snapper's attention to safety features will appeal to the hire industry', said Alek, 'particularly with more attention being focused on safety by government authorities in both the state and local body areas.'

Examples of Snapper products, with particular relevance to the hire industry, will be on display at the convention exhibition.

Also appearing for the first time in Australia at the convention will be Kango's new light breaker - the 1400.

Bill adds that the Australian Kango team has been involved in the development of this hammer from its inception and he will be talking to everyone about it at the convention.

'The interest in our new 1400 at the

Cologne Exhibition in March was well beyond expectations, so I am confident that we have a product in the 1400 well suited to the requirements of the Australian hire industry', Bill concluded. □



Alex Jankowski

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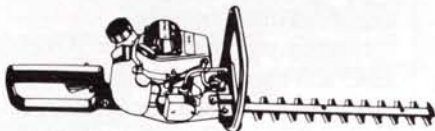
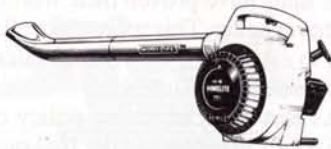
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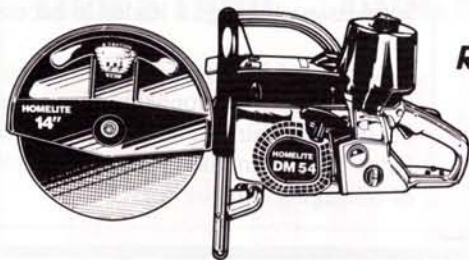
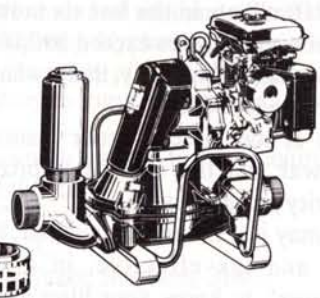
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It's a Steal... I'll take two!

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 has affected 10% of all HARIB clients in the last six months. 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.

It's understood you'll not 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, false number plates on a stolen car!

But collectively you can reduce the casual 'tea leaf' level of theft and help the police/insurance company to recover the stolen property if you:

1. Ask your client's address, before completing the official hire documents.
2. Cross check the client's stated domicile with driver's licence.
3. Note driver's licence number and query any variance.
4. Note hirer's vehicle registration number and vehicle description.
5. 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! □

Linmac's Managing Director Retires

After twenty-four years at the helm, Lin McPharlin, stood down as Managing Director of Linmac in April this year.

Lin commenced operations in 1965, specializing, at first, in the BHP tractor crane. These extremely sturdy and reliable units have proven their worth over and over again. This acceptance allowed Lin to establish a network of sales outlets throughout Australia.

As part of a continuing policy of expansion, Lin pioneered the JLG range of work platforms and was a driving force in proving the concept and gaining acceptance Australia-wide.

Linmac purchased Kwik Access in 1983 and became, overnight, one of the largest rental companies of this specialized equipment. Once again, Lin's drive and commitment allowed the rental division trading as Kwik Access to expand its position as a leader in access rental.

Although Lin has retired, he will continue to keep an eye on what is a part of his life, as Chairman of Directors, with Peter McPharlin taking over the duties of Managing Director. □

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Hyplank Scaffold Planks

Hyplank Scaffold Planks are a recent addition to the Construction Industry. Manufactured by the revolutionary Laminated Veneer Lumber process, Hyplank Scaffold Planks are engineered to be 45% stronger than F11 Oregon as well as being light and easy to use.

Although the process is new, the basic laminating technique is similar to that used in the production of Structural Plywood. The bond between each lamination is a type 'A' Marine Bond (Phenolic) adhesive system to AS 2754. The tests for this permanent bond included a 72 hour duration boil in water, a violent test equivalent to over 40 years actual exposure to weather.

Each and every Hyplank is machine proof tested to ensure compliance with strict manufacturing process is under the independent quality control audit of the Plywood Association of Australia. The P.A.A. is branded onto each Hyplank and is your guarantee of a quality product.

Hyplank has approval from the Melbourne City Council, the Department of Labour, Victoria and similar authorities in all other states. Prior to introducing Hyplank to the market, the product was displayed to the safety officers of the B.W.I.U. in both Melbourne and Sydney to ensure the product complied with their parameters.

Each Hyplank is permanently branded to meet requirements of the various statutory authorities.

For further details contact:

I.P.L. (AUST.) PTY. LTD.,

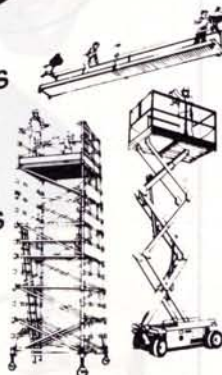
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HIRE AND SALE

Market Domination

Hoecker Structures have continued to dominate the market in both temporary and permanent fabric roofed structures despite the recent influx of both local and overseas copies of the original Hoecker designs.

Fifty years of engineering experience coupled with the latest metal technology and fabric developments has enabled Hoecker's design team to keep improving their products whilst still maintaining compatibility with existing stock, an essential criteria in the hire industry.

Totally new products are continually under development and following the successful introduction of add on features such as "Rounded Ends", "Gull Wings" and a double storey building Hoecker introduced a range of four, six and eight sided tensioned roof structures. Unfortunately the unprecedented world wide demand for these structures caught Hoecker by surprise and supply into Australia has been slower than the local office had hope for. However some structures will be on display at the Hire and Rental Convention in Melbourne during September.

Hamilton & McLeod Pty Ltd of South Melbourne, consulting engineers to Hoecker in Australia, have persevered with statutory bodies, opening the way for fabric roofed structures to be used as permanent buildings as well as complying with regulations required for temporary structures.

Through the McLeod Group of Companies in Adelaide and Covertex (Australia) Pty Ltd in Melbourne Hoecker have continued to increase their Australian content thus helping to maintain prices over the past twelve months despite the change to the highest quality fabric available in the world today which should have reflected a price increase of over 15%.

Transfield Constructions (Vic.) Pty Ltd are currently using a 4,500 square metre structure to construct pipeline in a continuous process before it is located in the ocean for gas distribution. The ability to locate the structure exactly where required enabled the project to be covered at the minimum cost and also reduce other costs which would have been incurred if the project had to locate



A six sided party tent from Hoecker

elsewhere.

Security is not a problem with Hoecker's warehousing which has 4.2 metre steel side walls and can be fitted with steel roller and access doors.

The Federal Airports Corporation and Australian Customs have approved a structure which is in use as a Bond Store for Ansett International Air Cargo.

With these large projects in hand Hoecker have had to increase their staff and services to ensure that the Hire industry is also well serviced. Hoecker continues to maintain its strict philosophy of not competing in the Event and Party Hire markets with the companies it sells to. □

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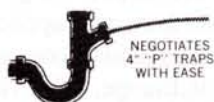
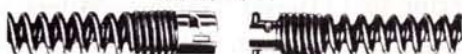
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Exhibition first in Australia for Black & Decker

Visitors to this year's Hire and Rental Equipment Exhibition will be among the first in Australia to see the new Black & Decker Industrial range of power tools.

An initial wave of over 60 Black & Decker Industrial tools, covering 20 product categories, is expected to hit the market place in October with product releases continuing at a steady drip-feed rate until Black & Decker has a top quality product line competing at every sector of the industrial market - from stationary machines and wood working tools to metal building equipment and everything in between.

Interesting product moves for the power tool giant include 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 actual size and scope of Black & Decker Industrial is our desire to become a full-line supplier', national marketing manager, Industrial Tools Division, Mr Tracy Bilbrough explained.

'We have sourced, and in some cases even improved, the flagship Industrial grade product from Black & Decker research and development facilities around the world to comprise the

Australian range line-up, ensuring that we will be well-equipped to effectively participate in every major portable tool category, not just with competitive product but with superior product'.

'Besides the innovations we are going to 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 - an area of particular concern for the hire and rental industry', he said.

'While all industrial tools must pass universal standards tests before being approved, Black & Decker has gone a step further by imposing its own stringent requirements for performance, durability and safety testing. In all cases the Black & Decker standard far exceeds the accepted industry standard'.

Because of the new line's outstanding durability and comprehensive range, Black & Decker believes it will find a strong niche within all building and construction areas including the hire and rental industry.

'By being a full-line supplier we will be in a position to offer the industry complete service, as well as rapid maintenance, and we plan to concentrate our efforts on effectively meeting the needs of this industry', Tracy Bilbrough said.

New Development by Easimix

The Polyethelene Bowl was developed by our engineering research and development division. The bowl is constructed of a heavy density Polyethelene which is not effected by ultra violet rays of the sun, it is also impervious to bacteria and can not be used for food products, also has a resistance for any material to stick.

After considerable field testing by Western Australia's most progressive hire company 'Hire All States' it has been determined as a non-wear resistance bowl. In our opinion the bowl will out last any similar bowl manufactured from

steel.

We would like to draw your attention that approximately 1,200 units are in service across Australia and have been for at least 14 months. The bowl is not only available in our handyman range but also in the tradesman type machine:

- Main Roads Department of W.A.,
- Local Shire Councils,
- Hire Companies.

All Easymix products are of the highest quality and we offer our normal 6 months guarantee with the same full warranty as any steel bowl manufactured by Easymix.

Masport - Setting the Standards for the Future

Masport offers one of the most diversified range of outdoor products on the market today. The core groups are; Mowers - domestic and commercial, Slashes and Riders. Couple this with Edgers, Blowers, Hand Mowers, Diesel Tractors, Tillers and Cultivators, Outdoor Vacuum Collectors, Electric Mowers and Hedge Trimmers and you have the largest range of products available from one supplier.

Masport is an international company with operations in Europe, USA, New Zealand and Australia. Owned by Cable Price Downer, they are completely committed to the Outdoor Power Equipment Industry and have invested heavily in the Australian market.

Six completely new products will be released onto the market this year, with additions to our domestic mower range and commercial mowers, and a new edger. Couple this with a servicing network of over 1,000 dealers throughout Australia and it's easy to see why so many dealers and consumers are now turning to Masport.

Founded on quality, Masport prides itself on supplying excellent value for money.

Of particular interest to the Hire and Rental market, is our range of commercial mowers and slashes. Two new utility mowers and two new 20" models are designed for the Contractor and Hire market. Our commercial mower range, already well known to the Hire and Rental market, will also see two new models, a 5HP 24" cut and 8HP 26" cut.

If you would like to know more about the Company that is setting the standards for the future, please write or call for more details.

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Telephone: (03) 586-7777
Fax: (03) 587-2980.

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What do you get when you join Australia's leading manufacturer of vehicle mounted access platforms – Abbey, with the world's largest manufacturer of access equipment – Simon Engineering?

The answer is simple – a total range of proven equipment to cover all your high-reach applications.

Whatever your access problem, talk to the one company that can offer you complete solutions – Simon-Abbey.

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QLD: (07)277 3588 Fax: (07)277 8076

"Hire Industry Windfall"

- **By David Johnson**
Leasing Manager, Custom Credit Corporation, Sydney

In January 1988 a new accounting standard (ASRB1008) took effect.

The essence of this standard is to differentiate types of leasing or hiring arrangements so that a more accurate position can be reflected in a business entity's balance sheet.

The standard has classified leases into finance lease and operating lease.

The primary difference being that under a finance lease the lessee indemnifies the lessor for the residual value (this is the traditional finance company or trading bank lease), whereas under the operating lease the lessor (hirer) does not seek an indemnity and takes the risk that he can recover the residual value in the open market, or re-lease the equipment to recover his outstanding capital.

The accounting treatment of the two categories provides a potential windfall for the hiring industry.

Prior to the introduction of the standard, leases were only recorded as a footnote to the financial accounts. The position now is that the traditional

finance lease is to be capitalised on the balance sheet. In other words, the full value of the asset is to be recorded and the full extent of the liability is to be disclosed.

The effect of this capitalisation is such that certain crucial balance sheet ratios can be severely effected, the consequences of which, among other things, is that further borrowing may be restricted or the performance of the company will be downgraded.

On the other hand, operating lease is not recorded on the balance sheet and consequently the ratios are not affected.

The result of this treatment is that any entity concerned with its balance sheet (i.e. public companies, large private companies and government bodies) are quite in favour of taking their capital equipment under operating lease arrangements.

The bonus for the hire industry is that this greatly widens its markets both in equipment type and user profile.

The advantage the hire industry has in this area is:

1. It is an obvious and credible source of enquiry for this type of transaction.

2. It has the expertise in assessing equipment values.

3. It has established lines to access secondary users of equipment either for sale or re-rental.

Since the demand is "balance sheet" driven the form of hire will primarily be medium term (say 2-4 years).

Individual transactions of this nature can range from \$20,000.00 for a forklift to \$20 million plus for a mining equipment contract.

There are two major issues to capture a share of this market:

1. The recognition by the industry that equipment beyond their usual range is now in demand for hire.

2. The funding and management of the mid to long term operating lease facility.

With suitable funding and management facilities, the expansion into other equipment can be easily achieved.

The first to recognize the impact of the change introduced through the accounting standard was those who would be most affected, the finance/leasing companies.

continued page 52

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for
THIEVES

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OUR



Security Shed
3 x 2.4m All Steel
Fitted with Shelves &
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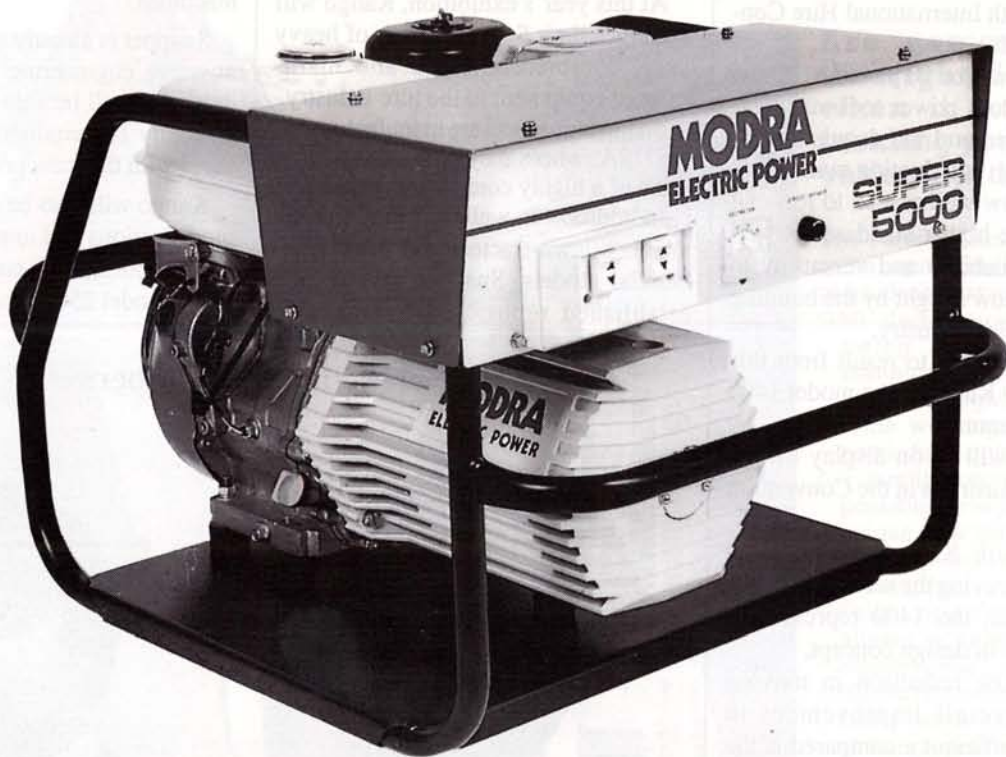
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**If your customers are hungry for power ...
We offer sustained energy**



New Generation Generators

MODRA Electric Power announces the release of a new range of brushless generators. The MODRA B series represents a breakthrough in generator technology in sizes 2-5kW. (8KVA Slipring)

These units are designed and built in Australia for Australian conditions. This means spare parts and service are only a phone call away - not a sea voyage apart. And MODRA has more than 50 years experience in electrical manufacturing for the rugged Australian environment.

Competitively Priced

Being Australian made, MODRA products are not affected by currency fluctuations. Compare MODRA

prices with imported generators and see the extra features and design refinements MODRA gives you.

But attractive design and competitive pricing are not the only advantages these units have to offer.

MODRA has designed them to give gutsy, dependable performance. They have strong motor starting capabilities and are designed to take punishment.

Large internal fan, external cooling fins, sealed-for-life bearings, one-piece housing, Class H insulation, tropic proofing, weather protection...the advantages are endless.

Call (09) 353 3311 or fax (09) 353 3474 for price lists and brochures.

MODRA
ELECTRIC POWER



Big Presentation by Kango at Hire Convention and Exhibition

New design concept to be unveiled

Kango Australia Pty Ltd will be presenting a wider range of products at this year's 18th International Hire Convention & Exhibition.

With the major expansion in the United Kingdom power tool manufacturing facilities and the acquisition of 'state of the art' production machinery, Kango are now well placed to respond quickly to the higher standards of performance, reliability and versatility in power tools now sought by the building and construction industry.

The first product to result from this new thrust by Kango is the model 1400 demolition hammer.

The 1400 will be on display for the first time in Australia at the Convention Exhibition.

In line with Kango's continuing policy of improving the serviceability of their products, the 1400 represents a breakthrough in design concept.

With a 50% reduction in moving parts, an overall improvement in mechanical efficiency compared to the conventional hammer design and no special service tools required for repair or maintenance, the 1400 is a major advance in its field.

To counter dual stockloading, the 1400 has been designed to accept all tools and accessories used by the existing Kango machines - models 900, 1100, 950 & 950X.

The complete range of Kango's

electro-pneumatic rotary and demolition hammers and general power tools will be on display for delegate's approval.

At this year's exhibition, Kango will introduce their Snapper range of heavy duty, commercial, care and maintenance equipment to the hire industry.

Snapper products are manufactured in the USA, where they command a large share of a highly competitive market.

In addition to walk mowers, ride-on mowers, lawn tractors and large commercial models, Snapper have a long established reputation for building

rugged, dependable, trimmers, turf equipment, tillers, blowers and virtually any accessory or attachment needed to complement the current listing of machines.

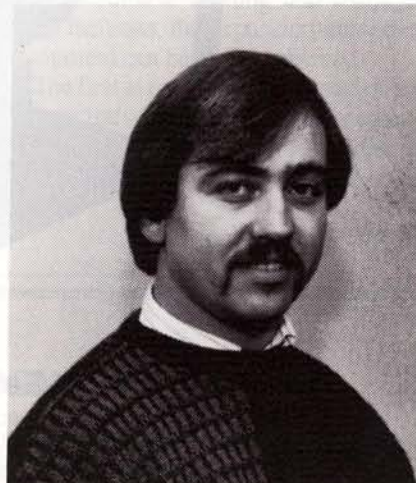
Snapper is already recognised for innovative engineering in this field and delegates will be able to assess the opportunity for expanding their line services with this new product line.

Kango will also be displaying recent modifications and improvements to existing models, with particular reference to the model 2500 breaker. □

Kango team members



Graham Edgley



Miles Starkovic

Western Australia Secretary's report - end

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steady environment in which to operate the hire industry is having to cope with a very demanding marketplace.

Equipment utilisation is very high, with commensurate shortages and maintenance demands, and this, together with the normal competitive nature of the business, is keeping the pressure on managers.

New Government legislation in the areas of Health and Safety are opening a veritable Pandora's box of regula-

tions, with different interpretations of each rule.

A great deal of work will need to be done to cope with the demands of these regulations, and it is hoped that in the end an industry approach can be adopted.

Western Australia, with its small population and its huge area, remains a most challenging part of the world in which to do business, but all would agree it is most rewarding, both financially and personally, as one of the most pleasant locations to live in the world.

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Hire Industrial Windfall

The innovative among these have developed facilities to fund and manage these transactions, primarily on behalf of manufacturer or supplier based leasing companies although this of course could be easily be extended to the hire industry.

Custom Credit is one such company. Its commercial leasing division has developed both an advisory service and back up funding and management in this expanding market.

The Affordable Excavator



Are you making the right decision when it comes to tackling your excavation needs?

The Airman Mini Excavator is the outstanding performer in its class, featuring:

- 90 degree right boom swing provides high maneuverability in extremely tight areas.
- Wide working range and powerful digging force.
- 3 simultaneous actions possible through Airman's unique flow joint system.
- Powerful and reliable diesel engine.
- Fully opening bonnet allows access for easy maintenance.
- Maneuverability and reliability with the Airman shoe in type travel motor.
- Ergonomically designed cab allows comfortable and safe operation.
- Low noise and vibration reducing operator fatigue.

Call to discuss your field requirements today.



CONTACT



HYDRAULIC MACHINERY COMPANY (AUST.) PTY. LTD.

QUEENSLAND: 37 Industrial Ave., Wacol, Qld. 4076. P.O. Box 93, Darra 4076. Phone: (07) 271 2355. Fax: (07) 271 3814.

NEW SOUTH WALES: 132 Toongabbie Rd., Toongabbie, N.S.W. 2146. P.O. Box 282, Toongabbie, N.S.W. 2146. Phone: (02) 688 4122. Fax: (02) 688 4993.

VICTORIA: 54 Tarnard Drive, Braeside, Vic. 3195. P.O. Box 530, Mordialloc, Vic. 3195. Phone: (03) 587 2677. Fax: (03) 587 2783.

WESTERN AUSTRALIA: Perth: 78 Dowd St., Welshpool, 6106. Phone: (09) 353 3082. Fax: (09) 353 3092. KALGOORLIE: 304 Hay St., Kalgoorlie, 6430. Phone: (090) 21 1410

Exhibitors' Showcase

Advanced Power Products Pty Ltd

27 Shepherd Street,
Liverpool N.S.W. 2170.
Telephone (02) 600 6555
Melbourne (03) 428 1429
Brisbane (07) 844 4511

Advanced Power will bring a range of innovative ideas in the field of power generation to this year's Hire Expo display.

An exciting first in Australia is their release of a range of generating sets which incorporate a hand-held radio-remote-control start/stop system. This bright idea comes from Advanced Power Products, one of Australia's leading generator manufacturers and is currently the subject of a patent application. It comes close on the heels of an Australian Design Award won by them for development of their "Intelligent", a high-tech microcomputer monitoring control and protection system for generator installations.

Another product which will be of great interest to the hire industry is a range of portable petrol generators which incorporate the REV-A-MATIC system. This is 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.

Advanced Power also will display a series of engine driven generator/welders.

Advanced Power product offering will include portable generators from 2 to 15kVA and diesel sets to 2000kVA.

Agee Sales Pty Ltd

Unit 14, 22-24 Bond Street,
Mordialloc VIC. 3195
Tel: (03) 587-3211,
Fax: (03) 587-3386

Agee Sales Pty. Ltd. are importers and distributors of a wide range of Plumbers Equipment and Tools. Established for over 15 years, Agee Sales is still progressive and is expanding its horizons within the Plumbing and Hardware Industries.

An important part of their product range are Drain Cleaning Machines and Tools. The "General" range of Drain Cleaners start with the Super-Vee hand held model, through the Mini-Rooter, Sewerooter Senior and Speedroooter, to the popular Sewermatic.

Newly released and at the Expo will be "Maxi-Rooter drain Cleaner. Also on show will be a wide range of manual Drain Clearing snakes and sewer rods with a wide variety of cutters to suit.

In the field of compressed-air Drain Cleaners, Agee Sales offer both the "Kyna

Colt and the larger "general" Kinetic Water Ram.

Agee sales distribute the Turbo Torch range of brazing torches.

On display will be selected assortment from the huge range of Wire Brushes and scratch brushes from W.P. White & Son.

Airdraulic Birco Group

25 Dickson Avenue,
Artarmon N.S.W. 2064
Ph: (02) 428 1025
Fax: (02) 439 5636

Products on Exhibition will include:

1. From the Selwood (UK) range of pumps, the Spots 75C induced flow self priming, compact pumping unit. Winner of a Queens Export Award.
2. From the Hilti (UK) range of pumps, the very successful C80 automatic self priming, solids handling, centrifugal pumpset. Plus the model C100 vacuum assisted and recirculating self priming pumpset, powered by the new Alpha series lister diesel engine.
3. From John MacDonald & Co. of Scotland, a complete cross section of products, including:- floor and wall scrabblers, pneumatic hammering tools, ranging from the OWA chipper to the 39 Kilo Paving Breaker.

Ausdig Sales & Service Pty. Ltd

16-18 Advantage Road,
Highett, VIC. 3190
Tel: (03) 555 8244

Ausdig Sales & Service Pty. Ltd. has been involved with the trenching industry for over 15 years and now represents a wide range of equipment exclusively for the industry. Some of the products they are exhibiting are:

- **Jaden Mini Loaders** - versatile workhorse with a large range of attachments: post hole borer, augers, tree planter, carry-all leveller, ripper, rotary broom, rotary hoe, sickle mower, trencher, forklift, concrete mixer, back hoe.
- **Little Ripper** - Compact trencher, easy to operate, manoeuvrable, ideal for sprinkler installations and electrical & plumbing jobs. Comes in two models: Standard and self propelled.
- **Brick Buggy** - mini carrier, dumper, loader, brick buggy, all in one.
- **Trencheroo** - pedestrian trenching machine, hydraulically driven with skid steering. Options include: hydraulically operated backfill blade with fixed or variable angle, noise suppression kit, and an under road borer kit.

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- **Moccasin Tracks** - to keep skit steer loaders working in all weathers. Made from a special rubber that combines strength and wear qualities, with high elasticity. Easily fitted, serviced and removed.

To help and advise you at the exhibition will be:

Trevor Godfredson, Managing Director — nearly 20 years in the industry, especially in the development of state of the art equipment.

Wayne Murray, Sales Manager — Ex-construction industry plant operator now selling the products he knows most about.

Dave Devlin, Manager Service Division — Co-ordinates after sales service and spare parts.

Alister Rayner, Jaden Engineering's design engineer and representative.

Ausquip Supplies

13 Tallong Pl.
Caringbah NSW 2229
PO Box 638
Caringbah NSW 2229
Tel: 02 524 5217,
Mobile: 018 227 879
Fax: 02 526 1396

Ausquip Supplies will exhibit their range of industrial diamond tools being an importer and manufacturer of an extensive product group we source worldwide for the most reliable, high quality and economical products available.

They are now a leading supplier of diamond blades to the hire and rental industries. On show will be the new dry cutting diamond blade for high performance cutting applications.

Attention to correct technical and service advice, is offered as a priority for all customer product requirements.

Ausquip supplies for quality, efficiency and reliability in diamond tools.

Economic Instant Heat

**LP GAS PORTABLE
PEOPLE HEATERS**



- 2 Models — 30,000 BTU's to 260,000 BTU's
- Instant flexible industrial heating
- Safe and Controllable
- 100% efficient performance (based on Nett Calorific Value)
- Lightweight
- Compact design
- Simplicity of operation
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Thermo Automatic Models Available

**ANDREWS &
Gasmaster**

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

Manufactured in NZ and distributed by:

WESTPOINT CORPORATION LIMITED

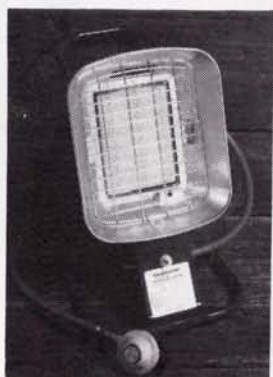
Private Bag No.8
Panmure,
Auckland,
New Zealand

Ph: (09) 571 159
Fax: (09) 572 511

HIRING INDUSTRY PRODUCTS

BERWICK CLIMATE CONTROL

12 Princes Hwy, Doveton, VIC. 3177. Tel: (03) 791 4655. Fax: 794 6773



Radiant Heater
24000BTUS



Air Heater 20,000 to 260000BTUS



Automatic Ignition
Torches



Small Radiant Heater
12000BTUS



Portable, Electric
Dehumidifiers

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.

This is the concept behind the original Dynapac vibrating roller

which revolutionized the construction industry.

Today's machines are found slaving from the Arctic to the jungles of the Amazon.

Built to achieve maximum productivity, Dynapac rollers set new standards in ruggedness.

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

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.

So if you're looking for the world's best articulated vibrating

rollers backed by Australia's most efficient support team call Blackwood Hodge today.

DYNAPAC

BH

Blackwood Hodge

"40 Years Continuous Service."

There's only one thing to do in the winter in Sweden.

And this isn't it.



**Bailey Ladders
Factory - Bailey
Aluminium
Products Pty. Ltd.**

69 Activity Street,
Acacia Ridge, QLD 4110
Tel: 07 3451033, Fax: 07 3441302

Conveniently situated warehouses are established in all states holding bulk stocks of all industrial ladders required by the hire and rental industry - aluminium fibreglass and timber.

- NSW - (02) 7716055
Fax - (02) 7723768
- VIC/TAS - (03) 4621455
Fax - (03) 4621513
- NT - (08) 2121700
Fax - (08) 2311643
- WA - (09) 2799222
Fax - 09 2799890
- North QLD
(077) 251393,
Fax - (077) 251044

Bailey wish to thank the industry for their past support and are very happy to be participating in your 1989 exhibition.

**W.L. Bassett
& Son**

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

Agents for Weda Pumps,
Simer pumps, Ficep & Usines

de Rumecourt, Bassett Waterblasters. The range of domestic and industrial machinery marketed throughout Australia includes:

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

W.L. Bassett also sell and service the Bassett range of high pressure water cleaners, realising the importance of fully stocked spare parts division. We are committed to providing fully qualified service technicians and high standard facilities.

We welcome all delegates to the 1988 Convention and urge each one to visit our stand to compare the aforementioned products.

**B.B.H. Merchants
Pty Ltd**

23 Meredith Street
Newton SA 5074

B.B.H. Merchants Pty Ltd has great pleasure in introducing the new Bianco 'B' saw as illustrated on page 13, along with a complete range of Diamond Blades, and bits

for all applications. Along with the introduction for the first time in Australia of the Bianco "Mighty" Diamond 'B' saw, B.B.H. Merchants offers you top quality products to the building industry.

**Belle Mixers
Australia**

RMB 214, Ballarat Road
St Arnaud VIC 3478
Tel: (054) 95 1933,
Fax: (054) 95 2330

A great mix of modern technology and yesterday's rugged reliability have resulted in a cement mixer that's way ahead of all its competition.

The Belle 3 cubic ft. mixer has already firmly established itself as the market leader in Europe, and is available throughout Australia from our stockists.

All work modes of this mixer can easily be handled by one person. It can mix 3 cubic ft of wet mix (4 cubic ft dry) in four minutes - all day every day.

The Belle can be transported on the back seat of a car, wheeled through a standard doorway.

The rotating stand can be utilised to allow a full 360 circle loads and discharge.

The Belle is neat, very tough, fully guaranteed and is available with choice of Petrol or Electric motor.

Come see the Belle 3 Cubic Ft Mixer at our display stand at the Hire and Rental Exhibition.

Betta Hire

P.O. Box 56,
Cleveland QLD. 4163
Tel. 07 286 1200,
Fax. 07 286 1420

The legendary "Palmer" floor stripper, which is found in nearly every rental centre in the United States, is now distributed throughout Australia by Betta Hire.

For more than twenty years, the stripper has been the best machine for removing glued down vinyl tiles, linoleum, carpet, parquetry or deposits of most materials from concrete or wooden floors.

It is also extensively used for removing bitumen sheeting from roof tops.

With carpet replacing vinyl tiles in shopping centres and a growing trend towards home renovation, this machine is in great demand. It really is the only machine suitable for this job.

Recently re-designed to
continued page 59

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

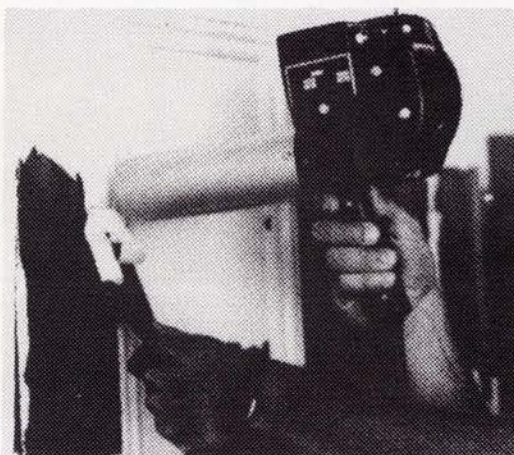
The gun is suitable for many uses • Heating • Bonding • Curing • Drying • Shrinking • Paint Removal •

A product proven to be ideal for the hire industry.

For interstate distributor enquiries and further information contact:

**TASMANIAN PAINTS
PTY LTD**

P.O. Box 61, North Hobart, Tasmania 7002
Telephone: (002) 34 4788. Facsimilie: (002) 34 7993



incorporate replaceable bearings and bushes, it is a very reliable machine, requiring a minimum of maintenance.

Black & Decker

14 Redwood Court,
Notting Hill, Victoria, 3168
Tel: 03 544 32 Fax: 03 543 6831

Black & Decker's new Industrial branded range of heavy duty power tools and construction equipment is set to be launched in Australia later this year with the initial launch product expected to be on public display for the first time at the Hire and Rental Equipment Exhibition in October.

New range products that will be on display will include Black & Decker Industrial drills, hammer drills and pneumatic rotary hammers and a new line of angle grinders, heat guns, jigsaws and a shear/nibbler and sander/polisher.

An exhibition highlight promises to be the release of an entirely new range of exclusive cordless products. This new range of introduction makes the release of the most revolutionary cordless innovation since the development of cordless technology itself.

**Blackwood Hodge
(Australia) Pty Ltd**

Head Office,
30 Cowper Street,
Parramatta
Branch Offices in all states

Blackwood Hodge, one of Australia's largest suppliers of construction and mining equipment, will be exhibiting the Dynapac range of light equipment which includes plate compactors, concrete vibrators and also the Hitachi UE10 mini excavator.

Information will be avail-

able at the stand on the following products, Dynapac compaction equipment, Hitachi excavators, M.F. industrial backhoes, Fiatallis graders and dozers, Terex dump trucks and tadano cranes.

Blackwood Hodge invites you to our stand to discuss our product range.

**Bluebird Floor
Cranes Pty. Ltd.**

33 Little Hoddle St.
Richmond North, Vic. 3121
Postal Address: PO Box 1138
Richmond North, 3121
Tel: (03) 417 1515
Fax: (03) 419 8884

The company principals Jim Nilsson and Graham Hoinville have long experience in the hire industry, having been the owners of a long-established business in the Melbourne suburb of Abbotsford for some seventeen years.

Following the sale of that business in 1988, they announced BlueBird Floor Cranes Pty. Ltd at the 1988 Convention.

Now in their fifteenth year as Australian representatives of BlueBird International Inc of Denver, Colorado, USA, they have been manufacturing the popular KAYDEE 1500 in Australia under license for four years.

The steel components are fabricated from top-quality BHP steel to the same high standards of engineering and finish as the American-built unit, while the tried and proven BlueBird long-ram jack is sourced from the factory in Denver.

The jack is manufactured to BlueBird specifications by the American makers of the world-recognised Porto-Power and Blackhawk auto repair equipment and there is simply no substitute for

quality in the critical area of the jack.

Look for the KD1500 on the BlueBird Floor Cranes stand at the Equipment Exhibition.

**Robert Bosch
(Aust) Pty Ltd**

P.O. Box 66,
Clayton, VIC.
Tel: (03) 559 5622

Bosch will be displaying a full range of rotary and demolition hammers and a number of new tools released this year.

Including a new range of angle grinders, a new 4inch belt sander, two new hammers and a variable speed industrial mixer, plus a complete new range of cordless drills, along with other industrial tools.

For more information, please contact the above number.

**Briggs & Stratton
Australia Pty
Limited**

Private Mailbag 48,
Springvale, Vic., 3171
3 Conifer Crescent, Vic 3172
Tel: (03) 551 7066,
Fax: (03) 551 7961,
Telex: 164162 BRIGGS

Locked Bag 7,
Ermington, N.S.W., 2115
Unit 9, Block A,
Slough Business Park,
Silverwater, N.S.W., 2141
Tel: (02) 848 3466,
Fax: (02) 647 2304
Telex: 154162 BRIGGS

P.O. Box 714,
Archerfield, Qld., 4108
2/49 Annie Street,
Dingley, Vic., 3172
Coopers Plains, Qld., 4108
Tel: (07) 875 1175,
Fax: (07) 875 1769
Telex: 154162 BRIGGS

Briggs and Stratton is the worlds largest manufacturer of air cooled petrol engines, with a range from 2 to 18 HP, vertical and horizontal shaft.

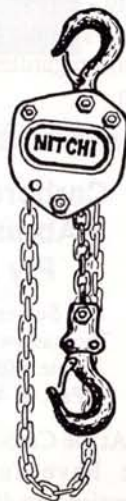
**GEAR for HIRE
BETTER be TOUGH**

especially CHAINBLOCKS

Some hirers treat them pretty rough, but you still hope they'll last for ages, without too much service. Which brand will give you the cheapest cost per hire?

Swedish Gov't. endurance tests in 1987 left no doubt about that - NITCHI easily out-performed the other brands - still running smoothly, long after the others had broken, or needed a brake service.

NEW NITCHI IMPORTER - Our Qld. agency now covers all of Australia. The price is right, and we have spares back to 1965.



Fax or Mail this to us by 30/8/89 for details of this Opening Special.

ADVICE 'n LIFTGEAR

25 Jeays St., Bowen Hills 4006.

☎ (07) 252 4552 Fax (07) 252 9943

from page 59

Briggs and Stratton Australia is a subsidiary company of Briggs and Stratton Milwaukee U.S.A. and is responsible for the distribution to New Zealand and Australia wide to over 1000 dealers. In South Australia and Western Australia distributors are Millamac and Bellstrike respectively.

We will have on display our new range of Vanguard O.H.V. Engines. This range of engine features overhead valve technology at its best.

Designed for maximum operator comfort and whisper quiet operation, they have amazing power and torque, with super clean combustion.

The first models for release will be the 8.5 HP Horizontal Shaft and the 5 HP Vertical Shaft closely followed by 14 and 16 HP V-Twin configuration.

Vanguard and I/C engines are protected by Briggs and Stratton exclusive 2 + 5 Warranty - 2 years on the engine 5 years on the Magneton Ignition regardless of application.

Carborundum Abrasives Pty Ltd

326 Settlement Road
Thomastown Vic 3074
Phone: 008 333 179,
Fax: 03 466 4340

At the Carborundum stand we have full range of abrasives on display.

Our range includes:

- Sanding sheets, belts, discs
- Cutting off and depressed centre wheels
- Grinding wheels
- Sharpening stones

All available packaged or in bulk.

Terry McLeod and Michelle Sanders will be

more than happy to chat with you about our products, and how they can increase your profits and customer service.

You will also be able to take advantage of some great show specials. So why not come and see us.

We also have a national office network.

Carnegie Rental Center P/L

*Tools For The Builder &
Handyman*

1076 Dandengong Road,
Carnegie, 3163.
Tel: 571 9488, Fax: 572 1565

Carnegie Rental Center will be exhibiting the range of Biljax Cougar Personal lifts up to 35ft working height. All these units have D.L.I. approval and are available in 3 sizes, e.g. 16', 23' and 29' platform heights. Also displayed will be the Telpro range of Panel Lifts which are used for lifting plaster sheets up to ceilings and walls thus saving labour.

Centool (NSW) Pty. Ltd.

105 Long Street,
Smithfield, NSW 2164
Tel: 02 609 7555.
Fax: 02 604 3441

Centool are the leaders of fine quality products for the use in concrete finishing - brick cutting - vibrators - pumps - concrete saws - and for the release at the Hire Expo '89 our new revolutionary plate compacter of superior quality and design to come onto the Australia market. All our goods are manufactured in Sydney to a very strict standard - to ensure that we have the best products.

We are also a major supplier to the hire industry and are well represented in all

states in Australia.

Centool welcomes you to come to our stand and inspect our products - our representatives will only be too glad to give you any assistance you may require.

Centool are a proven force in this industry and will continue that way for many years to come.

CompAir (Australia) Limited

P.O. Box 126
Mount Waverley, VIC. 3149
Tel: (03) 544 1755

The main feature of CompAir's stand will be their brand new range of portable air compressors - the Zitair Range. On display will be a life-size model of the Zitair 125 cfm, its main design advance over the previous range is its 'gull wing doors'.

Also on display will be the CompAir Rammer range of Hydraulic Hammers in particular the s22, s23 and s24 also CompAir's complete range of Hydraulic Tools including the Zitair range and the new RB30 Road Breaker.

Attending the stand at some time during the exhibition will be Don McCurdy - Sales Director, Robert Searle - Civil Product Manager, Noel Fogarty - Victorian Sales Manager and Harvey Kemp and Robert Gawn - Sales Representatives.

E.W. Cox Manufacturer Pty Ltd

101 Woodpark Rd., Smithfield
Tel: 02 632 2111,
Fax: 02 632 2306

On display at the Expo:-

Castors - Handtrucks - Wheelbarrows, Astro Power Climber, Scaffolding, Winch, Conveyor Modular Belt, Conveyors, Koltek Interlift, Access Systems, Plat-

form, Trucks & Trolleys.

See Reagan Carr or Richard Cox on our stand at Expo.

Crommelins Australia

P.O. Box 352 Bentley 6102
Telephone (09) 451 6644

From the first of August Crommelins Australia, the Australian distributors of Robin Engines, announce their intention to further extend their support to the Hire Industry by offering a "Priority Parts Service".

Crommelins recognize that the continued success with Robin engines in the hire industry rests with their ability to satisfactorily service their product, and now offer the industry first priority in parts supply through the key parts agents in each capital city.

The toll free hot line introduced with this service is available in emergencies to back up the spare parts agents.

Crommelins offer more than 70 different Robin models in the 4 stroke petrol and diesel range with either horizontal or vertical shafts and another 10 or so 2 stroke models. Robin Engines are directly interchangeable with most other brands.

For further information contact the Robin Engine Manager in your State or catch them at the Hire Convention.

Crown Dance Floors

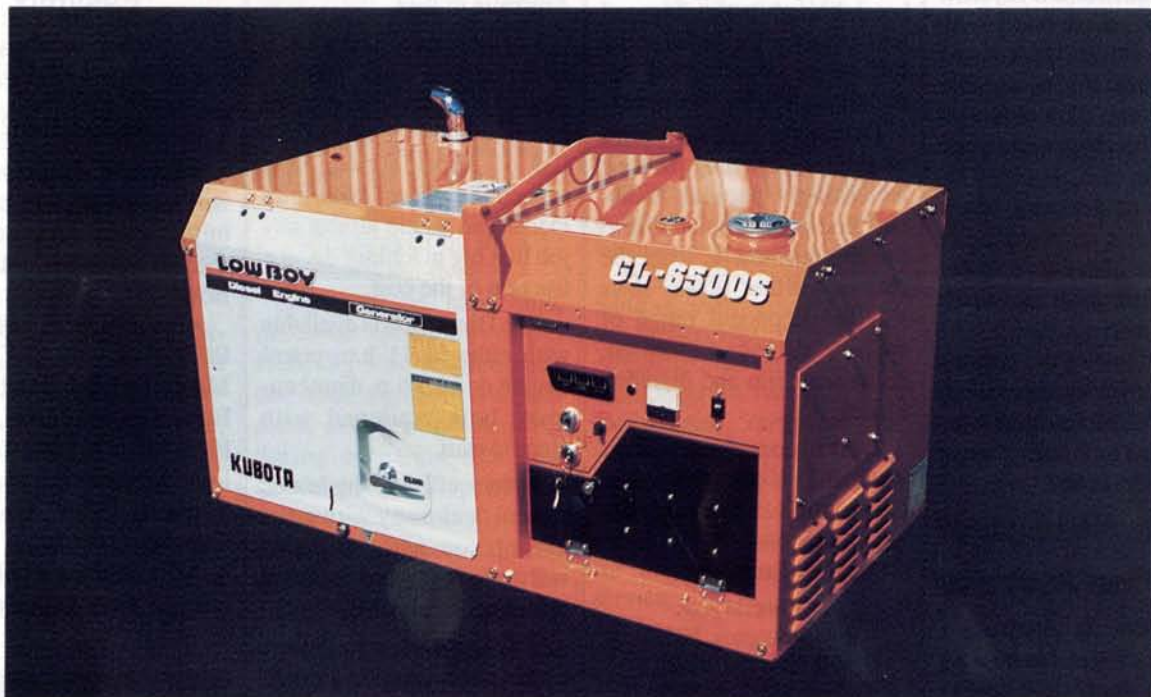
126 Mills Street, Welshpool,
Western Australia 6106
P.O. Box 220, Victoria Park,
Western Australia 6100

Australia now has access to the Crown Rollup Dance floor which has serviced the American market for over ten years.

With the latest Star Dust
continued page 61

The new Kubota Diesel Generation

MODEL GL-6500S-6KVA



Pocket pleasing economy

This new silent pack diesel generator has been built with reliability in mind in every step along the way from design through manufacturing.

For example, all main parts subject to stress and wear, such as the crankcase and the crankshaft, have been strengthened and made more rigid. Further, as the Kubota horizontal diesel engine is water-cooled, its superb cooling characteristics eliminate overheating even when surrounding temperatures are high or when the "LOWBOY" is operating under a heavy load.

Low noise/low vibration

Noise in the 'LOWBOY Silent Series' has been reduced by the installation of a large-size muffler. In addition, steps have been taken to further

bring both vibration and noise down to the absolute minimum by installing a specially developed insulating liner on the inside of the enclosure that is both vibration-damping and noise-absorbing.

The Kubota horizontal water-cooled diesel engine is fitted with a high-performance governor that promptly responds to load fluctuations to bring about stable operation.

Large capacity fuel tank

Coupled with the superb fuel efficiency of the Kubota horizontal water-cooled diesel engines that are known world wide for durability and reliability, the large capacity fuel tank makes possible longer hours of continuous operation.

The GL-6500S is available in the 2-pole 'Silent Series'. The 'LOWBOY' is a single phase AC generator that supplies 240V.

Proven infield

Already proven as leaders in hire companies and government departments, Kubota diesel generators are the ideal power source for a wide range of situations that require fast, safe and dependable electric power for construction sites, mining, remote locations, hire companies, site offices, etc.

This 6.5KVA unit complements the existing range of Kubota diesel generators already distributed by Transpec Limited.

Models in the range include -

- G 8500S 8 KVA Single Phase Silent Pak
- G 3100S 10 KVA 415/240 Volt Silent Pak
- GV 1120 10 KVA Single Phase 1500 rpm (fully encl.)
- GV 1160 15 KVA Single Phase 1500 rpm (fully encl.)
- GV 3150 15 KVA 415/240 Volt 1500 rpm (fully encl.)
- GV 3200 20 KVA 415/240 Volt 1500 rpm (fully encl.)

For more details on Kubota Diesel Generators, contact Transpec Limited
(008) 003 053 - or ring JOHN NEUMANN (03) 369 5444

KUBOTA
POWER PRODUCTS

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model any area can be converted into a trend setting entertainment environment without tools of any kind in a matter of minutes.

Each floor may be permanent or portable depending on your own circumstances and may be used externally also. The twenty four volt (24v) system ensures complete safety with the maximum effect of coloured lights in a variable chase pattern. You may also connect the chaser into your audio unit.

The most amazing factor of the floor is its thickness of only 8mm allowing it to lay almost flush with surrounding surfaces.

Be sure to visit our display and see the floor in operation.

Further information may be obtained by calling Crown Floors 09 3518499.

Dembicon Australia

Dembicon is Australia's manufacturing and marketing leader in supplying quality diamond cutting tools and associated machinery to the world construction market.

Our aim first and foremost has always been to please the customer and attendees at this years Hire Expo in Melbourne will not be disappointed.

Everyone is welcome to visit the Dembicon stand and talk with the expert staff on hand who will be only too willing to discuss matters relating to the Diamond Tool Industry.

Experienced design and manufacturing know-how has now been coupled with the latest world wide innovations in cutting technology and responsive back-up service to give you the best that Australia has to offer.

The highlight at this years Expo will undoubtedly be

Dembicon's new laser welded range of diamond blades.

Unlike the more conventional brazed segmented blades, laser welded segments are capable of withstanding far greater stress and heat, ensuring the safety of every operator correctly using them.

It is the most significant breakthrough in the diamond tool industry for years and a full range covering all applications will be on display.

Dembicon will also have on show a large range of their increasingly popular "Stubbie" brick saw, concrete saw, drilling machinery, Rubi tile cutters, Partner power saws and the Econocut range of wet/dry cutting segmented, continuous rim and diamond blades.

Dembicon Australia - Keeping Your Business Competitive Through Innovative Ideas.

Address Details:

29 Kinkaid Ave,
Nth. Plympton, 5037
Tel: (08) 297 4022,
Fax: (08) 371 0990
Superservice, local call fee
008 888 343
VIC (03) 544 8666,
QLD (07) 808 2806,
NSW (02) 796 2255,
WA (09) 361 7900.

Deveson Jahn (Sales) Pty. Ltd.

P.O. Box 42,
Cabramatta, NSW 2166
Tel: (02) 72 0431

Deveson Jahn (Sales) Pty. Limited, manufactures the Australian designed Dingo 500 Skid Steer Mini Loader and attachments at their Cabramatta, N.S.W. Premises.

Sales of these machines is carried out from head office at the same address and from interstate branches in Melbourne and Perth as well as a widespread network of

dealers in each state of Australia.

Dingo 500 loaders are also built offshore under license in the United Kingdom, Canada and the U.S.A. Australian-built machines are also exported to several countries.

More than 1500 Dingo's have been sold worldwide, some 1000 of these in Australia to date.

For contractors, farmers, landscapers, opal miners, property owners, hire companies, in fact for an endless list of applications, this rugged four wheel drive mini loader can tackle almost any job that big machines do, at a fraction of the cost.

The Dingo 500 is available with either a 11 h.p. petrol engine or 13.5 h.p. diesel engine, both equipped with electric start.

A very efficient hydraulic system does away with gears giving you automatic forward, reverse and braking with fingertip control.

Quick and easy to change attachments include slasher, farm bucket, rotary boom, rock breaker, rippers, post hole borer, trencher, lifting forks, angle dozer blade, carry-all leveller and backhoe, giving you the versatility of thirteen different machines for the one power unit.

Duragrid Floor Hire

838-842 Marion Rd,
Marion 5043
Tel: (08) 298-8044,
Fax: (08) 296-0798

Duragrid representatives Jens Christensen and Bob Chapman will be on hand to demonstrate their range of interlocking safety tiles - the complete answer to temporary flooring problems.

Duragrid is an economic, cost efficient and attractive

alternative for your next celebration, tournament or major event.

Visit the display and inspect the various colours available, ensuring that corporate logo's, etc are easily assembled for a striking floor plan.

Easymix

49 Felspar Street,
Welshpool, W.A. 6106
Tel: 09 50 6255,
Fax: 09 451 2312

Easymix display stand will feature the latest release in cement mixers including the all new Polyethylene Bowl.

Also displayed will be the EP35 3.5 Cub ft Cement Mixer, EM22 2.2 Cubft Poly Bowl Cement Mixer, Power Plate 440 Vibrating Compaction Plate and the new Power Trowell 900 Concrete Trowelling machine.

All machines available to suit the most popular power plants.

Fein Power Tools (Aust) Pty Ltd

P.O. Box 287 Riverwood 2210
Tel: 534 3533, Fax: 533 2650

Fein Power Tools (Australia) Pty Ltd are exhibiting a vast range of portable electric and pneumatic hand tools which will be fully operational and hands on for all visitors to the exhibition.

The all new Fein Rapid Clamping Angle Grinder has revolutionized the Angle Grinder market in such areas as safety and hassle free wheel replacement and no tools are required for guard adjustment.

Also the Fein Special Sander will be available for use on various painted and stained surfaces.

continued page 63

**Festo Pty. Ltd
(Inc. in Victoria)**

Adelaide Fax (08) 234 1429
Brisbane Fax (07) 391 5546
Melbourne Fax (03) 795 9787
Perth Fax (09) 470 2140
Sydney Fax (02) 748 3161

West German Power tool manufacturer, Festo, are exhibiting a range of products which are ideally suited for use in the Hire Industry in Australia.

Acknowledged in Europe as the most innovative of the European power tool manufacturers, all Festo's products are built for industrial applications, whilst complying with worldwide safety standards.

The RW3E hand held stirrer is ideally suited for all mixing operations on building sites (concrete, mortar, plaster, paint glue etc.), and an extensive range of paddles is available.

With over 50 years experience in the manufacture of portable electric circular

saws, the Festo range (10 saws in total) caters for all demands; blade sizes from 160mm to 350mm diam.

Many of the circular saws feature MMC electronics (benefits include motor overload protection) and all come equipped as standard with quality carbide blades.

The range of sanding equipment includes orbital sanders, disc sanders and eccentric disc sanders, all with dust extraction capability.

Dust extractors or Industrial vacuum cleaners are available for all wet or dry applications, including one model approved by the DLI for asbestos removal.

The portable, hand held, electric planer model HL850E, with revolutionary one blade, depth of cut adjustment and low noise level during operation sets new standards for this type of tool.

Also on display is the model PS1E jigsaw, already highly regarded in the Industry.

For further information on any of these products, visit our stand at the Hire Expo, or contact your local Festo Office, located in all mainland capitals.

**Flexible Pipe Cleaning
Tools Pty Ltd**

8-10 Palmer Crt.
Mt Waverley 3149
Tel: (03) 543 8722
Fax: (03) 544 5492
N.S.W. (02) 604 3859
QLD. (07) 394 8301
S.A. (08) 332 3488

Sewer & drain cleaning equipment supply to the hire industry is our speciality...

With electrical and manual hand operated equipment of the highest quality, we offer complete after sales service, including repair & spare parts facility plus competent personnel to assist you.

Flexible Pipe Cleaning Tools are an Australian company with proven reputation for prompt & professional service.

**Flexovit Abrasives
(Australia) Pty. Ltd.**

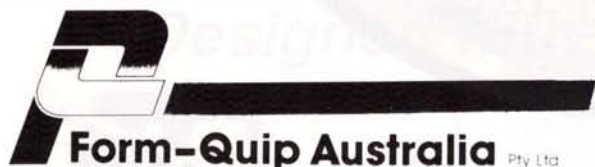
P.O.Box 23
Fawkner, VIC. 3070
Tel: (03) 359 0377

Flexovit Abrasives (Australia) Pty. Ltd., Australia's leading manufacturer and supplier of abrasives to the hire industry, will be exhibiting a wide range of products at this year's show.

Flexovit are well known for their quality range of metal and masonry cutting off wheels and depressed centre grinding wheels. These products are manufactured in Australia in one of the most modern abrasive manufacturing plants in the world.

Through strict quality control of manufacturing procedures and new materials, Flexovit have earned a reputation world wide for safety and quality in reinforced abrasives.

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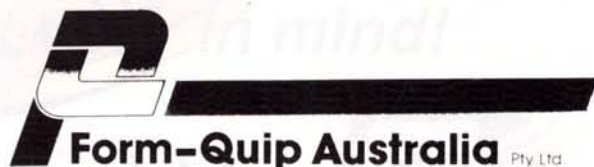
Sales & Hire

Frames, Braces, Jacks, Props, etc.
Formwork Hardware
Aluminium Beam Systems
Modular Scaffolding
Plywood

Complete Design Service
Screen Systems, TableForm
Core Forms

Proudly Australian
Form-Quip Australia Pty Ltd
2 Ashford Ave., Milperra 2214

792 1711



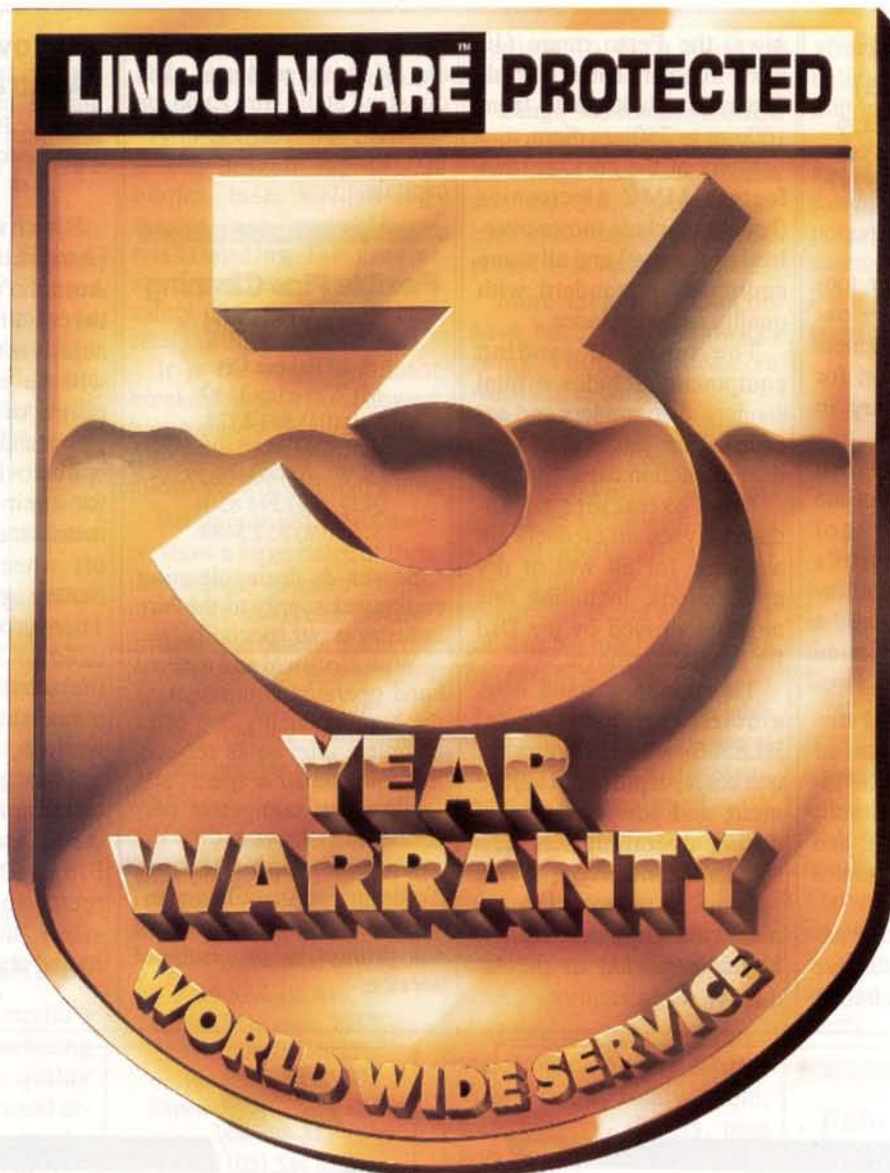
**Hire • Sale
Service • Erection**

Scaffolding

Modular Systems
Tube & Fitting
Safety Screens & Fencing
Hoardings

Proudly Australian
Form-Quip Australia Pty Ltd
2 Ashford Ave., Milperra 2214

792 1711



'You'd better believe it.'

'Lincoln, the world's best welding machines now have a 3 year warranty.'*

Peace of mind. Guaranteed protection. For those who depend on continual performance regardless of working conditions.

It's a solid, added bonus of reassurance to know you're backed all the way by the world's largest manufacturer of welding equipment with a LincolnCare protected 3 year warranty.

And it doesn't cost you a cent more. Lincoln reliability. Or put another way. Peace of mind.



*All Lincoln equipment is fully LincolnCare protected with either a 1, 2 or 3 year warranty depending on the type of component. Check the LincolnCare warranty for applicable duration.

THE LINCOLN ELECTRIC COMPANY (AUSTRALIA) PTY LTD

35 Bryant Street, Padstow, Sydney, New South Wales 2211, Australia.
Telephone: (02) 772 7222. Telex: AA22792. Cables: 'Lincolnweld' Sydney.

BRANCHES: Melbourne (03) 562 1588; Brisbane (07) 277 2955; Adelaide (08) 43 8061; Perth (09) 277 8744; Newcastle (049) 52 8555; Wollongong (042) 71 4777; Townsville (077) 79 9777; Mackay (079) 51 2599; Launceston (003) 26 5447; Auckland (New Zealand) 88 5180; Christchurch (New Zealand) 38 1504; Singapore 745 9288.

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Also on display will be the range of Flexovit coated abrasives for portable power tools and floor sanding machinery.

Flexovit will launch a new range of diamond products for the hire industry, including Laser Welded Diamond Wheels. These laser welded wheels can withstand greater heat and stress compared to the normal brazing welded method.

A full range of diamond products will be on display.

Flextool (Aust.) Pty. Ltd.

191 Wellington Street,
Collingwood VIC 3066

Flextool (Aust) Pty Ltd has grown in 38 years from a two man engineering enterprise based in Melbourne to an Australia wide organisation.

At the beginning there was one lathe and a packing bench. Today Flextool is soundly established with a dedicated team of manufacturing, sales and service personnel using modern programmed machine tools and computerised information systems.

The needs of construction industry have been the life blood of Flextool with product performance and reliability of paramount importance, hence the code of thorough testing and evaluation before a product is released.

This approach of supplying quality, proven products has contributed to the steady growth of the firm, and the acceptance of the Flextool name on construction equipment throughout Australia, New Zealand, Papua New Guinea and the Pacific.

Besides the Flextool range of pumps, concrete compac-

tion and finishing equipment, the company is also involved in the marketing and servicing of quality portable and mobile equipment for the construction industry.

Flextool offers one of the most experienced teams to support its product range.

The comprehensive stock to spare parts and experienced service staff ensure that prompt after sales service is available from its branches in Brisbane, Melbourne, Sydney, Adelaide and Perth.

Hitachi Sales Australia Pty. Ltd.

153 Keys Road,
Moorabbin, VIC., 3189
NSW: (02) 666 3088
VIC: (03) 555 8722
QLD: (07) 260 1344
SA: (08) 347 1234
WA: (09) 277 9955
TAS: (002) 72 5651

Hitachi tools to be dis-

played include newly released hammers/hammer drills, an industrial 12 Volt cordless impact driver and the latest in construction strength Mitre saws; the "Techno Pioneer 21" Sliding Compound Mitre Saw.

Also on display will be Hitachi's extensive range of improved performance demolition hammers and hammer drills.

New Series Orbital Sanders will also be available for inspection.

With the increasing demand from D.I.Y.'s to hire tools for domestic renovating etc., it is imperative to stock proven "Hire Quality Tools", not toys — visit the Hitachi stand and inspect the industrial range of drills, screw drivers, routers, planers, chain saw, jig saws, Mitre saws, circular saws, belt sanders, angle grinders and specialist trade tools.

continued page 66

**Ramrod Skid Steer Loaders...
Designed with efficiency in mind!**



FEATURES:

- Tilt Steering
- Gasoline or Diesel Power
- Hydrostatic Drive
- Full Instrumentation



506 to 1700 lb Lift Capacities



PERFORMANCE AND SERVICEABILITY!



- Quick-On, Quick-off Attachment Bracket for buckets, hay & manure forks, pallet forks, hydraulic dozer blades, back hoes, post hole augers, and snow blowers.

Dealer Inquiries Welcome.

INDUSTRIAL EQUIPMENT SERVICES

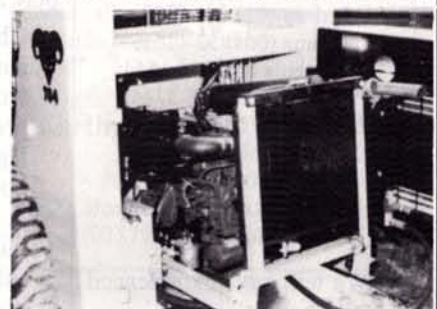


SUPPLIERS OF
EARTHMOVING & MATERIALS HANDLING
EQUIPMENT

Phone (03) 794 5911



ROLL-OUT ENGINE!



**STANDARD ON ALL 524,
584 and 784 MODELS!**

Honda Australia Pty. Ltd.

Melbourne: (03) 330 1222
 Sydney: (02) 684 2399
 Brisbane: (07) 368 3744
 Perth: (09) 458 9811

When it comes to engine and technological expertise, Honda simply has no equal in the field of power equipment.

All Honda research activities are conducted in accordance with the pursuit of six particular attributes.

1. Reliability
2. Powerful output
3. Economy
4. Lightweight
5. Compactness
6. Easy Starting

These six benefits have come to exemplify Honda four stroke engine technology at its best and they are of course at the heart of the great popularity of Honda power equipment.

On show to the hire and rental industry will be Honda range of petrol engines, the new diesel engines and power equipment range, comprising lawn mowers, generators, pumps - petrol and diesel, tillers and outboards.

Hire & Rental Insurance Brokerage Ltd. (HARIB)

24 Jeffcott Street,
 West Melbourne, Vic. 3003,
 Tel: (03) 321 8600

Branches:

Cairns (070) 31 3150;
 Brisbane (07) 371 9188;
 Coffs Harbour (066) 52 5144;
 Sydney (02) 601 5333;
 Cooma (064) 52 4111;
 Merimbula (064) 95 1544;
 Warragai (056) 23 5744;
 Wangaratta (057) 21 7688;
 Launceston (003) 31 3055;
 Hobart (002) 31 1288;
 Adelaide (08) 212 5324;
 Perth (09) 481 5377.

We will have experienced

personnel at our display to help those interested with the following services.

HARIB arranges top insurance cover for OUR industry.

With insurance due, don't cover yourself short, or pay "premium \$" ... for

Just four better reasons:

HARIB works for Hiremen, HARIB is owned by Hiremen, HARIB profit comes back to Hiremen, HARIB supports Hiremen through the Hire and Rental Association of Australia, HARIB offers free advice on obtaining finance for insurance premiums over \$2000.

Rate is calculated strictly by Credit Act (1984) regulations, so your money earns more in your business.

Your future's at stake, regardless of your size, and HARIB's got over 200 successful reasons to prove we're it. Right across Australia

"HARIB": Endorsed broker of Hire and Rental Association of Australia. Advice and quotation is free.

Ingersoll-Rand (Australia) Ltd.

Head Office: (03) 794 1611
 N.S.W. (02) 648 5055
 QLD: (07) 277 3511
 S.A. (08) 352 6122
 W.A. (09) 277 2211

Ingersoll-Rand are able to offer a vast range of equipment suited to the hire industry.

The major items for display are -

- Chargeair Pro series of handyman equipment. The workbench series of compressors provide a safe lightweight source of power for a range of tools & accessories. These include spray guns, caulkers, inflators, spray cleaners and nailer guns.

- Ingersoll-Rand operator designed paving breakers.
- Portable air compressors.
- Vibratory compacters in both single and double drum configuration.
- Pavement milling machines.

Instant Scaffolds

Head Office: 24 Herbert Street,
 Artarmon NSW.
 PO Box 104
 Artarmon NSW 2064
 Tel: (02) 439 6200,
 Fax: (02) 436 0427

Manufacturers and suppliers of aluminium access products, one-man vertical lifts, Instant Zip-Up Scissor Lifts for sale to the building and construction industry and associated trades.

If you have any access problems, stop and talk with the technical representatives who are manning the Instant Scaffolds display and are ready and willing to discuss their safe Department of Industrial Relation approved access products.

Request a demonstration or erect for yourself a lightweight aluminium mobile tower on site number.

Intrac (Sales) Pty Ltd

256 Princess Hwy,
 Dandenong, VIC. 3175
 Tel: (03) 791 3300

'Intrac' are national distributors of 'Scattrak' Skid Steer Loaders and 'Skytrak' Rough Terrain Forward Reach Materials Handlers manufactured by Trak International of Port Washington Illinois.

Scattrak Skid Steer Loaders feature Kubota engines, Vickers hydraulic pumps and Char-Lynn travel motors. All are well proven components and service accessibility is a breeze com-

pared to other skid steers.

Operator comfort and safety are paramount in their design.

A wide range of attachments are easily and quickly interchangeable for a multiple of uses.

Skytrak Rough Terrain Forward Reach Materials Handlers are an extremely versatile construction machine with applications limited only by imagination

These units feature three way steering (2 wheel, 4 wheel, crab), hydraulic frame levelling, a quick attach carriage system, full powershift transmission and do not require stabilizers to attain rated capacities.

Currently the largest unit available is the 9038 which has a full height lift capacity of 4028kg (9,000lb) at 11.4 metres (38 feet) reach.

Unfortunately these units are too large to display in flesh at the exhibition however, video cassettes and literature will be available for viewing.

J. Hamilton Engineering,

5 Ashleigh Ave.,
 Frankston 3199
 Phone (03) 789 9786

James Hamilton Engineering will be displaying their Industrial Mini Dumper, along with a range of hand trucks and trolleys.

The new design in hand trucks provides for easier, safer handling.

A range of trolleys will also be on show. Among these is a unit designed to move trailers without having to stoop or bend.

The most attractive of trolleys, is a new product engineered for moving 20 litre and large drums.

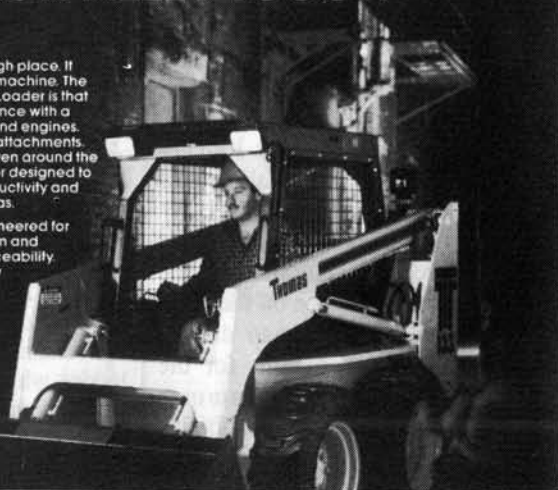
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THOMAS

STREET SMART, BACK ALLEY TOUGH

The world's a tough place. It demands a tough machine. The Thomas Skid-Steer Loader is that machine. Performance with a variety of models and engines. Versatility through attachments. Dependability proven around the world. A sure winner designed to increase your productivity and profits. That's Thomas.

Street smart. Engineered for safe, easy operation and unparalleled serviceability. At home in tight city construction or on wide open landscaping. When you do have to take on the world... do it with a Thomas.



Head office:
Melbourne
Earthpower
(Australia) Pty Ltd -
Cnr Power Rd &
Green St, Doveton
(Dandenong) Vic.
3177
Tel: (03) 791-8022
Fax: (03) 794-0071

Sydney Branch
Earthpower
(Australia) Pty Ltd
20 Adderley St,
Silverwater, NSW
2141
Tel: (02) 748-4190
Fax: (02) 748-4079

Dealers
Canberra
Shepherd Ford
Cnr Cohen &
Josephon Sts,
Beconnen Town
Centre, Canberra,
ACT 2617
Tel: (062) 51-4111
Fax: (062) 51-4428

Dealers
Wollongong - Dapto
Litemore Pty Ltd
44 Hamilton St,
Dapto, 2530
Tel: (042) 61-7466
(042) 61-8144
Fax: (042) 62-1630

Thomas Skid Steer Loaders

Weighing in at 4800 lbs/2177 kgs Operating weight, and a maximum lift capacity of 1300 lbs/590 kgs, the T-133 is one of the hardest workers in the Thomas Skid Steer Loader Range.

The new Thomas range of Skid Steer Loaders provides the customer and purchaser with a wider range of choices to suit their needs. i.e.: Construction, landscaping, demolition.

All the Thomas Skid Steer Loaders are powered by Kubota Engines ranging from 19.5hp, 3 cylinder model, to a massive 62hp, 6 cylinder model: the only six cylinders skid steer loader in force today.

Thomas skid steer loaders are built to tackle any job with versatility through a wide range of attachments. Dependability proven in 33 countries around the world, with unparalleled serviceability to keep you working, NOT SITTING, which reduces cost and increase profits for you.

Thomas T-83

The smallest of the range is proven ideal for landscapers, home handymen, etc., with the size to get to places and still the strength to complete the task. The T-83 is powered by a 3 cylinder Kubota engine, 19.5hp

(14.5kw) with a safe lift capacity of 800 lbs and weighs in at 7300 lbs (363 kg).

Thomas-T133

The T-133 is the ideal machine for the construction worker or the client who needs more than just a skid steer. The T-133 features a powerful 43hp (32kw) Kubota diesel engine. Also boasting a safe lifting capacity of 1300 lbs (590 kg). And when the work speed picks up, the T-133 easily keeps the pace going with a hydraulic pump out pout of 57 ltrs (15gpm). The hydraulics will move your load fast and efficiently and safely.

Also incorporating safety features which look after the operator as well as the machine.

Thomas- T-183HD

The newest of the THOMAS range, the T-183HD is the future of Skid Steer Loaders with 52hp (38.8 kw) 4 cylinder Kubota engine and structural; design to out class the rest. It is still in the range of the construction worker with the strength of a demolition machine.

With a safe lifting capacity of 1800 lbs (816 kg) it is ideal for the person who is not shy of working a machine with excellent results.

Thomas T-233HD

The largest of the range, the THOMAS T-233HD is the future PLUS more. The T-

233HD is powered by a Kubota 6 cylinder, 62hp (46.1kw) engine, and has a safe lifting capacity of 2300 lbs (1043 kg), ideal for the operator who needs a large machine in tight places, and enough power to excel, with toughness to last. The T-233HD has a drive system that compares to none.

Thomas F/D Series

Thomas has developed a series of machines designed especially to meet those specialized applications such as foundries, steel mills, and demolitions.

The F/D Series is designed to stand up to harsh working conditions where hot temperatures and materials are common, and contaminated air and bone jarring working conditions are normal.

The F/D series of loaders do not consist of 'add ons'. They are specialized machines built from the ground up.

Check out the facts and see why Thomas is your best choice for loaders that can handle all kinds of material and is a profitable investment today.

Earthpower Australia Pty Ltd
Inc. in Victoria

P.O. Box 97, Doveton, VIC. 3177
Phone: (03) 791 8022 - Fax: (03) 794 0071

Kango Aust Pty. Ltd.

61-63 Governor Macquarie Drive, Chipping Norton 2170
Telephone: (02) 727 0177

A wide range of products will be on display at this year's Expo.

On display for the first time will be the Model 1400 Demolition Hammer. The 1400 represents a breakthrough in design concept with a 50% reduction in moving parts.

The complete range of Kango's Electro Pneumatic Rotary and Demolition Hammers & General Power Tools will also be on display.

Kawasaki Motors Pty Ltd

25 Tullamarine Vic 4043
Tel: (03) 338 5855,
Fax: (03) 338 0772

Kawasaki Motors will be exhibiting:

- Brush Cutters
- Engines - Horizontal and
- Vertical shaft and their full range of portable generators.

Kärcher at the Hire and Rental Convention 1989

2/158 Browns Road,
Noble Park Vic 3174,
Tel. (03) 795 4422,
Fax. (03) 701 0001

Kärcher Australia appears this year at the hire and rental convention and equipment exhibition with some new models available for its many customers Australia wide.

Kärcher have recently moved their Melbourne based Head Office and Sales Branch to brand new larger premises in Noble Park, and are well geared for the marketing challenges of 1989, and into the 90's. After

the installation this month of its brand new Schaefer Stock System, Kärcher will hold in stock \$1.5 million in spare parts only, representing total commitment to the service back up of its products.

A further point of support is its dealer and service training facilities where it will be possible to train Hire Company technicians at Kärcher in all facets of repair to new and superseded models.

Mr Steve Rodda, Kärchers' National Service Manager will be on the stand at the exhibition to discuss and take bookings, for the training programmes scheduled in the next months.

New point of sale material will be available to the participating Hire and Rental companies with the objective being to promote the hire of Kärcher equipment, and as usual super prices will be available for individual or volume purchases of Kärcher equipment.

Kärcher Australia is subsidiary of Alfred Kärcher GmbH West Germany, the largest manufacturers world wide of high pressure cleaners.

Kubota Tractor Australia

347 Settlement Road,
Thomastown, VIC. 3074
Phone: (03) 465-8899
Telex: AA 33290
Fax: (03) 465-0672

In addition to our market leading range of mini excavators and wheeled loaders, Kubota Tractor (Australia) Pty Ltd, will exhibit its range of garden equipment, including:-

- Ride-on mowers
- Commercial and domestic walk-behind mowers
- Brushcutters and tillers

Power Equipment will also feature on Kubota's stand

with a new range of petrol and diesel generators, petrol engines and horizontal diesel engines.

Little Jumbo Ladders

Factory 11, Lot 3
Governor Road,
Braeside, VIC. 3195
P.O. Box 351,
Mordialloc. VIC. 3195
Tel: (03) 587 1964,
Fax: (03) 587 3328

Little Jumbo Ladders will have on display at the Expo the versatile Waku telescopic ladder which is available in three convenient sizes.

Each model offers four ladders in one.

The telescopic feature allows different sizes as a stepladder, extension ladder and stairway ladder.

In addition each ladder makes two trestles.

Contact Clive Permezel on the stand at the Expo.

Martin & Co (Aust) Pty Ltd

102 Queens Parade
Fitzroy North 3068
Tel: (03) 481 2333
Fax: (03) 481 1979

We have been associated with the Hire & Rental industry for 28 years. On show this year at the Expo we will be exhibiting:

- Subby Brick Elevators
- Stella Floor Grinders
- Vonarx Scallers

For more information see:-
Neil Martin, Warren Shiels or Joe Adams at our stand at Expo 1989.

Masport Pty. Ltd (Inc. in Victoria)

Cnr. Boundary Road &
Industrial Drive,
Braeside, Vic. 3195
Tel: (03) 586 7777,
Fax: (03) 587 2980

Telex: AA35120

Masport will be exhibiting a range of outdoor power equipment particularly suited to the Hire & Rental market including domestic and commercial mowers, slashers, tillers and edgers.

Included in this range will be:-

- Masport 'Shiremaster', a versatile self-propelled large area mower with 28" cutting width;
- 7HP Troybilt 'Horse' Tiller featuring 4 forward speeds plus reverse, and 20" tilling width;
- 'Little Wonder' Professional Edger featuring 4 stroke (3HP) engine, extra stable twin front wheels and 2.7 litre fuel tank capacity;
- and a range of contractor mowers including new utility, and 20" cutting width models.

Miniquip Pty Ltd

3 Pamay Road,
Mt Waverley VIC 3149
Telephone: (03) 233-5070

The Mini-Dozer in a small crawler that comes with a series of blades, front loading bucket, Back-Hoe, rippers, scarrifiers, plough, mower, slasher, post hole digger, trencher.

It is powered by a 20 HP Briggs and Stratton engine, weighs about 1000kg (including attachments).

These units have been successfully sold in the U.S.A. for over 20 years evolving into the product on display.

They are tough, compact, reliable and cheaper than their competitors.

Enquiries should be directed to Mini-Quip P/L. Mr Peter Taylor, (03) 233-5070.

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Cemtool

(NSW) PTY. LTD.
(ESTABLISHED 1962)

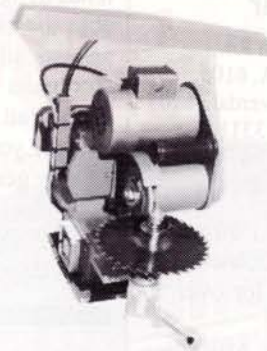
MANUFACTURER,
SALES & SERVICE

- ★ **TROWELLING MACHINES**
- ★ **FLEXIBLE VIBRATOR SHAFTS**
- ★ **POWER UNITS**
- ★ **SUBMERSIBLE PUMPS**
- ★ **CONCRETE SAWS**
- ★ **POST HOLE DIGGERS**
- ★ **CONCRETE FINISHING TOOLS**
- ★ **PAVING SPLITTERS**
- ★ **BRICK SAWS**
- ★ **PLATE COMPACTORS**



105 LONG STREET, SMITHFIELD,
N.S.W. 2164 AUSTRALIA
Phone: (02) 609 7555
Fax: (02) 604 3441

Sharpline MKV Universal Grinder



For sharpening those tools, saws and cutters, join the many happy businesses which have already tapped into a new profit and money making area.

For further information contact:-

Brackenwood Pty Ltd

14 Railway Street, Booval, QLD. 4304
Tel: (07) 812 1088
Fax: (07) 812 1120

Van Gelder Crushers Pty Ltd

Manufacturers and designers of:

Grinder & Pulverisers of all types - Impact mills, Ball and Rod mills, Refuse mills, Low Temperature & Freeze grinding mills, Granulators, Colloid & Emulsion mills - Laboratory Crushers - Complete Grinding Systems

**11-2 Stanton Rd, Seven Hills,
NSW 2147**

Phone: (02) 674 4644

Fax: (02) 674 6303

Modra Electric Power

17 Newburn Rd.
Kewdale W.A. 6105
P.O. Box 430, Cloverdale 6105
Tel: 09 353 3311,
Fax: 09 353 3474,
Telex AA 92814

Modra Electric Power, has been proudly associated with the hire industry for over 50 years.

Being the only Australian owned manufacturer of Generators and Welders to hold an Australian made licence, they have built up an enviable reputation as a market leader in power generation in Australia.

The Hire Expo has been chosen as the venue for MODRA's first major release of their new range of Portable Petrol Generators.

Also on display, will be the MODRA Super Weld 200, the only true 190 AMP DC 100% duty cycle welder - battery charger - generator available in Australia today.

MODRA's expertise in

Power Generation, also extends to lighting towers, portable diesel generators, large acoustically enclosed generator units and even multi - mega watt power stations.

So if you're serious about power generation for your Hire Fleet you can't go past the MODRA stand at this years Expo.

Mole Engineering Pty. Ltd. (Inc. in NSW)

Fax: (02) 688 4856
Phone: (02) 688 8011
Telex: AA20075
Mail: P.O. Box 233,
Pendle Hill, NSW 2145
Branches: Townsville,

Brisbane, Sydney, Melbourne, Hobart, Adelaide, Kalgoorlie, Perth Sub-Distributor: Darwin

Our display in Melbourne will feature the under mentioned equipment.

Products: Stanley Hydraulic Tools
- Power Packs - 18, 14 and 5 h.p.

- Hand Tools - Saws, Grinders, Drills, Impact Wrenches to 2500 h.p., Air Compressors, Alternatives, Tampers, Fans, Breakers 19Kg to 36Kg, Cable Cutters, Pruners, 2" Pumps 250GPM and 500GPM at 10 foot, 3" and 4" Trash Pumps flows to 800GPM at 15 foot, Hydraulic Breakers and Plate Compacters.
- Mikasa Tamping Rammers and Plate Compacters.
- Ditch witch chain type trenchers.
- Model 1010 pedestrian operated, 400mm cut
- 1 Hi mini excavators - model 7fx, 700kg

Harper Davidson Pty. Ltd. Mote Kennett Ladders.

34 South Street,
Rydalmere NSW.
Fax: 02-684 1278
Tel: 02-638 0521

1 Austarc Ave.,
Thomastown VIC
Fax: 03-465 9407
Tel: 03-465 0655

1 Quindus Street,
Wacol QLD
Fax: 07-271 4137
Tel: 07-271 2444

Agent: D. Trembath Agencies Pty. Ltd., 75 Grange Road, Welland S.A.
Fax: 08-340 1581
Tel: 08-464 561

Mote Kennett has been manufacturing quality aluminium, timber, steel and fibreglass ladders for the Australian ladder market since 1892.

Inbuilt quality is the key to Mote Kennett's continuing success. The company pioneered many innovative improvements in ladder design and is the brand which claims to have set the industry standards for safety.

The range of ladders provided is extensive, providing for the specific requirements of both domestic and

continued page 72



Superior Grasse Synthetic Sports Turf (Aust) Pty Ltd.



(Inc. in Vic.)
Manufacturers, suppliers and installers of synthetic grass turf.

Unit 1 & 2, 11 Urban Street, Braeside, Vic. 3195. Melbourne. Australia.

Also in N.S.W., S.A. Qld, W.A., Malaysia and Canada

Telephone:
(03) 587 3999 - 8 lines
Facsimile:
(03) 580 2114
Telex:
AA31494 MT12

Cat Power.



Rent it from William Adams.

No matter where you are in Australia, William Adams offers rental Cat Power. Quickly and economically.

Caterpillar Rental Generator Sets come in all shapes and sizes. From small 75 kVA capacity through to the 1000 kVA capacity power module housed in a sound suppressed container and mounted aboard a 12-wheel trailer.

This powerhouse on wheels is capable of delivering enough continuous power to run 250 households or the equivalent in a commercial or industrial application.

When you rent Cat Power you get a complete Caterpillar-built package, not a 'bits and pieces' set with a generator from one manufacturer and an engine from another.

And, when you rent from William Adams, you plug into the worldwide Cat dealer organisation that backs you with unbeatable go-anywhere service.

Caterpillar and William Adams. The top team in generator rental.

William Adams



17-55 Nantilla Road, Clayton North 3168. Tel. (03) 566 0666. Fax (03) 561 6273.

Branches at Burnie, Campbellfield, Geelong, Hobart, Horsham, Launceston, Swan Hill, Traralgon, Wodonga.

Phone (008) 331 399 toll-free if outside Melbourne metro area.

WA2735

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industrial market buyers.

Hire companies should pay particular attention to displays of low maintenance C-section extension ladders (CD range) and our tough heavy duty step ladders (HDS range) both in light, weather resistant aluminium.

No-bolt Scaffolding Pty Ltd

22 Dingley Avenue,
Dandenong, 3175
Telephone: (03) 793 2355
P.O. Box 254,
Noble Park, 3174
Fax: (03) 794 5300

Come see our display at the Expo.

No-Bolt Aluminium Scaffolding features high strength because of the thickness of the aluminium used in the manufacture of the scaffolding. A wall thickness of (7 gauge) 4.7mm high tensile aluminium is used.

Our product has been designed for safety, ease of erection and durability.

Standard tower widths are 2' - 4' - 6' - 8' and 10' ... can be used in any combination to form a square or rectangular base size to suit your application. Eg. 6' x 6' square or 6' x 10' rectangular and so on.

Our frames are designed to

be used anywhere in the tower, whether at the base or as a handrail at the top of the tower.

This eliminates the need for special base frames or two extra handrails, which would otherwise be required.

All No-Bolt scaffolding, ladders and decking are designed for minimum maintenance.

All No-bolt scaffolding is D.L.I. approved throughout Australia and is fully guaranteed.

Oldfields Pty Ltd

14 Pilgrim Court,
Ringwood VIC 3134
Tel: (03) 873 1133,
Fax: (03) 874 3884

On display will be the new range of Super 60 and Super 70 electrical and petrol models of Oldfields Airless Spray units, with the capacity to take four guns, a free flow of six litres per minute or the ability to spray acrylic waterproofing membranes and coal-tar epoxies.

A complete range of industrial ladders, trestles and planks in aluminium and the fastest growing area of fibreglass ladders, from small steps to double extensions.

As well, welded mobile

aluminium scaffolding towers will be shown that are lighter, stronger and more flexible for stock holding than the old fashioned base frame T-piece form of construction.

Oleo-Mac Power Products

39 Parkhurst Drive,
Knoxfield VIC 3180
Tel: 03 0001711
N.S.W. 008 - 33 8027
QLD 008 - 33 8027
S.A. 008 - 33 8027
TAS 002 - 31 0900
W.A. 09 - 458 9166

Cranford Products are the Australian Importers of OLEQ-MAC Power Products and have a solid distributor network capable of maintaining a high level of service and spare parts back-up in all states.

Cranford Products are also Australia's largest supplier of chain-saw spare parts and accessories along with workshop tools, all of which are available from distributors in each state.

Oleo-Mac offer a wide range, and will be displaying the following:

- Chainsaws from 34cc to 100cc. Included in the chainsaw range is the Blitz and Handy saw.

- Cut-Quiks. Oleo-Mac offer both 12" and 14" units.
- Earth augers - 2 main units 61cc and 81cc machines.
- Electric chain-saws. A powerful 2000W unit model E300 and a 1400W saw model E140.
- Hedge trimmer attachments for chainsaw models 935 and handy saw.
- Brushcutters. Oleo-Mac have brushcutters from a bent shaft 22cc unit through to a powerful 40cc back pack.

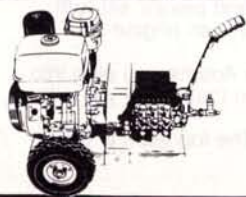
Omni Computer Solutions

Suite 2, York House,
19 York Street, Subiaco 6008

Omnihire - A comprehensive PC based programme designed for the hire industry.

Omni Computer Solutions a WA software development company has designed a complete administration and management system for the hire industry.

Omnihire, developed in conjunction with major hire operators, will produce detailed reports about your stock/equipment and clients including unpaid accounts, frequency of use and changes
continued page 74



COME CLEAN

New Model
PC200 3000P51
Waterblaster

- with
- Waterblasters
 - Vacuum Cleaners
 - Chemicals

warwick

- Sales
- Spares
- Repairs
- Service

NSW
(02) 636 8333

VIC
(03) 551 3600

QLD
(07) 273 3499

WA
(09) 447 8378

TAS
(003) 43 0406

BIANCO

Dist.: B.B.H. Merchants
Man.: B.B.H. Engineering



SAW

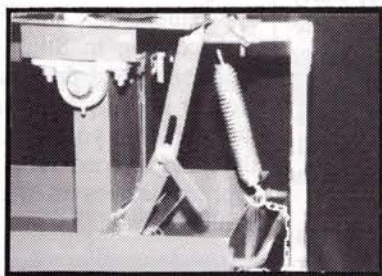
Tel: (08) 336 9999
Fax: (08) 336 7755



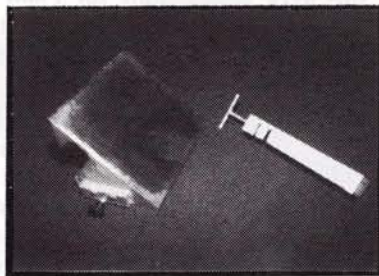
AUGUST SPECIAL
\$999.00
ELECTRIC ONLY

N.B.: Blade is extra

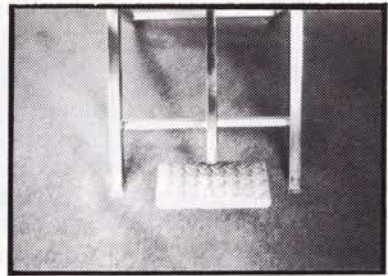
** Sales Tax if applicable*



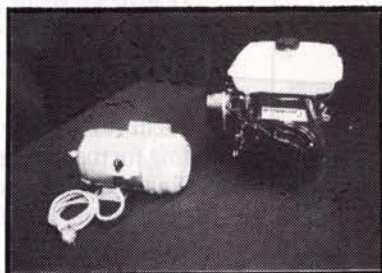
Locking device allow blade to be fixed for constant feed of work.



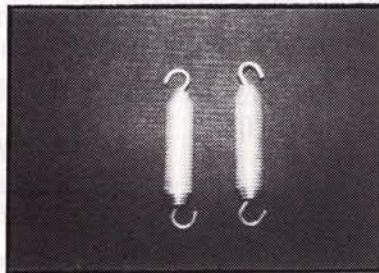
Mitre angle jig for angle cuts.
Optional chamfer jig for chamfer cuts.



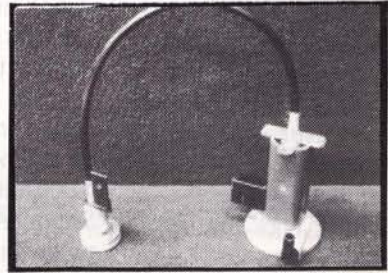
Wide foot pedal with foot control for accurate cutting.



CMG 2 1/2 all electric motor
Mitsubishi 5HP petrol motor



Improved coil spring for increase strength & durability.



Optional flexible drive codlant pump may be attached for high efficient cutting.

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to hire rates and tax rates.

Omni Computer Solutions provides national support and installation of their software and hardware requirements for their clients.

Being very easy to use Omnihire provides better customer service and hire savings in time and paperwork - at a sensible price.

Visit our stand in Melbourne for a personal demonstration.

Pannell Plant Power Products

PO Box 1
Berkeley Vale NSW 2259
Tel: (043) 891 377
Fax: (043) 88 5035

On their stand Pannell Plant Power Products will display equipment especially selected for the Hire and Rental industry including a wide range of aluminium folding ladders, oxyacetylene welding kits, band saws, quick cut saws, drop saws, electric submersible pumps, concrete mixers, electric tools and other products.

Rental Industry Equipment Supplies

P O Box 136 Bulleen 3105
Tel: (03) 850 2316,
Fax: (03) 850 7739
Toll Free 008 33 8114

Suppliers of equipment, spares and consumables for the Rental Industry.

Rental equipment to be displayed includes:

- Frebek dripline trenching machines
- Catering equipment incl. hot water urns, food warmers, deep fryers and spits.
- Folding legs for trestle tables.
- Wall paper steamers in full stainless steel construction throughout.

- PAL stump grinders, now proven by the rental industry to be robust, efficient and profitable.
- Torquemate one man earth auger attachments
- Tungsten tips for power augers.
- Hitachi range of rental tools and accessories.
- Coates power trowels, spares and accessories.

Sewer Equipment Company (Australia) Inc. Electric Eel (Australia)

PO Box 377,
Marrickville, NSW 2204
Phone: (02) 559 5622
Fax: (02) 559 5076

Electric Eel (Australia) have been servicing the plumbing and hire industry for 22 years.

On show will be Model A and Model C hire kits, as well as a large range of hand-operated equipment.

Simon-Abbey

98 Fairbank Road
Clayton, VIC. 3168
Tel: (03) 551 8866

Simon-Abbey is the one company that has proven equipment to cover all high reach access applications.

Simon-Abbey Pty. Ltd, now part of the Simon Group Companies, offers the complete range of truck mounted, self propelled, telescopic booms, articulated booms, and a complete range of scissor lifts for industrial and construction companies.

With computer aided design providing a swift flow of technology between the companies within the Group, Simon-Abbey is currently producing the Rough Terrain and Industrial Scissor Lifts in our Melbourne Plant at Clayton.

Simon-Abbey are striving to ensure that maximum numbers of their expanded product range will be manufactured locally and that units assembled here are of the highest quality.

Come and see our locally produced Scissors on display at the Hire and Rental Convention and discuss the many features/benefits of our complete range of equipment.

The Software Link

9 Clarendon Cres.
P.O. Box 1, Berkeley Vale 2259
Tel: (61) 43 886133
Fax: (061) 43 885035

On their stand The Software Link, a sister company of American Business Machines, will be displaying single and multi-user computer systems for small, medium and large Hire and Rental companies.

They have a broad user base in Australia (50+).

They have a variety of programmes and modules for single and multi-user, front office, back office, with or without General Ledger and Accounting.

They have programme versions for Plant Hire, Party Hire, Equipment Hire, Medical Hire, Wholesaling Ledger and Accounting.

Multi-user and Multi-branch operations are all provided for and available for on-line operations.

Systems on display will include all types of their offerings of the "Quick Hire" Rental Management System programmes installed and operating on American Business Machines hardware.

Stihl Pty. Ltd.

2 Forbes Close, Knoxfield, 3180
Tel: (03) 765 1455

For years Stihl Pty Ltd has been No.1 Worldwide in chainsaws.

Their commitment to

quality and safety has led to product innovations like the Quickstop Inertia Activated Chainbrake, Anti-vibration handles, cut resistant safety trousers etc.

The Stihl stand, at this years Exhibition will feature a sample from their entire range of products which are all designed with German Precision engineering and are put through many gruelling tests before they are released into the market place. Stihl head office at Knoxfield assembles many models of chainsaws and houses and extensive warehouse of spare parts and accessories which means quick order processing and satisfied customers.

The stand will have Company representatives who are all experts at demonstrating the products on hand to answer any questions you may have.

You will be able to see and handle chainsaws, brushcutters, clearing saws, augers, borers, cutquicks as well as their new range of hot and cold high pressure water cleaners and wet and dry vacuum cleaners.

All Stihl products have a range of accessories specially designed to suit nearly any application.

According to Stihl, their SE100 wet and dry vacuum cleaner is the quietest in the world. When you walk past the stand, ask one of the Stihl representatives to demonstrate it to you.

Takeuchi

11 Bond Crescent,
Wetherill Park N.S.W. 2164
Ph: (02) 609-2400,
Fax: (02) 609-6671

Takeuchi Australia will be exhibiting for the first time in Australia the complete range of Bil-Jax Fibre-Tek fibre-glass scaffolding.

Built in Ohio, United States America, Bil-Jax

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The Dingo 500 MINI LOADER

For lifting, loading, levelling, spreading, digging, dumping, post holes, trenching, sweeping, rock breaking, turf laying, top dressing, all this and more.

The Australian made and designed Dingo 500 is a versatile skid steer loader. The hydraulic drive system does away with gears, giving you automatic forward, reverse and braking with finger-tip control.

The quick and easy to change attachments which include — (the slasher, the farm bucket, the rotary broom, hydraulic rock-breaker, ripper, post hole borer, the trencher, forks, backhoe blade, carryall leveller) give you the versatility on ten different machines from the one power unit.



Forks



The Blade



The Carry-all leveller



Post hole Borer



The Trencher

DEVESON JAHN SALES Pty Ltd

122 Hume Highway, (02) 72 0431
CABRAMATTA NSW

Fax: (02) 724 6495

Do-it yourself, transportable mini excavator

E. Kandt Australia introduce a reliable well priced mini excavator in Australia.

In the Hire business, having the right equipment for hire makes all the difference, and profit depends on equipment hire turnaround with minimal downtime and maximum durability.

The DH-0115 Mini Excavator is the ideal Micor for almost any handyman application.

The DH-0115 is a hydraulic bucket excavator mounted on a two wheel undercarriage without any travel drive. It is driven by a Briggs and Stratton engine which drives the hydraulic gear pump, this in turn stabilises and operates the machine.

The mini excavator can be towed to any site by a four cylinder passenger car. On site, one person can manoeuvre the machine to the most difficult location by

means of a specially designed attachment.

For turnaround and reliability in the hire business Unex excavator is the one!

Flextool Footy Fever

There are two things you can rely on every year around August/September.

One is the VFL football finals. The other is the super special prices you have come to expect from Flextool at the annual Hire Convention.

Don't miss out this year!

Call into our display, have a chat and refreshments with our team. Let us show you why we are on top of the ladder in our field and how we can steer you through your goals to greater profitability.

Be there when the prices 'bounce down' on our comprehensive range of hire proof builders and contractors equipment.

Look for the the new high performance players in our electric hammer range. □

KANGO 1400 BREAKER



- A new tough 1400 watt motor drives the electropneumatic mechanism which has been designed with a minimum of moving parts to ensure ultimate reliability.

- Soft grip extension handle or two hand vertical operation (removable for working in confined spaces).

- Quick change latch mechanism. All Kango 900, 950 & 1100 series tools and accessories can be used with the 1400.

- Modular design for easy, uncomplicated servicing to keep down time to a minimum.

THE NEW 1400 IS VERSATILE

Breaking up concrete or cutting away concrete and masonry, digging heavy clay, driving earthing electrodes, vibrating, tamping, compacting, floor cleaning, etc.

KANGO AUSTRALIA PTY. LTD.

(Incorporated in N.S.W.)

61-63 GOVERNOR MACQUARIE DRIVE,
CHIPPING NORTON, N.S.W. 2170 AUSTRALIA

A member of the Dobson Park Industries Group

PHONE: (02) 727 0177 • FAX: (02) 727 0697

- Multi-position soft grip front handle. Can be rotated through 360° and grip can be locked in position fully forward, or back, to suit the operator.

- Hammer action automatically cuts out when tool is removed from the work surface.

- Soft grip handle mounted in shock absorbing material to protect the operator from high and low frequency vibration.

- 'Lock-on' Switch with comfortable long trigger.

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claim to be the original manufacturer of fibre glass scaffolding with production starting in 1947.

Both 29 inch and 52 inch wide towers will be on display. The one piece quick fold-out basis will be of special interest to the Hire Industry and are in themselves a stand alone Hire item.

Height extension packages enable a legal total platform height of 20 ft.

In addition to the obvious safety advantages relating to non conductive materials, BIL-JAX also claim commercial advantages due longevity of the product and ease of erection.

For professional companies who take pride in profile and image the clean well finished look of BIL-JAX makes this a simple task.

Trilogy Business Systems Pty Ltd

100 Harris Street,
Pyrmont 2009
Tel: (02) 692 8688
VIC: (03) 690 4000
QLD: (07) 371 6311

Trilogy's Rental Business Management System

Trilogy Business Systems will be demonstrating the features of its newly released Trilogy Rental System on its stand at the International Rental & Hire Expo.

TRS Software provides the proven features of the successful USA Rental Center System adapted to Australian needs.

Designed for single and multi-store operations and based on the new generation of low cost computer systems, Trilogy will show its TRS software package running all aspects of a rental business with contract preparation and stock identification, long term rental

billing and financial management.

The TRS Solutions will be demonstrated with multiple terminals and can emulate processing from multiple locations.

Vibmack Engineering Ltd

P.O. Box 1521, Dunedin NZ
Tel: (0064-024) 770 643
Fax: (024) 779 750

Vibmac will be exhibiting their virtually indestructable ABS plastic top folding table and stacking chairs.

Plus their single drum pedestrian roller and their post hole borer.

Vibromax Australia Pty Ltd

55 Myoora Road,
Terrey Hills NSW 2084
P.O. Box 183,
Terrey Hills NSW 2084
Tel: (02) 450 2844,
Fax: (02) 450 2993
Telex: 75445

Branch Offices in Perth, Brisbane, Melbourne and Dealerships in Adelaide, Hobart and Katherine NT

Vibromax will exhibit a smaller range of compaction equipment such as:-

- rapid blow rammers 56Kg and 82Kg,
- vibrating single direction compaction plates 60Kg, 90Kg and 130Kg with special equipment for laying of pavers,
- reversible vibrating compaction plates 130Kg and 350Kg,
- ride-on rollers 1.2 tonne tandem smooth and traction drums, concrete saws.

The Vibromax range of compaction equipment further includes reversible compaction plates up to 850Kg, Tandem rollers up to 8,500Kg, Single drum (smooth and padfoot) self

propelled rollers up to 18,000Kg.

For more information call Vibromax Australia Pty Ltd (02) 450 2844.

Viking Equipment (Aust) Pty Limited

Head Office: Newbridge Road,
Moorebank, NSW 2170
Tel: (02) 602-3666,
Fax: (02) 601-3527

The manufacturers of Gerni High Pressure Cleaners are maintaining their position at the forefront of the industry in Australia with the environment-friendly and user-friendly benefits of its technologically-advanced Turbo Laser range.

The decision to introduce environmental features into the range is not new. Gerni began developing the technology some 8 years ago and introduced it five years ago with the release of the first generation Turbo Lance equipped models.

Today, the new generation 'Greenpower' Turbo Laser equipped Gerni's have evolved, offering genuine product benefits for the user and for the environment.

Growing public concern and government pressure over environmental issues means industry will either voluntarily or be forced to 'clean up their act.' This has also given new meaning to measuring the cleaning performance and efficiency of pressure cleaners in Australia.

Equally important as seeing the cleaning effect on the surface, other purchase decisions are sure to include, clean water conservation, power and energy savings and reduced chemical/detergent polluted waste water not to be disposed of.

All are significant, because they can not be simply measured against the perfor-

mance output of the pump.

It is the effective management of all these areas which gives Gerni's technologically advanced Turbo Laser range an exclusive advantage and, its selling edge.

See our stand at the Expo. Turbo Laser Performance literally doubles the cleaning power over conventional fan-jet type pressure cleaners. Cleaning time is greatly reduced, as is clean water use, waste water loss, power, energy, chemicals, labour and cost.

Turbo Laser efficiency in hot water equipped Gerni really retain temperature... And the hotter the water, the quicker it cleans. This means additional savings on burner fuel, and chemical/detergent costs.

See Gerni innovation displayed at our Stand, including the latest range of Gerni Wet and Dry Vacuum Cleaners, and Soil Extraction machines.

Also from Viking Equipment will be the proven, reliable Airlessco paint sprayers, and Hiretech Wallpaper strippers, floor sanders and edge sanders.

Exhibited on a separate Stand is the Winner Pressure Cleaner range. They are a viable alternative for Hire Companies looking to go clean ahead with economy and performance.

Viking Equipment's extensive experience in servicing the needs of the Hire Industry is further shown by the attention given to availability of spare parts, after sales service, and quality accessories.

Wacker

913 Princess Hwy,
Springvale, VIC. 3171
Tel: (03) 547 4033

Wacker Australia was founded in 1966 in Melbourne

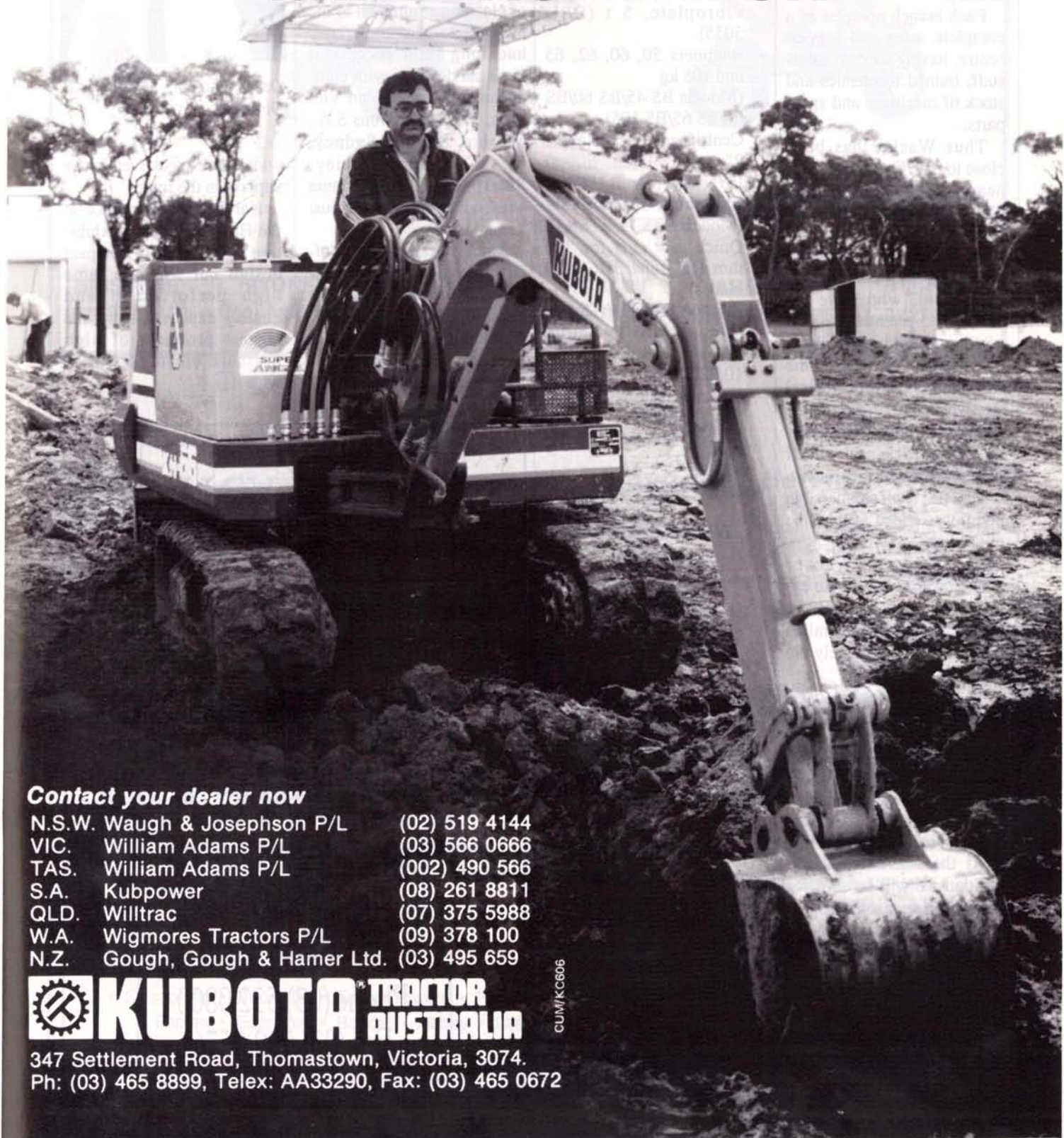
continued page 78

The mini with muscle ...

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 **KUBOTA** TRACTOR AUSTRALIA

347 Settlement Road, Thomastown, Victoria, 3074.
Ph: (03) 465 8899, Telex: AA33290, Fax: (03) 465 0672

CUM/KC606

from page 76

the present location of their headquarters, central warehouse and manufacturing plant.

It is represented in Australia through branches in Brisbane, Sydney, Adelaide and Perth and a dealer network in the rest of the country.

Each branch operates as a complete sales and service centre, having its own sales-staff, trained mechanics and stock of machines and spare parts.

Thus Wacker has been close to the Hire Industry for nearly 23 years providing direct service as a manufacturer.

As a worldwide leader in vibrating and compacting equipment, who have invented and patented the first converters and high frequency vibrators, as well as the first rammers, it was a logical step when Wacker started the production of flex shaft internal vibrators and small petrol-driven vibroplates. Later a flex shaft submersible pump was added to this line of products.

At present Wacker Australia is committed to expand the production of the first generation of Australian reversible plates, namely the BPU 3345.

This high technology machine developed with German know-how has proved that it can handle the compaction in confined areas more efficiently than rollers that are four times its size due to the high lifts it can operate on.

At the International Exhibition we will be showing the following machines:

- Petrol drive unit HD 3.7 to operate flex shaft concrete vibrators from 25mm to 65mm size (FWP 25/FWP 40/FWP 55/FWP 65). Flex shaft submersible pump, 27000 litres/hour (SP 28).

Pneumatic vibrators 35mm to 75mm size (PIR 35/PIR 55/PIR 75).

- Petrol vibroplate, 82 kg for earth/asphalt compaction.
- Petrol reversible vibroplates, 2.4 t. compaction capacity (BPU 2440), 2.9 t (BPU 2950) and 3.3 t (BPU 3345).
- Diesel reversible vibroplate, 5 t (DPU 5055).
- Rammers 50, 60, 62, 65 and 105 kg (Models BS 45/BS 60/BS 62/BS 65/BS 105).
- Centrifugal trash pumps, 2" and 3" size, 60000 litres/hour and 100000 litres/hour respectively (Models BTS 11/BTS 13).
- Quick saw cuts for 300 mm (12") and 350 (14") blades (Models BTS 11/BTS 13).
- Hammer drill, electric, 240 V, 10 kg (EHB 10/220).
- Hammer drill, pneumatic, 5 kg (LHB 5).
- Petrol breaker, 27 kg (BHF 30 S).

William Adams Pty Ltd

P.O. Box 164,
Clayton. 3168
Tel: (03) 566-0664
(008) 331-399.

William Adams, the Victorian and Tasmanian Cat dealer specialises in the rental of sound suppressed, packaged generator sets for all applications from 50 kVA - 1000kVA.

For details about the full line of Cat-powered Generator Sets, services and rental rates, call and see Bryan Hodge at the:-

William Adams display or contact Bryan at:-
William Adams Pty. Ltd.
P.O. Box 164,
Clayton. 3168,
Tel: (03) 566-0664.
(008) 331-399. □

Kärcher's 'Cover Story'

What better way to feature on the cover of the Hire and Rental Quarterly Expo issue, than with the Des Whelan hi-lift being cleaned by a Kärcher HD850WS.

Kärcher, one of Australia's largest suppliers of cleaning equipment to the hire and rental industry, have had long term successful business dealings with companies such as Whelan Victoria, Richard Stevens S.A., Macbro Rentals Sydney, Kennards Hire Sydney, Stackpoole Hire Tasmania and Cockburn Hire W.A. just to name a few.

Since Kärcher's head office moved to their new premises in Noble Park, Melbourne, in July, these companies plus the many other Hire and rental companies Kärcher deals Australia-



David Sholson, Managing Director

wide, can expect even better support in the future.

Kärcher will introduce at the Hire and Rental Exhibition new models of compact design but with the same high performance and quality expected from the largest producer of high pressure cleaners worldwide. □

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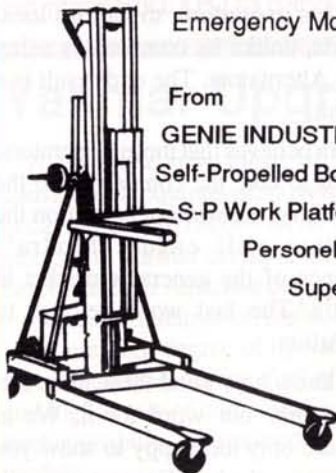
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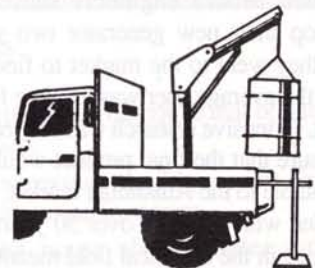
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Omnihire - computer software for hire companies

A complete administration and management system for hire companies in one easy to use package. Written in non computer language, this programme can be installed and fully understood in a matter of hours. Designed in conjunction with one of Australia's largest hire companies, this programme was written by Australians specifically for Australian businesses.

Some of the outstanding features of Omnihire are:

- Reports showing location and hirer of all equipment.
- An instant list of all equipment available for hire.
- A report showing all long term hire contracts and return dates.
- Frequency of equipment use by industry, company, area, etc.

- Complete record of all consumable stocks.
- An option to write off unpaid accounts.
- List all outstanding accounts.
- Prepare invoices and monthly statements.
- List all repair and maintenance costs.
- List last five users of any piece of equipment.
- Change all hire rates or state tax rates at the push of a button.
- Comprehensive analysis of all daily, or weekly takings.

Omnihire will allow hire companies to make informed management decisions and will quickly pay for itself by reducing equipment losses, keeping track of bad debts, providing better customer service, saving hours on laborious paperwork, and providing fast information on equipment costs and repairs.



Omnihire - computer software for hire companies

At last, here is a comprehensive programme for the hire industry which solves administration and running problems, is very easy to use, and all at a sensible price tag.

Demonstration disks are available free of charge - by calling:- Omni Computer Solutions on (09) 381 7411. □

Modra: power products for the 21st century today.

Modra Electric Power Pty Ltd is proud to announce the release of its new range of brushless portable petrol generators in 2 - 6 KW.

The Modra B Series, 3000 RPM generators, incorporate truly state of the art alternators, employing the latest technology, making these units one of the most advanced available on the market today.

When Modra engineers started to develop their new generator two years ago, they went to the market to find out what the average user was looking for in a unit. Extensive research was carried out to ensure that the final product would be acceptable to the Australian market. This coupled with Modra's over 50 years experience in the electrical field meant that the end result would be a winner. As Modra's Sales Manager Terry Fulton explains.

'Because we are the only Alternator manufacturer in the world to hold an Australian made licence, and being one of only two Australian Alternator manufacturers, we know how important it is to ensure that the Australian product is superior to anything else available. Naturally what better way to do this than

by asking the market what they want, then designing and building such a generator.'

'Our Generators are not designed and built for the European or Asian markets, we are proudly 100% Australian and our units are built to exacting standards, to withstand high ambient conditions and the extremes in temperatures and climate in Australia. This is unlike our competition which are built for conditions which rarely exceed 25 C', He added.

The Modra B Series are not only ruggedly dependable, they are also attractively packaged. The fins on the Alternator body are not only for appearance. They were designed to enhance the external cooling of the Alternators.

Terry Fulton is quick to point out the advantages of the unit, listing such advantages as:

- Extremely competitively priced, and being Australian the units are not subject to the vagrancies of currency fluctuations.
- Specifically designed frames for generator protection.
- Sealed for life, oversized bearings,

class H insulation, tropic and weather proofing...

- Spare parts and service back-up through out Australia, usually at a fraction of the cost of our competitors.
- One piece housing which enable ease of service, to name a few.

Since the units are Australian made, Modra has to conform to various local standards, unlike its competitors using foreign Alternators. The end result is a safer unit.

Modra believes that these Generators, designed to take the company into the 21st Century, are without exception the units that will ensure Modra's dominance of the generator market in Australia. The last word belongs to Terry Fulton.

'We know how good these units are, but why take our word for it. We at Modra are only too happy to show you why these are the best Generators available on the market today.'

To find out more about the Modra range of portable generators, phone:-

Tel: (09) 353 3311 or
Fax (09) 353 3474. □

JLG's 'Safety Theme' at HIREXPO 89

A pioneer in high-reach technology, JLG is the world's largest manufacturer of self-propelled, off-road, elevating work platforms.

The Australian company is the largest manufacturer in the southern hemisphere and designs and builds safety innovations into the Australian-made units, as standard, which are unique to the Australian market.

They are not, as yet, found on those units produced by the American parent except as optional extras.

In designing and engineering this equipment, JLG has paid particular attention to construction site regulations which are now being implemented across Australia.

JLG 'scissors' lifts.

An example of a range of 6 metre (20') and 7.5 metre (25') scissor lifts, wholly designed by JLG Australia will be on JLG's stand.

The 6 metre model is available in two widths - a narrow aisle model, 813 mm wide - and a standard width model, 1139 mm (same as the 7.6 metre machine).

Both of the 6 metre machines and the 7.6 metre model are battery-electric, hydraulically driven and elevated.

Safety on site

Keen interest was shown in JLG's standard built-in safety features by the delegates (both industry and union) to last year's HIREXPO 88 conference.

These include:

- Amber rotating beacon.
- Travel warning alarm.
- Elevation/descent warning alarm.
- Out-of-level warnings and automatic cut-outs.
- Emergency battery-electric descent in the event of diesel failure.
- Manually controlled descent in the event of total electric failure.
- Polyurethane foam-filled tyres for deflation prevention.
- Platform control-panel steel cover.

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

Safe use of power tools and oxyacetylene

To obviate the need for dangerous hanging cables, electric or pneumatic, commonly used when power tools are required, JLG introduced optional, factory-fitted equipment in 1986.

Boom lifts can be supplied with either a plug-in facility at the base of the machine to carry 240V power to the work platform or an in-built 5kVA generator.

Connections at the base for a mobile air compressor or an in-built compressor

can also be provided. 360A welding leads to the platform are available while oxyacetylene cutting gases are available from gas bottles mounted on the machine turn-tables.

All cables and hoses are contained in the extending power tracks mounted alongside the telescopic boom.

JLG's managing director, John Shelvin, believes that these safety options are a first in the elevating work platform industry.

Scissor lifts, having a high load capacity, can normally carry mobile power equipment. 240V factory-fitted power cables are available however.

Many of the safety features on the JLG equipment were virtually unknown until introduced by the company. These, and a rigid policy of quality control, externally visible in the high-quality paint finish on the units, has seen JLG capture a significant share of the Australian market.

JLG makes a major issue of after sales service and has the viewpoint that come what may - the factory and its people stand firmly behind the products they build.

JLG does not offer any apologies for a relatively high selling price. John Shelvin says that 10 years down the track the owners will realize they purchased the cheapest machine on the market.

You get what you pay for!

Yanmar Upgrades Earthmoving Range

A complete new range of Yanmar construction equipment, covering mini excavators and rubber-tyred loaders, along with crawler carriers, will shortly be available in Australia through Tutts.

Common features of the new range include a high degree of operator comfort, ergonomic design, fuel efficiency and high levels of commonality and interchangeability of parts among different models.

In addition, the new line is highlighted with a modern new colour scheme.

Mini excavators

Yanmar's mini excavator line-up is now one of the most comprehensive in the 1-5 tonne operating weight class,

with seven new machines being released. New models are the B10 (900kg), B12 (1250kg), B17 (1350kg), B22 (2220kg), B27 (2820kg), B37 (3270kg), B50 (4300kg).

Design features include:

- Advanced three-pump hydraulic system, allowing a faster and smoother cycle working time.
- Neater hydraulic hose routing, and rear-slanting engine bonnet for greatly improved all-round visibility.
- 'Walk-through' type operator's compartments for easy access to the seat from both sides.
- Rigid rear side protectors to securely

guard the vulnerable rear bonnet section.

- Increased digging power for optimum performance.

The range also includes models, capable of 360 degrees slewing within the tracks for working in extremely confined spaces.

They achieve this with a very compact design, which includes mounting the engine beneath the operator's seat. All models are available in rubber or steel track versions.

Mini rubber tyred loaders

Yanmar is also offering a wide range

continued page 85

Make your Night Extra Special

Some people like to rock, some people like to roll, and everyone loves to party. The Music Hire Group, as the name implies is a Party hire group, where they hire out jukeboxes to make your party a great success.

Music Hire Group has been in operation for 12 years. The directors of the company, brothers, Ron and Terry Stanhope have worked hard to build the business up to the proficient and successful company it is today. They say the company is so successful because of the efficient service and excellent range of party music catering for all age groups.

They also have the technical expertise, Terry being a factory trained technician who knows the jukeboxes inside-out, literally. Once your jukebox is delivered, they also provide an excellent back-up service, should you require one.

The Music Hire Group is expanding and they have now opened a new shop at 604 Parramatta Road, Croydon NSW, where they will be catering for all your party needs. As well as hiring out jukeboxes, they will also sell party balloons, party plates, glasses, serviettes etc.

Rick's No Joke Now!

The flexibility needed to arrange anything from Kerry Packer's daughter's 21st to a carnival the size of the Melbourne Cup is the secret behind Melbourne's hiring guru, Rick Jamieson's, success.

Rick runs the hire company in Melbourne with the unlikely name of Harry The Hirer Pty Ltd.

'The name started off as a bit of a joke', Rick explained, 'but it is so well known and respected now that we wouldn't think of changing it.'

Harry The Hirer boasts the widest range of structures in Australia ranging from modern clear span structure to innovative domes and marquees. They also supply all necessary furnishing and accessories such as silk liners, doors, lighting, flooring, tables, chairs, cutlery, crockery and just about anything else required for the perfect entertaining environment.

The company has its head office in Melbourne and at peak times employs over one hundred people.

The company has strong links with sport in Australia, having contributed to the success of many major events over

a number of years. These include the Australian Masters Golf Championship, the Melbourne Cup Carnival, the VFL Grand Final Village, the Ford Australian Tennis Open, the Bathurst 1000 Motor Race and many more.

That is not to say, however, that the large parties and events are the only functions Harry's are interested in. 'On the contrary', Rick explained, 'probably the greatest satisfaction in this industry is gained from successfully quoting, organising and erecting a garden wedding or party in someone's backyard. When that person has planned their function for a long time, it's very rewarding to see the pleasure they get from having it come off perfectly.'

Rick also explained how Harry's were currently gearing up for the forthcoming season by purchasing new and better stock to supplement their already large holdings.

He also divulged plans to build some exciting new structures which would be launched on to the Australian market later this year. He believes these new structures will reinforce Harry's position at the top of the party and event hire market. □



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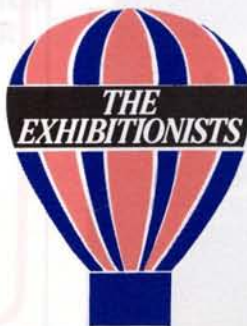
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*Rooftop is a registered trademark

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Baallson furniture manufacturers supply class furniture made by their craftsmen at two Sydney locations.

Their motto is 'quick, good service at the right prices'.

Having been established since 1972 BFM also custom manufacture all styles of stools, chairs, tables, tables, trolleys etc. whilst minor alterations can be made to your existing stock.

Trade ins are welcome whilst finance facilities exist T.A.P.

For more details ring Michael Baallson on (02) 519 6654.



Superior Grasse... tough, versatile, good looking.

Superior Grasse Synthetic Sports Turf (Aust.) Pty. Ltd.

Superior grasse synthetic Sports Turf (Aust.) Pty.Ltd. is an Australian owned Company that is dedicated to the development - manufacturing - installation and the supplying of synthetic grass surfaces to meet the demands of performance and reliability in the:

- Sporting
- Domestic
- Commercial

- Display and Party Hire Areas.
Superior Grasse commenced manufacturing in 1979 and quickly recognised the growing need for a proven and reliable synthetic grass for sporting - domestic applications.

Backed by management's years of experience in the carpet industry and the development of Boral Kinnears Texlon fibre, the Company developed a synthetic grass which has proved itself superior for many years.

The success of this development has lead Superior Grasse to install many hundreds of tennis courts across Australia together with hockey fields and cricket wickets.

The Company has recently expanded its manufacturing facilities to cater for the domestic party Hire and Rental Industries.

Synthetic grass is an ideal product to use for all indoor and outdoor functions. It is light and very easy to handle. Rain and other elements do not damage the product. It is easy to clean and maintain and is now available in the following colours:-

Available widths:

- 1.83 (6 feet) - dark brown
- 1.83 (6 feet) - beige
- 1.83 (6 feet) - red
- 1.83 (6 feet) - blue
- 1.83 and 3.66 - no green - lawn green

VICTORIA

Superior Grasse Synthetic Sports Turf (Aust) Pty Ltd
Factories 1 and 2, 11 Urben Drive, Braeside, Victoria 3195, Australia
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Fax: (03) 580 2114

continued page 87

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Yanmar Earthmoving range

of mini loaders, with four new machines to be available here shortly. They are the V1 (0.13 m3 bucket capacity), V2 (0.03 m3 bucket capacity), V3 (0.4 m3 bucket capacity) and V5 (0.5 m3 bucket capacity).

All units offer 40 degrees articulated either side, with hydrostatic 4WD allowing travel speed to be infinitely controlled by the accelerator pedal.

In addition, the V3 and V4 have a single loader control lever and a 'feather touch' mono lever for hi/lo speed forward and reverse.

Optional fittings include four-in-one buckets, backhoes, and quick attach frames for buckets, pallet forks, post-hole diggers and other hydraulic accessories.

Crawler carriers

Yanmar now has six new models in this range, the C8 (800kg capacity), C12 (1200kg capacity), C20 (200kg capacity), C25R (2000kg capacity), C45 (3500kg capacity) and C55 (4500kg capacity).

All units are powered by Yanmar diesel engines, and are available with

either crawler tracks or rubber tyres on the C8 and C20 models.

According to Rod Hale, national manager with Tutts' construction equipment division, the Australian contracting and hire market will follow Japanese and European trends towards the increased use of mini excavators and loaders.

'Over the next 12 months, we expect demand for these machines to expand with the hire and rental market as high interest rates force many contractors to hire equipment, rather than buy their own,' he said.

In addition to the expanded Yanmar range, Tutts also markets Mustang skidsteer loaders, Pacific compaction and road maintenance equipment, Ahlmann swing shovel loaders, Kubota and Nissan diesel engines, and Grove, Grove/Coles and Manitowoc cranes.

It has recently brought all these product lines together under the Tutts banner, in a move designed to provide more efficient sales, service and parts facilities, plus an engineering support structure to meet the requirements of its customers.

Further information:

Tutts
2 South Street,
Rydalmere, NSW 2116.

The 'New' Form-Quip Supports It's Valued Customers

Form-Quip Australia Pty Ltd recently moved into larger modern premises in Ashford Avenue, Milperra. This new facility has resulted in Form-Quip offering a service to the hire and rental industry that is outstanding its ability to re-act rapidly to customer's supply demand.

They are proud to claim their performance is the very best in the business.

Improved warehousing and stock control systems now mean that 'office shelf' deliveries can be made of virtually all products.

Over the last 6 months, 98% of Sydney orders have been despatched within 3 hours of the orders being received. Similarly all NSW country and interstate orders have been despatched within 24 hours of receipt of orders.

The product range include galvanised 'brickies' A frames and cross braces, adjustable screw jacks, shoring props, raking shores, telescopic cable-light stands and various barricade stands.

Production of these products have *continued page 92*



World Class Instant Shelter

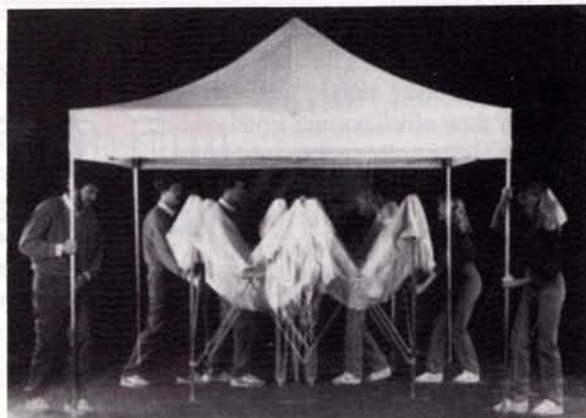
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Big retailers display a load of hot air

Outdoor advertising has rarely been able to be described as versatile. But Rooftop© balloons genuinely fit this description.

Colourful inflatables, provided they are the correct design and shape, give the impression that they have just landed at the venue or onto the roof to which they are fixed. Naturally, they therefore capture enormous interest.

Rooftop© Balloon Systems were introduced into Australia some three years ago by Mal Fraser-Clay of Rooftop© Balloons Pty. Ltd. in Sydney. Now, there is national coverage for the service, backed by professional operators who specialise in inflatables for hire or sale.

Major events featuring Rooftop© balloons have included the 1988 Brisbane Expo (if you saw the eight balloons stretched across the bridge over the river, you'd never forget the sight), the first Australian Motorcycle Grand Prix, Shell Ultra car race Series, championship golf tournaments and charity events.

The balloons, ranging from 4 to 45 feet in height, can be installed almost anywhere - one client even used a 30-foot version for a Melbourne Cup Day backyard celebration, and ANI Komatsu had one on top of a bulldozer at a field day!

Because Rooftop© balloons are internally illuminated (with a massive 1000 watt globe), their impact is not only a picture of incredible colour - the 15ft x

20ft message they carry is readable day and night.

When compared to many other forms of communication, the cost of hiring is significantly low - a fraction of a cent per-impact, based on the number of passers-by for the site where the inflatable is installed.

Rooftop© balloons, exclusive to the Australian agents, are constructed from special fabric pre-treated with a unique coating to retard ultraviolet effects, resulting in colour retention and longevity up to three times greater than ordinary balloon fabrics. This is a major consideration for companies considering purchase of a custom balloon in corporate colours.

When companies purchase their own balloons, the units are stored and managed on their behalf by the operators. Clients then only need to advise location and timing details for promotions, and all the work is done for them under an agreed service contract.

The 'big-players' in retail merchandising (Shell, L.J. Hooker, Kentucky Fried, Mobil, K-Mart, Hungry Jacks, Ford Dealers etc.) have seen the opportunity and reaped the rewards from Rooftop Balloon© usage.

But there is now also a strong trend for individual promoters to use the units as a cost-effective promotional means of gaining significant increases in turnover, and instant response to the



Rooftop balloons can be installed almost anywhere

balloons' promotional message.

The Rooftop© Balloons operators have systems for hire or purchase, light tube signs for hire or purchase, indoor 'model' display balloons which are replica hot air balloons, and can create custom inflatables for any promotional purpose.

Custom inflatables are gaining in popularity. Recent examples include full colour replicas of Ronald McDonald, a Sorbent 4-pack, soft drink cans, 20' high Hungry Jacks burgers and a giant kangaroo.

Any enquiries should be directed to:
SYDNEY

Rooftop Balloons Pty Ltd
(02) 214 7549 / (018) 224 252

MELBOURNE

The Exhibitionists Pty Ltd
(08) 231 3685 / (018) 310 743

ADELAIDE

The Exhibitionists Pty Ltd
(08) 231 7409 / 7408. □



MARQUEES FOR ALL OCCASIONS!

Bright, Colourful and Practical

MARQUEES — Rope and Pole or Frame, Touchfast Joining, Striped WALLING — Vinyl or Poly, Clear and Flyscreen, Windbreak
TARPS — Strong Vinyl, Lightweight Poly, Awnings etc.

Phone: ABGAL Pty Ltd on (07) 803 6000, Fax: (07) 803 6420
or call at 56 Magnesium Drive, Marsden, QLD. 4132



from page 84

NEW SOUTH WALES

John Weaver Pty Ltd
13 Forest Way, Frenchs Forest, 2086
Tel: (02) 451 5688

J. T. Davies and Co.
24 Thomas Street, Chatswood, 2067
Tel: (02) 412 4125

SOUTH AUSTRALIA

M & B Civil Pty Ltd
35 Graves Road, Newton, 5074
Tel: (08) 336 5144

QUEENSLAND

Gand Slam Court
Constructions QBC Building,
Cnr. Nerang & Currumburra Streets,
Ashmore, 4215
Tel: (075) 39 1411

WESTERN AUSTRALIA

Sports Surfaces Pty Ltd
20 Baretta Road, Wangara, 6065
Tel: (09) 409 8333
After hours: (03) 787 5499.

Deeko Entertainers

Plastic Plates

Deeko 'Entertainers', the new range of plastic plates, 'look so good you might never guess they're disposable'.

The highly fashionable octagonal shape of the 'Entertainers', plus the glossy, smooth surface finish and full colour, are enough to add a new dimension to your table setting or buffet presentation.

The Deeko 'Entertainers' range features a 230 mm dinner plate, 170 mm luncheon or side plate and a 170 mm (12oz) bowl. They're heavier and thicker than most disposable plastic plates and are available in the convenient smaller pack quantities of 100 per polybag, 400 per carton.

Ask for this new touch of class from your Deeko Distributor.

Plastic Cutlery

Deeko Australia's new premium range plastic cutlery will set the standard by which disposable plastic cutlery is judged.

The high gloss and smooth, bright white finish, plus attention to functional detail, make this a classy co-ordinated

range of knives, forks, dessert spoons and teaspoons.

Available at your Deeko Distributor.

Old Fashioned Service

When you buy Manchester from a major chain store, what you frequently pay for is the brand name on the outer wrapper.

For Manchester at half normal prices and good old-fashioned customer service, you need look no further than **Brown's Manchester**, on Nepean Highway, Moorabbin.

Brown's Manchester has been a name in the trade for more than eighty years.

The business originally started in Brighton, and moved to its high-profile location on the Nepean Highway.

The manager, John Knight, has a solid background in linen, having been with the company for 36 years.

Brown's was a trade-only operation until two years ago, when John decided to open the doors to the public.

John specialises in buying up ends of runs from the wholesalers and job lots.

The store now has thousands of varieties of sheets, all sizes, curtain material, doona covers, comforters, towels, many from top fabric makers.

There are also hundreds of small gift items, such as neatly packed face flannels and toiletry.

Pride of place is given to sets of genuine satin sheets. 'They sell in the big stores for \$130,' says John. 'We sell them for \$60. If people want frills added or items made up out of raw fabric, we can do it straight off on the machines out the back.'

Brown's has been a regular destination for shopping tours since it went retail, and John will happily open after hours for groups by appointment.

'They're always good business', says John. The firm is a major supplier of linenware to hotels, motels, guest-houses, ski lodges and golf clubs all over Victoria.

The Manchester shop also has large supplies of seconds in sheets and other items, such as doona covers or sets of sheets made up without the matching pillowcases.

There's also a huge selection of baby wear and many of them top brands marked down to low prices.

If you're in the market for some Manchester but have a budget to stick to, **Brown's** can offer you a fantastic range at way under what you're used to paying.

Brown's Manchester
839 Nepean Highway,
Moorabbin
Phone 557 3228.

Mobydisc

Mobile-Discos offer the most cost effective way to entertain your guest at a function.

They play continuous music if required and are able to cater for ALL ages and tastes.

The volume is fully adjustable from background music to 'Night-Club' level.

Mobydisc offers a mobile Disc-Jockey service in both Sydney and Melbourne. A Disc-Jockey with sound and lighting system and records is about \$225 for five hours.

For formal occasions such as Weddings and Balls all Mobydisc DJ's are formally dressed and will act as Master of Ceremonies if required.

To ensure the clients hear the music they want Mobydisc's selection form is forwarded to them so they can choose the music they require before the day of the function. Quiet background music, special songs for Birthdays and Weddings and dance music from the 30's to the 80's are all available.

To help people plan their function brochures are available with details of our Party and wedding services.

Further information is available by calling:-

Melbourne (03) 816-9119 and
Sydney (02) 569-0000

E-ZI Up Instant Canopy Shelter

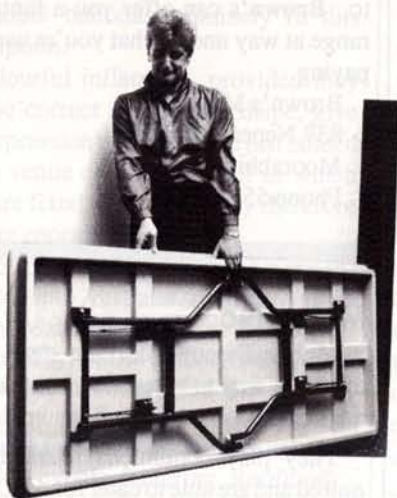
Setting up a temporary outdoor shelter shouldn't be a major construction project. Replacing the hassles of lost

continued page 88

VIBMAC RENTAL PRODUCTS

Rentable

Tough enough for the rental industry!



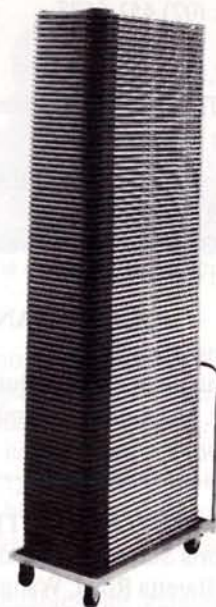
Available in these sizes:
 1.8m x .760m — Banquet Table
 2.4m x .760m — Banquet Table
 1.8 x .910m — Banquet Table
 1m x 1m — Square Table
 1 metre diameter — Round Table
 1.5 metre diameter — Round Table

We reserve the right to change specification without notice.

- Virtually indestructible A.B.S. plastic top.
- Attractive textured finish — smooth enough to write on.
- Impervious to foodstuffs and chemicals.
- 50% lighter than conventional Formica tables.
- Sturdy steel wishbone legs.
- Easily cleaned using only detergent and water.

- No more cracking, splintering, sanding or varnishing.
- Rentable is finished in an attractive light beige, with other colours available on request.
- Replacement tops are inexpensive and simple to install.

Manufactured in New Zealand under licence to the Bryan Equipment Company of U.S.A.



VIBMAC ENGINEERING LIMITED

Vibmac Engineering Ltd.
 P.O. Box 1521
 Dunedin
 New Zealand
 Ph: (0064-024) 770643
 Fax: (024) 779750

Aust. Distributors
 N.S.W.
 Lou Mackenzie
 Lumac Enterprises Pty. Ltd.
 63 Bassett St., Mona Vale,
 N.S.W. 2103
 Phone/Fax: (02) 997 3092

Vic. & Tas.
 Ken Mathews
 Manlift Hire Pty. Ltd.
 296 Springvale Rd.,
 Donvale,
 Vic. 3111
 Ph: (03) 789 3214

Qld.
 Danny Brownlow
 Trenching & Tree Equipment
 3 Ellison Rd.,
 Geebung,
 Qld. 4034
 Ph: (07) 865 2220

W.A.
 Unimec (W.A.) Pty. Ltd.
 85 Abernethy Rd.,
 Belmont, W.A. 6104
 Ph: (09) 277 2365

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parts, forgotten tools and long set up times is the new E-ZI Up Instant Canopy Shelter developed in America and imported by Alishan Pty. Ltd.

The E-ZI UP is a quick to set up polyester canopy top mounted on a hinged and telescoping tubular metal frame. The complete unit can be fully erected in one minute by two people. As it only needs to be unfolded rather than assembled like most shelters even one person can put it up.

When finished for the day it folds up just as quick and fits into a carry case the size of a golf bag.

Whether it is a barbecue, at a flea market, or poolside, who wants to spent an hour putting up a sunshade? With an E-ZI Up you never will have to. The E-ZI Up comes in four sizes and a wide range of coloured tops and side panels.

Available in Australia from Alishan Pty. Ltd. of Caringbah the instant shelter is now being used by sports teams, caterers, flea marketers, barbecue users in Australia, Japan and America.

Anyone who wants to take it easy should look at the E-ZI line of Instant Canopy Shelter.

Quality Cafe and Club Equipment Pty Ltd.

Quality Cafe and Club Equipment Pty Ltd., better known as Q.C.C., justifiably claims to be Australia's
continued page 89

QUIN'S MARQUEES



Marquees manufactured to your requirements. All sizes in either Frame Style or Peg & Pole Style using Australian made PVC synthetic or canvas material.

For further information contact:-

Dave Lawrie or Ross Lucas
 at

Quin's Canvas Goods Pty Ltd

10 Kyle Place Pt, Adelaide, S.A. 5015
 Phone: (08) 47 1489 - Fax: (08) 47 8622

from page 88

headquarter for food service equipment.

Founded in 1957 it has grown to become a national group with branches in Melbourne, Brisbane, Perth and of course Sydney.

Their discount supermarket concept has become very convenient for restaurants, hotels, clubs, hospitals and other institutions to view and collect their requirements with minimum delays. Their transport fleet delivers to all metropolitan areas.

Their range covers every aspect of a kitchen from heavy duty cooking units, refrigeration, stainless steel benches, all types of appliances.

Q.C.C. Imports a huge volume of merchandise and carries full ranges of Libbey and Duralex glassware, and large selections of cutlery. Expert advice is always on hand to guide the purchasers selection.

Q.C.C. are exclusive Australian distributors for the following leading brands of equipment:

Beckers Slicers, Bertrand Mixers, Euromilan Food Processors, Hamilton Beach Blenders, Metcalfe Potato Peelers, Santos Juicers, Cater Caddy Servers, Egi Milan Toasters, Fasline Slicers and Dices.



Q.C.C.'s sample of crockery

Q.C.C. also have a team of well trained representatives who service the needs of customers. Q.C.C. is ideally suited for the hire service industry and supplies the leading hirers in Australia.

Contact:

Eric Frank —

Sydney - (02) 331 4124

Tony Hall —

Brisbane - (07) 839 1234

Vince Sabbatucci —

Melbourne - (03) 419 5423

Lance Moir —

Perth - (09) 328 2000.

Gibpat Does it Again!



Dudson Fine China - Tuscany pattern

Dudson Fine China. Sophisticated in both form and function. Dudson Fine China combines the aesthetic whiteness and translucence of fine bone china with the strength of super vitrified hotelware.

Dudson Fine China is available in three shapes to suit any dining situation.

The popular Tudor shape, Dudson's first and most successful fine china.

The gently scalloped Elizabethan shape, the ideal compliment to innovative food presentation, and the highly refined Georgian shape, pictured above in the Tuscany pattern, which combines all of Dudson's best features with a supreme elegance specifically tailored for the world's finest dining rooms.

Hotel groups such as Hilton, Hyatt, Sheraton, Ramada, Holiday Inns, Southern Pacific and Intercontinental are reaping the many benefits of Dudson Fine China. Now it's your turn!

Gibson Paterson

549 Harris Street, Ultimo 2001. □

New Owners for Quin's

Quin's Canvas Goods Pty. Ltd., are a long established firm in South Australia.

The canvas goods manufacturing division of Quin's has recently changed ownership and is now owned by Dave Lawrie and Ross Lucas who have had many years experience in the canvas trade. The firm has recently purchased high frequency welding machines to enable the manufacture of fully welded marquees and tents in PVC synthetic materials. Traditional canvas styles are

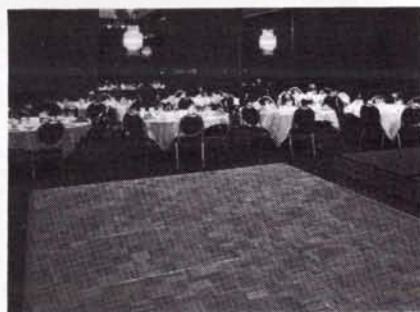
still manufactured as well. Where possible, Australian made materials are used. Quality Control is a high priority during manufacture. When multi-coloured marquees are being made, the colour design panels are matched wherever possible. As well as specializing in making marquees, all general canvas goods are made and repairs are promptly carried out.

10 Kyle Pl.,

Port Adelaide, SA 5015

Tel: 47 1489

A Quick-Change Platform



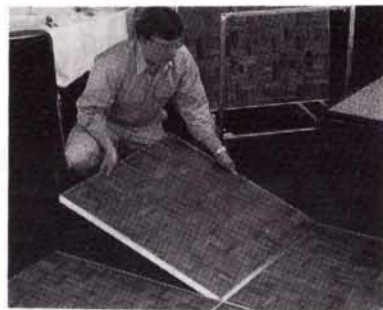
Sico easy-to-handle stage

The U.S. firm, SICO Incorporated, has introduced its Series 1800 stage to Australia. The highly adaptable stage is available in two different sized sections and dual heights with each section folding away and rolling on its own wheels for easy handling. It can be used as a speaker's platform, fashion show runway, head dinner table or bandstand. The firm also builds a 1700 series suitable for covering pits, steps, fountains and other shapes.

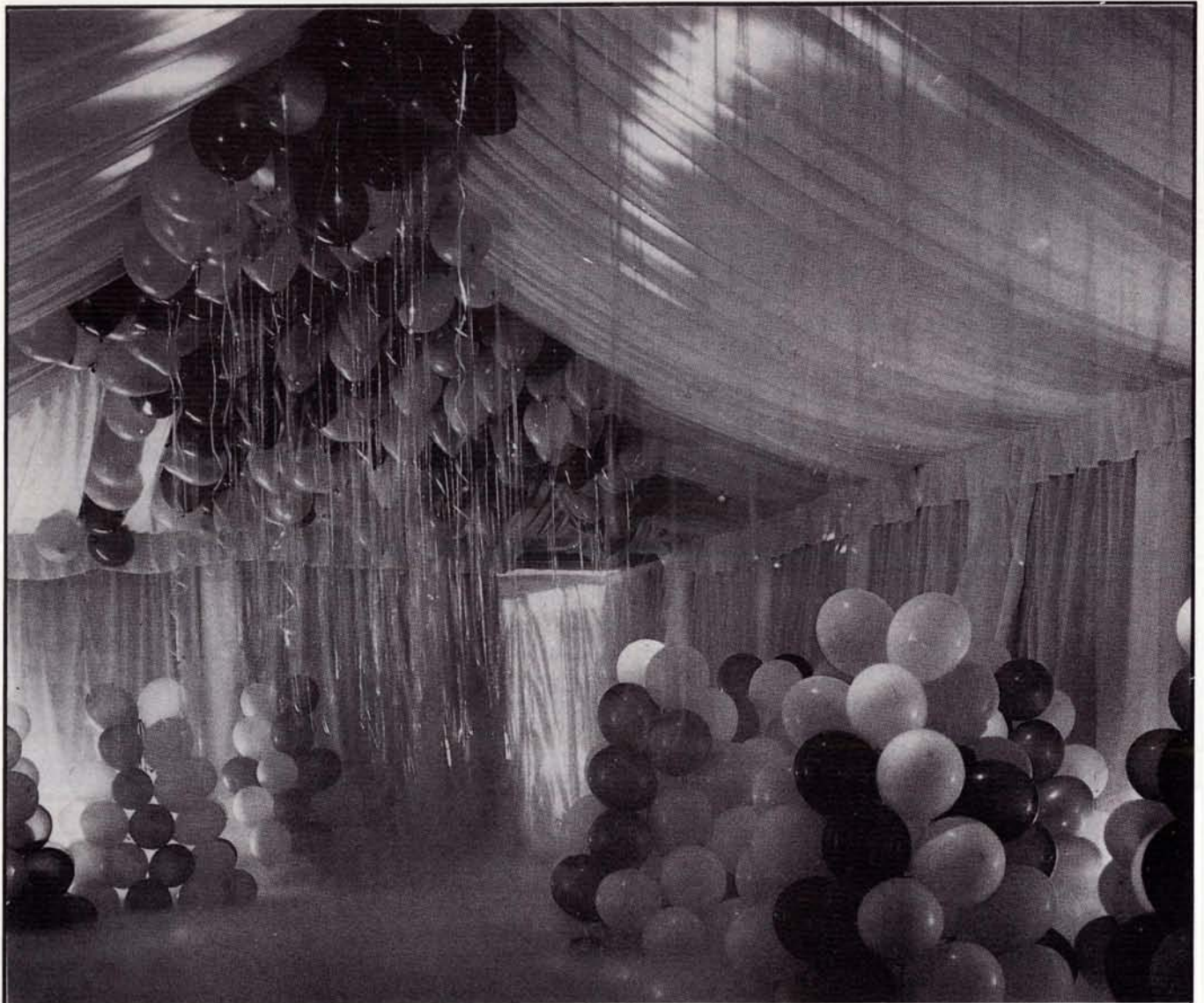
The company's portable dance floors are now available in Australia and come in one metres squares that allow a dance floor to be laid in minutes by one person.

Gibson Paterson,

549 Harris Street, Ultimo 2001. □



Sico portable dance floor can be laid in minutes...



'LUXURY LINER'

Another winning product from Baytex

For Silk Linings that perfectly complement the full range of Baytex Marquees as well as Structures by Roder and Hoeker. For Silk Linings to suit your individual requirements in a choice of colours and in Plain or Flame Retardent fabric contact:

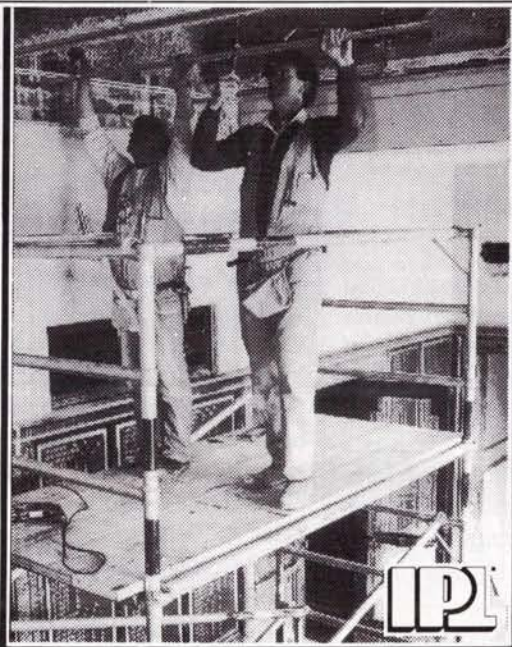


Bay Textiles Ltd

P.O. Box 2571, Tauranga, NZ.
40 Mirrielees Road, Tauranga.
Phone (075) 78 8022, (075) 78 8921
Fax (075) 78 8978

AUSTRALIAN AGENT:
Mac II Enterprises Pty. Ltd.
25 Maidstone Place,
Ferntree Gully, 3156, Victoria
Phone (03) 233 7088
Fax (03) 763 4673

HYPLANK



Light & Strong...

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

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

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



TRADE ENQUIRIES:

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

WA 188/263 1

HIKE KIT



PROVEN RELIABILITY

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

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

AVAILABLE FROM:

- QLD:** Gregory Machinery, 1 Vulture Street, WEST END, QLD 4101 — Telephone: (07) 884 4433
NSW: SECA Aust, 11 Carrington Road, MARRICKVILLE, NSW 2204 — Telephone: (02) 559 5622
VIC: OBE Trading, 65 Taunton Drive, CHELTENHAM, VIC 3192 — Telephone: (03) 584 7211
SA: METCO, 237 Richmond Road, RICHMOND, SA 5033 — Telephone: (08) 234 0566
WA: Flextool (Aust) Pty Ltd, 3/47 Tate Street, BENTLEY, WA 6102 — Telephone: (09) 451 2077
NZ: Moulpak Products, 17 Parity Place, GLENFIELD — Telephone: (09) 480 8096

WE ALSO
CARRY SPARES
& ACCESSORIES
FOR BURTON
POWERSNAKE



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creased by over 300% since moving to the new premises.

Always looking to further trends, Formquip acquired some months ago, a company specialising in the manufacture and sale of Aluminium Beam Systems, suitable for many and varied uses within the building and hire/rental industry. This range of aluminium beams and joists together with a unique fast locking system is ideal for construction of temporary stage platforms, as well as conventional form work. Form-Quip states this product range is fully approved by most relative state authorities.

Other services available to the hire rental industry, can be obtained via Form-Quips' Design Engineering Department and Special Products Division, which offers advice and assistance in the design and manufacture of Support Systems for temporary stage platforms, special formwork and scaffold requirements.

Form-Quip is located close to Bankstown Airport in Sydney's West.

Potential and existing customers are always welcome to visit between the hours of 7.30am to 5.30pm, Monday to Friday or Saturdays by prior arrangement.

For further information:-

Form-Quip Australia Pty Ltd
2 Ashford Avenue
Milperra, NSW 2214.
Tel: (02) 792 1711
Fax: (02) 792 1792

Improving Operator Safety Levels through Laser Welding Technology

Dembicon Australia - Australia's diamond tool specialist and leading manufacturer in this country, recently launched a stronger, safer range of diamond segmented cutting blades.

These blades have been manufactured using the latest technology - Laser Welding.

With the increasing demand for diamond blades capable of satisfying high speed applications, Dembicon has been constantly searching for ways to

improve it's manufacturing methods. Finally in late 1988, following developments investigated in America, DEMBICON invested in a \$1 million, 1500 watt machine capable of high quality laser cutting and welding.



By utilising the laser welded method to bond diamond segments to blanks rather than the traditional brazing method, Dembicon is able to produce a diamond blade which can withstand greater heat and stress. The result is a tougher blade with improved operator safety. So sure is Dembicon of this safety factor that the company offers a **Lifetime Guarantee* with every blade manufactured.

Another feature of this new development in blade technology is the coupling of Dembicon's internal research and development efforts to produce a range of blades capable of solving any cutting application. This research has resulted in producing a range of laser welded blades divided into four categories, based on mineral composition of the segment, segment depth, and the equipment usage classification for each blade.

Dembicon has named this product range - Laser Tuff, Laser Plus, Laser Pro, and Laser Quik. Blade sizes range from 4" to 20" depending on the specific blade category and all are colour coded and presented in a clear vinyl sleeve for ease of identification and selection.

If you are interested in this new range of products then please contact:

Dembicon Australia,
29 Kinkaid Avenue,
North Plympton, 5037
Telephone: (08) 297 4022,
Superservice: (008) 888343

*Call our **Superservice** Number (local fee charge) to locate your nearest DEMBICON office for full guarantee details. □

Steel Guard Rail Saves Lives on Site

The clamps used can attach to either 'C' or 'Z' purlins without the use of tools.

A scissor lift or similar work platform is all that is required to erect the system.

"The Guardrail System safety barrier allows a roof to be laid without interference to work flow while at the same time providing a safe working environment," Mr Stokes said.

"Guardrail was designed and built from steel because it is light, strong and readily available and protects the builder's most valuable asset - his workers.

"The cost of workplace accident to the building industry and the community at large is why an effective safety rail has now become part of the Department of Labour requirements," Mr. Stokes said.

For further information please contact:-

Mr Chris Mooney
BHP Steel Sheet & Coil Products
Telephone: (03) 268 7777 or
Mr Barry Stokes
Deck Guardrail Systems
Telephone: (03) 729 8767 □

Mote Kennett New Factory

In its amalgamation of the Victorian and Sydney ladder manufacturing operations under the one roof at Rydalmere, NSW, Mote Kennett Ladders has created the largest single such complex in the Southern Hemisphere.

The combination of the two manufacturing operations is part of a new push by the parent company, Harper Davidson Pty Ltd, to strengthen Mote Kennett's position as the leading supplier of quality ladders in Australia, with an extensive range meeting the requirements of every industrial and general purpose application.

Rydalmere manufacturing complex makes Mote Kennett the biggest

With Head Office and central administration already established in new
continued page 94

"THE SAFE WAY TO CUT"



Dembicon Australia reaches New heights in technology with the release of Australia's first Laser Welded diamond blades

- Providing the ultimate in operator Safety – Laser Welded segments can withstand a far greater degree of heat and stress than conventional brazed methods.
- So safe is the blade – a Lifetime Guarantee is given against segment loss.
- The toughest blade yet released on the Australian market.
- A world standard product – designed and manufactured by Dembicon Australia.



... Contact Dembicon for more information. A full range of blade applications and sizes are available now.

DEMBICON AUSTRALIA

"Australia's Diamond Tool Specialists"

- ADELAIDE
- MELBOURNE
- SYDNEY
- BRISBANE
- PERTH
- SINGAPORE
- LOS ANGELES

FOR SAFETY'S SAKE-USE THEM!

from page 92

premises at Rydalmere, the move to consolidate manufacturing was the vital first step in the Mote Kennett plan to build solid growth on the foundations of improved service and quality enhancement.



Mote Kennett new factory at Rydalmere, NSW.

Inbuilt quality is the key to Mote Kennett's growing success. Mote Kennett Ladders pioneered many innovative improvements and it is the brand which can truthfully claim to have set the industry standards for safety.

Australian Standards for timber and aluminium ladders have been framed around the soundness and engineered safety features of Mote Kennett Ladders. Every product within the extensive range is manufactured to the exacting requirements of Australian Standards quality.

Mote Kennett believes that, even when you're the best, there's still room for improvements. With their expanded Research and Development facility, the new Rydalmere complex will be the place to watch for new ideas and even better access solutions.

Service to be further streamlined

The new Rydalmere facility will enhance the national manufacturing capability of Mote Kennett.

While production will continue in Queensland and Western Australia, centralised production planning and improved inventory control will provide overall depth and greater efficiencies to the national network of warehouses.

Local customer service remains

The Mote Kennett sales offices throughout Australia, supported by fully stocked warehouses, will continue to provide expert sales service and technical advice, backed up by the full resources of the Rydalmere facility.

Any slight initial disruption to supply will be quickly overcome by the continuing benefits of fast and efficient access to a wider range of products. □

Homelite Textron

Homelite, one of the world's largest manufacturers of Outdoor Power Equipment, have a vast range of petrol-powered products suitable for the Hire and Rental Industry.

Commencing business in 1921, with a two-stroke engine-powered generator, the Homelite range has grown over the years to be one of, if not the biggest ranges of equipment under one brand available anywhere in the world.

Homelite trash pumps and diaphragm pump have been popular with Rental Companies in Australia for many years. This due mainly to their durability and ruggedness. This product quality is built into a pump range that now boasts over the thirty different models.

A recent addition to Homelite's range, is the DM54 Demolition or Cut-Off Saw. The DM54 is powered by a new generation 88cc Homelite two-cycle engine and is designed for sure-power performance to cut through almost anything, including concrete, steel, aluminium, bricks, cast iron etc.

An important feature of the DM54 is its reversible cutter arm, which allows cutting in the central or side position. An adjustable wheel guard into position to protect the operator.

The DM54 is available with 12" or 14" cutting wheels and is very realistically priced at only three quarters that of its major competitor.

Spare parts are extremely well priced too, at around two-thirds that of its major competitor.

Other products in Homelite's range are 9 Chainsaw models, 4 Ride-on-Mowers/Yard Tractor Models, 10 Brushcutter models, 3 Hedge/Shrub trimmers, 4 Blower/Vacuum models, plus many many more.

Homelite is certainly your one stop shop, when it comes to Outdoor Power Equipment.

For further information contact:-
Homelite's Head Office
P.O. Box 209,
Blackburn, VIC. 3130.
Phone: (03) 878 6155, □

E. W. COX Pty Ltd

50 years service to Industry

Manufacturer's agent for Astro Power Climber
Scaffolding Winches
Australasian agent for Koltek Interlift
Access Systems

'The Castor House'

We cater for all your

- Wheel and castor requirements
- Light, medium or heavy duty
- Furniture - institutional - industrial
- Scaffolding and towable
- Hand trucks, trolleys, platforms trucks standard or specials
- Modular belt conveyors, flat & troughed electric air or petrol driven

ENQUIRIES

101 Woodpark Road, Smithfield N.S.W.
Fax (02) 632 2306 (02) 632 2111
45 Hood Street, Airport West, Victoria.
Fax: (03) 338 2508 (03) 338 3444

Hire Companies Look!

Arc Welders

IDEAL FOR THE HOME
HANDYMAN AND D.I.Y.
HIRE MARKET

- Quality English Tools from the Australasian Agent.
- Sole N.Z. Agent.
- Bede-Breaker the New Tyre Tool N.Z. only 3 models of Electric Welders.
- Trade Enquiries Welcome.

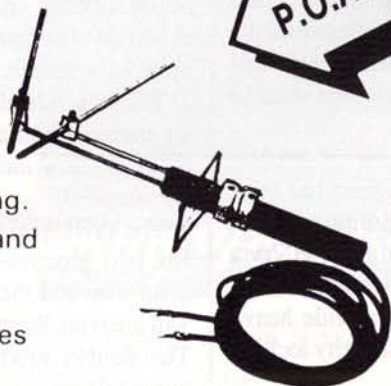
CARBON ARC TORCH

1581

Powered by your electric welder
50-60amps.

Ideal for brazing.
Heating steel and battery leads.

Spare electrodes available.



P.O.A.

STITCH BODY WELDER

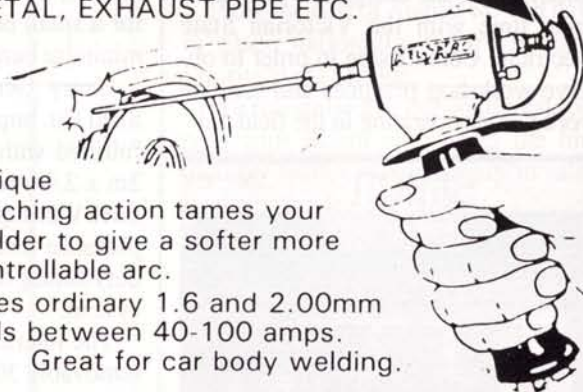
1578

(includes 60 rods)
Spare electrodes available.

Lets you weld on THIN SHEET METAL, EXHAUST PIPE ETC.

Unique stitching action tames your welder to give a softer more controllable arc.

Uses ordinary 1.6 and 2.00mm rods between 40-100 amps.
Great for car body welding.



P.O.A.

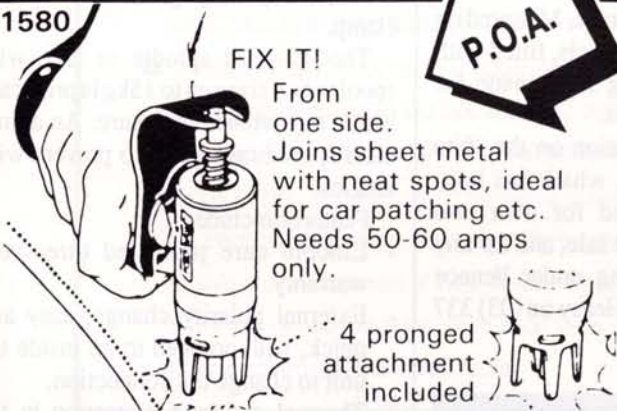
NEW SPOT WELDER

1580

FIX IT!

From one side.
Joins sheet metal with neat spots, ideal for car patching etc.
Needs 50-60 amps only.

4 pronged attachment included



P.O.A.

TO ORDER

send to: — RAY MITCHELL
PACIFIC WELDING SYSTEMS
FREEPOST 333
P.O. BOX 13123
GREEN ISLAND, DUNEDIN

Please send me the following items:

		TOTAL

Cheque / Visa / Bankcard / Mastercard

Card number

Expiry date ___/___/___

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

NAME

ADDRESS

CODE

Signature:

PHONE & FAX: 248 882-805

TO ORDER

PACIFIC WELDING SYSTEMS
FREEPOST 4
P.O. BOX 112
BEVERLY HILLS, SYDNEY 2209
Phone: Heather (02) 57-2432

INFORMATION PAMPHLETS AVAILABLE

Chinese Delegation visits Simon-Abbey

Following the sale of a vehicle mounted SW550/58 fully insulated Skyworker to the Shenzhen City Road Lighting Management Institute, China, a delegation from the Chinese Institute has paid a technical exchange visit to the Melbourne manufacturing plant of Simon-Abbey, a member of the Simon Group.

The Skyworker sale represented an important breakthrough into the important future export market for the company.

In addition to a full tour of the Simon-Abbey plant, the delegation also spent some time with the Victorian State Electricity Commission in order to observe workshop practices and see line work parties operating in the field. □



Simon-Abbey Sales & Marketing Director, Mr Bernie Klekebosh (centre) pictured with the Chinese delegation from the Shenzhen City Road Lighting Management Institute, during the recent technical exchange visit to the Simon-Abbey manufacturing plant in Melbourne.

For Sale

- 1 Crown Trailer mounted Cherry Picker, 12 metre (40ft) reach
- 2 years old. Excellent condition. \$24,000 or take over lease and cash adjustment.

Contact: Peter Makim

Phone: (067) 522 732 BH
(067) 525 324 AH

Combat vandalism and theft!

Every year vandalism and theft on Construction Sites is becoming a bigger menace, nothing is safe, fences cut, work compounds vandalised, sheds broken into, valuable equipment, materials and tools stolen. The cost is mounting, lost tools and material replacement are a never ending headache for Managers and Contractors in the Construction Industry.

Mobile Shed Co., a Melbourne Hire and Manufacturing Company has been hiring to members of the Construction Industry and Government Departments for over 15 years, and realised the need for a small heavy duty storage shed to minimise burglary.

Henry Gerstner-Stevens of Mobile Shed Co. hopes that this need has been fulfilled with 'Site Safe'®, a compact 3m x 2.4m security shed built of 2mm steel V crimp walls for strength and appearance featuring a 1.4m wide heavy duty sliding door with a security locking system.

The interior is fitted with 3 rows of removable 3000 x 300mm shelves and 1 row of double hooks on each 2.4m end wall, for maximum storage. Mounted on heavy duty cast iron wheels, fitted with 4 lifting and 4 pulling lugs, made for easy, on site movement.

For further information on the 'Site Safe'® security shed, which has been successfully marketed for over two years for both hire and sale, and for any possible manufacturing under licence outside Victoria, ring Henry on (03) 337 6640.

Lincoln's new MIG welder easily transportable

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, New South Wales.

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 easily carried in a ute

to outside jobs.

The Jetmig 195 is particularly suited for light industrial sheet metal work, such as in panel shops, and for rural welding on single phase power.

Jetmig handles both aluminium and stainless steel welding.

The Jetmig 195 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 light weight MIG gun with rotatable 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 very simple.

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

The drive reel to feed out electrode has two grooves-one to accept .6mm solid wire and the other for .8/.9mm. It will also run .9mm flux cored electrode. The double groove is reversible and 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.

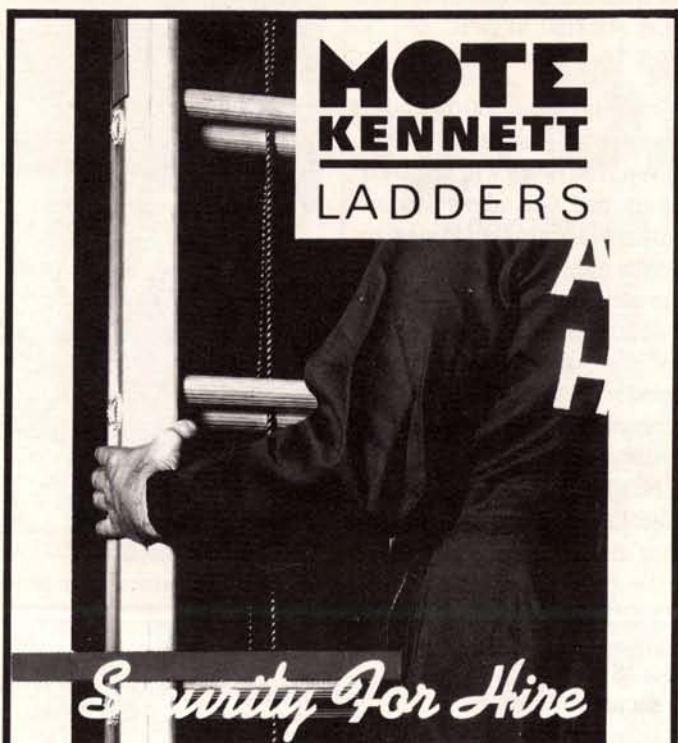
The standard spindle to take wire spools of all sizes up to 15kg is protected inside the cabinet enclosure. An adjustable spool brake helps to prevent wire tangles.

Features include:

- Lincoln care protected three-year warranty.
- 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.
- Pre-set burn-back timer, which prevents wire freezing in the welding pool and allows gas protection of the cooling pool.

Further information:

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



Australia's most comprehensive range of tough, reliable, easy-care ladders for every hire purpose.

- Aluminium and Timber Extension Ladders incorporate Mote Kennett's simple-to-operate, failsafe extension lock which simultaneously engages the rungs in both sections.
- Aluminium Extension Ladders (CD range) are manufactured from top grade aluminium alloy and feature 'C' section side rails which eliminate cumbersome top and guide irons.
- Timber Ladders, designed around the special requirements of the electrical trade include: Steel Hinge Steps with large top for safe, easy management of tools; Builders' Steps, extra heavy duty for hard daily wear; Multi-Trade Steps, doubles as a robust step-ladder or sturdy trestle.

With your ladder selection Mote Kennett guarantee you'll step up in safety...security you can bank on for profitable hiring.

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SA	Agent	(08) 46 4561
WA	Cannington	(09) 451 6633

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Robin Engines Priority Parts Service

Due to the huge increase in Robin Engines sales to the hire industry, Crommelins Australia, the Australian distributors, have announced their intention to further extend their support in the industry by offering a Hire Industry 'Priority Parts Service'.

Crommelins Marketing Manager, Mr Kevin Kennedy, said 'the successful association of Robin Engines and the hire industry goes back 22 years but the growing support in our product over the past 18 months has prompted us to further extend our level of service.

From the first of August we will have in place nationally, a hire industry Priority Parts service.

We recognise that our continued success with Robin engines in the hire industry rests with our ability to satisfactorily service our product.

In the past 18 months we have negotiated substantial price reduction. We have increased our engine range and stock holding, established Robin engine specialists in each state and restructured and reduced our Spare Parts prices.

Now we are stepping up our Parts Service to a level that will justify the confidence the hire industry placed in our company"

Robin Engines are the third largest importers of small stationary four stroke petrol and diesel engines in Australia.

They have recently introduced several initiatives to lift the profile of their product range.

Crommelins consider themselves to be a true engine supply specialist supporting the many Australian manufacturers fitting Robin Engines.

For further information contact the Robin Manager in your State or catch them at the Hire Convention.

Queensland

Kevin Kitchen (018) 72 0610

New South Wales

Stan Bird (018) 22 7712

Victoria

Frank Calleja (018) 31 5203

South Australia

Vince Crase (08) 347 1877

Western Australia

Rob Jones (09) 451 6644. □

Sharpen your profits

When sharpening those tools, saws & cutters, join the many happy businesses which have already tapped into a new profit area.

The Sharpline MkV Universal Grinder is a precision sharpening grinder, designed and built in Australia.

It's easy to use and produces a professional finish on a wide variety of tools, routers, circular saws, saw chain, planer blades, buzzer blades and cutters, including those Tungsten Carbide Tipped items.

It was designed for use in the building, woodworking, hire and rental industry, sharpening shops, power tool and hardware stores or for the person interested in setting up a sharpening business for themselves.

This extremely versatile machine can form the base of a very profitable, part or full-time business, compliment an existing industry, expand the service of a related business or simply carry out in house sharpening.

The universal jig mounting plate makes it a simple task, to fit the machine with a locally designed jig for that unusual job.

For further information contact:

Brackenwood Pty Ltd
14 Railway Street,
Booval Qld 4304
Ph: (07) 812 1088,
Fax: (07) 812 1120

Instant Scaffolds Introduce Aerial Work Platforms to their Range

Instant Scaffolds have introduced a range of aerial work platforms to their product line up. The range will be called Instant Zip-up and will allow Instant Scaffolds to supply access equipment to a market sector they have until now not been able to service.

Instant Scaffolds is a fully owned division of the Australian company, W.R. Carpenter & Co. Ltd. who also own the company which manufacture the aerial work platforms in America.

Mr Phil Newby, General Manager of Instant Scaffolds said, 'The Instant Zip-up range has already been successfully marketed in the United States and Europe and will provide the Australian market with aerial work platforms that are superior to those offered by any of our competitors'.

The Instant Zip-up range includes five models. They are the SL19, SL19CW, SL20, SL24 and SL26, the various numbers denoting platform height.

Mr Newby said, 'Marketing of the Instant Zip-up range in Australia will be confined to companies who specialise in the hire and rental of equipment of this type'.

The SL19, SL19CW and SL24 are all scissor lift models. They are designed to get through most standard doorways which makes them ideal for jobs where there is a need to get within an enclosed area.



Model SL-19 instant zip-up aerial work platform

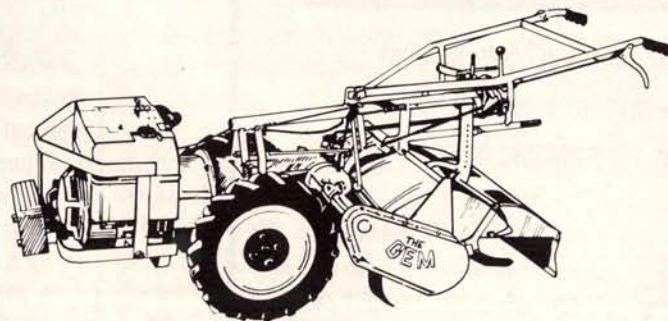
The SL20 has proved to be very popular in Europe and the USA because of its 'Z' type elevating mechanism. Both the SL20 and the heavy duty SL26, which uses the same elevating mechanism, are ideal for sites where an obstacle prevents access by the scissor lift models.

Optional extras include a fold down deck for platform extension or a cantilever cage where additional work reach is needed. When either of these options are added to the SL 20 the platform is able to reach out and over obstacles.

The prime feature of the entire Instant Zip-up range is manoeuvrability.

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**THE
GEM**



**IT'S
BACK**

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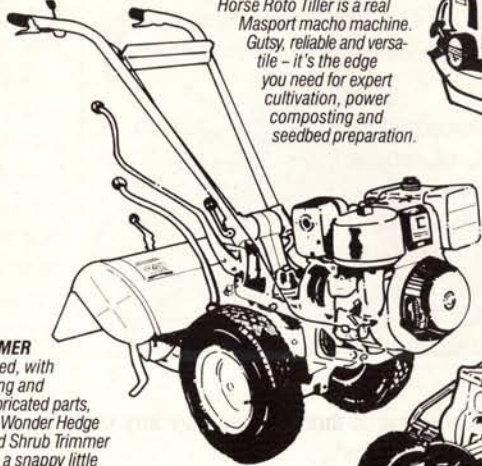
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The Troy-Bilt 7HP Standard Horse Roto Tiller is a real Masport macho machine. Gutsy, reliable and versatile - it's the edge you need for expert cultivation, power composting and seedbed preparation.



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There isn't a better, quicker, more cost effective way of cleaning debris than Masport's Little Wonder Blowers. Test vacuum with one today. The 1 year warranty will blow you out too!



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Great handling. Great finish. Masport's Pro Edger features 4 stroke Briggs and Stratton power, large fuel capacity and easy to manage controls.



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The hire industry is competitive. To make a dollar you require equipment that will withstand the day to day punishment dealt out by our customers.

Bassett distribute a large range of commercial and domestic water blasters and pump that have the quality and performance to work hard for your profit.

Visit the W.L. Bassett & Son stand at the 1989 Hire Expo at Southern Cross Hotel, Melbourne and view products sold and serviced by Bassett including Ficep Pumps, PP12/24 Diesel Transfer Pump, Simer Pumps, Weda Pumps, Bassett Blasters and Bassett Turbo 8-70.

Or for further information contact Bassett directly.



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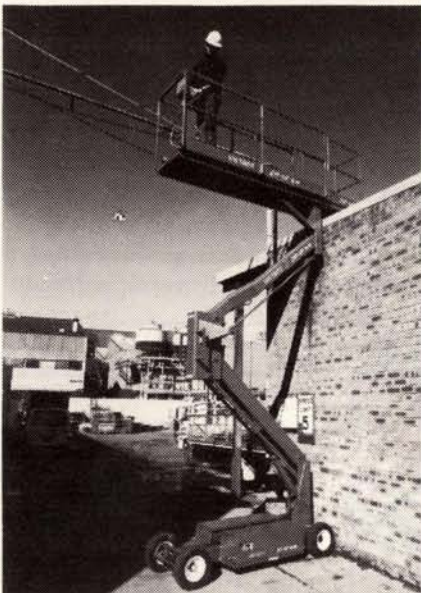
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The tight 90 degree turning circle and the simple three speed toggle switch control allows the platform to be raised or lowered, driven forward or reversed into position smoothly and easily.

Another feature is the low maintenance design and the easy access to the driving mechanism area which cuts service time to a minimum.

Instant Scaffolds are leaders in the aluminium scaffolding market in Australia. The introduction of the Instant Zip-up aerial work platforms to their product range will reinforce their reputation for excellence in the supply of equipment and services.



Model SL-20 instant zip-up aerial work platform

For more information contact:-
Mr Phil Zeitch of Instant Scaffolds a division of W.R. Carpenter & Co. Ltd.
Telephone: (02) 439 6200.

Andrews Gasmaster Range

Industrial heating invariably means keeping people warm to maintain productivity. With the onset of cold weather, the conventional solution is to fire up a main boiler to heat the entire premises, with all of the associated operating and maintenance costs and ever increasing fuel bills.

Instant Flexible Heat

Consider the energy efficient alterna-

tive - Andrews Gasmaster Portable Air Heaters. You can achieve on-the-spot heat instantly, without waste. No expensive warming up period, simply wheel into position and switch on, to provide safe controllable heat, when and where you want it. Used singly or in multiples, highly manoeuvrable and robust Andrew Gasmaster portable heaters burn LP Gas, and deliver heat ranging from 30,000 to 260,000 Btus per hour.

100% Efficient

Compared with the 75% efficiency, at best, of central boiler plant, Andrews Gasmaster direct fired heaters are 100% efficient, based on Nett Calorific Value. The capital cost of an Andrew Gasmaster portable heater is at least 50% LESS than a fixed warm air system of equivalent Btu output.

Reliability

In addition to twelve months warranty, product design features facilitate economical preventative maintenance and simple servicing.

Well-Proven Heat

The Andrews Gasmaster range has proved highly reliable in service over many diverse industrial and commercial applications and withstood the extreme conditions experienced by the British Transglobe Expedition.

So before you switch on your heating system this winter.....stop...consider the economic alternative. Andrews Gasmaster Portable Air Heaters, they turn energy sense into action.

LP Gas Models

- G125 Input 30,000 To 125,000 Btu/H
- Heated Air 400 CFM
- Consumption 0.6 to 2.6 Kg/hr
- G260 Input 65,000 to 260,000 Btu/H
- Heated Air 1200 CFM
- Consumption 1.36 To 5.5 Kg/hr

For further details contact:-

Auckland Office

28 Lunn Ave, Mt Wellington,
Private Bag 8 Panmure,
Auckland, New Zealand.
Ph 0084 (09) 571-159
Fax 0064 (09) 570 2511

Christchurch Office

7C Birmingham Drive, Riccarton
P.O.Box 8664,
Riccarton Christchurch
Ph (03) 382-982.

The Gem is Back

Howard Australia is re-introducing the ubiquitous GEM. This is the machine that really put Howard on the world map fifty years ago as the leader in rotary tillage technology. Nothing like the GEM has ever been built by anyone else and it is now back retooled but with all the rugged reliability it was renowned for.

The GEM is a pedestrian operated rotary hoe. It is specifically designed for that one job and it does superbly well. It makes no pretence at being all things to all men and the only attachment available is a furrower. Over the years it has been the workhorse for all professional gardeners and the high prices commanded by second hand models, when you can find them, attest to its continuing popularity.

Hand controlled rotary hoes of the GEM type lost out to the influx of small Japanese tractors and mounted rotary hoes but even small tractors can't go everywhere a GEM can go and are much more vulnerable to mis-use. Constant enquiry for the GEM from shire councils, park boards, nurserymen and the like has brought it back to its new form.

Basically, the new GEM is built with similar components to those used before and is still recognisable as the same rugged, reliable workhorse. What has changed is the way the components are made. Production has been re-tooled to take advantage of the latest manufacturing techniques which, not only produce components to much greater accuracy, but also produce them at less cost. The new GEM, without any skimping of materials or quality, offers even better value for money than when last available five years ago.

Two models are available:- GEM 20 (20" tillage width) fitted with a 12 HP Kohler cast iron engine and the larger GEM 24 (24" tillage width) which is fitted with a 16 HP Kohler cast iron engine. Both machines have all the familiar GEM features:- Three forward speeds and one reverse, side crank-handle or engine recoil start, side drive rotary hoe with slip clutch protection, automatic differential lock, fully adjustable handlebars, reverse gear safety interlock and full engine guarding.

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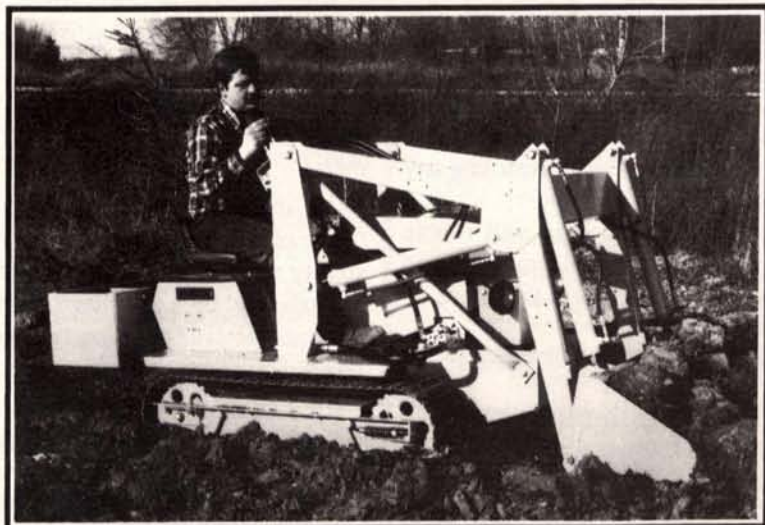
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Still beautifully balanced and tireless to use, the GEM digs like a tractor hoe and offers the same long life, low cost operating characteristics as the previous models.

Both models are now available so, for further information contact either your local Howard Dealer or Howard Australia.

New Saw from Bianco

BH Engineering commitment and philosophy to provide products of excellence to the Building Industry at a down to earth price, has brought about the development of a new **Bianco Diamond 'B' Saw**.

Not only have they been able to produce a saw of better quality with a 5 year structural warranty, they have produced a saw which is at a more affordable price.

With agents right around Australia, service is also guaranteed. So, before you buy your next saw, ask if it has the Bianco feature:

- That it is fully galvanised and powder coated for that extra protection against outside elements.
- A deeper cut due to the reduced size of the belt guard.
- An easy and secure access to the belt guard with a two bolt release action.
- A braced tray for added strength and stability when cutting.
- A locking action to secure blade in-position for a constant feed through of work when required.
- A long tray to enable larger blocks to be cut.
- A fully cast travel cart with fluted rubber matting for extra grip on work.
- Angle Jig as a standard with every saw sold.
- Lever actuated cutting for excellent control and cutting speed.
- Foot engaged lever action cutting is incorporated into the feed mechanism to allow for ease of operation with the toughest of jobs.
- Option drive units, either petrol or electric, available for all models.
- Extra heavy duty spring giving you

three times as much strength as previous springs.

- The stand may be used for on-site work or is easily removed for on board cutting. All parts of the frame are electrogalvanised for long life and rust protection.
- Easily accessible water control.
- Petrol incorporates an easy to reach 'cut off switch' if the need arises.

Kawasaki - A Diverse Company

Kawasaki Motors Pty Ltd is a wholly owned subsidiary of Kawasaki Heavy Industries which is involved in aerospace development, ship building, rolling stock, earthmoving equipment, steel structures, motorcycles, stationary engines and many other products.

Kawasaki's name is recognised as being synonymous with quality and reliability, and that, combined with positive attitude and commitment to its markets, is responsible for its success.

Kawasaki's head office and spare parts department is situated in Sydney with an Australian-wide, on-line computer facility linking all branch offices to the main computer, providing an excellent product back-up.

The Kawasaki power product range includes:

- Horizontal and vertical shaft engines from 1.7 to 20hp.
- Generators from .5 to 5 KVA with automatic voltage regulation, AC and DC outlets, low oil shut off systems and a host of other features.
- Brushcutters powered by reliable Kawasaki two-stroke engines from 18 to 48cc, capable of handling any task.

Kawasaki's technology will enable them to grow bigger and stronger in the power product markets of the future.

Merlin Fibreglass Pty Ltd

The latest design of our popular MFF201 series of fresh-water flush chemical portable toilets has new features and structural improvements.

Notably the downward curved sur-

round of the seat area gives it a self-cleaning hygienic aspect: the seat protrudes 150mm (6") facilitating its use by male users.

The outer shell construction has a galvanised rigid frame and has been further strengthened by the use of steel pop-rivets through stainless steel washers. This has achieved extra protection when handling, particularly when using the top located lifting points. (D.L.I approved)

Please contact:-

28-34 Westminster St.

Oakleigh, Victoria, 3166

Phone (03) 568 1026

Fax (03) 563 1501 for details.

Kubota's 'Silent-type' Diesel Generators Make Operation Simple and Quiet

Kubota's 'Silent-Type' Generators are equipped with an automatic idle controller to help cut energy costs by cutting down fuel consumption. When power is not drawn from the generator, the automatic controller slows the engine down and shifts into the idling mode, thus, a substantial reduction in fuel consumption can be achieved while also reducing operating noise.

To keep operating noise to a minimum, these generators are equipped with a three compartment enclosure incorporating vibration dampers and are completely insulated with special sound-absorbing materials. Even with a full load, the noise level never exceeds 66dB(A)/50Hz at 7 metres from the unit, and only 78dB(A)/50Hz at just 1 meter.

All the controls are placed in the centre of the front panel for easy accessibility while the operating conditions are indicated by a full range of meters and indicators, all completely protected by a safety cover.

This system lets you know the condition of the generator at a glance so any problem can be quickly spotted and corrected. If the battery charge, the battery fluid or the cooling water drop below a certain level, the appropriate indicator

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will flash on and off. If the water temperature exceeds or the engine oil pressure drops below a certain level, the engine will automatically shut off.

The automatic shutdown mechanism effectively shuts the engine down should the oil pressure drop below 0.5 kg/cm².

The extra-large 38 litre fuel tank enables the generator to run 16 hours continuously without refuelling.

These 'Silent-Type' generators are powered by a vertical water-cooled 4-cycle diesel engine with a displacement of 855 cc which, despite its large power output, is remarkably quiet and vibration-free.

The engine is equipped with a large 7.5 litre oil pan to help maintain lower oil temperatures and to keep the oil cleaner for a longer period of time.

All parts of the engine and the generator are easily accessible through the extra-large panels on both sides of the enclosure, facilitating maintenance and adjustments. The control panel tilts forward and down by 45 degrees in order to permit easier access to the inner mechanisms from the front. To eliminate power-robbing air bubbles that can cause the engine to choke and splutter, these silent 'Silent-Type' generators are equipped with an automatic air bleeding system. A stopcock is used to effortlessly remove any air bubbles from the fuel line before they can reach the engine.

Whatever you need power for, you can depend on Kubota to get the job done. It's the ideal power source for hospitals, construction sites, restaurants, campground facilities, parks, public work projects-anywhere you need fast, safe and economical electrical power.

And it's built tough to provide that power for a long, long time. So the next time you need power, look to Kubota. It has the power to fill a wide range of applications, ideal for your hire demands.

Lansing Forklift Rentals - High Performance Equals Low Cost

Lansing offer 'affordable excellence'

in terms of the quality and reliability of its vast range of versatile rental equipment at reasonable rental rates.

Their fast growing fleet of rental equipment includes engine forklifts powered by petrol and LP Gas or diesel with a wide range of capacities, electric reach trucks, electric counterbalance forklifts, tow tractors, pallet transporters and walk behind units. The fleet includes units with lift heights and weight capacities suitable for a diverse range of applications and industries.

As well as having this wide range of equipment available to fulfil your short term and long term requirements, Lansing is a leader in total fleet management. Lansing will pay cash for your existing equipment and supply Lansing units at a fixed weekly rate ensuring you have total cost control with no maintenance worries. They provide the latest equipment and all rental charges are fully tax deductible.

Lansing supply only Lansing equipment and provide total service and spare parts support for every rental vehicle.

With 1988 recording 40 years in

Australia, Lansing products have a reputation that is second to none. The vast experience acquired means their staff can advise you on the most efficient and cost effective way of meeting your material handling requirements.

Lansing can offer the right advice on excellent reliable units with sound service and parts back up at competitive prices. This means with Lansing rentals you get "affordable excellence".

For further information please contact Denise Walsh at:

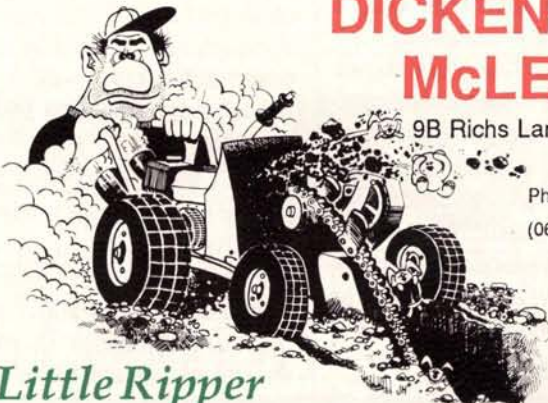
Lansing Australia Pty Limited
12 Carter Street
Lidcombe 2141 New South Wales
Phone: (02) 648 0211. □

Belle Cement Mixers

Mix it with the tough one and you'll get a great deal more than you bargained for.

A great mix of modern technology and yesterday's rugged reliability have

continued page 104



DICKENS & McLEOD
9B Richs Lane Albury
Phone: (060) 21 7380

Little Ripper

The 'Little Ripper' is a compact and manoueverable trenching machine widely used in the Hire and Irrigation contracting Industries.

For further information contact:-

Pacific Mist	92 Reserve Rd, Artarmon, NSW	(02) 436 1559
Ausdig	16 Advantage Rd, Highett, VIC	(03) 555 8244
Dickens & McLeod	9B Rich's Lane, Albury, NSW	(060) 21 7380
All-Make Trenchers	23 Dundee Ave, Holden Hill, SA	(08) 266 0190
Rocko Hire	95 Dixon Rd, Rockingham, WA	(09) 527 7517

Please send me information about the 'Little Ripper' Trencher
Postal address: P.O. Box 940, Albury, NSW 2640

Name:

Address: Post code:

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resulted in a cement mixer that's way ahead of all its competition.

The super-tough, compact and versatile Belle 3 cu.ft mixer has already firmly established itself as the market leader in Europe; it has also been directly responsible for the demise of the 'traditional' old-fashioned, cumbersome and heavy, slow-motor mixer.



A Belle Cement Mixer

It has the ability to mix 3 cu.ft of wet cement (4 cu.ft dry) in just 4 mins!

Other unique design features include a detachable, 360 degree rotating stand for easy load and discharge and, a world-patented, fully enclosed, 47:1 ratio drive gearbox. This latter allows drum revolutions to remain constant no matter what size of load or type of mix.

All work modes (including attachment/detachment of stand) can be handled by one person. It can be wheeled through a standard doorway for lock-up security, and dismantled in 30 secs. For easy transportation (in a hatchback if necessary!)

Choice of power, in the form of electric motor or petrol engine, is available.

Should you require both, you can interchange in just a couple of minutes.

With a comprehensible guarantee being offered, the Belle 3 cu.ft mixer is ideal for contractors, builders, local authorities, home handymen, and hire companies.

All enquiries about this model and the 'Big 4' model should be directed to:
Belle Mixers (Australia),
Ballarat Road, St Arnaud, VIC. 3478.
Tel: (008) 03 3041 (toll free).

Little Jumbo Problem Solvers!

When you need a ladder, do you have one available that is stable and safe for the intended use?

Because of versatility, portability and stability in use the Waku Telescopic Ladder is becoming increasingly popular. Distributed by Little Jumbo Ladders, and available in three convenient sizes, each model offers four ladders in one. The telescopic feature allows different sizes as a step ladder, extension ladder and stairway ladder. In addition each ladder makes two trestles.

To perform most needs with one ladder means lower investment, less storage space needed on vehicles, and considerable time saving.

By handling only one ladder, which adjusts easily from one mode to another, instead of handling various ladders each day means the time saved will pay for the ladder. Benefits such as portability and the ability to work on stairways and uneven ground contribute further to time saving and cost reduction.

While the Telescopic Ladder solves many problems, Little Jumbo Ladders also carry a very extensive range of conventional ladders as well as catering for special purpose ladders and ladder accessories.

The Little Jumbo Safety Steps now widely used, and with wide treads are effectively a folding stairway which can be easily stored when not in use. Available in 2, 3, 4 and 5 step models, they are versatile in offices and warehouses, as well as for use in installation and maintenance.

Mobile platform steps on spring loaded castors offer safety and versatility for use in factories and warehouses. Platform heights from 0.6-3.6M are available. For special purpose ladders and difficult access problems Little Jumbo Ladders would welcome your enquiry.

Factory 11, Lot 3 Governor Road,
Braeside, Vic. 3195
Postal Address: P.O. Box 351,
Mordialloc, VIC. 3195
Telephone: (03) 587 1964
Fax: (03) 587 3326

New Pumps for Expo

Airdraulic Birco will be unveiling two new pumps at the Melbourne Hire Exhibition in September. Following the very successful acceptance by the hire industry of the Hilta C80 Automatic Self Priming 3 'Pumpset, A4" model will be shown for the first time in Australia.

Airdraulic Birco Group will also be releasing the Hilta model C100 Pumpset.

This solid handling (35mm spheres) Pump, features both automatic self priming (by a 200 L/min Air Pump) and recirculating self prime. Maximum output is 135m³/hour delivering:- 110M³/h to 10 metres 70 " " 20 " 20 " " 30 "

Self priming suction lift down to 8 metres. The C100 is powered by a new generation alpha series Lister engine model L.P.A. 2, with electric start and engine protection.

Mounted four wheel trolley or skid mounted versions will be available. Inlet and outlet may be either:- tabled flange, bauer type coupling or cam locking fittings.

Manufactured by Hilta Pumps of Coventry, England, the unit has proved to be a highly effective dewatering pump for: Hire Fleets, Civil Contracting and Mining.

Airdraulic Birco Group
P.O.Box 883
Crows Nest NSW 2065
Phone (02) 438 1025
Fax (02) 439 5636

New Mini Excavator From Banbury.

Banbury engineering has long been respected as a supplier to the hire industry. Dependable machines such as Wenco trenchers, Bomag plate tampers and vibratory compaction rollers, JCB backhoes etc., have already established their credentials in this demanding industry.

Now JCB has released a new mini excavator, the Model 801. It can be driven through a 1 metre wide space, and with all up weight of only 1.4 tonnes, it is easily transportable.

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Manoeuvrability in confined spaces is its greatest asset. In addition to its standard 40mm bucket with bolt-on teeth, it has a very useful dozer blade and other attachments can be fitted. For sensitive terrain, it can be supplied with rubber tracks instead of the normal steel.

All of JCB's experience has gone into the design of the 801, including user-friendly controls which mean that even inexperienced operators can handle it.

From an industry point of view, one of the biggest design benefits is the ease of service.

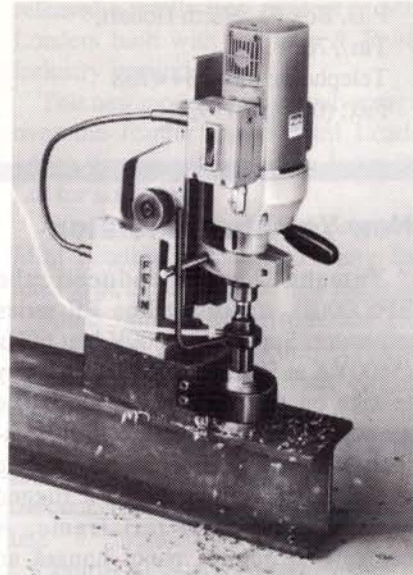
The tank/seat/battery combination swings out as a fully connected unit to provide excellent service access.

With its maximum digging depth of 2.2m (7'3") and dump height of 2.3m (7'7") the 801 is big on performance despite its compact size, particularly with its minimum boom swing radius of only 1460mm (4'9").

The JCB 801 mini excavator is expected to have appeal for earthmoving in the building, repair and maintenance areas - a lucrative market for the hire industry.

Full details from Banbury Engineering offices in all states.

Fein Core Drill with Electromagnetic Stand - DSK658-5/90307



The Fein Core Drill

This drilling tool opens up entirely new scope for drilling steel. It saves time and money. Holes can be drilled up to 4 times quicker and more effortlessly than with a conventional solid bit. The core drill can produce holes up to 50mm

diameter in material up to 50mm thick, and overlapping holes are also possible.

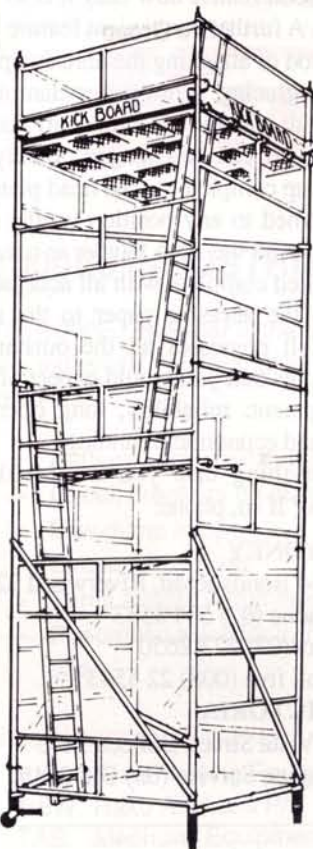
A firm drilling basis in the true sense of the term is provided by the rigid magnetic stand, with an adhesion force of 10 500 N. It permits the core drill to be used in an overhead position too.

A safety switch completes the electrical circuit to the core drill only when the magnetic stand switch has been turned on.

The drive motor, of tried and tested design, has electronically controlled smooth starting, and electronic overload current limiter and an optical overload indicator. But the key to this tool's performance is of course the drill bit: a core drill with carbide metal cutters, screwed to the shank, which has a centering and ejector pin to simplify initial location and press the core automatically out of the core drill.

The amount of power needed is also reduced, since a relatively small amount of metal is removed. Coolant/lubricant is supplied directly through the spindle. A guard plate fastened at the magnetic drill stand protects the core drill bit against unintentional touch.

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NO-BOLT SCAFFOLDS

ALUMINIUM TOWERS

Designed for the Hire & Rental Industry

NO-BOLT Aluminium Mobile Scaffolding has been designed with quality in mind. Using aluminium with a wall thickness of 4.7mm it is lightweight, yet strong enough to withstand the abuse handed out to hire equipment. A simple design for easy handling, stacking and erecting. Fully D.L.I. approved and guaranteed.

NO-BOLT SCAFFOLDING PTY. LTD.

22 Dingley Ave., Dandenong 3175
Telephone (03) 793 2355

CALL NOW TOLL FREE
008 33 1478

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For further information please contact either of our offices:

Sydney

134 Bonds Road, Riverwood

Phone (02) 534 3533

Fax (02) 533 2650

Toll Free (008) 22 5543

Victoria

9 Vista Street, Bulleen

Paging Service (03) 648 2546

Easy-heat Gun

The Easy-Heat Gun is the most robust and most efficient heat gun available. It is a tool which every hire merchant should have and is a proven winner in this field.

The gun is an all-metal product with a die-cast aluminium casing and a high performance motor capable of producing 700 litres of air per minute at a temperature of approximately 300°C. With a comfortable pistol grip for horizontal use, it is also possible to stand the gun for vertical or horizontal applications. The body of the unit will remain cool even after hours of continuous operation.

The versatile Easy-Heat Gun has many applications including paint removal, heat shrinking, bonding, curing, drying, setting, melting, forming and moulding. We have been manufacturing, selling and hiring the Easy-Heat Gun for over seven years and have found them to perform extremely well under very arduous conditions. With their heavy duty components they are an ideal addition to any Hire Industry.

Our experience is that sales regularly follow from hiring the Easy-Heat Gun. With paint remover costing around \$40.00 per four litres, it is easy to use \$80.00 worth of paint stripper in a day's work. Our experience is that the Easy-Heat Gun is about eight times as quick as using paint stripper and look at the money saved by not having to purchase the paint stripper.

The usual life of the element is many hundreds of hours. If damaged or broken, the element can be easily replaced within five minutes using

simple tools.

The Easy-Heat Gun is manufactured by:-

Heat Strip,

P.O. Box 61, North Hobart,

Tas., 7001

Telephone: (002) 34 4788

Fax: (002) 34 7993

New Yamaha Generator

Yamaha has introduced the EF6000(E), top-of-the-line EF series generator. Supplying 6000VA at 60Hz (5400VA at 50Hz) it's more than ready to take on the toughest of tasks. The air-cooled 4-stroke overhead valve engine has proven to be an outstanding success and is encased in a rugged tubular steel grab rail frame. A centralised control panel houses an easy-to-read V-meter, pilot lamp and oil warning lamp. The Yamaha has a maintenance free T.C.I. Ignition system and starts with ease. The engine is a transistor-controlled ignition type with no contact points to maintain. The alternator is a brushless type and the voltage is regulated by an automatic voltage regulator.

With these two strong points, the maker claims this generator will give long running hours of maintenance-free performance. Noise reduction is enhanced by the large size muffler. The 18-litre fuel tank provides 5.6 hours at 60Hz (6.9 hours at 50Hz) of continuous operation.

As a special safety feature, the engine shuts down automatically should low oil level be reached.

Fein Sander Msx 636

It's difficult to believe just how versatile the Fein Sander really is if you have not seen it with your own eyes. A relatively small, easy-to-handle high-performance power tool that steals the limelight from all previous sanders.

A statement that would be hard to believe, were it not for the fact that this tool bears the name Fein. Which explains everything: after all, Fein invented the first portable power drill back in 1895 and pioneered the use of electronics for industrial drills in 1967.



Fein Sander - Msx 636

Now its next brilliant innovation has appeared: the Fein Sander. An oscillating-type power tool only available in this form from Fein. Oscillating means that the sanding plate - here a triangle rather than a disc shape - does not rotate, but moves to and fro through only 2 degrees of angle, at a frequency of 20,000 per minute. This ensures high sanding performance, with multiple contact between the sanding particles and virtually all materials: wood, paint, plastic, filler, metal, non-ferrous metals etc. With the aid of the triangular sanding plate, you can reach into any corner or inside the narrowest of openings, for ideal sanding of slats, edges and profiles. Goods quality transitions can even be obtained when spot sanding.

The Fein Sander is the ideal complement to orbital sanders, eccentric sanders and other portable sanding equipment. Add to these facts that the whole tool weighs only 1.35kg, and you will soon realise how easy it is to work with. A further convenient feature is the method of attaching the abrasive paper.

No glueing, screwing or clamping is needed: with the aid of the burr fastener the paper can be changed quickly and used up completely. The head plate can be turned to any position on the drive shaft. And the Fein Sander is naturally supplied complete with all accessories, from the abrasive paper to the metal case. It possesses all the outstanding qualities that you would expect of Fein equipment: reliability, long operating life and economical running.

Anything else you would like to know? If so, phone:

SYDNEY

134 Bonds Road, Riverwood 2210

Phone (02) 534 3533

Fax (02) 533 2650

Toll free (008) 22 5543

VICTORIA

9 Vista Street, Bulleen 3105

Paging Service (03) 648 2546.

New Releases From Flexitool

Hitachi Model H65SA electric demolition hammer. This improved model is now grease packed to extend its life even further than on the previously successful model PH65A.

Steels are interchangeable with the old model and the new tool retainer assembly is more rugged and durable. Hitachi has given the H65SA a triple dust proof facility to protect the hammer from the entry of dirt, thus extending its life between servicing.

This new 1500 watt hammer comes complete with its own steel carry case.

Kango Model 1400 electric breaker is a brand new high performance hammer designed for extra heavy demolition work.

Modular design enables quick and uncomplicated servicing. This hammer accepts all Kango model 900 and 1100 series accessories and is supplied with a carry case.

A soft grip handle is fitted to reduce operator fatigue. The hammer is powered by a 1400 watt motor unit and has an automatic hammer action which cuts out when the tool is removed from the work surface.

Jaden Mini-Loaders

Jaden Mini-Loaders Pty Ltd in Burleigh Heads, Queensland have recently released a totally new concept in Mini Loaders built with the Hire & Rental Industry in mind.

This new model has many advantages over the former Dingo Mini Loader which was manufactured by Jaden Pty Ltd for six years.

Jaden's continual development in Mini Loaders has allowed many features to be included in the new machine.

Some improved performance features include new heavy duty construction, heavy duty resilient engine mounts, increased traction, powerful 76mm lifting cylinder, greasable linkage pins and increased roll back on the bucket prevents spillage when carrying.

Company contact: Alister Rayner
Telephone: (075) 934 567
Facsimilie: (075) 934 398

Kango's New 1400 on Display at the Convention

This brand new high performance

hammer from Kango has been designed for heavy demolition and breaking without losing the versatility that has become the main feature of all Kango machines.

Ease of use and operator comfort were the initial parameters established by Kango's Australian team when the concept of the 1400 was being developed. Forward and rear handles are mounted in shock absorbing material to protect the operator from both high and low frequency vibration. The front handle can be rotated through 360° and the grip can be locked anywhere between fully forward and fully back to suit the operator. An additional soft grip extension handle for two-handed vertical operation will be supplied as an included accessory. It is easily removable for working in confined spaces.

With an operating weight of 14Kg the 1400 is ideally suited for prolonged vertical operation. It has not been designed for extended periods of wall work above knee level, but certainly can be used horizontally for short periods up to a height of 600mm from floor level.

Kango have developed an all-new

continued page 108

Hako

1000EJ INDUSTRIAL SWEEPER

The 1000EJ sweeper is the ideal hire machine thanks to its extremely simple and uncomplicated operating system.

- Battery electric with inbuilt charger.
- Circuit breakers on all motor drives.
- Low dump hopper.
- Simple to operate.
- Turns almost within its own length.
- Pneumatic tyres for transporting from site to site.



Distributors in all states:

VIC: Warehousing Equipment	(03) 376 5611	WA: Clarklift WA P/L	(09) 451 7966
NSW: Hako Australia P/L	(02) 684 2433	QLD: Hako Australia P/L	(07) 252 8333
TAS: Medhurst Equipment	(002) 34 8688	SA: N.T.P P/L	(08) 243 1222

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1400 watt motor to power the new hammer. The electro-pneumatic mechanism has been designed with a minimum of moving parts to ensure ultimate reliability. The familiar crank disc gear and con rod configuration of most electro-pneumatic hammers has been replaced in the 1400 with the more efficient off-set transducer drive system.

All the 1400 drive components have been designed well beyond the normal limits found in most hammers of this specification. The philosophy behind this overall "beefing up" is Kango's appreciation of the rugged treatment that equipment is subjected to in the hire industry.

When a scratched service is required, Kango's design engineers have also made major advances in this field as well. No special service tools are required for dismantling and assembling the 1400. All electrical connections are terminated on spade terminals behind the bottom cover of the motor module. The switch is fitted with a "lock-on" pin for prolonged operation and the switch trigger has been extended for comfortable use when the "lock-on" pin is not being used.

The modular design concept has been extended in the 1400 in order to speed up regular servicing as well as general repairs. Always conscious of down time in the hire industry Kango are offering the industry a hammer in the 1400 that can be serviced regularly, so extending earning capacity and reducing maintenance costs.

A special tool 'catcher' mechanism has been incorporated in the transmitter housing to prevent the continuation of the hammer action when the tool is removed from the work surface. A quick change latch system ensures that tools can be changed quickly and easily.

All Kango 900, 950 and 1100 series tools and accessories can be used with the 1400. This will be a major benefit to all Kango hire company clients with large stockholding of Kango tooling.

Ingersoll-Rand (Australia) Ltd.

Ingersoll-Rand (Australia) Ltd. have an extensive range of equipment built to

survive the rigours of the hire market.

Portable air compressors range from 110 cfm up to 1600 cfm. They are available at pressure of 100 psi with selected models up to 350 psi.

A range of paving breakers up to 38 kg are available as part of the extensive range of construction tools.

Vibratory compacters are available as single or double drum models. The double drum asphalt models range from two tonne up to ten tonnes and single drum soil compactors from five to twenty tonnes.

Ingersoll-Rand (Australia) Ltd.
Private Mail Bag 42,
Dandenong, VIC. 3175
Tel: (03) 794-1611
Fax: (03) 791-8516

Load Banks for Hire



Portable load banks can now be hired from Generator Rentals.

Generator Rentals, Sydney's largest supplier of temporary and emergency power, now hires out portable load banks up to 1,000 kw.

The load banks are strongly built, yet compact, light and flexible. They are easily transported and set up to suit the individual requirements of clients. They are ideal for field testing or short-term loading or shedding in generation plants. Load banks are normally installed in permanent settings and, until now, have not been readily available on a rental basis.

Generator Rentals delivers

throughout NSW and interstate. Professional advice and back-up are part of the service offered by the company.

Generator Rentals operates 24-hours, seven days a week and specialises in answering crisis calls. The company has a fleet of 44 generators, with another 10 on order, ranging in size from 15KVA up to 500 KVA. The biggest units can be linked to provide 1,000KVA. Most units are heavily insulated, with noise levels as low as 60DbA.

The company also supplies various lengths of heavy, flexible cable and distribution boxes containing multiple 240V or 415V outlets.

Generator Rentals Pty Limited,
55-61 Market Street
Smithfield NSW 2164
(02) 604 5166

Hako Model 1000EJ

The Hako Model 1000EJ battery electric machine is the ideal machine for hire companies to purchase. While the basic machine is available with a petrol or LPG engine and with high dump option (empties into a bin up to 900mm high) the battery electric low dump machine is simple to operate user friendly and is of such a simple design that the risk of damage to the machine is minimised. The machine can be fitted with an overhead guard.

It is fitted with pneumatic tyres for ease of trailering or traversing irregular terrain between sweeping jobs.

Each circuit is protected by a circuit breaker which releases should string etc. become wrapped around the brooms or

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Hako Model 1000EJ Industrial Sweeping

Hire Association of New South Wales

Membership Application Form

To: The Secretary
Hire Association of N.S.W.
Baulkham Hills, NSW 2153

I wish to apply for membership of the Hire Association of N.S.W. Enclosed is my cheque for \$
Scale of fees for the H.A.N.S.W. is:

Firms with an annual turnover up to \$200,000	=	\$200 per annum
Firms with an annual turnover \$201,000 to \$500,00	=	\$240 per annum
Exceeding \$501,000	=	\$300 per annum
Annual turnover of 1.5M	=	\$380 per annum
Country members 50% of rates quoted above.		
Joining fee	=	\$100 (once only payment)

If you wish to register your Branches, the fee is \$70 per Branch. (Please list them on the back of this form).

If joining between 1st July to 30th September, the fee is half of that quoted above.

Company Name: Address:
(Street and Postal)
Phone: Fax:
Principal of Company P.C.:
Contact: Position:

Signature:

Type of Hire:

- | | | | |
|--|---|-----------------------------------|---|
| Construction <input type="checkbox"/> | Small <input type="checkbox"/> | Medium <input type="checkbox"/> | Large <input type="checkbox"/> |
| Home Owner <input type="checkbox"/> | Formal Wear <input type="checkbox"/> | Sporting <input type="checkbox"/> | Catering/Party <input type="checkbox"/> |
| Office Furniture & Machines <input type="checkbox"/> | Concrete Pumping <input type="checkbox"/> | | |
| Other: (Specify) | | | |

I have been involved in a Hire Business for at least 12 months. Our previous experience has been:

I, of desire to become a Member of the H.A.N.S.W., and request you enter my name on the Register of Members accordingly, subject to your Memorandum of Articles of Association.

Dated this Day of 19

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some other malfunction occurs.

Daily maintenance to batteries is required, however there are no complicated transmission drives or internal combustion engine to go wrong through misuse or lack of maintenance.

The machines are made in West Germany and Hako Werke enjoys the reputation of being the largest manufacturer in Europe of industrial floor maintenance machines.

For further details contact
Warehousing Equipment Pty Limited
59 Smith Street, Kensington 3031
Phone: (03) 376 5611
Fax: (03) 376 1152

Horizon Access Spares & Service Pty. Ltd.

A new company has opened its doors at Ingleburn, NSW. They offer a number of services to the hire industry. As distributors for genie industries they offer a full range of genie access equipment including the 32' & 45' self-propelled booms, 18' & 24' scissorlifts, vertical lifts and superlifts etc.

Horizon also distributes 'Dur-A-Lift' trailer, light truck and van mounted cherry pickers & booms.

The liftmaster strongarm range of winch operated lifting devices for utilities and light trucks, and the strongarm easy-lift trolley.

Contact Don Daniel in the sales department for any information on any of these or other products.

Tony Driver has sourced a vast range of spare parts to suit almost every make of scissor and booms etc. at extremely competitive prices.

Service is a premium with Horizon and Garry is switched on to your needs. With a team of service personnel with over 30 years experience in the service and maintenance of access equipment and a growing fleet of fully equipped service vans, he is ready to efficiently handle any problems that you may have. Check with Garry about his 'Routine Maintenance Program'.

If you are contemplating the sale or purchase of any hire equipment of any type, contact Horizon as they often have buyers and/or sellers of all types of equipment on their list.

This is Your magazine!

To succeed it must have your support in the form of newsy feedback.

To keep the magazine interesting and informative it is imperative that you, the Association members, feed back any and all information of interest to your fellow members.

It hasn't been happening because hire operators have very good intentions and genuinely believe they will get around to sending in those interesting comments and notes 'next week'.

'Next week' never comes because each day seems to be just a little busier than the day before and the more pressing chores are always attended to first.

When I mention that a topic presently being discussed would be of interest to all members they agree to put it on paper and 'send it in', but the reason it doesn't arrive is because it takes time to sit down and write it into an interesting and reasonable article.

Telephone or fax the basic crux of the story to me and I will write it in a printable format. If further information is required, I could telephone you.

Any information you have that you believe would be of interest to other members would be most welcome, such as:

- Safety tips and danger warnings.
- Workshop tips on maintenance and repairs.
- Tell others of your computerisation experiences.
- Let us know how your hire equipment has been modified for better utilization or performance. (This information can be passed on to manufacturers.)
- New products suitable for hire.
- Emerging trends within the industry.
- Are you expanding into new areas?
- Are you opening another branch? (We would like to know)
- Advise when companies change hands.

In short we would like to hear of any suggestions or hard won experience that may benefit your fellow hire operators. Remember you give today, you receive tomorrow.

Phone, fax or write to Bob Snowdon, Publicity Officer for Queensland Region

C/-Flextool Aust. Pty Ltd,
P.O. Box 147, Newstead 4006
Tel: (07) 252 2306
Fax: (07) 252 5359

For other states contact your publicity officer, Association Secretary or direct to Classic Publishing Co.

What's in it for you?

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suppliers for the benefit of members and their employees.

The Association arranges staff Training Seminars for members and their employees, an annual Executive Seminar in conjunction with the Annual General Meeting, and we also encourage suppliers to become Associate Members and offer them ways of promoting their goods and services at the most economical prices to members.

In summary, the basic aims of the Hire Association of N.S.W. are:

1. To promote to the general public and industry a strong ethical and progressive Hire Industry and maintain same.
2. To open communication with members throughout the industry to improve standards in every aspect.
3. To liaise with other State Associations

to further ideas or methods.

4. To liaise with other Country Associations for the same reasons.
5. To represent the industry in watching Government or Semi-Government or Regulatory Bodies changes to regulations which are discriminatory or against the best interests of the industry, and taking the necessary action.
6. Assist the Hire Association Journal to help improve communications within the industry.
7. To run National Conventions for the good of the members.
8. To offer supplier members ways to promote their goods and services at the most economical prices to members.

We look forward to receiving your application which will allow you to enjoy the many benefits available to you. (See attached application Form on page 109.)

SERVICES

Sticker Order Form

- | | | |
|-----------------------------|--------------------------------|---|
| A1 Park & Run Level | B1 Rotation | C1 Empty Bag Before Returning |
| A2 Use Distillate Fuel Only | B2 Tyre Pres. Front Rear KPA | C2 Clean Before Returning |
| A3*Use Fuel Supplied Only | B3 Use in Well Ventilated | C3 Extra Charge if Returned Dirty |
| A4 Check Oil Daily | B4* To Lift Maximum of kg | C4* Cylinder Fitted With Left-Hand Thread |
| A5 Use Two Stroke Only | B5 Rotation | C5* Flammable Gas (Red Lettering) |
| A6 Standard Petrol Only | B6* Drain Daily | C6 Unleaded Petrol |
| A7*Special Oil Only | B7 Prime Pump Before Use | |
| A8 Use Kerosene Only | B8 Keep Clear of Blade(s) | |

Maximum 80 Speed (Sold Separately at 20¢ Each)

'Important' (Sold Separately at 20¢ Each)

* These stickers are 'SPECIALS' at a cost of \$1.00 whilst stocks last

To: Hire Association of N.S.W.
 P.O. Box 613
 Baulkham Hills, 2153
 Tel: (02) 634 2964

Please supply (Name of Company)

of (Address)

Type	Quantity (No. of Packs)	Type	Quantity (No. of Packs)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Total number of packs ordered at \$4.00 per pack (Member) or \$5.00 per pack (Non-Member) plus postage, making a total of \$ Cheque for \$ attached.

'SPECIALS' available at \$1.00 per pack.

New Sticker available:

'IMPORTANT. This equipment may lawfully only be used by the holder of a Certificate of competency issued under the Construction Safety Act'

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MARKS OF EXCELLENCE.



At Mark Industries, we believe that aerial lifts should indeed be *high* performance vehicles.

That's why we devote more to research and development than any other manufacturer. Which in turn is why every Marklift is a hallmark of achievement and the latest innovations. In safety design. Dependability. And performance.

With features like infinitely variable joystick controls. Slope sensors, traveling and extendable platforms on our scissor lifts. 360° turret rotation, patented zero tailswing and internal retraction systems on our booms. And, at just 48" wide, the

narrowest knuckleboom in the industry.

Plus a long list of standard features which would be extra cost options on other self-propelled aerial lifts.

For Information Write MI (Aust) P/L
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See us at Hireexpo '88.



The Marklifts.®
A Product of Mark Industries.

Make more money on the quiet.



Hire operators can count on maximum utilisation and profit potential with these three super-quiet generators from Yamaha.

The all-new powerful EF6000 (5400w) comes with automatic engine shut down should low oil level be reached. The popular Yamaha EF1600 (1400w) and EF2500 (2100w) models are ready for the toughest work.

All have 4-stroke, air cooled, single cylinder OHV engines housed in rugged steel frames for impact protection. Transistor controlled ignition system has no breaker points to adjust and a brushless generator makes for years of trouble-free service. Large capacity fuel tanks offer from 6.9 to 12.5 hours running.

Yamaha...hassle-free, long life hire power that customers won't hear much of.

YAMAHA

EF1600 EF2500
EF6000 GENERATORS

So quiet they purr.

MODEL	EF1600		EF2500		EF6000 (E)	
Type	4-stroke, forced air-cooled, OHV, single		4-stroke, forced air-cooled, OHV, single		4-stroke, forced air-cooled OHV, single.	
Displacement	121cc		169cc		359cc	
Max. engine power	3.0 ps/3,000 rpm	3.7 ps/3,600 rpm	4.7 ps/3,000 rpm	5.6 ps/3,600 rpm	10 ps/3,000 rpm	11 ps/3,600 rpm
Fuel	Gasoline		Gasoline		Gasoline	
Fuel tank capacity	12 litres		12 litres		18 litres	
Lubricating oil capacity	0.6 litres		0.6 litres		1.0 litres	
Frequency	50 Hz	60 Hz	50 Hz	60 Hz	50 Hz	60 Hz
Output AC (Rated)	1,200W	1,400W	1,800W	2,200W	4,300W	5,000W
Output AC (Max.)	1,400W	1,600W	2,100W	2,500W	5,400W	6,000W
Voltage	220V	240V	120V	220V	220V	240V
Current AC (Rated)	5.5A	5.0A	11.7A	6.4A	8.2A	7.5A
Output DC	12V/10A		12V/10A		12V/10A	
Phase	Single		Single		Single	
Continuous operating hours	14 hours	12.5 hours	10 hours	8.5 hours	6.9 hours	5.6 hours
Dimensions (L x W x H)	525 x 415 x 465 mm		525 x 415 x 465 mm		690 x 487 x 579 (916 x 487 x 579) mm	
Dry weight	41 kg		46 kg		87.5 (91.5)kg	
Noise	64 dBA/7 m	66 dBA/7 m	66 dBA/7 m	68 dBA/7 m	71 dBA/7 m	72 dBA/7 m

DISTRIBUTORS: NSW: Yamaha Motor Australia Pty. Ltd., 3 Coal St, Silverwater 2141. Tel: (02) 647 2044. VIC: Yamaha Motor Australia Pty. Ltd., 705 Springvale Rd, Mulgrave 3170. Tel: (03) 560 7288. TAS: Sport & Road (Tasmania) Pty. Ltd., 12-14 Cameron St, Launceston 7250. Tel: (003) 34 1950. QLD: Annand & Thompson Pty. Ltd., 30 Johnson St, Bulimba 4171. Tel: (07) 399 0999. SA & NT: Pitmans Distributors Pty. Ltd., 224 Main North Rd, Prospect 5082. Tel: (08) 344 8681. WA: Yamaha Motor Australia Pty. Ltd., Unit 6, 166 Kewdale Rd, Kewdale 6105. Tel: (09) 353 3166.