

# HIRE and RENTAL Industry Quarterly

OCTOBER, 1989



**CompAir Releases their New  
range of Air Compressors.**



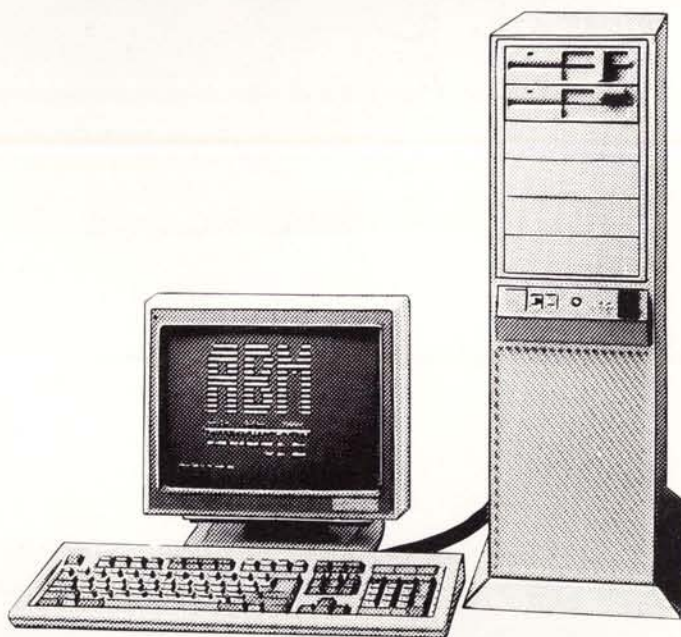
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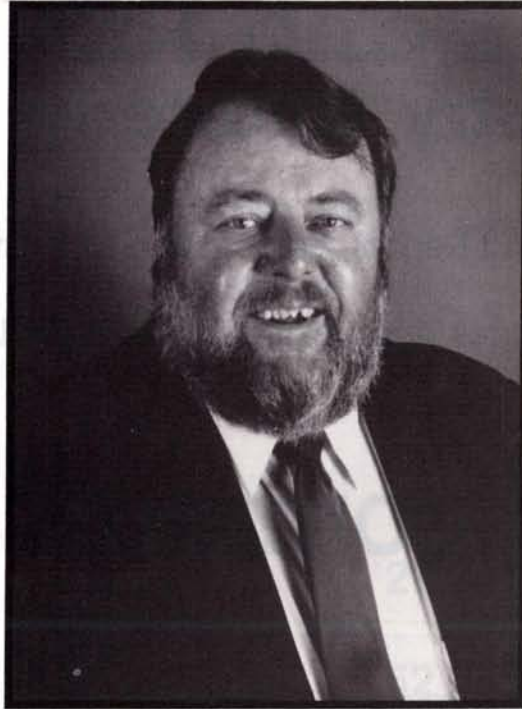
The Software Link has all the answers and a proven solution for your hire business.

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The Software Link  
P. O. Box 1, Berkeley Vale NSW 2259.  
Telephone 043 - 885133 : Fax 043 - 885035







Ron F. Wyatt, National President.

### ***Congratulations to you all!***

*The success of the 18th International Hire Convention and Equipment Exhibition was a tribute to the organising committee who had the courage and resourcefulness to proceed with their programme, despite other industry conventions being cancelled. The committee's ability to substitute another similar seminar to the one that was cancelled, at such short notice, was brilliant.*

*The informative seminars were due reward for the adventurous delegates who used all forms of available transport. The helpful spirit demonstrated by delegates and exhibitors in sharing transport and costs in the trek from each state was a credit to the Hire Industry in general and the travellers in particular.*

*There must be 1001 stories of their escapades, such as Rob Lowry from Western Australia, who I understand, was actually taking off when a bird hit the aircraft, which had to return with windscreen damage. Unfortunately Rob was unable at that late stage to find alternative transport. Who would like to compute the odds against three industry identities each getting their seat allocations at separate times for their Brisbane to Melbourne 24 hour marathon coach journey, sitting together? It happened I was one of the three.*

*The standard of the display was a tribute to our suppliers and their willingness to promote their wares, was I am sure, rewarded by the numbers of buyers attending.*

*Having the banquet midway through the convention was*

*a great move, it enabled buyer and seller to meet in a social and relaxing atmosphere to their mutual advantage.*

*Our sponsors deserve our thanks and continuing support for their considerable contribution to the success of our annual events. We appreciate your help and commitment to our industry.*

*Our new industry magazine was I am sure a contributing factor to the success of the exercise and their coverage of the event in this issue will bring back many memories for those who attended and for those who were unable to be there, much useful information.*

*In summary, the whole exercise illustrates the importance that our industry places in its annual conventions, if when labouring under handicap; the industry can muster a total attendance of over 500 with 350 odd at the banquet and over 70 exhibitors. Imagine what can be achieved under normal circumstances*

*The message must be:*

- BOOK EARLY FOR ADELAIDE 1990
- BOOK EARLY FOR SYDNEY 1991
- BOOK EARLY FOR GOLD COAST 1992

*Again congratulations!*

Ron F. Wyatt  
National President



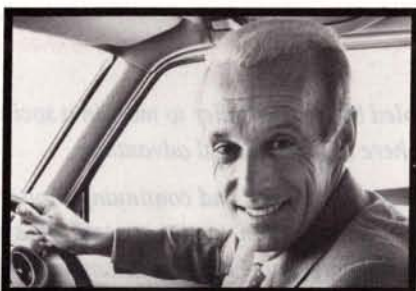
# HIRE and RENTAL Industry Quarterly

*Official Journal of the*  
**Hire and Rental Association of Australia  
and the  
Hire Services Association of New Zealand Inc**



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# The Customer

*Keynote address by Bob Ansett - Budget Transport Industries*

*18th International Hire Convention & Exhibition*

*Southern Cross Hotel, Melbourne 89*

**W**hat I am going to talk to you about today is the customer and I do so because I feel that when we look at our respective businesses the one thing that we all have in common is that we have customers and when you really analyse the reasons that we go into business it is to create a customer and then service the needs of that customer.

Sure we need to make a profit and do all the other things, create jobs, but we can't do either of those unless we have got a customer. So whenever we look at the basics of business generally it's always to do with a customer. Yet I discovered that there had been very few books written about the customer, there's very few management books that deal with the customer, there's all sorts of theories about management theory, Y theory, Z theory X one minute manager and so forth but there hasn't been a book that has been directed toward the customer and so I saw again a niche opportunity to write a book and you might be interested to know that it's on sale at all good book stores around Australia at \$29.95 and I really recommend it to you, and I think that with all modesty that I can say that in identifying that niche of the customer has paid dividends because a book that is a quasi business book had the extraordinary achievement of becoming the number one bestseller in Australia after only, I think it was 3 weeks in the marketplace, and has remained on the bestseller list since. It was aimed purely for business but to the community generally talking about the expectations that we as customers should have. I suppose that what I wanted to do was create in the minds of the reader, a feeling that businesses certainly pays lip service to the customer, but to actually deliver the

goods and meet the expectations of the customer I think that in a fair assessment that many businesses in Australia that are found wanting and I have had the opportunity of speaking to organisations like the SEC and the Gas Corporation and Telecom and Australia Post and they have all at management level anyway, have now decided that they want to be much more customer oriented as we get more competitive, we move into a new deregulated competitive environment, and the concept of management is simply that the way we handle that is we do a couple of glitzy video tapes, and get some motivation speakers, and we send out a few memos and we put a few prizes out there and all of a sudden everyone is going to switch from being non customer oriented to being customer oriented. I think we all know it doesn't work that way. If you're going to build an enterprise that is customer oriented then it's a long and arduous task and it begins with establishing a culture in which the people working within that culture really do have a commitment, a priority if you like, in providing customer service and customer attention. My argument has always been that to do that you've got to think that within any organisation and individually you must always think of ourselves as a customer, and understand and clearly define what it is we want as being a customer in our enterprises and our businesses, we are all customers, I'm the customer of our accounting department who produces weekly performance reports, I'm the customer of the mailroom, my managers in the field are customers of our data processing and so it goes. We are all customers. And as such we ought to demand the best and not be prepared to settle for anything other than efficiency

and the very best in performance.

So if we can start on that principle and then expand it into the delivery of service to the end user, the retail user of our produce or service, then we've got a chance of making it happen. It also requires the basic elements of the business, that is the employment of the right people, the right environment for those people to work in, the proper training and the leadership, and if you take each of those individually, the employment of the right people in the service industry, it always seems to me that the most important characteristic that we need to look for with people that are joining any sort of business in the services sector, is that they are basically enthusiastic, outgoing people that do enjoy relating to other people, whether you are a shop assistant in a retail Myer or Coles Myer business or you are in the rental car business. Unless you really enjoy communicating and relating to other people, and you are an enthusiastic individual and you have an optimistic outlook toward life, then you're not going to be effective. So those characteristics are critically important.

Then the environment that is so vital for them to maintain the enthusiasm and positive outlook toward life is the next essence, and it is an essence of management. It seems to me that the information of basic common sense thinks that an environment that provides job satisfaction is critically important, and good management knows how to create an environment that provides job satisfaction. The recognition of achievement, something that we don't do all that well in Australia is vitally important.

People like to be acknowledged for doing maybe just the ordinary things extraordinarily well, and that's usually what differentiates a successful enter-

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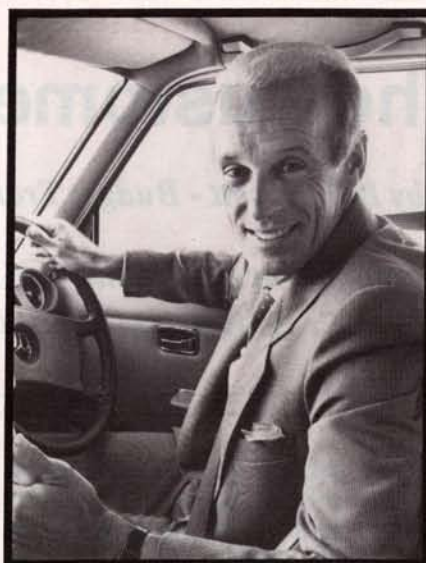


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prise from the the ordinary things, extraordinarily well and doing them consistently. Recognition doesn't have to be a financial recognition... Quite the contrary, it's just a public recognition. Then I've used as a test of management the basic assertion that we should do our best to make the job as much fun as possible for the people working in that environment, and I use that as a measurement of management, success that the people working there, really are getting some satisfaction and fun out of what they're doing, they're going to be far more productive employees. So, that's the environment.

Then the next essence is the training. Unless you've got very sound training procedures, disciplined training procedures that take into account the need to convey the information, the product knowledge, the way in which that service is to be delivered to the employees, then you haven't got a hope. So the training is critically important.

The final one is leadership. Leadership is something I believe is not an inherited characteristic, a genetic characteristic, it's very much an environmental characteristic, it's one that we learn and understand from trial and error, observing others and putting into practice the things that we observe in others, and I don't know if there is any stronger characteristic in management than leadership, and it's to see business schools today are recognising that aspect, something they didn't do a decade ago. A leader is really someone that has a vision or a goal and is capable of communicating that goal to others so that you motivate others to help you achieve your goals, your objectives and your vision. A leader I think must naturally lead by example from the front. People respond to that form of leadership. A leader must have a great deal of energy because if you consider what you do in the course of a day, you spend most of your time energising other people. I certainly find that the case. I'm dealing with other people's problems almost the entire day and therefore I'm energising other people. It's a little bit like a car battery, you start the day and if your generator isn't working and you are not producing new energy by the end of the day that battery is flat, and it's critically important that in leadership that level of energy is just as great at 5 or 6 o'clock in the afternoon as it at 8 o'clock



Bob Ansett

in the morning, because the problems are just as significant, and if you don't deal with the same level of energy and enthusiasm with the problems that arise at 5 o'clock in the afternoon as you do at 8 o'clock in the morning, you are an ineffective leader.

The other thing in leadership that is just another, I think, a very common sense factor, but one that isn't recognized readily, and that is that a leader intuitively knows to share successes with as many people as possible, particularly those that contributed toward achieving the success. Share it generously. However when the failures or the losses or the lack of success, you share that with no-one, you keep that locked within yourself, you don't inflict it on your family and your colleagues and your associates because if you appear to be depressed and negative and pessimistic and walk around with your head down, all those around you are inflicted accordingly and they all collectively get together and it becomes a negative outlook toward life and business generally and you can bet your life that the negativism becomes a self fulfilling prophecy. So a leader again intuitively knows that you don't share the negatives, the losses, the failures but share the successes and do it generously.

Having said all those things I guess that the other issue that there are a whole bunch of characteristics that we employ in the company that we have developed over a number of years.

But there is one that I think it's a true story and I think it's one that sort of demonstrates the point about the en-

thusiasm and so forth that are necessary in the service sector for you to really produce the goods and to maintain the quality and standard of service, quality of excellence. I have always taken the view that the ultimate human achievement is knowing what you do, you do better than anyone else. I mean what can be more important than knowing that what you do, you do better than anyone else. That's the ultimate human achievement. And it doesn't matter what you do, in fact it's quite incidental whether you are a housewife or whether you are a business person, or whatever, it doesn't matter, it's knowing and you're honest with yourself to say when you put the question to yourself that I know damn well that no-one can do it as well as I do it, or I do it to the best of my ability. But it's really something Australia generally, I think collectively, has got to assume at the present time, that "near enough is good enough" syndrome has gotten us into great difficulty, great financial difficulties in Australia and we have got to change that to striving to be the best at what we choose to do. I have often said in my business, I would much prefer to be the best washer of cars than the second best renter of cars, because there is no prizes for being second-best. Anyone can be second-best quite easy. We can rationalise and we can find excuses for being second-best but that's all. They are, are excuses, we should strive to be the best at what we choose to do, and as I said that only we can make that judgment. Others can assess us, and they might be right or wrong but we know, if we are honest with ourselves, that what we do we do better than anyone else.

The other thing that in terms of customer service, that I constantly relate and do it to the Japanese and to the New Zealanders and the Australians and everyone else that I am able to convey the message to is that we really, to run a business you don't have to be super smart, all you've got to do is find out what it is the customer wants, then give it to the customer in an efficient way, market it creatively and make a buck out of it, that's all there is to business. You don't have to go to the Harvard School of Business to find that out.

You might even be better off not going to the Harvard School of

*Continued page 8*



## Hire Association Directory

### National Association

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Box 51457 Pakurangi,  
Auckland

## INDUSTRY NEWS

# Computers in the Rental industry

"No Article - No Job" - that's life as a part-time scribe working for your publisher, Ken Benson. "I don't care if you've planned for a two weeks' round the world trip to introduce six of your kids to Grandma and Disneyworld, that you haven't had a holiday for six years or that you're the same age as Jim Brown and he gets four weeks a year..." "If you miss the next deadline, I'll ask Mike Wilton to write for us - then we'll always have plenty of copy..."

So, from the wilds of sunny South Devon in England as LORD of the 400 year old Stancombe Manor for a whole week, and with the nearest computer miles away, I would share with you all in Aussie some thoughts of John Scully - author of *Odyssey - Pepsi to Apple* about the way he sees our lives and the way we work in particular being totally changed by computers.

"Within the next decade the most powerful personal computer available today will be 'invisible' like a motor. It will fit into a machine the size of a pocket calculator. Or it will be encased like a car engine in some highly powerful and useful new device. By then, computers may be sewn into the fabric of your shirt or embedded into the walls of your house."

"The Navigator... will also perform content analysis of the information, meaning that it will tailor information to your precise needs. That's an important feature, because the quantity of information in the world is doubling every three to four years..."

"This tailoring of information would represent a quantum leap in the way we think and use computers - particularly because so many companies, industries and institutions fail to use the benefit of existing technology."

Your scribe, being involved on a consultancy basis with one of the major suppliers of rental industry computer systems in Australia, can wholly endorse this statement of John Scully's.

Many companies stumble and fumble, delay and procrastinate even

following the purchase of computer systems in making a whole commitment to learning the program, learning the new way of working and to cease doing things with a quill pen or a biro!

There is no gamble in putting a computer into a rental business today. There are companies around who can supply proven systems with professional training and support for anywhere in Australia. Even if the hardware (that's the bit you can see!) should fail, it can be replaced overnight - again anywhere in Australia.

The companies in the fast lane of the rental industry are those who have made a complete commitment to the new technology, have embraced it and have put behind them the horse and cart or quill pen thinking some of their colleagues in the industry retain like Linus' blanket or their old teddy bear.

Those companies that postpone the implementation of computer systems for their businesses will most definitely find themselves on the side track. Every person in the rental industry who is serious about staying there and remaining profitable and successful should take a serious look at their competitors, talk to people who've put computer systems in, especially those from reputable suppliers who specialise in the industry's needs and have a track record with personnel fully experienced in the needs and requirements of the rental industry.

Have fun with computers! They're a great tool. They'll eliminate many problems and put you back into profitable trading - or tell you where it's going if you're not profitable.

From the wilds of Stancombe Manor in the heart of Devonshire where the advert says, "Come and listen to the silence", far from the chatter of computer printers and with a glass of Devonshire cider at my elbow, I leave you with the mechanic's motto:

"NON ILLEGITIMUS CAR-  
BONANDUM EST!"

... head for Disneyland ... See you next month!



## Better security secures better insurance

**H**ire and Rental Insurance Brokerage Limited – HARIB – has produced a dramatic security poster. Eight sets of security measures aimed at containing insurance premiums through active risk "management".

In Australia, loss through theft (by burglary and by hirer) exceeds any other source other of loss for the major insurer in this field, UAP – L'Union des Assurances de Paris.

Released publicly at the Hire and Rental Association Convention in September at the Southern Cross in Melbourne, the poster was distributed free to Convention delegates before being mailed to all member firms of the Hire and Rental Association of Australia.

The security measures highlight steps to prevent theft from the premises of the hire firm and identify customers, sufficient to thwart theft by hire.

The scenes reflect in cartoon form the

frustration felt by "Charlie Tealeaf" as he surveys his intended victim, only to find security measures beyond his resources.

Areas illustrated are the:

- Hire Site
- Hire Stock in Building
- Gates & Fence
- Mobile Security
- The Building
- The Hirer – Company
- Yard Stock
- The Hirer – Individual

Readers who would like a copy of the HARIB poster should contact:

Ms Leah Sundstrom at HARIB  
on (03) 321 8600

or send their request to:

FREEPOST 853

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remembering to include return name and address details.

## Draft letter to politicians

Local MP and Federal Ministers

Dear

Having just become aware of the Government's legislation to restrict the use of credit referencing facilities in Australia, I write to tell you that I am greatly concerned about the adverse impact it is certain to have on my business.

If you have not yet read Senator Bolkus' Bill, I urge you to do so immediately because I am convinced that it will harm many companies.

I am in the process of assessing the impact of the proposed legislation on my business and when I have completed my assessment, I will write again in greater detail.

Meanwhile, it is important for you to know that I am very worried that passage of the legislation will expose my business to the risk of serious increase in bad debts and fraud.

Yours sincerely,

Christine Stewart, New South Wales Secretary

### From page 6

business to find that out. It's to run the business to suit the customer and not yourselves. When you look at businesses and watch how they evolve, they almost always start out that way, very customer oriented, working hard, personalised service, and so forth.

But as they grow, priorities change, the shareholders become the number one priority, senior management is probably the second priority, middle management is the third priority and probably the next level of management is the fourth priority and then after that comes the customer. We develop our comfort zones, our nice offices, with our big desks, and secretaries that determine who we talk to and who comes to see us and so forth, so we get into a real comfort zone that is, I mean it's understandable, we are in control in that comfort zone, we control the environment. When you are taken out of that and you go back into the workplace and you go behind that in our case the Rental counter which I as a discipline do at least one day out of every month and so do all my senior executives, so that we maintain contact with the consumer, the user of our service, we make contact, we understand what it is

they want from us, we listen carefully to what they're telling us and not tell them what we are going to give them, but find out what they want, and then hopefully find a way to give them what they want efficiently. Also to be able to talk to our employees on their turf. We all have open door policies and we have suggestion boxes but it's all nonsense really, the only way you really get, to remove the inhibitions of employees in talking to management is to work with them on their turf, where they know that they're better at their job than we are and therefore they're inclined to tell you what they think about you or the company or the customers or what have you and that's where you do learn about your business. We all know that when we start off but as we grow we get conflicting priorities and so it's the reinforcing of those basic fundamentals of the business that is so critically important and the salesmanship and customer service, they are so critically important.

So having said all those things I would just like to conclude by repeating, I guess as some of you may have heard it before, a proverb that was written by an American President that was written at a time when America was facing its greatest financial crisis the sharemarket crash of 1929 After-

math of the great depression and this guy wanted to leave office and leave some hope I guess with the American people, so he wrote a proverb that was designed to stress the fact that it doesn't matter how much talent you've got, or how much skill you've got, or how much intelligence you've got, how much education you've got or how much wealth you've got, those things alone don't ensure success without hard work and determination and persistence, so I think this proverb is very applicable to Australia today and is equally applicable to each of us in our own business so I will conclude with this proverb, it goes like this:

Nothing in the world will take the place of persistence

Talent will not

But nothing's more common than unsuccessful men with talent

Genius will not

Unrewarded genius is almost a proverb

Education will not

The world is full of educated derelicts  
Persistence and determination alone are omnific

The slogan press on is solved and always will solve the problems of the human race.

**Thank you for your attention.**



# TRENCHING?

# THE

# MOLE

# CAN

# DIG IT!



When you're making an investment in a new trenching machine, you need to know more than just the machine capacity and its price. You need to know that the machine you're buying has a reputation for quality and reliability; that it incorporates the latest technology; that you will be able to get spare parts and service back-up; that your supplier will be there to answer your questions throughout the life of your machine. And that's why Mole can dig it, because Mole has been supplying Ditch Witch trenching machines for over 35 years. From 9hp Pedestrian models to the giant 118hp Tracked machines, there's a Ditch Witch for every application. And, because it's a Ditch Witch from Mole, you know that there will always be spare parts, service and, more importantly, Mole reliability right behind you, every foot of the way.

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BGL•MO•3574



# Fail to plan — plan to fail

- **By Bill Carney, Business Development Officer, Sydney.**

In the hire and rental industry it is equally true as in all other small businesses if you fail to plan, you plan to fail. You need more than a knowledge of chain saws and compressors to run a successful hire and rental business.

The same may be said about attending to the financial requirements of your business.

Small businesses are very important to Australia as they are the major contributors to employment and growth and to economic performance. There is, however, a very high failure rate in small businesses, something like eight out of ten fail within five years of starting up and this causes a heavy economic and social cost as well as great distress to the people affected.

The Commonwealth Development

Bank (CDB) has acquired considerable skill in helping people build up their business. For nearly 30 years the CDB has been providing small businesses with term loans and equipment finance.

CDB's Term loans are available over longer periods than normally available from trading banks and are assessed on a cash flow basis with available security following. Most Australian trading banks are agents of the CDB and may refer applications on behalf of their clients. In many instances, CDB and the trading bank provide "a package" of finance for the borrowers.

Many businessmen are not aware of these arrangements and put their plans on the back burner when their own bank cannot come to the party. It pays to ask, 'What about the Development Bank?'

You do not see advertisements for the CDB in the daily newspapers, as specialist trade journals such as the Hire and Rental Industry Quarterly are con-

sidered the preferred reading by businessmen. The CDB is increasing its profile in the small business sector so more business owners become aware of its facilities.

A team of specialist staff is maintained by CDB to assess the viability of the project and to proffer advice to management. These consist of Investigating Accountants, Rural Officers and Consulting Engineers.

Equipment Finance loans are also available through any branch of the Commonwealth Bank. Terms and conditions of these loans which are available to finance all types of income producing equipment, including vehicles, are flexible and interest rates are competitive.

An office of the CDB is maintained in each State Capital and there are 37 regional offices throughout Australia ready to attend to your enquiry.

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Once you've found the piece of plant or equipment you want it's all too easy to sign the first finance agreement handed to you. Unfortunately, this easy money is often the most expensive.

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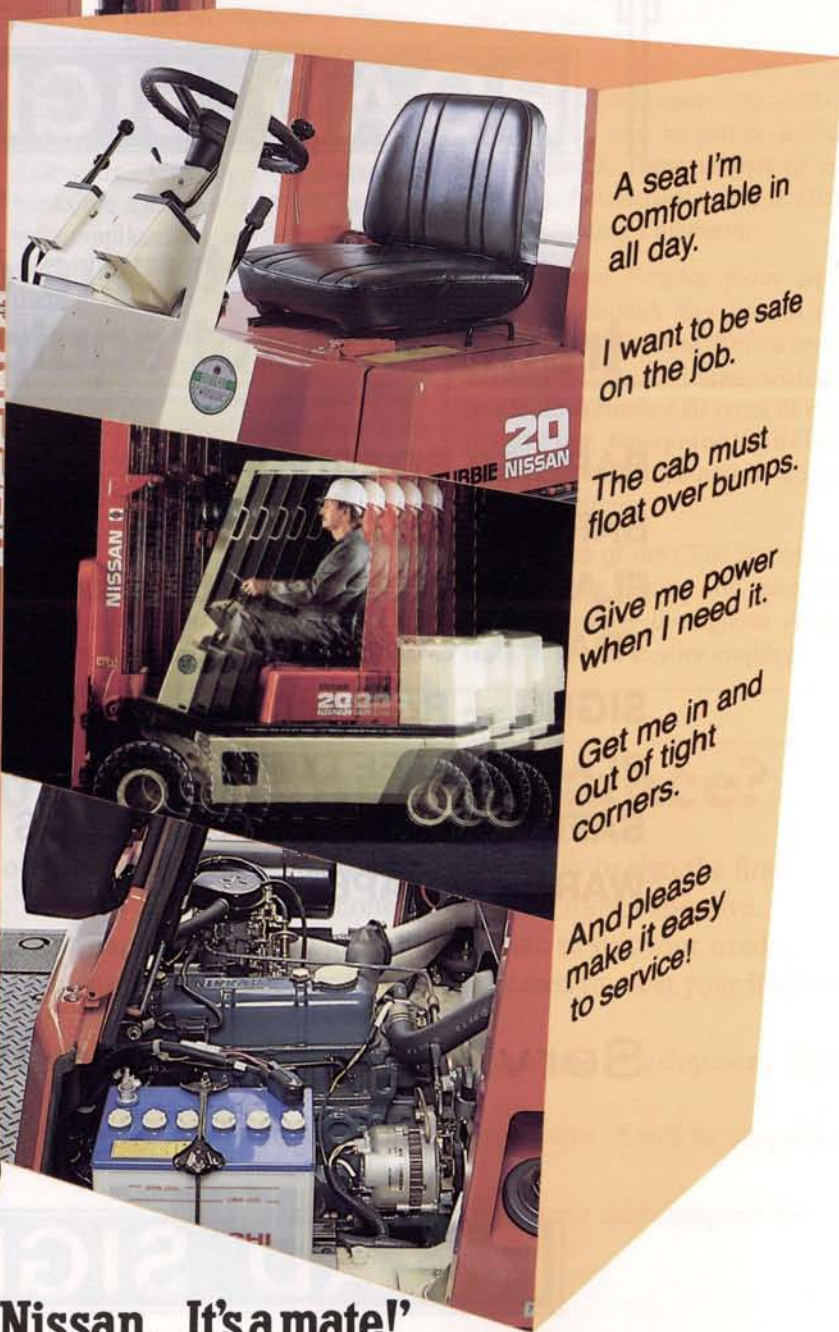
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all day.*

*I want to be safe  
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*The cab must  
float over bumps.*

*Give me power  
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*Get me in and  
out of tight  
corners.*

*And please  
make it easy  
to service!*

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HOBART: (002) 34 6258 • KALGOORLIE: (090) 21 3000  
DARWIN: UNIVERSAL DIESELS – (089) 81 3852

BGL MO 2853

# LET'S MAKE SMALL TALK



# "Our choice"

**W**ith the spotlight beamed hard on to the Hire Industry safety issue and the serious responsibility now placed squarely on the shoulders of hire managers with regard to safety it is interesting to note the findings of consumer magazine 'Choice'.

After testing 49 popular items 'Choice' warned the handyman to be wary of hire tool safety after finding that many of the tools tested were not maintained to standard.

Items tested included electro-pneumatic hammers, circular saws, sanders, chain saws and wall paper strippers. Of the 49 tools hired from ten companies 20 had unsafe electrical components which breached electrical and safety standards and a number of items had broken parts, were blunt and/or dirty.

Worst offenders of electrical safety were floor sanders and wall paper strippers and three out of ten sanders had electrical or wiring problems caused by careless repair or design.

Five of the nine chain saws tested failed to stop rotating when the motor was dropped to idle, and two stopped intermittently and two of the chain saws were not equipped with a safety brake at all.

With worthy publications, such as 'Choice' magazine and T.V. programmes such as 'The Investigators' and 'Hinch' gaining increasing popularity and the increased risk of liability facing the industry NOW would be a great time to review our safety standards and face up to our responsibilities lest we get the type of exposure we do not want - and can't afford!

## Melbourne Convention

The Victorian Hire and rental Industry Association would like to thank the following for their generous sponsorship of the recent 18th International Hire Convention and Exhibiton

- **Kango Australia Pty Ltd**  
(Major)
- **CompAir Australasia Pty Ltd**
- **Flextool (Aust) Pty Ltd**
- **Harib**
- **Kärcher Pty Ltd**

## FUTURE DIRECTIONS

The 19th International Hire Convention and Equipment Exhibition will be held in ADELAIDE at the centrally located Convention Centre and new Exhibition Hall from September 10-14, 1990.

A stimulating Conference Programme is in course of preparation, as is another highly innovative social calendar. South Australians are renowned for their hospitality and it is confidently predicted that attendance will be high.

As always, a highlight of any major gathering of members of the Hire & Rental Association of Australia is the Equipment Exhibition. The 1990 Exhibition will be no exception. Delegates will have plenty of time to visit the Exhibition which will encompass in excess of 3000 sq.m of unobscured floor area immediately adjacent to the meetings area. **IN FACT, NO FORMAL PROGRAMME WILL BE SCHEDULED AT TIMES WHEN THE EXHIBITION IS OPEN.**

Opportunities for sponsorship exist, and we invite you to reinforce your commitment to our industry. Details will be provided upon application.

For more information please complete this reply slip and post to:  
FUTURE DIRECTIONS, PO Box 753, Norwood, S.Aust. 5067.

Company .....  
Contact Person .....  
Address .....  
..... P/C .....  
Phone ..... Fax .....



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- Convert your chainsaw into a MiniTrencher® in minutes.

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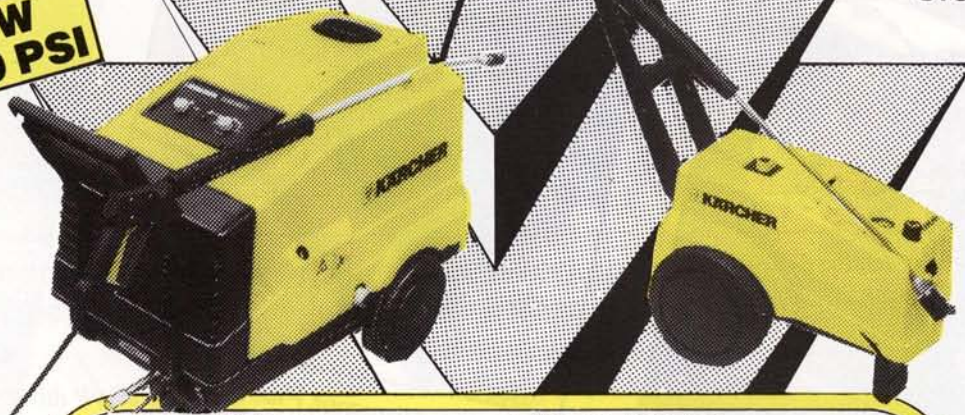




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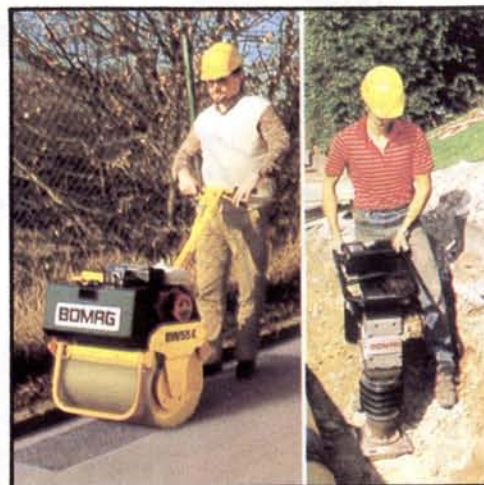
The new JCB 801 Mini Excavator. ✓



Terra Hammer Piercing and Ramming Equipment. ✓



The Wenco P4P 'Wizard' Trencher. ✓



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

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# New South Wales Report



## Hire Association of New South Wales new services

The New South Wales Branch is currently developing two new services for members:

The first being a complete set of instruction sheets, covering a wide range of equipment, which will be made available at a nominal charge.

The second, a Video Library for members to use covering such topics as training, safety instruction on use of equipment etc. If anyone can help out with either the instruction sheets or videos, I would be only too delighted to hear from you!

## Supervisor Training Seminar — 17th & 24th October

Following the success of our first training seminar in May of this year, a another Seminar is being arranged during October. Ron Mobbs is the course leader and details will be available shortly.

The NSW Association has approached Ron Mobbs to evaluate the needs of the Hire Industry and to plan a series of Training Seminars for 1990.

## Yard Tour — 31st October

A General Yard Tour will be held on Tuesday, 31st October 1989 and will cover five Hire Yards.

Details have being sent out via the Newsletter, so make sure you attend.

## Suppliers Workshop — 14th November

The final Workshop for 1989 will be held on 14th November, at MOLE ENGINEERING, Girraween. Details will be out shortly.

## 1991 Convention

Planning is now underway for our 1991 Convention to be held in SYDNEY. At this stage it appears the most likely venue will be DARLING HARBOUR!! so make sure you mark it in your calendar NOW!!!

## Privacy Amendment Bill

The Government is currently legislating to outlaw the storage, use and exchange of much of the credit information on which business has traditionally relied.

Only vigorous and sustained protest from enterprises affected will avoid extraordinarily onerous provisions of the legislation being passed by the Federal Parliament before the end of the year.

### *How will this affect our industry*

Many legitimate businesses will be denied any access to personal credit information on individuals.

Banned organisations include most smaller retailers, television and video rental companies, organisations hiring plant and equipment, manufacturers and wholesalers (who deal with individual traders), insurance companies, plus most small businesses that sell goods and services on credit.

Credit Reporting Agencies will be seriously limited in the credit information it can give out.

Those credit providers still allowed access to a Credit Reporting Agency will be limited in their use of credit information. Their ability to exchange credit references will be restricted and subject to heavy fines, for any breach of the regulations.

Credit providers may not report a delinquent debt until it is 90 days or more overdue. This ban on reporting will provide the unscrupulous and dishonest with up to 120 days in which to continue expanding their debts to other credit providers.

Even where a reporting agency becomes aware of the new location of a missing debtor, it will be banned from reporting the new address to any of that debtor's creditors.

### *What can we do?*

The Credit Reference Association of Australia urges all companies to oppose the legislation by sending the attached letter to your locally based Federal Members and Senators from both Government and opposition Parties and to State Members of Parliament.

The Association is looking to send a letter of protest via the Votergram system to all members of Parliament opposing this legislation. Please give your support by sending the attached letter.

(\*See attachment page 8)

**It is certainly in your interest to do so.**



# Queensland Report



## The Queensland Hire and Rental Association

The Queensland Traineeship programme is in the final stages of preparation and employers have been asked to look for unemployed school leavers at the end of the year with a view to placing them in the programme. The programme calls for employees who are no older than 20 years at the time of employment and who have been employed for at least a month prior to the commencement of the course. The TAFE have indicated that the course will be up and running by March 1990.

The TAFE department have also contacted the Association regarding a small engine course designed specifically for the Hire Industry. This course will commence on the 6th October and will cover all aspects of small engine maintenance

and repair. The course duration is 48 hours spread over a 6 week period.

The Government have introduced a new Workplace Health and Safety Act which provide for severe fines and a possible jail sentence for failure to comply with the Act. The Association believes members should be alerted to the implications of the Act and has scheduled a seminar with the National Safety Council of Australia for early October.

The Association Xmas function will be held in late October and members will be encouraged to invite their staff.

In November, the Association will hold a mini trade exhibition and Coates Hire have kindly donated the use of their premises at Coopers Plains. It is hoped that many of the country members will

be able to attend especially as many of them would have missed the Melbourne Convention due to the pilot's dispute.

A successful trade exhibition was also held in August for the Party Hirers at Freeman's Hire. Tony Willis of Jeans Hire and Wally Freeman combined forces to make an interesting and successful afternoon for both hirers and suppliers.

The Association's 1990 programme is currently under review and the Committee are looking to provide more training seminars for members and their staff.

The hirers in North Queensland have had another roundup, this time at Pat Pilcher's premises in Bowen. They have scheduled the next roundup for the Queen's birthday weekend in June and this will be held in Townsville. The Northerners are hoping to make their roundup a yearly event, and plan to include a small trade display.

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## Trilogy Australia – new vertical market

TRACS created enormous interest at the recent convention in Melbourne with in excess of 80 demonstrations over the two days. Teams of Sales Software and Hardware support personnel were on the Trilogy stand, having completed comprehensive training in the States.

Trilogy has purchased from Computer Ease, a U.S.A. Industry leader in the Hire and Rental software market, their "Rental Centre System", which has been installed in over 170 sites in the U.S.A., United Kingdom and Europe.

Trilogy has modified the product for Australia and New Zealand operations and will be marketing the product with a new name "TRACS" Trilogy Rental Accounting Computer System.

For a long time now the Australian hire market place has been crying out for a proven flexible hire system with Australian control, support and service. This is evidenced by the decisions of general hire companies including Stephen Donnelley Hire, Jonkers Hire, Bosco Medical and Better Rentals to take advantage of the Trilogy solution.

TRACS will be marketed to both

single and multi-store operators who are involved in:

- General hire
- Party hire
- Construction and heavy equipment
- Medical hire
- Furniture hire
- Nursery hire
- Home handyman
- Portable building hire

Whether you own one small rental store or a chain of rental stores, the Trilogy Rental and Accounting Computer System (TRACS) was designed so that it would be both simple to use and fast at the counter producing a contract in some 18 seconds.

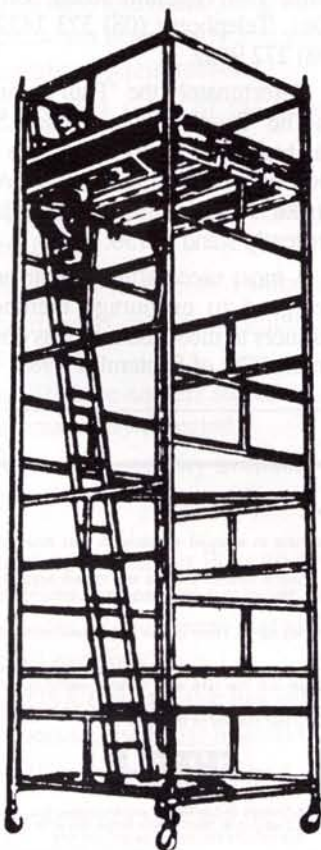
The versatile rental system allows a single store to start with a small system and expand to a larger system with minimal additional investment. The multi-store company can have separate systems at each store or all stores on line to a single central computer at corporate headquarters. The 1989 Hire Convention was the launching pad for the Australian release of this well established rental system. TRACS is a fully integrated front counter, back office application system. Boasting many exclusive features some

of which includes;

- Fastest contract processing a contract in some 18 seconds
- Variable contract print formats Clean contract format
- Simple sales invoices
- Multiple businesses on the same system each having separate print and accounting controls
- Rent - net or central processor systems
- User options that allow the customer to dictate the way in which the system is used
- Billing flexibility that delivers for all situations
- Extensive support capabilities
- Hard copy quotes that can easily be made reservations
- General ledger budgeting programs
- Source code owned and developed by Trilogy Business Systems

Trilogy is a national organisation with branches in each of the main states providing local sales, services and support.

Demonstrations of the TRACS system can be arranged at your nearest Trilogy Branch.



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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.

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# South Australia Report



## 19th International Hire Convention and Equipment Exhibition

As the Activities of the Association have largely centred around the arranging of the 1990 event over the recent months, it is appropriate to give members a glance into the future.

The Theme:

"Future Directions"

The Date:

September 10th to 14th inclusive

The Convention and accompanying Trade Exhibition will be held in the Adelaide Convention Centre, Australia's first purposebuilt facility and a pace setter.

**The Convention and Exhibition will be under the one roof — exhibitors can drive right up to their booths!**

Members who came to Adelaide during its Jubilee Year (1986) will remember the calibre of South Australian hospitality and once again a stimulating, innovative social programme is being arranged for both delegates and partners plus pre- and post Convention excursions to member organisations.

The Convention will focus on a "Vision For The Future".

- Where is your business headed?

- What problems are to be faced between now and the year 2000?
- How will you overcome these problems?
- What will be your future marketing direction?
- How will you identify the business opportunities?
- How can you assist your Association to exert more power on behalf of the Industry?

Professional speakers, advisors and lateral thinkers will both inspire and educate.

All sessions will centre on the Hire and Rental Industry and there will be ample opportunity for individual member input

The new Exhibition Hall has an unobscured floor area of 3,260m which can be divided into 169 3m x 3m spaces. Ceiling height is 12.5m to the main roof or 10m to the roof trusses. The uncarpeted concrete floors have an applied dustsealer and a live load capacity of 15kgPa. A total of 9 wet service points for domestic cold water and drainage permits demonstration of water-related products. Copies of the floor-plan are now available upon request.

Access is by a vehicle ramp 7.2m wide

and 4.85m high or via a lift measuring 3m wide by 3.6m high. Two lifts from the 325 bay carpark under the hall allow additional access for delegates and small display items.

Ample time has been made available for delegates to visit the Trade Exhibition. In fact, no formal programme is scheduled at times when the Exhibition is open.

### Sponsorship

We look forward to involving as many members as possible in high profile sponsorship areas. A list of possibilities has now been prepared and will be forwarded upon request.

Please direct Exhibition and Sponsorship inquiries to The Secretary — R W Firth, 136 Greenhil Road, Unley SA 5061. Telephone: (08) 373 1422 - Fax: (08) 272 9662

Unfortunately the "Paul Dunn" Win-In-The Tough-Times-Ahead Seminar has had to be postponed to the 12th of October 1989 due to the "Airlines Strike". Registrations for this event presently stand at 130.

A most successful seminar primarily designed to encourage members and partners to meet and mix was conducted on the 27th of September 1989.

## SHEELD

PREVENTS FLAT TYRES



## NO MORE FLAT TYRES.

**What Is Sheeld Puncture Sealant?** A non-toxic mixture of fibres held in a liquid suspension that does not contain latex and does not harm metal, rubber, plastics, clothes or skin.

**How Does Sheeld Work?** As the tyre rotates, a centrifugal force spreads Sheeld around the crown area and coats the inside of the tyre. When a puncturing object enters the tyre, Sheeld is forced into the puncture by a combination of escaping air and wheel rotation.

**How Quickly Does Sheeld Work?** Sheeld is guaranteed to seal holes up to 7mm in the tread area instantly, with immeasurable air pressure loss-permanently.

**Does Sheeld Have Any Adverse Effects?** Because Sheeld does not contain latex it will not adhere to tubes or tyres. Should it be necessary to effect a traditional repair simply wash out the tyre with water - carry out the normal repair and recharge the tyre with Sheeld.

**How Long Does it Last?** Quantity applications are designed to normally last the life of the tyre.

**APPLICATIONS:** Ride-on motor mowers, trail bikes, motor cycles, bicycles, go-carts, trailers, caravans, all-terrain vehicles, four wheel drive vehicles. Industry-fork lifts, trolleys, pantees, floats, heavy vehicle trailers. Agricultural industry - Rubber tyred farm machinery and equipment.

Trade and dealer enquiries welcome.

## SHEELD

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## Business Electronics launches new attack on rental/hire market - the benefits are surprising!

**B**usiness Electronics have released a new computer system that will streamline as well as increase productivity and profit making potential in the rental/hire industry.

With the recently acquired assistance of Chris Zanchetta an experienced systems consultant from Canberra, Business Electronics is confident that this system will be very well recieved by the industry.

The system is Counter Pro which incorporates an industry standard/compatible Texas Instrument 1000 series computer and a powerful software base of which the foundations have been laid to provide growth and developments to match any business in this industry, today and in the future.

Counter Pro can track any item in the rental/hire sector with such accuracy and detail that it has become in the United States biggest selling computer system for hire and rental. Originally from the USA, this system has been easily and suitably adapted for our Australian requirements.

Here are just some of the benefits of Counter Pro:

- Inventory availability is checked and updated with every contract and reservation entry, in real time.
- All rates are calculated automatically.
- Overtime is calculated automatically on contracts.
- Bad/Risk customers stored in the system are automatically detected.
- 15 levels of security available on all system operations.

Quite simply Counter Pro and it's smaller version "UNI-PRO" are the most versatile, accurate and time saving pieces of equipment that any rental/hire business could ever buy!

In the USA Counter Pro has sold more than twice the numbers of site of its nearest competitor ...

There *IS* a reason ... see it and you'll know why!

It is the industry standard for computer systems in the rental/hire industry.

## Guess who just bought another 50 of our generating sets for their hire fleet?



**That's right ... COATES HIRE.**

# WHY?

... ask Allen Forbes, NSW Operations Manager for Coates and he'll give you a list of reasons as long as your arm, but mostly because they went over everyone's sets with a fine tooth comb and all-in-all, ours were the best!

Talk to us, we'll build your sets the way you would.

## How can you make any other decision?

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Try our Kodiak cordless and you'll find twice the power of conventional cordless tools.

Check out the 24 volt ThunderVolt cordless and discover a unique modular system with 240 volt power without the hassle.

See the superior ergonomic design and heavy duty performance of our conventional corded range.

And then, to prove that our standards are more than hot air, we'll give you a 30 day unconditional money back guarantee.



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DECKER**

**Industrial**

**In the right hands we're unbeatable.**



# West Australia Report



**T**he Hire & Rental Association is growing and expanding in Western Australia. An Annual General Meeting was held recently on the 14th August, 1989 and the newly elected office bearers are as follows:

*President -  
Keith Baldrey of Wreckair Hire.  
Vice President -  
Des Brealey of Cockburn Hire.  
Secty/Treasurer -  
Rob Lowry of Coates Hire.*

#### COMMITTEE:

*Steve Budiselic - Ingersoll Rand.  
Dave Braidwood - Mole Engineering  
Ken Peirce - Coates Hire  
Ron Hack - Compair*

*Barry Martin - Belmont Hire  
Colin Quinn - Wreckair Hire  
Alan Barker - Crown Forklifts*

The aim of the Association is to work for the members and with this in mind we have organised workshop meetings and Executive meetings for members, to inform them as to what is available through the association. We are also organising Staff training for smaller Company members who do not have the resources of the larger companies to fall back on.

The first Executive Meeting is with Departmental Heads of D.O.S.H.W.A., which is a Government Department made up to introduce safety standards to construction, mining and, industrial divisions of our business in W.A.

The Association's membership is

steadily growing and currently stands at 62 member companies. We have received expressions of interest from our country members and we are also attempting to swell the ranks from other hire operations within our state.

Business in W.A. is steady considering the economic climate of today but with the Mining and Construction in the Goldfields and Northwest, things are not as bad as we first thought.

A more detailed and informative account of the Association in W.A. will be presented in the next report.

We have an energetic and enthusiastic team to get the Hire & Rental Association up and running in W.A. and we feel with the experience and attitude of our committee the future looks bright for the Hire & Rental Association here in W.A.

## Thanks Kango!

**O**nce again, Kango Australia showed tremendous support for the hire and rental industry by being major sponsors at the 18th Hire Convention and exhibition during September in Melbourne.

Examples of their new range of snapper products relevant to the hire industry are covered in this issue.

Marketing Manager, Bill Lewis, states that Kango Australia regard Victoria as a significant market and have now expanded to Oakleigh, strengthened the sales force and invested heavily in support services and service for country areas.

*After carrying all his exhibits by van down the Hume Highway, setting up his display, photographing same, welcoming all and sundry, Bill Lewis enjoys a quick meal break before the commencement of the Exhibition.*





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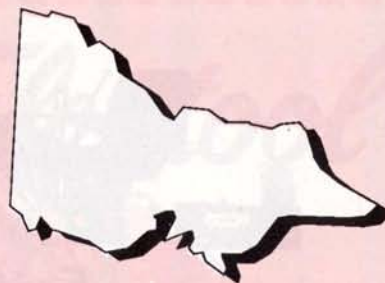
• SINGAPORE

• LOS ANGELES

**FOR SAFETY'S SAKE-USE THEM!**



# Victoria Report



The 18th International Hire Convention and Equipment Exhibition was a great success! Despite the pilots' strike we registered over 450 people during the three days, including two delegates who drove from Perth (29 hours of travelling), one lady who drove herself from Alice Springs, others who endured many hours in coaches from all over Queensland, and David Salter from Hobart who braved the RAAF Hercules (I trust you've arrived back home by now, David!)

The equipment exhibition was very successful with the number of exhibitors far exceeding our original expectations. The exhibition took up all the available space at the Southern Cross Hotel, so that we had to hold the Banquet at the Regent Hotel around the corner. All the exhibitors I spoke to were very satisfied with the response, achieving many sales and follow-up leads.

I am still able to obtain tapes of all the seminars as follows:

Tape 1: The Customer Bob Ansett

Tape 2: People Problem or Profit Factor? Ragnar Pahlman

Tape 3: Employee Relations & Safety on the Job Nick Moore and Hazards in Hire David McIvor

Tape 4: Future Equipment Trends - a selection of suppliers representing the major product segments of our industry

Tape 5: What's Ahead for Australia? Colin Benjamin & Sally Rundle

Tape 6: The Challenge of Change Winston Marsh

If you would like one or more of these tapes, at \$10 each or \$55 the set, please contact me.

In recent months two people have been killed while using Skid Steer Loaders hired from Association members. In both case the victims were inexperienced and unlicensed operators using the machines for private use

around the home.

Coroner's inquests into the causes of death have not yet been completed, but it appears that in each case the victim was crushed under the bucket while trying to get into the driver's seat after having got out of the machine while the bucket was raised.

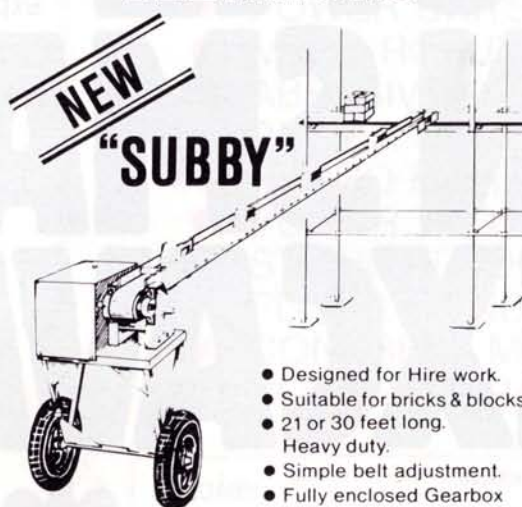
Most, if not all, skid steer loaders now on the market are fitted with a safety bar which is lowered in front of the operator, preventing him from alighting or being thrown from the machine. The loader cannot be started or operated unless this safety bar is lowered into position.

A group of Association Board members met recently with officials from the Department of Labour to discuss pos-

sible solutions to the problem. As an interim measure it has been suggested that Skid Steer Loaders should only be hired to nonticketed private users if the safety bar as described above is fitted. It is strongly recommended to all members that this precaution be taken.

The response to the questionnaire sent to you last month to determine the number of skid steer loaders in the hire industry was very poor, and as a result you have another chance to let me know how many machines are in service and how many companies do/do not have loaders. It is imperative that we have these details so please help us by returning your questionnaire immediately.

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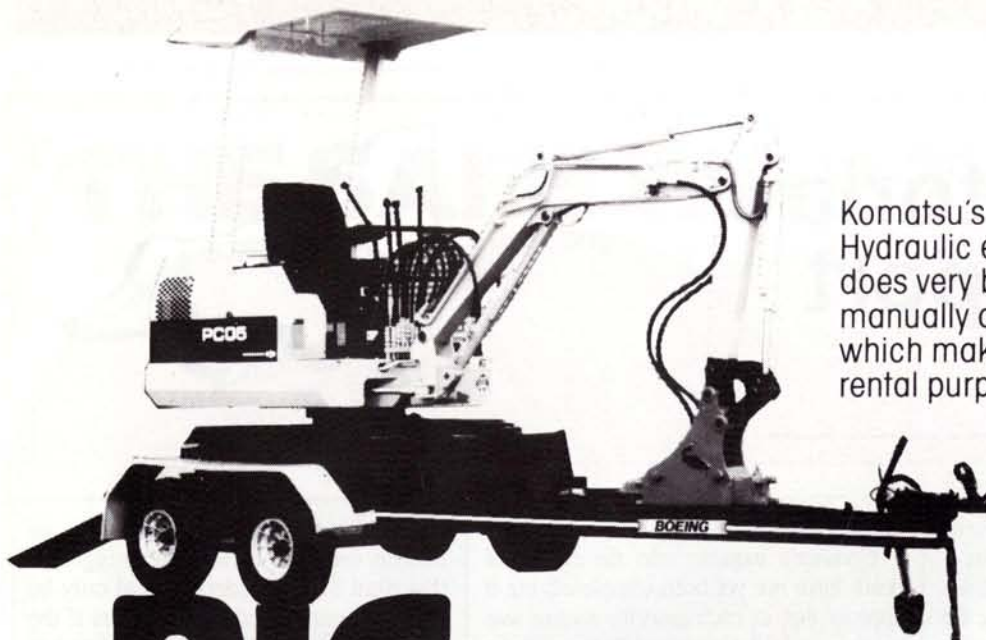
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Komatsu's PC05-6 is a little Hydraulic excavator that does very big things both manually and financially - which makes it ideal for rental purposes. But its size

alone isn't what makes it so uniquely predominant amongst its peers.

Komatsu's

PC05-6 is totally mobile, meaning that it can be towed, on its own trailer, by the average utility or car. And with large lifting eyes, moving it by crane

becomes light work. Its operator position has the best and most comfortable layout, while its boom offset capability far

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

Couple all this with the added back-up service of the largest and most experienced excavator company in the

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

# BIG PROFITS COME IN SMALL EXCAVATORS

\* Trailer not included.

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More down to earth excavators

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KOEM 6073



# Jaden receives Design Award!



Alister Rayner displays the award at the Melbourne Convention.

Jaden Mini Loaders Pty Ltd wish to announce the official presentation of the Australian Design Council "Council Award" for our latest model mini loader, at 3pm Friday 6th October, at our premises, 43 Alex Fisher Drive, Burleigh Gardens Industrial Park, Burleigh Heads.

We are very proud to report that in September Jaden was granted an "Australian Design Award" for its mini loader and attachments.

The Australian Design Council comments included: "The Jaden mini loader exhibits improved design characteristics for skid steer operation and a high degree of finish in delivered machines. The sizing of the machine, its stability of operation and range of implements was considered ideal for the hire trade."

This is a proven product in the compact skid steer loader range being capable of loading, trenching, post hole boring, brick pack carrier, back hoe attachment, rotary hoeing, sweeping, concrete mixing and levelling ground.

Since its conception in 1982 Jaden has been continually involved in the manufacture and development of mini loaders in Australia, with all design and development taking place right here on the Gold Coast.

With principal involvement of over 17 years, Jaden are now world leaders in mini loader development.

*Continued page 39*



# Flextool



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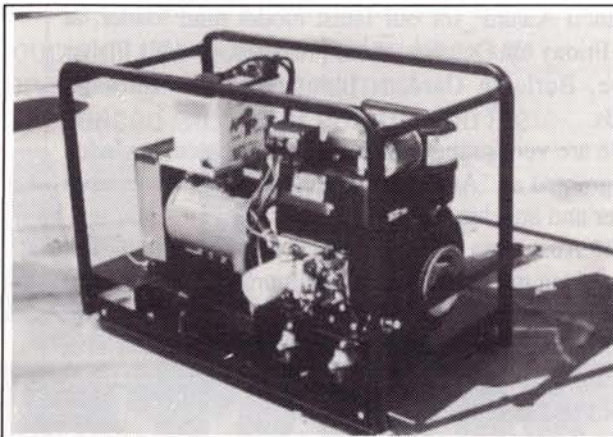
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# Gutsy compact diesel a real champion!

Champion Compressors Ltd. have made a strategic move into the diesel engine and generator markets, with their acquisition of the Australian distributorship for Yanmar Diesel Engines.

Yanmar itself are an internationally recognised and respected name for manufacturing diesel engines and equipment. Their products are known for their innovative design and excellent quality to exacting engineering standards.

One of Yanmar's recent achievements is the production of the L Series air cooled diesel engine range, covering 2.5 to 6.7 kW output. This newly designed range of lightweight engines are genuine contenders for all applications previously dominated by petrol engines, since the weight of each engine is only fractionally greater than that of equivalent petrol engines.

In designing the L Series, five major objectives were observed. First, the engine was to meet all the specifications of an equivalent petrol engine. Second, the economy of the L Series had to be so good that it justified the slightly greater production cost compared to a petrol engine. Third, The engine had to start easily

and reliably. Noise dampening and engine vibration had to be such that the diesel was equivalent to or better than a similar petrol engine. And finally, the L Series had to be strong and reliable, with an operating life several times better than that of a petrol counterpart.

To help achieve these objectives, Yanmar had to design an entirely new direct fuel injector system, the world's smallest and less than half the size of conventional systems. This, in conjunction with a special helical intake port to maximise mixture turbulence, has resulted in fuel consumption approximately half that of an equivalent petrol engine and amongst the lowest of any diesel engine. Torque output is remarkably steady across the entire speed range to around 3500 rpm which means these engines will perform strongly at any speed setting.

Starting an L Series engine is incredibly easy. With a unique auto return decompression mechanism the engine turns over effortlessly using either recoil or optional electric start, purring into life at the first try.

Noise and vibration are minimised at

the sources with specially designed air intake and exhaust muffler, perfectly synchronised injection, full balancing, and, amazingly for such a compact engine, a counter rotating inertial balance shaft to remove radial vibration.

Because of their higher combustion pressures and greater torque output, diesel engines are necessarily a stronger design than their petrol counterparts. Good temperature control and pressure fed lubrication make Yanmar diesels outstandingly durable and reliable.

This range of engines from Yanmar, being distributed through Champion's Power Equipment Division, is a true alternative to petrol driven engines wherever reliable, economical power is required and weight is a consideration. Powering the popular Yanmar Diesel Generator range, the L Series and all Yanmar products are fully supported by Champion's National Spare Parts Facility and Authorised Yanmar Dealer Network.

For further information, contact Champion Power Equipment Division, Champion Compressors Ltd. Princes Highway, Hallam 3803. Telephone: (03) 796 4000 Fax: (03) 796 4053

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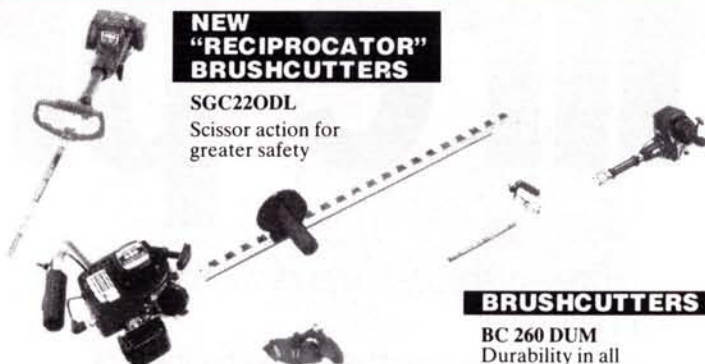
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**SGC220DL**  
Scissor action for  
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**BC 260 DUM**  
Durability in all  
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1.4 h.p.

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Equipped with 30"  
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1.2 h.p., 5.3 kg.



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Powerful engine drill  
gives high portability.  
1.2 h.p., 3.9 kg.



### EARTH AUGERS

**AG 431**  
A reliable tool that meets  
all specific requirements  
from professionals  
2.2 h.p., 9.1 kg. (w/o drill)

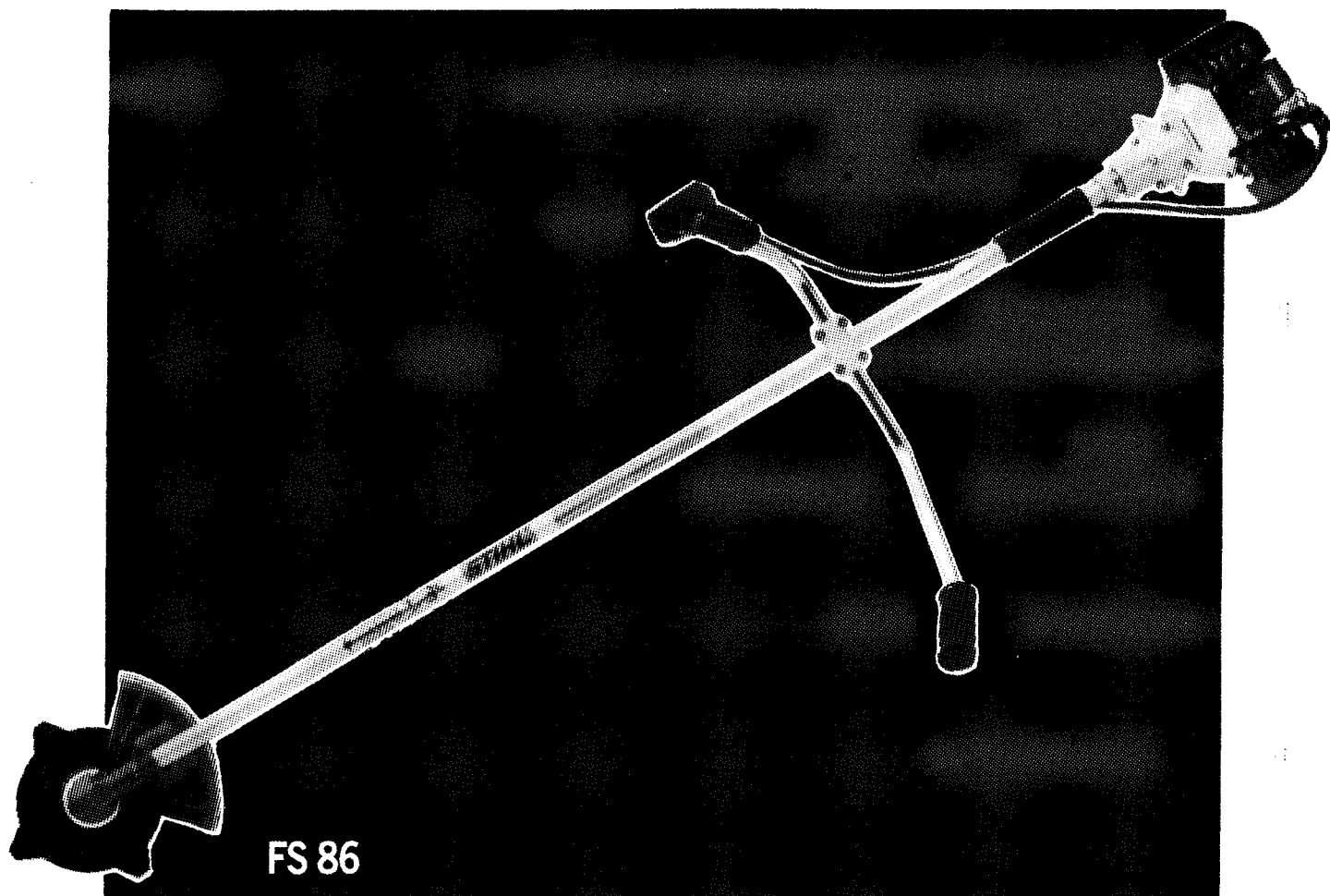


### ENGINE BLOWERS

**EB 430**  
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it easy to service. And easy to get spare parts for.

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CLIFTON COURT SMITH SCS 551



# The future for Lansing in Australia

**T**he name Lansing is synonymous with materials handling equipment.

However, following the recent merger between Lansing Bagnall in the UK and the Linde Group of West Germany, the Linde name will complement Lansing in Australia.

Des McEvoy, Managing Director of Lansing Australia Pty. Ltd., discusses what the merger means to Lansing in Australia and how it will affect the company's future growth.

## What changes are we likely to see under the new ownership and distribution structure?

The most exciting development will be the ready availability of Linde materials handling equipment in Australia.

I've just returned from a recent visit to the company's main manufacturing plants in Aschaffenburg, just outside of Frankfurt, and the facilities there are really first class. It is easy to see how Linde has grown to the point where it was the second largest forklift manufacturer in the world and now, following the merger with Lansing, is probably the largest forklift manufacturer in the world.

As far as Lansing equipment goes, nothing will change except the name and colours of the machines (Linde's colours are vermillion and grey). One move sure to please everyone will be a rationalization of the nomenclature used for Lansing equipment. A typical example of this would be a 1.5 tonne battery-electric forklift. While this is currently referred to as a FOER 15, in the future it will simply be known as an E15.

As far as product support is con-



*Lansing powered forklift at work.*

cerned, we would like to stress that we will continue to back up all of our existing Lansing products as well as ever and are already training additional staff to handle the new Linde range of equipment.

To ensure we are well equipped to handle the additional business, we have recently moved into new premises in Brisbane which are arguably the best-equipped forklift sales and service facility in Queensland, we are increasing our workshop area in Sydney and are currently looking at upgrading our Victoria facilities.

Lansing has been expanding its forklift hire fleet rapidly in recent years and plan to become a major force in the Australian rental industry.



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**- There are 5 important reasons why you would choose EDGEMASTER -**

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## "Big Wheels" in handling things

**H**ow easy is it for us to take everyday things for granted? Access to difficult places, movement of materials and goods, equipment designed to make worklife easier are all essential elements in a well-run business - and a prime consideration in the safety and well-being of employees. But someone has to know about designing and building equipment to save lifting and carrying injuries; they must be aware about time-saving devices; they need to be an authority on cost-effectiveness in the use of equipment to obviate the need for extra manpower.

Whether it's a special gantry to place workmen into an inaccessible area, or a carry-everything trolley for the staff who service hotel suites - well-researched equipment is required to make life easier, and more productive, in every work area.

Sydney-based E.W. Cox Pty Ltd have addressed the problems associated with materials handling ever since the company's founder, Mr Eric Cox, set up business (in Wentworth Avenue) in 1938. More than 50 years later, under the manag-

ing directorship of Eric's son, Richard, E.W. Cox still figure as a leader in the design, manufacture, supply and installation of conveying equipment throughout Australia and overseas.

While some products are imported for distribution here, E.W. Cox use their extensive knowledge of the domestic environment to manufacture their own equipment to suit the local demand more effectively.

Such is their total commitment to fulfill every aspect of "moving and handling things", their expertise covers a very wide spectrum of application; this is as diverse as car-parking platform units, motor vehicle turntables, conveyor systems for mines and other big industries - right down to hand trucks, trolleys and castors!

When you gaze at those fly-sized window cleaners dangling from the top of skyscrapers, the chances are they are supported by a Cox-supplied gantry platform designed specifically for use on multi-storey buildings up to 70 floors or more in height. Indeed, one of E.W. Cox specialties is the supply and service of Koltek access systems which encompass

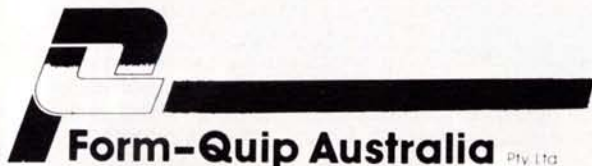
monorail interlifts, track mounted roof machines, suspended cradles on horizontal track systems, transverse trolleys, travelling gantries and travelling suspension ladders.

Multiplex Constuction Pty Limited will install Koltek ladders and gantry in the atrium of the new Skygardens, Pitt Steet (Sydney), and E.W. Cox have supplied HEL 600k, horizontal transverse trolley for carrying out maintenance on the North Beach Business & Leisure Resort (a Girvan project) at Wollongong. This latter unit was the focus of a lot of attention at the MATPC exhibition (Melbourne) during June and also a Buildex '89 in New Zealand.

Not every product is supplied to a monolithic project or a corporate giant in industry. Just as important are the items designed for functional suitability to almost any other business where practicability, performance and expediency are the prime concerns.

Many smaller businesses suffer greatly from lack of space for storage and maneuverability. In such situations the

*Continued page 33*



### Sales & Hire

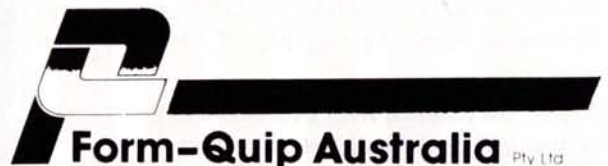
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## From page 32

handling of goods, products and work materials can become a very major problem in logistics. This is where we find that purpose-built mobile linen and goods storage trucks, porter trolleys, luggage and garment trolleys, mobile garment rails, traymobiles (for all uses), tray stands and luggage racks, janitors and maid's trolleys, laundry tubs and laundry baskets on castors, different types of hand trucks and platform trucks have a very important role to play in the overall efficiency of any operation.

Only a specialist supplier can identify exactly what is required to fill the bill. Such a specialist supplier is E.W. Cox; if it needs to be moved with total ease and efficiency - then they have the equipment to carry out the task.

The Company has come a long way in the 50 year-plus since Eric Cox first got established. They have earned their place in the forefront of the materials handling industry and are widely respected for the knowledge, design, manufacture and advisory service. E.W. Cox Pty Ltd is incorporated in N.S.W. and has its head Office at 101 Woodpark Rd, Smithfield.

## New development by EASYMIX

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

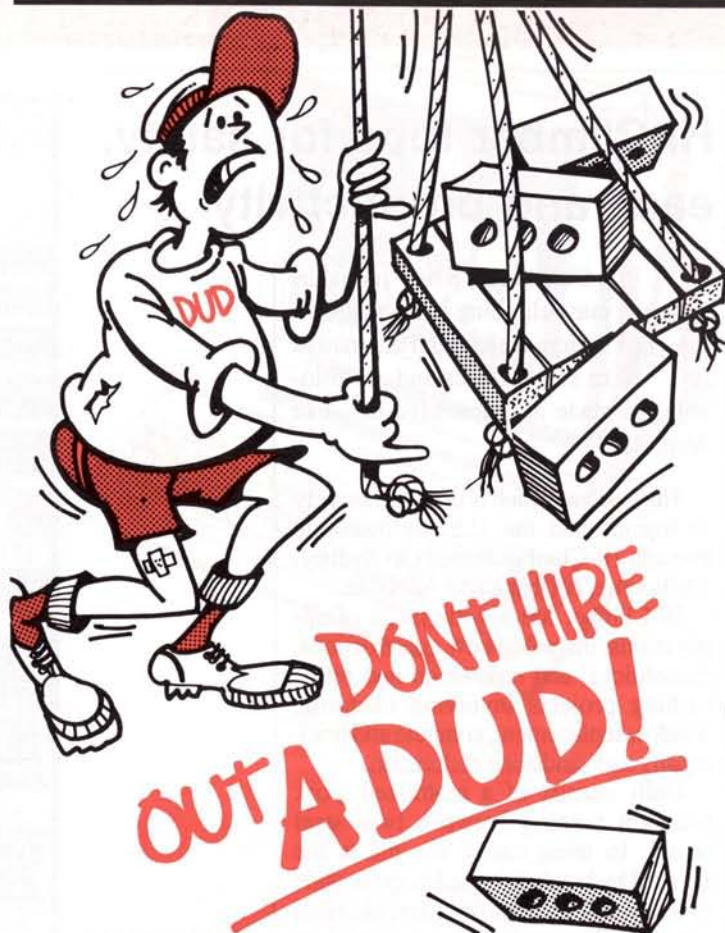
After considerable field testing by Western Australia's most progressive hire company 'Hire All Sales' it has been determined as a non-wear resistance bowl. In our opinion the bowl will out last any similar bowl manufactured from steel.

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.

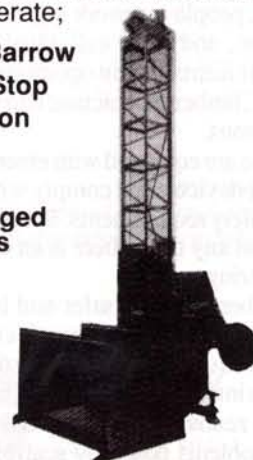
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## Breakdowns Cost Money!

Unreliable equipment can quickly lose you your business. The Electric Builder's Hoists from Transmission Technology are designed to operate effectively and economically in any situation that requires lifting loads to above ground working areas. Builders, painters, signmakers, bricklayers and roof tilers will appreciate the features that make these hoists simple and safe to operate;

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Available in a range of lifting capacities and heights, these hoists are the right choice for hirers supplying to industry.

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## Hi-Climber tops for safety, ease and productivity

**H**I-CLIMBER, a new modular, mast-climbing work-platform system which is an alternative to swing stages and scaffolding, has made an impressive debut in Australia

The system, which is used extensively in Europe and the U.S., is available through Hi-Climber Rentals in Sydney, Melbourne, Brisbane and Adelaide.

Hi-Climber has a wide range of applications, including new constructions, demolitions, and renovation and refurbishing projects involving cladding, window replacement, concrete and brick repairs and sandstone restoration.

Units consist of a motorized work platform running between twin steel masts. In most cases, the masts are secured by brackets bolted to the outside of a building or other structure, but units can work freestanding to a height of 20 metres through the use of a mobile chassis fitted with outriggers.

The system is quick to erect, and its modular nature enables it to be adapted to suit individual jobs. It has a vertical range of 250 metres, platform length of between eight and 23.4 metres and load capacity ranging from 1,400kg to 3,000kg.

Up to six people can work together on the platform, and each individual user receives full instruction in operation and safety. Hi-Climber technicians carry out all installations.

Platforms are equipped with emergency stopping devices, and comply with all statutory safety requirements. Should the power fail at any time, there is an emergency lowering system.

Hi-Climber provides safer and better working conditions, greater productivity and cost reductions. It also greatly reduces the intrusion on tenants in building under renovation, and avoids the security problems posed by scaffolding protruding through windows and other openings.

The system has already been used successfully on "facelifts" to several office buildings in Sydney, including the prestigious 139 Macquarie Street, which accommodates prominent lawyers and two senior Cabinet ministers.

Major renovations on this building,

*The Hi-Climber in operation at 139 Macquarie Street.*



owned by the State Authorities Superannuation Board, were needed because the ceramic tiles covering the face of the building were dropping off.

Builders, Phillip Lipman Pty Ltd, were given the job of removing the tiles, cutting the concrete windowsills back to the line of the columns and re-surfacing the face in granite panels.

Hi-Climber was chosen because of its ease and safety in moving men and materials up and down the face, and because it avoided the need to wrap the building in scaffolding and shade cloth which would have wrecked the magnificent views tenants enjoy of the Botanic Gardens and Sydney Harbour.

A Hi-Climber unit was used by specialist contractor, Proof Metal Roofing, to install cladding and insulation on the new Sandoz factory at North Ryde.

The sides of the metal framed building were sheeted and insulated using a six metre long platform to a height of 12 metres. The unit was free standing, but could be moved horizontally along the building with the platform in the lowered position.

An adjacent process building also re-

quired cladding to a height of 20 metres. A Hi-Climber unit was also able to carry out this job without the need to be attached to the building.

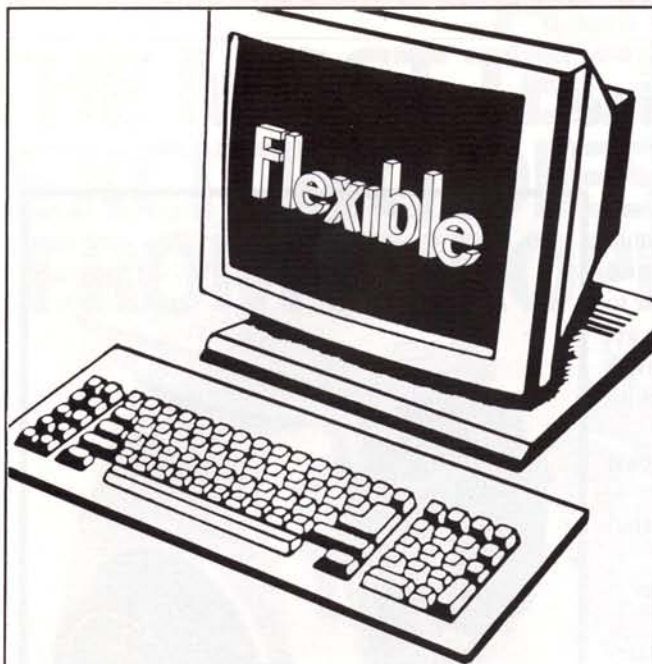
Hi-Climber was used at Sydney Airport where a Qantas hangar was being enlarged to accommodate 747 jets. Hansen Roofing used two units when fixing sheeting to the new hangar doors.

The units were set up in a free standing position in front of the steel door frames, and the sheeting fixed to the frames with power tools from the platform outlet sockets.

The equipment was ideal for completing the cladding while remaining mobile where necessary. On one occasion it was necessary to bring a Qantas 747 into the hangar at short notice, and the Hi-Climber was able to be moved aside, using the pedestrian control.

- Hi-Climber Rentals,  
575 Woodville Road,  
Guildford, NSW. 2161.  
Phone: (02) 6321011.
- 62 Rose Street, Fitzroy, Vic. 3065.  
Phone: (03) 417 6222.
- Brisbane: (07) 379 9677.
- Adelaide: (08) 352 5114.





## Because No Two Hire Firms Are Alike!

Tailor the system to mirror the way you run your business. TRACS flexibility can be useful in a store with different departments.  
That's important!

- Complete System
- Complete training
- Complete Documentation
- Complete Support
- Complete Satisfaction Guaranteed



**TRILOGY**  
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SYSTEMS

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## Because Customers Don't Like to Wait!

On those busy days, TRACS can get your customers in and out **FAST** because it only takes 18 seconds to write the contract.

That's important to your customer and **YOU!**

- Complete System
- Complete training
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- Complete Satisfaction Guaranteed



**TRILOGY**  
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| (02) 692 8688  | (03) 690 4000  | (07) 371 6311 |
| <b>W.A.:</b>   | <b>A.C.T.:</b> | <b>S.A.:</b>  |
| (09) 362 5400  | (062) 391 1650 | (08) 234 2000 |



## Lister backs Korean engine

Lister-Petter Australia are proud to announce their appointment as distributors for Australia, NZ and the Pacific, of a range of petrol engines manufactured by the major Korean manufacturer Dae Heung Machinery.

Dae Heung are a respected major Korean manufacturer of industrial equipment ranging from small petrol engines to compressors and have been established since 1963.

Their involvement with petrol engines commenced in 1973 with a licence agreement with Fuji Robin of Japan and production has grown from that time to the point where they are the major supplier of petrol engines to the large Korean Market.

The products initially will consist of 5 models of 4 stroke OHV horizontal shaft engines ranging from 2 to 10.5 hp.

In addition to the engines, ranges of portable generator sets and centrifugal pump sets are to be added in the near future. The engines are high quality construction with such features as:

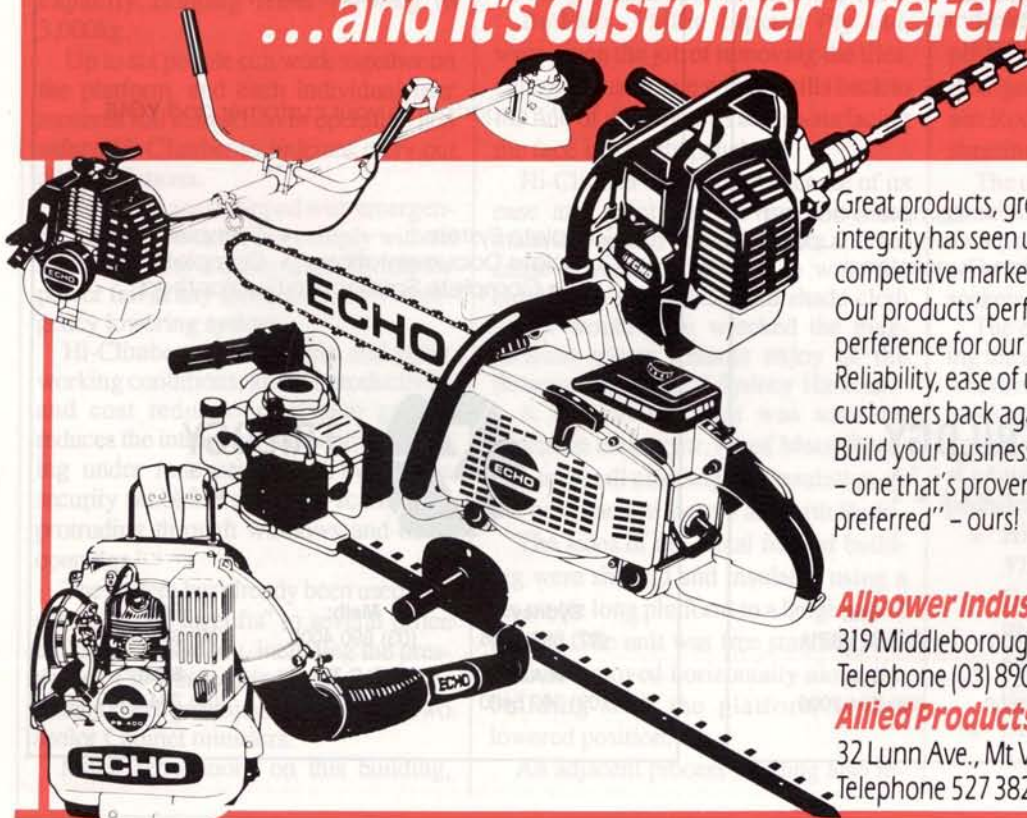
- Cylinder with cast iron liner
- Forged steel crankshaft
- Ball main bearings
- Compact size
- 12 volt DC auxilliary on all engines

This range will be backed by Lister-Petter Australia who, as the Market Leader in small diesel engines and generator sets, have served the Australian market for over 80 years.



Lister's DAE HEUNG DE130 petrol engine delivers 3.3hp

**Proven pro-quality equipment you can rely on  
...and it's customer preferred!**



Great products, great service and business integrity has seen us grow and thrive in a highly competitive market for decades.

Our products' performance, and customer preference for our products, is well proven. Reliability, ease of use and a great range bring customers back again and again.

Build your business on a better product range – one that's proven and already "customer preferred" – ours!

**Allpower Industries Australia Limited**

319 Middleborough Rd., Box Hill 3128 Australia.

Telephone (03) 890 3344. Fax (03) 890 4249.

**Allied Products Company Ltd.**

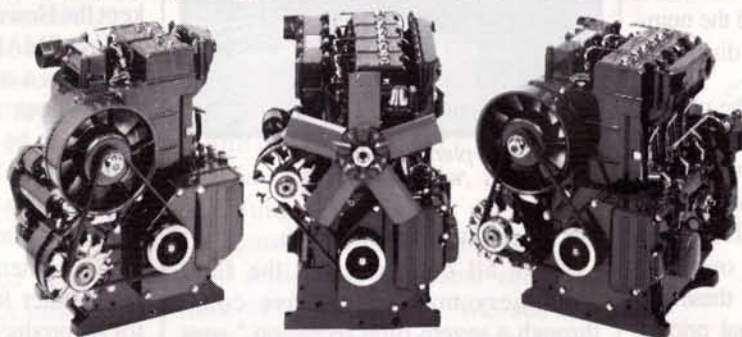
32 Lunn Ave., Mt Wellington, New Zealand.

Telephone 527 3823. Fax 527 1734.

IBA 1666



# ALPHA. THE MOST TECHNOLOGICALLY EXCITING DIESEL TO EMERGE FROM EUROPE IN DECADES.



## SUPER QUIET. ULTRA COMPACT. TROUBLE-FREE PERFORMANCE FOR THE LIFE OF THE EQUIPMENT IT POWERS.



In one quantum leap, Lister-Petter has designed and built an all-new range of diesels unrivalled anywhere in the world for the powering of heavy-duty equipment. Quiet. Light. Compact. Low cost. And trouble free. An unbeatable combination of power, economy and reliability that can significantly lower your future operating costs.

Air or water cooled models. Direct or indirect injection. Two, three and four cylinders. Up to 31kW (41bhp).

**Quieter.** By muting both the explosive force of combustion and the resonance of componentry, Lister-Petter has achieved advances in acoustics that few others could even attempt to match. Count on happier operators, neighbours, authorities.

**Light and powerful.** New power-to-cube ratio unmatched by any other maker thanks in part to new technology, thin walled, cast iron, mono-bloc crankcases.

**Lower maintenance.** Advances include service points on the one side of the engine. Oilways are cast-in, eliminating external piping and possibility of oil leaks. Noiseless self adjusting tappets need no maintenance at all. Fuel pumps with pre-set calibration for each cylinder are as easy to change as a car's spark plug.

**Nation-wide after sales support.** You deal direct with Lister-Petter's capital city parts and service facilities for expert advice and fast response.

Talk to our engine specialist now or mail the coupon for more information.

TO: Lister-Petter Australia Pty Ltd (Address to your State office shown below)  
Show me why Lister-Petter now leads the world in small high-tech diesels  
and how I can benefit when I buy Alpha powered equipment.

NAME

ADDRESS

CODE



## ALPHA DIESELS

### LISTER-PETTER AUSTRALIA

Head Office: 65 Marigold St., Revesby N.S.W. Tel.: (02) 771 4911  
Qld.: 316 Evans Road, Salisbury North 4107. Tel.: (07) 277 6311  
Vic.: 12/2 Sibthorpe Street, Braeside 3195. Tel.: (03) 587 2988  
S.A.: 81 Grange Road, Welland 5007. Tel.: (08) 340 1844  
W.A.: 155 Abernethy Rd, Belmont 6104. Tel.: (09) 479 1460

LPAL 109



# Howard expands at Seven Hills

**T**he Howard plant at Seven Hills N.S.W. was four years old in August. Howard moved all operations to Seven Hills in 1985 and since then have quadrupled the number of machines they build and distribute.

No longer known only for the ubiquitous Rotavator and slashers, Howard now offer a comprehensive range of tillage and grass care equipment through their national dealer network. At Seven Hills Howard now distributes and supports over 130 different machines and 90 of these are built at Seven Hills. A national pricing policy means that all products carry the same price in all states.

Australia is obviously the largest market for Howard but with a branch in New Zealand and distributors in all the Pacific Island nations, the company claims to be the largest short line distributor of agricultural and horticultural



*The Howard plant at Seven Hills*

machinery in the Pacific basin.

"Like all companies in the farm machinery market we have come through a severe rural recession," says General Manager, Lindsay Stephens. "However, our commitment to quality and service has brought us through in good shape and allowed us to introduce new product lines which have been very well accepted."

One of the new product lines also bears a new brand name, SMART. The

company claims that the SMART range offers their customers a line of competitively priced budget machinery backed by the same spare parts service that has kept the Howard name so well regarded.

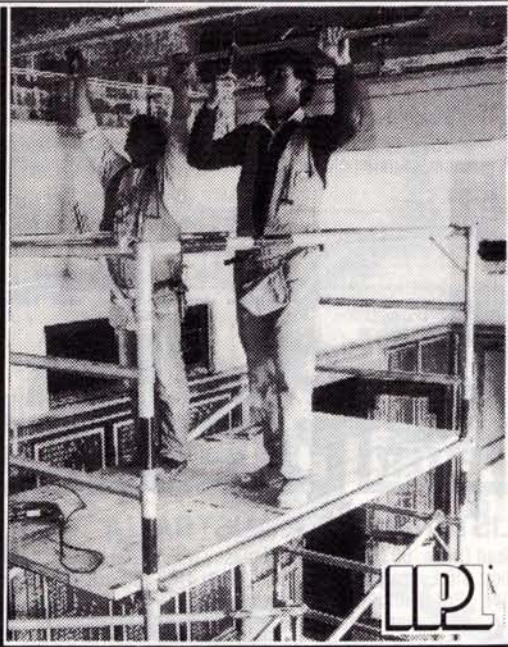
The SMART equipment brand already has a range of finishing mowers, rotary hoes and fertilizer spreaders. Shortly to be introduced are tine tillers and a unique line of spray equipment.

The Seven Hills facility is bursting at the seams after four years and the company is extending its storage space to better cater for the increasing demand for its products. The Howard name has been well regarded for decades in Australia, it's still alive and well at Seven Hills.

Howard supports its dealers with a wide range of machines ready for immediate delivery.

For further information, contact: Marion Shaffer.

# 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 (Old) 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.



## Jaden's Design Award

from page 27

This totally new concept in mini loaders has been designed with the hire and owner operators alike in mind.

Ease of operator control and flexibility along with improved lift arm and bucket function, stability and improved traction were design parameters. Needless to say ease of maintenance and serviceability were design criteria also.

The mini loader is used in a wide variety of industries, which include:

- Plant nurseries
- Landscape gardeners
- Building industry
- Plumbers and drainers
- Fencing and small farming
- Paving contractors
- Swimming pool contractors
- Plus many others - prospector claim, opals, gold

Ease of transportation being a 6x4 trailer or utility is easily manoeuvrable in limited access areas, thus producing a versatile workhorse.

Some improved performance features include new heavy duty construction, heavy duty resilient engine mounts, increased traction, powerful 76mm lifting cylinder, greasable linkage when carrying. Also choice of engine is now an option.

Future development and goals include development of more attachments, in particular, a backhoe and lifting forks.

Expansion into overseas markets has been initiated and present enquiries look very promising. We see the Australian design award as a valuable marketing tool to this end.

Jaden mini loader management are most appreciative of the assistance and support offered by the Australian Design Councils Mr Godsall-Smith and Mr Connor (Liberal Party) small business spokesman, and lastly but not least the efforts of our staff.

*Merry Christmas and*



*Happy New Year*

*to all our readers!*



## POWER CUTTERS

### MODEL 264TTA SPECIFICATIONS

|                       |                            |
|-----------------------|----------------------------|
| Capacity — 59cc       | Reversible 12" Cutting Arm |
| Chrome Bore           | Full Anti-Vibration        |
| Triple Air Filtration | Roller Support             |

Oleo-Mac offers the hire industry a well priced reliable power product, with excellent spare parts back-up and service

**12 MONTH WARRANTY**

National Distributor:

**CRANFORD PRODUCTS**

39 Parkhurst Drive, Knoxfield 3180

For more information please phone: (03) 800 1711

or Toll Free 008 338 027



# WHAT'S NEW IN THE HIRE INDUSTRY?



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

Bin which can be placed into the rear of style side utes and onto the rear of almost any truck.

No fitting requirements are needed. It just slides onto the rear of your vehicle and is operated from the vehicles

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

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

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

## WHAT'S NEW IN THE HIRE & RENTAL INDUSTRY?

# E-Z Dumper

IT'S PORTABLE



### THE NEW PORTABLE UTE TIPPING BODY

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

For more information phone Alan Keith (07) 268 7799

**Troltip Australia**, 237 Fison Avenue, Eagle Farm Qld. 4007. A unit of the Nathan Group



The mini with muscle ...

# KUBOTA

Australia's largest selling

## MINI EXCAVATOR



*Contact your dealer now*

|        |                           |               |
|--------|---------------------------|---------------|
| N.S.W. | Waugh & Josephson P/L     | (02) 519 4144 |
| VIC.   | William Adams P/L         | (03) 566 0666 |
| TAS.   | William Adams P/L         | (002) 490 566 |
| S.A.   | Kubpower                  | (08) 261 8811 |
| QLD.   | Willtrac                  | (07) 375 5988 |
| W.A.   | Lifrite                   | (09) 455 2077 |
| N.Z.   | Gough, Gough & Hamer Ltd. | (03) 495 659  |

 **KUBOTA** TRACTOR AUSTRALIA

347 Settlement Road, Thomastown, Victoria, 3074.  
Ph: (03) 465 8899, Telex: AA33290, Fax: (03) 465 0672

CUM/KC608R



## Mark industries expands operations

**R**allie P. Rallis, President and CEO of Mark Industries is pleased to announce the move to a new and larger facility in Brea, California, with a total of 218,000 square feet of manufacturing and office space.

With well over 600 employees, our manufacturing facility includes R & D and Engineering departments, Marketing and Advertising departments and a complete customer service organisation. Mark Industries has a network of over 120 dealerships worldwide.

According to John Lynch, Director of International sales, Mark Industries has established an Australian subsidiary M.I. (Australia) Pty Ltd with offices in St. Marys, NSW to handle

sales, service and parts in Australia under the direction of Gene Jones, General Manager.

Through foresight and innovative engineering, Mark Industries, founded in 1973, has established a leading position in the aerialift industry.

First came the Mark Scissor Lifts in 1973. These quality built self-propelled work platforms incorporated many design innovations and were the very first scissor lifts to meet both domestic and international safety standards.

Mark Boom Lifts followed in 1978. They also met world-wide safety standards. Their ingeniously designed small bases with zero or minimal tailswing made it possible for operators to get in and out of places that could never be

reached before.

With the introduction of a new line of Knuckle Booms in 1987 Mark Industries now offers the most complete selection of self-propelled aerialift equipment for commercial, industrial and construction use.

You can be assured it is a Mark of quality.

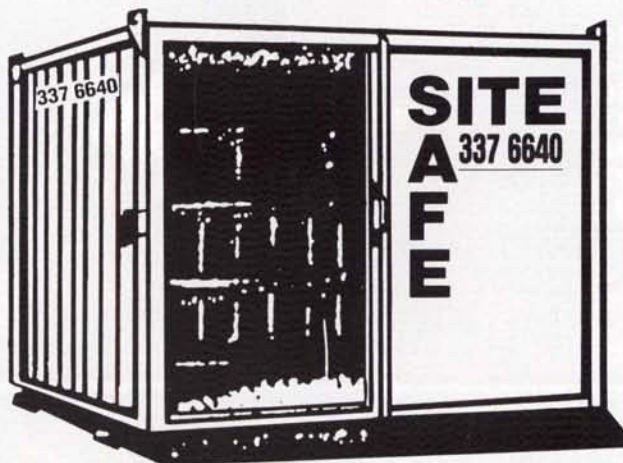
### Mailing Address:

Post Office Box 809  
St. Marys Australia 2760  
Sydney  
Phone: (02) 833 1909  
Fax: (02) 833 1904

*The Marklifts – a product of Mark Industries U.S.A*

Make it  
**TOUGH**  
for  
THIEVES

USE  
OUR



**Security Shed**  
**3 x 2.4m All Steel**  
**Fitted with Shelves &**  
**Wall Hooks**

Sale or Hire

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**MOBILE SHED CO**

12 PHILLIP ROAD, EAST KEILOR 3033  
FAX: (03) 331 1016



## Ireland Machinery – expanding their operation

**W**.H. Ireland & Sons (Machinery) Pty Ltd began their operations in Mittagong (The gateway to the Southern Highlands of NSW) in 1950. Their operation began as a bulk wholesale distributor for Caltex. Not long after this beginning their operation included new and used farm machinery sales and service.

Some ten years ago Ireland's moved into the wholesale field and began distributing Ariens and Echo lawn and garden equipment, chainsaws and brushcutters. From a meagre beginning of two dealerships Nowra and Goulburn, Ireland's expanded their wholesale operation throughout NSW today to over one hundred and fifty dealers.

During 1987, Ireland's became an importer in their own right with the acquisition of the Komatsu-Zenoah franchise. Planning a steady but firm base from which to work Ireland's initially imported the KZ range of brushcutters. The success of this move has prompted Ireland's to expand their operation to include almost the full KZ range including a range of chainsaw, post hole diggers, engine drills, blowers, sprayers and pumps.

The managing director of Ireland's, Tony Ireland said:

"The Komatsu Zenoah range of equipment is quite extensive and the quality and workmanship is typical of what we have come to expect of the Japanese products today."

"Komatsu" Tony Ireland said, "is a well respected name and has had a tremendous impact in the earthmoving business in Australia. It is known as a very inovating company and we shall be releasing in the next couple of months a new type of brushcutter that will revolutionise the brushcutter industry."

Komatsu Zenoah have produced a brushcutter call a "reciprocator". KZ have a world wide patent on this unit and it would have to be the world's safest brushcutter. It is based on a circular scissor action and does not create flying projectiles. Councils and other public utilities will have an immense application for these units. The reductions in insurance and workers compensation

claims alone will be a big factor in fulfilling the needs of these clients."

Ireland's ceased to be an Ariens Echo distributor from July 1st this year and have replaced this line of equipment with both the KZ and a range of locally made products as well as other imports. "This move", Tony Ireland said "will enhance their operation and allow them the flexibility of catering more to their clients (the dealers) needs than they have been able to before. We have a strong network of very loyal dealers. We have worked very hard over the years to establish this loyalty by offering service and back-up that we believe to be second to none. It is our intention to work even harder to ensure we maintain this loyalty and support."

Other products that Ireland's are distributing are the Granberg Tuffcut commercial mowers whilst having proved very successful since their introduction last year.

"Shamrock" nylon trimmer line and "Shamrock" moisture absorbers for stopping mould and musty smells in houses,

wardrobes, linen closets etc. have also proved to be very successful products.

Additional products recently added have been the range of general machinery products that cover diesel engines, pumps and generators; also the heavy cut range of walk behind slashers, mowers and motorised vacuum super sweeps.

Ireland's are also the N.S.W. distributor of the Optimol range of lubricants specialising in two and four cycle engine lubrication with extended warranty applications for four cycle engines.

Ireland's are also currently negotiating with a number of manufacturers to add further items to the range of lawn and garden products they already distribute and these will be released as stocks become available.

For further information and the location of your nearest servicing dealer contact Ireland's at Mittagong.

Tel: (048) 71 1100 - Fax: (048) 71 2540, or write to: P.O. Box 333 Mittagong NSW 2575.

**INSTANT** for  
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- SCAFFOLDS • MOBILE TOWERS
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SERVICE BY QUALIFIED  
PERSONNEL

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**SALE**

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Telephone today or complete & mail the coupon to:  
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 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 Telephone ( ) \_\_\_\_\_ Postcode \_\_\_\_\_  
 WMR 2965



# SNAPPER®

## Specialised lawn care equipment now available for every homeowner.



Now is the time for every hire company to take advantage of the increasing demand for aerating equipment. And the SNAPPER Powerplug PP5000 core aerator is the ideal hire machine. Simple to use, robust construction and easy servicing ensure maximum returns.

The SNAPPER Powerplug is specifically designed for heavy commercial use. It is light enough to be easily operated and transported yet built tough for years of dependable operation. Stock now available for the current season.

DISTRIBUTED BY

**SNAPPER POWER EQUIPMENT**

A Division of KANGO AUSTRALIA PTY LTD  
(INCORPORATED IN NSW)

61-63 Governor Macquarie Drive, Chipping Norton, NSW 2170 Australia

Tel: (02) 727 0177 Fax: (02) 727 0697

## Austoft an Australian Success

In the 1940's, two Bundaberg brothers, who invented Australia's first Sugar Cane Harvester, could scarcely have believed they would one day form the nucleus of one of Australia's most successful companies.

Today, the company now known as Austoft Holdings Pty Ltd is owned by a U.K. Company, the B.M. Group PLC, with interests ranging across agricultural engineering, concrete preparation, civil construction equipment, pumps and the water and paper industries.

With its acquisition of Austoft and its American Branch, Mustang Manufacturing Co. Inc., manufacturers of Mustang SkidSteer Loaders, the B.M. Group will extend its boundaries even further.

The purchase of Austoft by the B.M. Group will provide advantages to both companies, giving additional market in Europe, U.K., Australia and U.S.A. to B.M. and adding strength and stability to Austoft for access to all parts of the world.

Austoft specialises in the design, manufacture and marketing of mobile hydraulically driven, engine powered equipment. Cane Harvesters, Cane Transporters, Trenching equipment, Gearboxes and Skid Steer Loaders are

produced at Austoft in Bundaberg, Queensland.

Austoft are world leaders in the production of sugar cane harvesting equipment and export to more than 40 different countries throughout the world.

This equipment is backed-up by factory trained Technical Personnel who travel to these varied countries to commission new equipment and offer assistance during each countries harvesting season.

During the early part of 1980 there was a downturn in the Sugar Industry, which caused Austoft to diversify into other products.

This commenced with the acquisition of the manufacturing rights to two successful trenching machines, which had been designed by a Brisbane company, in conjunction with Telecom Australia.

Whilst manufacturing these units for Telecom, Austoft commenced the design and manufacture of a specialised range of trenching equipment to suit the ergonomic requirements of Telecom and its employees.

Austoft now have a range of these machines from 9HP up to 65HP, all hydraulically driven and engine powered which was a natural progression from the

harvesting equipment.

Austoft design, manufacture and market a range of Epicyclic Gearboxes and Brakes which are used in various applications such as, trawler winches, tea harvesters, scissor lifts, grain harvesters, grape harvesters and other mobile equipment.

The Austoft factory is located in the heart of the sugar cane belt at Bundaberg, a growing city with one of the most equitable climates in the world.

The Bundaberg factory employs 30 personnel and has some of the most technologically advanced manufacturing machinery in Australia.

The company has won several export awards and secured many awards for training and technology.

Austoft is an accredited manufacturer to International Quality Standard ISO 9001 with Australian Department of Defence and Telecom Australia.

The employees of Austoft are very proud of the equipment they produce and consists of people who not only care for the product, but care for the company. They are willing to listen, to advise, but most of all communicate with one another to benefit themselves and the company.



# Edgemaster Instant Edging

**E**dgemaster is a new concept in continuous concrete kerbing or bordering for a variety of applications.

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

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

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

Edgemaster should be contacted at:

Box 251, Toorak 3142  
Phone: (03) 241 4615 or  
(008) 33 8407 for more details.

## Kerbing system

Kwik Kerb is an instant landscape edging system. Kwik Kerb uses the Australian made Edgemaster concrete kurb laying machine to extrude attractive, continuous permanent concrete mower strips and landscape edging.

The machine is quiet and small enough to operate in established gardens without damage to existing garden plants and lawns.

The machine won a 1985 award from the Royal Institute of Parks and Gardens. Kwik Kerb has begun a national advertising campaign including

the Yellow Pages in all capital cities and a centralized toll free booking service.

Point of sale material is available for display in hardware stores, plant nurseries and other retail outlets. These retailers then take the name and phone number of the customers who would like a free quote for their garden edging. Retailers are paid a \$40 booking fee for jobs done.

The opportunity also exists for retailers to become Kwik Kerb systems operators by purchasing the Edgemaster machine and other equipment necessary.

Price of the Kwik Kerb garden edging varies according to style and colours etc and is claimed to be extremely good value for money.

Kwik Kerb phone: (03) 241-4615.



# HIRE KIT

## PROVEN RELIABILITY

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

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

### AVAILABLE FROM:

QLD: 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



## C&H sail into new waters

**C**onveyor & Hoist Rentals experienced another new application for their equipment with the building of the \$60 million icebreaker, Aurora Australis.

A builder's hoist and a new, hard-wearing plastic rubbish chute were installed side by side on the huge ship-building job at Newcastle.

The equipment was from Conveyor & Hoist's new Carrington branch.

It was the first nautical use for the revolutionary plastic rubbish chute, which is quieter, lighter, safer and easier to handle than conventional steel chutes.

Sections telescope together when not in use, allowing easy storage and transportation.

The builder's hoist showed its versatility and value in situations away from normal building sites.

Operating at a height of 20-metres, the hoist lifted ladders, oxy bottles, tool boxes, welders and other small equipment.

It saved tying up the huge overhead crane, which, in any case, would have had difficulty reaching the position.

Conveyor & Hoist Rentals are specialists in a wide range of materials handling equipment.

Further information:

Conveyor & Hoist Rentals,

574 Princes Highway,  
St Peters, NSW 2044.

Telephone: (02) 516 5855.

## Front page details

The Zitair 175 is the first of a new range of Australian built portable compressors from CompAir's Melbourne factory. It has an output of 175 cfm (83 l/s) at 100 psi utilising an Isuzu C-240 diesel engine. New features include gull-wing doors, remodelled canopy and "A" frame towbar.

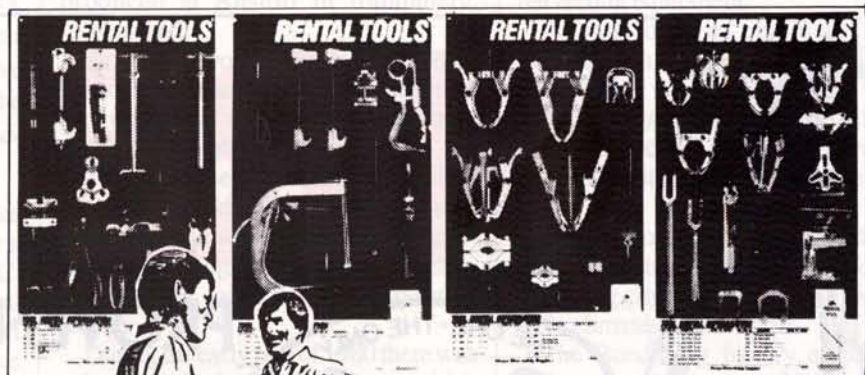
For more details contact:  
CompAir (Australasia) Ltd.,  
39-40 Ricketts Road,  
Mount Waverley, VIC. 3149  
Tel: (03) 544 1755  
Fax: (03) 543 8759  
Telex: AA33509.

## Be the first to offer this unique, profitable service line

AMERICA'S FASTEST GROWING RENTAL INDUSTRY

# RENTAL TOOLS

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



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

TOOLS AVAILABLE:

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

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# Atomic expands to Queensland

**A**tomic Hire with a staff of four in a small premises at Seven Hills, N.S.W. launched into the hire business in September 1st, 1982.

The company has continually expanded to the point where they now have branches in N.S.W. at Toongabbie, Chippendale and Mascot, at Kensington in Victoria and now have opened at 16 Kyabra Street, Fortitude Valley in Brisbane.

The Brisbane branch opened on October 1st with all new gear professionally presented by manager Peter McLachlan and service manager Mike Heiderman. the branch is very close to the inner city which will be quickly served from this location.

The Directors of Atomic Hire are John Morris, mark Sheehy, Daryl Gardiner, Peter McLachlan, Don Wilson and Eric Vortuni.



*The new Atomic branch in Fortitude Valley, Queensland.*

## YANMAR - THE ELECTRIFYING PERFORMER

The YDG Series - 1.7 to 15.0 kVA Portable Diesel Generators.

- ☐ Dusk to dawn operation without refilling
- ☐ A real fuel miser, utilising Yanmar's state of the art technology
- ☐ Total lightweight portability
- ☐ Instant, no effort starting - every time
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- ☐ Easy maintenance, Long life
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- ☐ Quiet smooth running
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Increased fuel savings are ensured by using the newly developed fuel injection system, the world's smallest - powering the Yanmar L-Series Air Cooled Diesel Engine  
Yanmar Diesel Generators and Engines are fully supported by an extensive National Spare Parts Facility and Authorised Dealer Network.

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# New Zealand Report



**T**his sums up the 1989 New Zealand Convention and Equipment Exhibition held recently in Christchurch at the Avon Hotel on the banks of the Avon River. Over 160 Delegates, Associates Members and partners, including 10 Overseas visitors enjoyed what was considered to be one of our most successful Conventions.

At the registration desk Convention attendees were greeted with bunches of spring flowers and on the first afternoon enjoyed the sights of Christchurch whilst visiting various Hire Yards always an enjoyable experience in itself.

The Welcoming Dinner was preceded by a Presidents Cocktail Party for Overseas Guest and Past Presidents and also a Welcoming Cocktail Party for all Delegates. The Guest Speaker at the Dinner was the WIZARD of Christchurch who for 40 minutes entertained (?) those present on a variety of subjects. For those not familiar with Christchurch, the Wizard is an official part of the scene of the Cathedral Square every day and is employed by the City Council as a Tourist Attraction.

Tuesday Business sessions saw a panel of four speakers covering Accident Compensation Corporation; Traffic Regulations as they applied to the Hire Industry; Insurance Problems and how to avoid them; Looking after the Customer/Collecting the Debt.

Lunch incorporating a 'What's New From Trade Suppliers Session' preceded the Opening of the Trade exhibition where 34 Suppliers displayed their products and services. Thursday evening was an informal occasion with a Barbecue and Disco music.

The Friday morning began with a

'Full House' session led by Mr Grahame Felton on the subject of 'Motivation'. As well as providing stimulating thinking for Delegates he challenged the Association also to look at its aims and objects and to consider whether they were still applicable in today's changing business world. The Annual General Meeting was followed by Lunch and the second day of the Equipment Exhibition.

One of the highlights of every Convention is the Awards and Banquet. The theme this year was a RED, BLACK and WHITE evening and 99% of Delegates entered into the spirit of the evening and dressed accordingly. The Awards announced and presented by President Trevor Tuffnell were as follows:

- **Best Trade Display:** Trilogy Business Systems Ltd.  
Highly commended were Oldfields Pty Ltd; Wacker Machinery Ltd and Power Equipment Ltd.
- **Zone Image Awards:**  
Zone 1 (South Island) MOTUEKA HIRE  
Zone 2 (Lower North Island) CITY HIRE CENTRE Palmerston North.  
Zone 3 (Upper North Island) HIRE POOL LTD Auckland,
- **Phil Levy Award** for most contribution to the Hire Industry, Vernon Charlesworth, Cascade Hire, Auckland.

An optional tour to Akaroa was enjoyed on the Saturday by 24 people, even allowing for the Coach breakdown on the return journey.

Convention Directors Diane and Hamish Bates are to be congratulated on the excellent arrangements which made this important annual event so friendly and enjoyable, (Diane and Hamish relaxed on the Saturday by attending a local trotting meeting where their horse

was running. A dividend of \$6.85 for a third place concluded an enjoyable week for them. We wouldn't dare disclose how much Diane had invested.)

## New name Heralds changes

The Annual General Meeting agreed to a name change for the Association which from now on will be known as the Hire and Rental Association of New Zealand. This was the third year the proposal had been discussed and this year most delegates felt it was time for a change. The Annual Meeting was also a good time to discuss the future of the Industry and the part the Association should play. Dependant on the discussion was the subscriptions to be set for the forthcoming year. It was finally agreed that the Directors be empowered to finalise suscriptions once likely costs for secretarial services for the 1990/91 year were known. It was agreed that at forthcoming zone meetings, Members should discuss the future direction of the Association and what level of financial support should be expected from members.

As another part of change, the position of Secretary of the Association has been changed to Executive Director with no change of personnel.

## Phil Levy Award

This Award, usually presented Annually in memory of the late Phil Levy was awarded by the Directors to Vernon Charlesworth from Cascade Hire in Auckland. Vern who has been in the Hire Industry for 11 following 15 years in the Motor Trade has also been Zone Secretary for 3 years and because of

*Continued page 69*



**IDEAL FOR THE HOME  
HANDYMAN AND D.I.Y.  
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Heating steel and  
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P.O.A.

**1580**

**FIX IT!**

From one side. Joins sheet metal with neat spots, ideal for car patching etc. Needs 50-60 amps only.

**P.O.A.**

A line drawing showing a hand holding a 1580 spot welder. The device is being used to join two overlapping pieces of sheet metal. The welder has a cylindrical body and a handle. The text '1580' is in the top left corner. The text 'FIX IT!' is above the device. The text 'From one side. Joins sheet metal with neat spots, ideal for car patching etc. Needs 50-60 amps only.' is to the right of the device. The text 'P.O.A.' is in a speech bubble in the top right corner.

4 pronged  
attachment  
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● Trade Enquiries Welcome.

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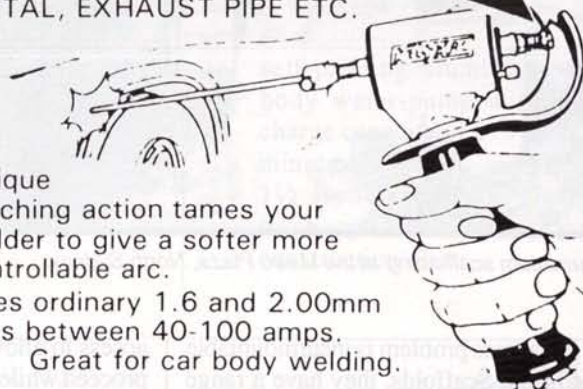
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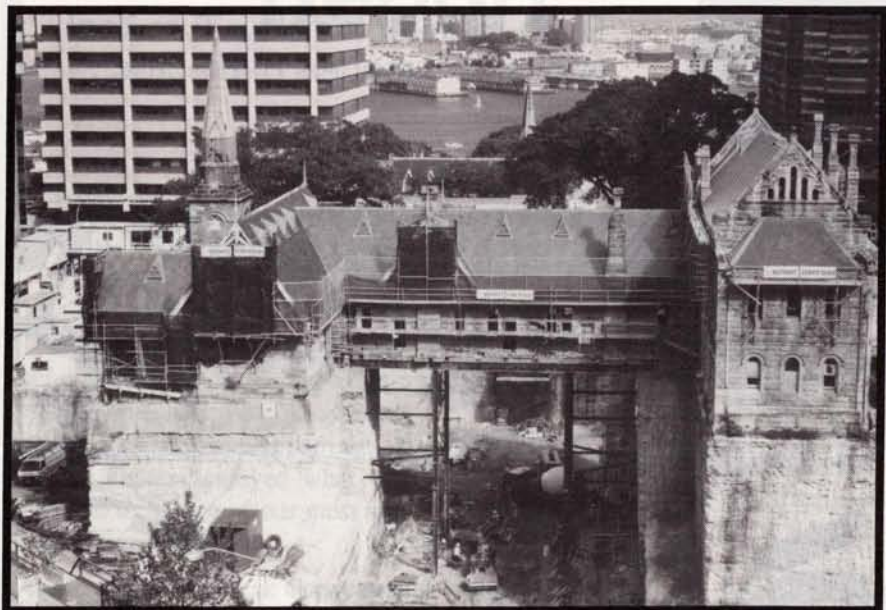
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24 792-306



# Instant Scaffolds on the job



Aluminium scaffolding at the Metro Plaza, North Sydney.

No access problem is insurmountable for Instant Scaffolds, they have a range of equipment capable of overcoming any difficulties a property developer may encounter.

Instant Scaffolds have manufactured and supplied aluminium access equipment for over twenty years and are today regarded as the specialist problem solver in Australia. And they certainly lived up to their reputation for the Girvan development of The Metro Plaza in North Sydney.

Preservation of a lovely old sandstone building on this site was paramount and will become a restaurant in the new development. Instant Scaffolds were presented with the problem of supplying scaffolding that did not damage the sandstone and yet was capable of providing strong support to enable roof restoration work to proceed on this building while excavation for 9 basement floors continued underground.

Instant Scaffolds were able to erect their standard independent aluminium scaffolding system modified to suit this particular application with tube and coupler connections. This enabled full

access to allow all facets of building to proceed while maintaining safety standards.

This exemplifies Instant Scaffolds philosophy to offer a product range capable of coping with any access problem you may have. They offer an extensive range of scaffolding equipment on hire, lease or sale including a versatile range of mobile towers with a choice of access work platforms from construction to home handyman, from industrial uses to entertainment.

Also, available is a range of scissor and Z-type lifts designed specifically to overcome access problems encountered by builders, plumbers, electricians, engineers or property developers. Called Instant Zip-Up this range represents the latest technology and is designed for maximum versatility, performance and toughness for Australian conditions.

Instant Scaffolds are an Australian owned company with 13 offices around Australia and 2 in New Zealand and provide a level of expertise and service that puts them at the forefront of the scaffolding industry.

## Form-It Fibreglass Formwork

**F**orm-It Fibreglass Formwork P/L. are manufacturers of a variety of Fibreglass products. Ranging from Yachts, Showers, Planter Tubs and formwork to on-site Portable Toilets.

The demand, Australia wide, for their Portable Toilets is growing rapidly due to the eminent suitability of fibreglass as a construction material in this application.

Some years ago, having been requested by clients to utilize their vast experience in the fibreglass industry to come up with an agreeable alternative to the rust prone, smelly redback infested steel toilets then (and still) available, Form-It set about, designing and rebuilding a strong, lightweight portable toilet that was maintenance free with a high resistance to the normal damage suffered by on-site toilets. The result was superb, and the demand such that the range has now increased to thirteen models, ranging from the standard open closet type through to the deluxe flush-o-matic model.

With Form-It's long standing involvement in the fibreglass industry and its huge buying power resulting from the large diversification of products, they are producing a portable on-site toilet that has all the attributes that fibreglass has to offer at a most competitive and reasonable price.

All components are of a high quality and Form-It have been producing these units long enough now to have all the bugs ironed out.

The resultant product is very hygienic, clean, maintenance-free and extremely strong unit that should give years of trouble-free service and therefore represents an excellent investment for Hire Companies.

Form It

Fibreglass Formwork Pty. Ltd.  
1 Johnson Road Wyong 2259  
Phone. (043)53 1287  
Fax. (043)51 2421



# New Product from Oleo-Mac Power Tools

Oleo-Mac have released three new products suitable for the rental industry. Mike Murphy (pictured) reports that acceptance of all three at the Melbourne Exhibition delighted the representatives on duty during the display.

The 264 TTA features are:

- 59cc Motor
- Chrome bore
- Triple air filter
- Reversible 12" cutting arm
- Full anti-vibration
- Roller Support

Two models of pumps are also available:

- SA18
- 30cc



Mike Murphy during the Melbourne Convention.

- Weight 3.9kg
- Capable of transferring up to 150 litres per minute
- The pump has features such as anti corrosive reinforced thermoplastic construction and is suitable for handling a range of non-volatile chemicals and solutions
- The unit is self-priming

## SA30

- 48cc
- self-priming aluminium alloy body water-pump with a discharge capacity of 270 litres per minute
- 1½ suction delivery, ideal for rural applications, industry and construction alike

## FOR SALE

### BLUE & WHITE PVC MARQUEE

9 x 9 metres

Complete with four 3.6 metre sections

9 white walls and all necessary poles

Marquee in as new condition

**\$9,000 o.n.o.**

**BESTIME PARTY HIRE**  
(062) 852-896

## POWER PRUNER

THE LIGHTWEIGHT GASOLINE-POWERED PRUNING TOOL

**SAFE ♦ SAFE ♦ SAFE**

Cut hard-to-reach places from the ground.  
Patented features eliminate kick-back danger.  
Operator can stay clear of falling branches and debris.

### TELESCOPING SPLINED ALUMINIUM DRIVE SHAFT

Cutting height approximately 6 metres and below.

#### USED FOR:

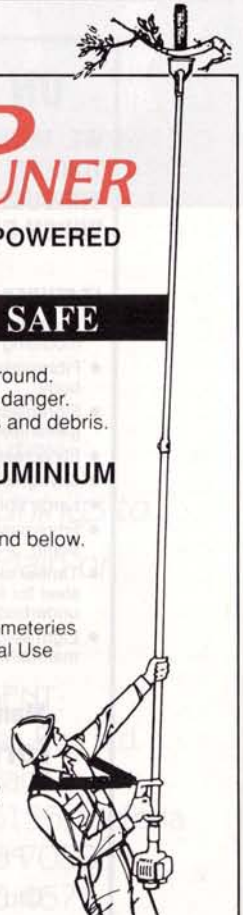
Parks • Golf Courses • Campus • Cemeteries  
Orchards • Rental Outlets • Personal Use

### PORTABLE — PRODUCTIVE LOW-MAINTENANCE

Easy To Maintain • Cleans Up Fast  
Sealed Bearings • No Lubrication Necessary

#### LOW PRICE

A fraction of the cost of cumbersome hydraulic or air-driven systems.



CENTURY ROOT CONTROLLERS

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# Greenpower strikes!

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.

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 reactions 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 Ltd.

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 20cm, the fan jet



Gerry Krusza proudly demonstrated the Viking Equipment (Aust) Pty Ltd Products to the industry during the Melbourne Convention. Most attending, praised the 'Environment theme' of Viking's display and left convinced that the company's commitment to that ideal is commendable.

has lost 85% of its striking force - and 85% of its cleaning power!

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 constructed 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 agenda.

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 environmental 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 recommend detergents as a helpful solution.

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Mac II Enterprises Pty. Ltd.  
25 Maidstone Place,  
Ferntree Gully, 3156, Victoria  
Phone (03) 233 7088  
Fax (03) 763 4673



# Australian Slim Line Trestles

**A** & T Manufacturing Pty Ltd., trading as Australian Slim Line Trestles has been producing high quality laminated folding and fixed leg tables for the past three years. It has generated sales thru direct representation and most recently thru the appointment of various distributors and agencies on a national basis.

With approximately fourteen styles and ninety varying sizes, the company certainly has established itself as a viable and competitive alternative for those wishing to purchase tables with style.

The Managing Director, Mr Tom Cutajar said his company is now developed to its peak production efficiency and will be offering a range of

products and services specifically designed for the hire and rental industry (See ad page 56) to this aim Tom has appointed Mr Peter Michelsz as the National Sales and Marketing Manager, Peter is price and service orientated and would welcome any enquiries from prospective purchasers.

Australian Slim Line Trestles has a manufacturing lead time of two weeks on any order of standard tables, both Tom and Peter are confident this cannot be equalled by any other company with a similar manufacturing base.

Australian Slim Line Trestles can be contacted directly by phoning:

Melbourne (03) 335 1555  
or by mail to:  
22 King Street,  
Airport West, 3042.

# Queensland Party Hire mini expo - 12/08/89

**W**hat does a suit of armour, gas heater, plastic cups, folding beds, chafing dishes, folding tables, synthetic grass, paper tablecloths, plastic tubs and vinyl marquees have in common? You might well wonder - they were all on display with a wide range of assorted equipment for sale or rent at the recent "mini party hire expo" held in Brisbane.

Organised by Tony Willis and Wally Freeman for the Queensland Hire Association the afternoon was a great success. Catered for by the innovative Rumpoles Catering the guests and exhibitors enjoyed fine food and drinks for free. Those people who couldn't support the occasion for whatever reason did so to their own detriment.

The exhibitors were raring to go and responded to the opportunity of reaching "party hirers" with impressive booths and displays, and the food was absolutely fabulous!

Originally the afternoon was to be held in the revamped premises of K. Jeans Hire to show off all their new offices, showroom, warehouses and loading dock areas.

Not to mention their impressive new UNIX computer system now being promoted by Nixdorf Computers.

Because of the number of interested exhibitors the expo was moved to Freemans Hire. A 10m x 30m Roder pavilion was erected by K. Jeans to house all of the booths, the panels were provided by Neils hire and the lighting was erected by Freemans Hire.

Never was so much owed to so many!

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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



# New Sign concept increases sales

Tony Collett from A.I.A. talks about the company's range of illuminated Softsign Hotspots and Kiosks.

The novel-looking signs are becoming increasingly popular for both outside and internal promotional solutions.

A.I.A. are the Australian distributors for the Hotspots and Kiosks. The concepts of inflated poly glazed vinyl signage was devised originally by Robert Vicino in the US whose other work includes the inflatable world that was put on the world stage at the Brisbane Expo and the giant King Kong that was installed on the Empire State Building for its 50th anniversary.

The Hotspots are pre-strengthened having been tested for breaking strengths of 115km/hour wind speeds and have a non-sustaining combustion coat.

"They have Department of Energy approval," said Tony "which means Hotspots can be plugged into any power point in Australia."

The units come in a wide range of colours and are weatherproofed to -40C degrees. The material is also waterproof and has a UV life of up to 20kg depending on their size.

"The beauty of Hotspots is that they are highly visible, portable and colourful," Tony said. "There are no other signs like them. They are popular with retailers who want to draw attention to a promotion. With their clip-on changeable message faces the message can then be changed for future promotions without the expense of installing a completely new sign."

"They are easy to install - they come in a bag, you unroll it, plug it in and it inflates. You attach the message face and that's it!" Tony said. The Hotspots are secured to the outside of the structure by a series of high tension nylon cords. These are reinforced at the points where the cord is sewn into the seam.

The Kiosks are a vertical free-standing option designed for use in indoor malls and the outside of retail outlets. They have a hard waterproof base and have changeable message faces that are attached by velcro.

Tony told us of the installation of Hotspots for Bond Brewing. It proved to be a good example of a successful promotion using Softsigns.

The Bond Brewing Group in Sydney, Melbourne and Brisbane used Hotspots for a promotion of Four X and Tooheys cans. The sales at most outlets increased by an average of 125 percent after a Hotspot had been installed to promote the product. In most cases the Hotspots are made available to the liquor retailers as a merchandising point of sale sign with a simple message depicting the product and the price per carton.

The Victory Hotel in Brisbane city for example, was selling three cartons a week of the new Castlemaine Dry longneck bottles. After installing the Hotspot on their front awning with the caption "Castlemaine Dry - \$1.50 per bottle" the sales shot up by 330 percent.

In Sydney liquor outlets have successfully used a 3 x 27 foot Hotspot to promote Tooheys at Liquor Barns.

The Hotspots and Kiosks can work as well for virtually any retail or rental outlet. Promoting "Specials", "Grand Opening", "Name Changes", etc.

A.I.A. offer the complete service of sales and rental, graphics installation and transfer.

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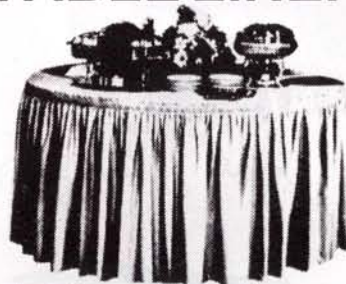
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## The Palmer floor stripper



The Palmer floor stripper pictured above.

The Palmer Floor Stripper is a specialty machine designed to remove glued down vinyl floor tiles, linoleum, carpet, parquet and deposits of most materials from concrete or wooden floors. It is also used extensively for removing bitumen sheeting from roof tops.

This is a rugged easily maintained machine for the Hire Industry and has been recently redesigned to incorporate replaceable bearings and bushes.

With a proven record within American rental centres for over 20 years the "Palmer" stripper is already proving popular with Australian hire operators filling a gap that was previously wide open and providing a good return on capital invested.

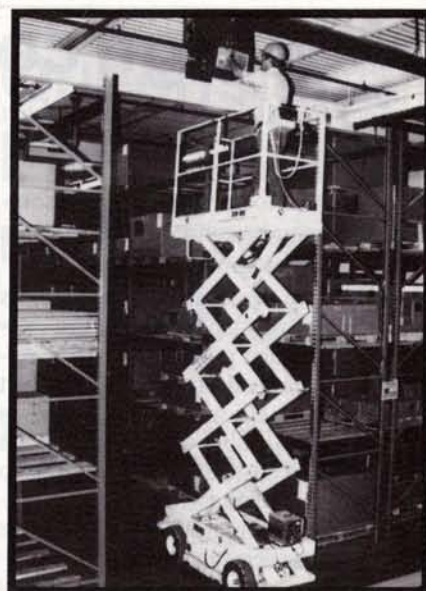
The "Palmer" stripper complete with full parts and service backup is being imported and distributed by:

Betta Hire,  
P.O. Box 56, Cleveland Qld. 4163.  
Phone 07/2861200 or  
Fax 07/2861420.

## New range of narrow aisle scissorlifts from Simon-Abbey - a cut above the rest

A range of scissorlifts suitable for narrow aisle applications has been released by Simon-Abbey, Australia's leading manufacturer of high access equipment.

There are four models in the, N, series with narrow aisle widths ranging



Model 1831E from the range of scissorlifts suitable for narrow aisle applications now available from Simon-Abbey Pty Ltd.

from 0.79 metres to 0.99 metres. These small width dimensions render the series ideal for use in warehouses, stores and other areas with restricted passage ways.

*Continued page 58*

## Australian Slim Line Trestles

### EXCLUSIVE SPECIAL TO THE HIRE & RENTAL INDUSTRY

#### COLLAPSABLE LEG TRESTLE TABLES

1800 x 750 mm \$90.00

2400 x 750 mm \$100.00

Sales Tax inclusive

Financing is available to approved applicants

Rates vary depending on amount financed and over length of term taken can be as low as \$3.00 to \$9.00 per table per month at the end of the term you own the tables.

To gain access to this exclusive offer a minimum purchases of 20 tables per order is required.

Delivery is F.I.S. Melbourne Metro only.

Guaranteed Manufacturing time of two weeks from order or from finance approval.



### A. & T. MANUFACTURERS P/L

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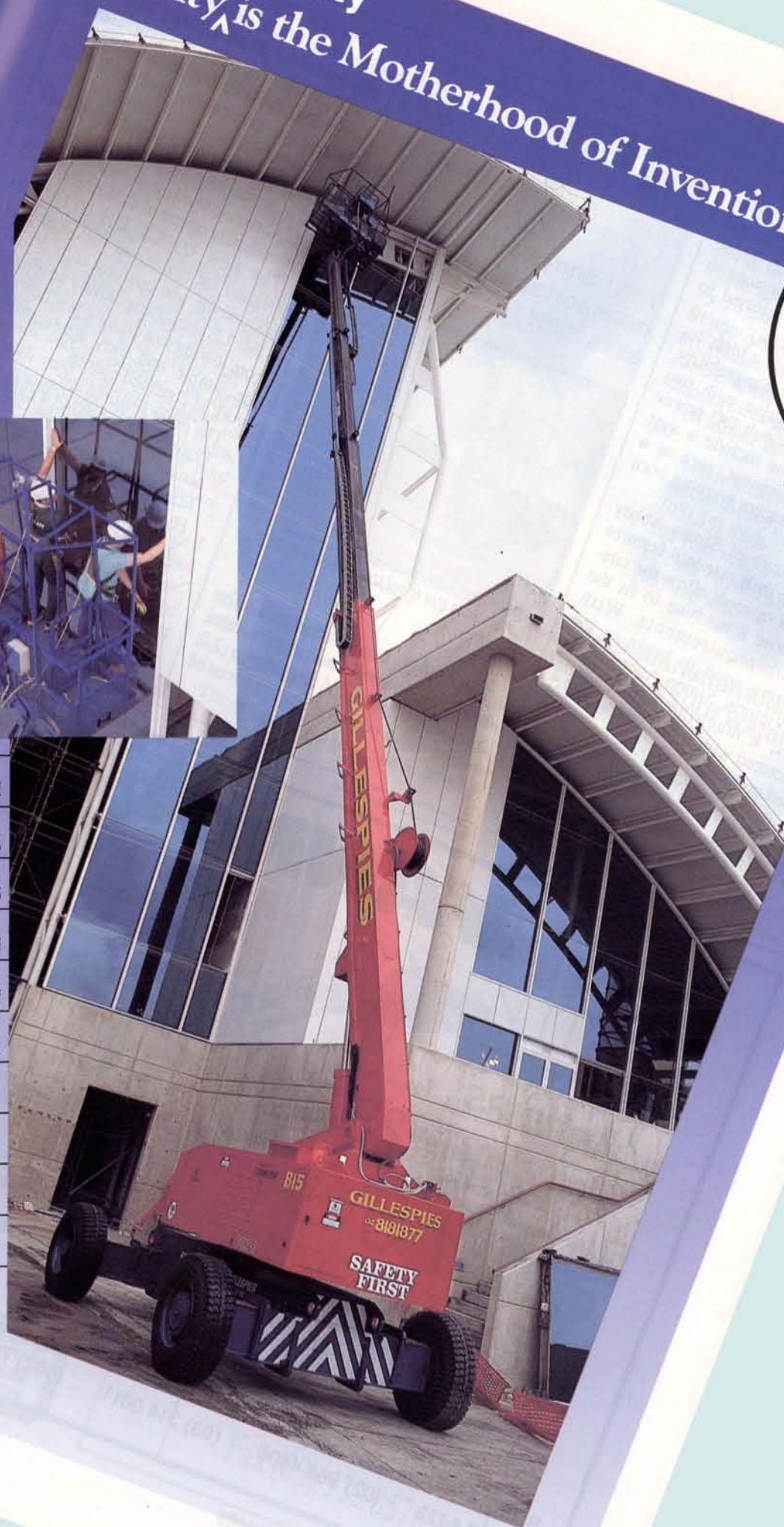
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## From page 56

There is a choice of working heights from 6.10 metres to 8.53 metres, and platform capacities are 340 kg. There are also optional platform extensions so the exact machine can be selected to meet individual requirements.

Standard features include a high degree of component interchangeability, dual wheel hydraulic drive with two speed travel, and a 24 volt DC power system. Other options include a vast range of safety equipment, such as a rotating beacon, descent warning horn and travel alarm.

The whole range of Simon-Abbey scissorlifts with their standard features plus numerous options, allow the customer to choose a machine to fit the specific job requirements. With manufacturing soon to begin at the Clayton, Victoria, Simon-Abbey headquarters, a machine can also be manufactured with specific custom-engineered options.

For further information, please contact:

- Bernie Kiekebosch,  
SimonAbbey Pty Ltd,

(03) 551 8866

- Liz Hancock,  
Price & Payne Public Relations  
(03) 416 1066

## The handyman transportable mini excavator



*The Unex is the ideal transportable mini excavator.*

The UNEX mini excavator is the ideal Do-it-yourself transportable mini excavator capable of digging to 2.2 metres with a powerful ripping foxce of 15 KN.

This new UNEX DH-0115 is suitable for local councils and government departments, plumbing and sewerage work, swimming pools and general construction, the hire and rental industry, landscape gardeners, opal and gold prospectors.

This versatile mini weighs 540 kg, and is driven by a 8h.p. Briggs & Stratton I/C engine and is well balanced with hydraulically operated stabilizers.

The new UNEX DH-0115 was designed for maximum fuel economy, productivity and operator comfort. The SIMPLE interchangeability accessories from towing to a digging position add to the simple and easy accessibility to work in confined spaces.

The other features are:

- Transportable behind 4 cylinder passenger car.
- Minimal consumption of fuel.
- Hydraulic simple and smooth.
- Simple compact design.
- Work within small and closed areas.
- Work on uneven ground.
- Slewing and Boom operation smooth.

*Continued page 59*

# YANMAR

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**From page 58**

For turn-around reliability with economic advantages in the Hire business, Unex excavators **ARE THE ONE.**  
**UNEX DIG IT!!**

**Complete new range of telescopic booms from Simon-Abbey**

With fifteen different models in the range, customers are now able to select the exact telescopic boom they require from the new Simon-Abbey series.

There are three basic types, all of which are self-propelled - the MPN series with zero tailswing suitable for easy reach within industrial plant aisles, and the MP and MPH series of telescopic booms suitable for construction or high capacity requirements.

Options such as diesel, dual fuel or a water-cooled engine using petrol, diesel or LPG extend the choices even further.

"Up time" access profitability can be improved with the reliable design of full pressure hydraulic controls which provide smooth and gradual boom func-



*The MP60 - one of the models in the MP series of Telescopic Booms distributed in Australia by Simon-Abbey Pty Ltd.*

tions, simplistic control panel operation and reduced maintenance costs. Electrical proportional controls are also available.

The extensive range of Simon-Abbey

telescopic booms provides working heights from 14.02 metres to 35.36 metres. Platform capacities range from 227kg to 908kg.

The acquisition of Abbey Equipment by Simon Engineering means that Simon-Abbey is now able to offer the most complete line of booms in Australia, as well as the most extensive range of other access solutions.

For further information, please contact:

- Bernie Kiekebosch,  
Simon-Abbey,  
(03) 551 8866
- Liz Hancock,  
Price & Payne Public Relations  
(03) 416 1066

**Australian manufactured high pressure water blasters**

National Equipment Services have acquired the New South Wales agency for the Pressure Master range of High Pressure Water Blasters.

*Continued page 67*

**EXTENSION LEADS**

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USE ASTRON HEAVY DUTY EXTENSION LEADS**

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- Can be supplied in any length.
- Approved by all Australian electrical authorities.
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Have your leads associated with your own company with the use of personalised printed flex.

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



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180mm (7")  
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## **T. & J. Equipment Hire** 722 Nicklin Way, Currimundi, QLD. 4551 Sunshine Coast

T. & J. Equipment Hire are up and running with view to servicing the south of the Queensland Sunshine Coast.

T. & J. are new to the Hire industry but Trevor Jenkins and John Mulder are local to the area with Trevor coming from the building industry and John having a background in mechanical repairs.

With a good inventory of small contractor and handyman equipment and being well located on the main road, Trevor and John are working hard to receive a fast developing part of the Sunshine Coast.

**Glen Iris Handy Hire Pty Ltd**  
1531 High Street,  
Glen Iris 3146  
Telephone: (03) 885 4431  
Fax: (03) 885 5325

Glen Iris Handy Hire is owned and operated by Cameron and Wayne Smith whom as brothers already have an Engineering business operating in the Glen Iris area.

Seeing a need for a hire outlet to cater for the home renovator, handy person and tradesman alike they opened up their Hire outlet in Glen Iris in the middle of June 1989 employing Mark Phillips as Manager.

They have been very happy with the response and look forward to catering for all hire needs in this area.

Business hours:

- Monday - Thursday  
7.30am - 5.30pm
- Friday  
7.30am - 7.30pm
- Saturday  
7.30am - 4.00pm
- Sunday  
8.00am - 12.00

## **ACT Hire** 135 Springvale Road, Nunawading Telephone: (03) 894 2527

ACT Hire was established by Richard and David Wood with the objective of serving local tradesmen and handymen in the Eastern Suburbs.

Since opening in July 1989 the stock range has been constantly expanded and developed. retail hardware line have also been introduced to provide convenience shopping for regularly sought items

ACT Hire is open 7 days, and to assist the handyman market offers extended hours on Friday nights and Saturday and Sunday afternoons.

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8-16 HP



18, 20 HP

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

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**MPS**  
INDUSTRIAL DIVISION  
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## **Tanaka** "Pioneers in powered outdoor equipment"

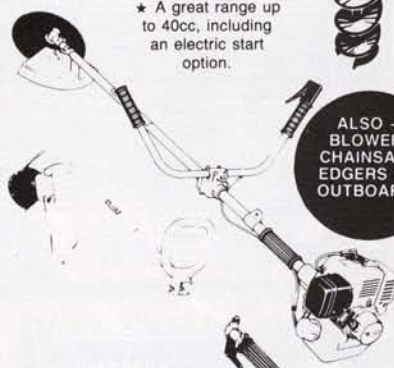
### **POSTHOLE BORERS**

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auger capacity



### **LINE TRIMMERS & BUSH CUTTERS**

- ★ A great range up  
to 40cc, including  
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- ★ Dual speeds
- ★ Hammer action
- ★ Reverse drive



### **HEDGE TRIMMERS**

- ★ With blade sizes from  
48cm (19") to  
76cm (30")



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P.O. Box 3492  
Ph: AK 770-335 Telex 21877  
Fax: (09) 378-833

NAME: .....  
ADDRESS: .....

**MPS**  
INDUSTRIAL DIVISION  
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# 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             | 220V                                     | 240V             | 220V                                    | 240V            |
| Current AC (Rated)         | 5.5A                                     | 5.0A             | 8.2A                                     | 7.5A             | 19.5A                                   | 17.9A           |
| 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 Cool 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: Anand & 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.



# Prevention is the key to WorkCare

David J. McIvor, Director

Occupational Safety & Health Associates (Aust) Pty Ltd

**T**he continuing controversy surrounding Victoria's troubled WorkCare scheme obscures the key factor that unless efforts at promoting prevention of work-related injury and disease are successful, then WorkCare cannot survive.

If WorkCare fails due to employers' inability to prevent work related injuries and illness, then many of those employers also will fail. Currently, WorkCare can be likened to an enormous bucket, into which is pouring millions of dollars of funds through employers' levy contributions and sizeable doses of non-quantifiable pain and suffering contributed by workers. However, in the bucket is a large hole, out of which is pouring more money than is being contributed.

These funds are going to pay the compensation, medical and legal costs associated with the compensation side of WorkCare. In all the political controversy surrounding the WorkCare scheme, some basic points continue to be overlooked - particularly that the concept of WorkCare describes as responses to occupational health and safety problems:

- Prevention
- Rehabilitation
- Compensation

Rehabilitation is about reducing the size of the hole in the bucket; ie reducing the funds which need to be paid to injured and ill workers, by providing appropriate medical, occupational and perhaps social rehabilitation and return-to-work. The prevention aspect of WorkCare ideally will try to seal the

hole completely, which by preventing the accidents, injuries and illnesses from occurring in the first place, will eliminate the problems and hassles of dealing with compensation claims.

Despite the messages of the vastly expensive promotion and publicity of WorkCare, WorkCare should not be a synonym for compensation. That "WorkCare" has been promoted and indeed is seen by most of our community, as being "compensation" is a fundamental problem with the system.

If one approaches the problem of work-related injury and disease from logical first principles, then prevention clearly needs to be the first consideration. As the second element, when prevention fails and people are hurt or become ill at work, surely their treatment and rapid return to normal activities (work and social) as quickly as medically and reasonably practicable is the next most important consideration: ie rehabilitation. Then, during the period of rehabilitation and return to work, there is a need to ensure receipt of weekly income, payment of medical expenses, maintenance of living standards, etc through compensation.

The order of activity is prevention, rehabilitation then compensation: not, as WorkCare have promoted since its inception:

- Prevention
- Compensation
- Rehabilitation

Compensation is about providing money to incapacitated workers. Prevention is about saving money and rehabilitation is about reducing it: the

fundamental problem with WorkCare is that the spending of money through compensation has been very successful too successful some say. Unfortunately, the money-saving side of WorkCare has not matched the money-spending performance - prevention has received no where near the same attention and resources from the government or employers. Rehabilitation has at best, received only lip service from government, employers and unions.

Given these basic conceptual flaws inherent in the understandings of WorkCare, it is inevitable that the scheme has run into significant problems. The elements of prevention, rehabilitation and compensation form the basis of all occupational health and safety risk management activities in the workplace. Whether an organisation be private or public, large or small, based in Victoria, New South Wales or elsewhere, the successful management of "WorkCare" type schemes, must have a foundation in practical, cost effective prevention and post-injury return-to-work programs.

Although much has been said of rehabilitation, particularly in NSW and Victoria where government run compensation schemes include statutory requirements to the rehabilitation of incapacitated workers, not enough has happened in actual workplaces. It is noticeable that in many organisations among both managers and workers rehabilitation is something of a dirty word. Many people are now expressing significant disillusionment with the concepts, techniques and strategies of WorkCare-WorkCover schemes in

*Continued Page 66*



## From Page 65

general and rehabilitation in particular. Problems with rehabilitation include employers making nil or minimal contact with workers absent from the workplace medical and rehabilitation treatment providers having little or no communication with employers; inadequate explanation and communication to all parties of the benefits of effective return-to-work programs medical, organisational and social; a complete misunderstanding of the purpose and objectives of occupational rehabilitation; and a widespread ignorance amongst managers, employees (and indeed government and unions) of the barriers to effective rehabilitation. As Mr Kevin Vaughan (Secretary of the Victorian Injured Workers Resource and Information Centre) said recently "The ultimate rehabilitation program is a job". The key aspect to "occupational" rehabilitation is allowing or encouraging the disabled worker to return to some work as soon as practicable and medically advisable as possible.

In essence, the key requirement of rehabilitation is the employer being able and being prepared to provide a job for the person to come back to work to do a job that takes advantage of the person's capabilities, acknowledges their incapacities, provides support and encouragement for the recovery and recuperation of the person and within an agreed period of time (ie restricted or alternative duties are not offered for an indefinite period of time).

The knowledge, expertise, skills and experience to make WorkCare work are widely available in the community (if not within many arms of WorkCare itself). The strategies required to achieve the laudable WorkCare objectives of reducing the number of occupational accidents and diseases in the workplace, to provide effective rehabilitation and just, speedy compensation to injured workers, are known and are available.

Effective administration and management of accident compensation claims, requires employers to

address a fundamental yet overlooked feature of WorkCare: that WorkCare is a system which the employer must actively manage. By and large, those who complain about the unworkability of the WorkCare system in fact meaning the WorkCare compensation system invariably are those who, once a claim for compensation has been lodged by an injured worker, have sat back and done nothing to manage the claim (by facilitating return to work, liaising with the claimant and their claims administration agents and investigating the causes of the accident with a view to preventing further injuries or illness and claims).

## *In essence, the key requirement of rehabilitation is the employer being able and being prepared to provide a job for the person to come back to work*

Effective claims management requires the employer to develop and maintain appropriate information systems, to closely monitor the progress of all claims, to analyse data to identify high-risk areas of their organisation, to set appropriate targets and goals and to implement appropriate loss and claims control activities.

For many years, employers have deluded themselves that because of the relatively low cost of levies and premiums for accident compensation insurance cover there is no cost effective justification for risk management and health and safety prevention activities. Yet a brief examination of the true costs of poor workplace health and safety will reveal to employers the horrendous other (hidden) costs stemming from lost production, poor quality, failure to meet orders, increased overtime and overheads, poor morale and consequent deteriorating industrial relations climates and indeed, over-

all poor use of an organisation's human resources.

Companies that have actually calculated the return on investment of occupational health and safety prevention activities have estimated factors of between ten and seventeen to one: ie for every dollar spent on occupational health and safety, the return to that organisation is \$10-17.

The preventive, pro-active aspect of WorkCare, involving health and safety management, requires upfront commitment of time, money, effort and resources in the hope of preventing accidents and their associated costs. The tendency of managers to concentrate on the remedial and reactive post-claims management activities is a major source of the great frustration with WorkCare and is just plain bad management. Although emphasising the benefits of prevention has been part of the rhetoric of health and safety specialists for decades, the inescapable conclusion is that prevention is better than trying to remedy the situation once the claims are incurred and enter the WorkCare system.

Employers, in consultation with their employees, supervisors, health and safety representatives and committees need to be encouraged to recognize the real issues of the WorkCare system the poor standards of health and safety in Australian workplaces which give rise to the accidents, injuries and ill health and to tackle these hazards head on.

Many employers have the internal resources necessary to recognize and control workplace hazards; others will need to seek out consultants with the necessary experience and expertise to assist in this process. To ensure the successful management of the WorkCare system, the time for action was several years ago however, it is not too late. The sooner employers begin this process, the sooner they can begin to reap the rewards.



## From page 59

Pressure Masters Pty Ltd was established seven years ago to manufacture IN AUSTRALIA what they describe as a "robust range of water blasters". Built specifically for commercial and hire use, using a "Speck" pump, easy to manoeuvre pneumatic wheels and protected easy to lift frame, the company claim to be the leading high pressure water equipment supplier in Western Australia.

National Equipment Services have been formed to sell and service the range of "Pressure Masters" equipment and "Speck" pumps for New South Wales. Don Gray, with fifteen years experience in the pressure cleaner field, will head up the company and service customers from a mobile demonstration and service unit.

For further information contact:  
Don Gray on mobile 018 434 009  
or contact:  
National Equipment Services,  
P.O. Box 119,  
Asquith, N.S.W. 2077.  
Telephone (02) 488 8407 or  
Facsimile (02) 449 1991



One of the "Pressure Blaster" of National Equipment above.

## New scissor lifts designed for rough terrain

Simon-Abbey, the company formed by the acquisition of Abbey Equipment by Simon Engineering plc. has recently announced the release of a range of scissorlifts that are particularly suitable for rough terrains.

Several unique options available on



One of the new scissorlifts suitable for rough terrains - Model RT-2515G shown with super terra grip tyres - distributed in Australia by Simon-Abbey Pty Ltd.

the scissorlifts make them ideal for use in adverse conditions. Features to choose from include 4 wheel drive and 4 wheel steer, proportional drive and lift controls, outrigger packages and roll out extension or transversing decks.

Standard features comprise dual wheel drive, hydraulically released brakes, removeable guard rails and fully accessible componentry.

There are four models in the rough terrain scissorlift series. The working heights range from 9.45 metres on the RT-2515G model to 15.85 metres on the RT-4612G. Working capacities range from 567kg to 907kg, and there is a choice of electric, petrol, dual fuel or diesel power.

Special equipment options such as the choice between Super Terra Grip. Foam Filled or Liquid Ballasted tyres also assist the customer in choosing exactly the right model to suit local conditions;

Simon-Abbey will be manufacturing a complete range of scissor lifts including the rough terrain models at their manufacturing plant in Clayton, Victoria.

For further information, please contact:

- Bernie Kiekebosch,  
Simon-Abbey Pty Ltd,  
(03) 551 8866
- Liz Hancock,  
Price & Payne Public Relations,  
(03) 416 1066

## Battery-operated scrubber cleans and dries heavy traffic areas in one easy pass

The quality-engineered HAROMATIC B53 with it's sleek, cordless and compact design can clean up to 1100 metres squared per hour. This easy to manoeuvre scrubber is 96cm long and 55cm wide, yet it holds a full 45 litres of solution. Ease in handling and control make the B53 suited for safe use in corridors, aisles, checkout lanes and crowded passageways.

The B53's patented central brush-locking device lets the operator change the 53cm diameter brush easily, without using tools. Corrosion-proof recovery tank and heavy-duty construction means durability and longevity. Separate brush and motor switches, a tank overflow protection device, and current overload protection for motor circuits are a few of the B53's safety features.

This machine achieves wetscrubbing and dry-vacuuming in a single working cycle, in addition to greater area achievement, due to it's large tank

*Continued page 68*



The Haromatic B53.



**From page 67**

volume. Powerful brush agitation scrubs and cleans whilst the 85cm pivoting squeegee vacuums up dirty water into the recovery tank. The B53 also has an unbeatable long running time of up to 4 hours.

Therefore, whenever it is important to attain optimal cleanliness, where intensive cleaning of non-carpeted hard floor surfaces is necessary, and when large surface areas have to be cleaned economically within a short period of time, then the HAKOMATIC B53 is in it's element.

An electric model, the HAKOMATIC E53, is also available, if so required.

## CompAir releases its new range of air compressor



One of the portable air compressor from CompAir.

CompAir (Australasia) has released its new range of Australian built portable air compressors, starting with the Zitaair 175.

The new Zitaair 175 compressor is fitted with an Isuzu C240 engine, developing 38.2 kw of power to generate a free air delivery of 83 l/s (175 cfm) at 690 KPa (100 p.s.i.).

Improved access for general maintenance is provided by gullwing type doors and the entire top half of the canopy is easily detachable for major overhauls. A removable panel on the rear of the unit allows ready access for radiator maintenance and all fillers are enclosed within the lockable canopy to reduce vandalism.

All instruments and air outlets are on the kerbside of the compressor allowing

greater user safety. 3 point engine protection shutdown is fitted as standard to the Zitaair 175 to prevent expensive engine and compressor damage.

The unit incorporates a new improved robust "AFrame" drawbar and substantial chassis with heavy duty leaf spring suspension designed to meet the arduous conditions encountered in Australia.

Mechanical override brakes are a standard feature ensuring greater braking safety, and 6.50 x 13 x 6 ply light truck tyres are fitted. The Zitaair 175 is fitted with stop and turn indicators and licence plate illuminator and is suitable for immediate registration for road use.

The Zitaair 175 is built in Australia, for Australia at CompAir's Melbourne factory.

For more details contact:  
CompAir (Australasia) Ltd.,  
34-40 Ricketts Road,  
Mt. Waverley VIC. 3149.  
Tel: (03) 544 1755  
Fax: (03) 544 8759  
Telex AA 33509

## New tipping system from Trans-Fix

We, at TRANS-FIX are constantly aware of the ever present stress on capital equipment budgets with private contractors and Government bodies in the current economic climate.

It is therefore, with a great deal of satisfaction that we are able to introduce to you an innovative, new, low cost tipping system called TIPADEK.

TIPADEK is an exhaust driven tipping system for trailers and tray vehicles of up to 5 tonne carrying capacity.

The viability, ruggedness and long life of a hydraulic tipper is retained, but the cost to purchase and install TIPADEK is about a quarter of the equivalent hydraulic system. And it's maintenance free, too!

The TIPADEK system consists of the vehicle tray hinged at tipping axis,

a tough and rugged specially developed HI-TECH high tensile air bag affixed to both the vehicle body XXXXXXXX is and the underside of the tray, and a diverter valve to re-direct the vehicle's exhaust to inflate the bag which lifts the tray.

Sounds simple. And it is. But extremely effective and cost efficient.

The features and benefits list is impressive as you see with the enclosed brochure.

TRANS-FIX has an established and envied Australia-wide reputation for its design and manufacture of Guilding Star Trailers, Dymwood Jockey Wheels, Stabiliser Legs and Over-ride Coupling. This reputation now extends to overseas contracts.

Therefore, we've tested, researched and tested again the TIPADEK system and we're proud to recommend and distribute this new, highly innovative, low cost tipping system.

For all enquiries call David Pellegrini.

## JLG demonstrate at new service facility

JLG Industries (Australia) Pty Ltd is one of Australia's leading manufacturers of access equipment and lighting towers. The company's manufacturing facility is at Port Macquarie, northern New South Wales.

Recently the decision was made to open a service facility at Smithfield, a western suburb of Sydney, in order to better meet the service needs of JLG's many Sydney's customers, especially the hire companies.

Hosted by Rod Lean, N.S.W. State Manager, the company had an open day in early October which was attended by representatives of the leading hire companies.

Further information can be obtained at:

JLG Industries (Australia) Pty Ltd  
18 Britton Street  
Smithfield, NSW 2164  
Telephone: (02) 725 3211  
Facsimile: (02) 725 3737



## New Zealand Report

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the large number of members within this Zone has played a significant part within the Association over the years, including assisting with the Organisation of the 1988 Convention and earlier this year organising the Association's stand at Buildex '89.

His cheery willingness to assist the Association is greatly appreciated by Members and Directors alike.

## 1989 Membership Directory

The Convention saw the appearance of the 1989 membership directory of the Association. This important public relations booklet is widely distributed amongst members and the Contracting Industry and this year will also be offered to the Hospitality Industry. All the information, including for the first time Fax numbers has been included on Computer which will enable easy update for future Directories.

## Future Conventions

Future Conventions to be hosted by the Association are:

1990

- Taranaki Country Lodge, New Plymouth - August 14-16

1991

- Pacific Region Convention, Hyatt Regency Hotel, Fiji April

- New Zealand Convention, Last week of June, Wellington.

## Training Foundation

With the generous support of Trade Suppliers by way of donations of goods, a silent auction fundraising project was held at the Christchurch Convention for the Association Training Foundation. Over \$1220 was raised and will be added to the Capital of the fund which now has topped the \$20,000 mark.

Zones have been allocated small grants for the year towards training

seminars within their areas and as interest becomes available from future investments more funds will be made available.

At the conclusion of the Annual Meeting certificates were presented to those persons and Companies who had previously made donations to the Foundation.

## Directors Elected

Two elections were held at the Annual General Meeting. Director of Zone 3, Neil Callaghan stepped down from that position and his place will be taken by Glen Craven from Hirepool Ltd. Auckland for the remaining year of the 3 year term.

Zone 1 Director, Trevor Tuffnell was re-elected for another three year term and subsequently elected as President of the Association for a second year period. The other Association Director is Max Rutherford representing Zone 2.

# Yanmar brings out new B series minis

Yanmar has recently completely upgraded its mini excavator line with the release of seven new models. They range in size from the 900 kg B10 to the 4.3 tonne B50-C.

Improvements to the range includes increased digging power, rigid rear side protectors to securely guard the vulnerable rear bonnet section, neater hydraulic hose routing and rear-slanting bonnet for better all round visibility.

Brief details are as follows (unless otherwise indicated, specs are for steel tracks and with enclosed cab):

**B10:** Operating weight, 900 kg; powered by Yanmar L90SEB diesel rated at 5.9 kW; maximum dig depth, 1.6 m; maximum dump height, 1.77 m; bucket breakout force, 820 kg; travel speed, 1.5 km/h; rubber tracks only, no cab or canopy.

**B12:** Operating weight, 1250 kg; powered by Yanmar 3TNA72L-UBA diesel rated at 10.7 kW; maximum dig depth, 2 m; maximum dump height, 2.42 m; bucket breakout force, 1050 kg; travel speed, 1.8 km/h; canopy only.

**B17:** Operating weight, 1350 kg; powered by Yanmar 3TNA72L-UBB

diesel rated at 11.8 kW; maximum dig depth, 2.2 m; maximum dump height, 2.55 m; bucket breakout force, 1050 kg; Travel speed, 2 km/h, canopy only.

**B22:** Operating weight, 2220 kg; powered by Yanmar 3TN75L-RB diesel rated at 14 kW; maximum dig depth, 2.5 m; maximum dump height, 2.57 m; bucket breakout force, 1700 kg; travel speed, 2.1 km/h.

**B27:** Operating weight, 2820 kg; powered by Yanmar 3TN84L-RBS diesel rated at 19.3 kW; maximum dig depth, 2.8 m; maximum dump height, 2.83 m; bucket breakout force, 2050 kg; travel speed, 2.2 km/h.

**B37:** Operating weight, 3270 kg; powered by Yanmar 3TN84L-RBS Diesel rated at 19.3 kW; maximum dig depth, 3.35 m; maximum dump height, 3.2 m; bucket breakout force, 2400 kg; travel speed, 4.3 km/h.

**B50:** Operating weight, 4300 kg; powered by Yanmar 4TN84L-RBA diesel rated at 27.2 kW; maximum dig depth, 3.8 m; maximum dump height, 3.55 m; bucket breakout force, 3300 kg; travel speed, 4.3 km/h/

All units except the B10 are available with a choice of rubber or steel tracks. The B22 through to the B50 are also available with a choice of canopy or fully enclosed cab.

A walk-through operator's platform on all canopy versions allows the operator to get on or off from either side.

Another common feature to all models (except the B10) is Yanmar's 'Moon-Sault' system, which allows simultaneous operation of boom, arm and slew, plus boom slew.

Both the B37 and B50 have a two-speed crawler motor, giving travel speeds of up to 4.5 km/h around the site. The travel system on these two models also features shockless starts and stops, avoiding the jerky travel often associated with small excavators.

The B37 and B50 also have a variable displacement piston pump hydraulic system, that offers high speed in easy digging conditions, and more digging power in tough conditions.

Further information: Tutts, 2 South Street, Rydalmere, NSW 2116. Ph (02) 684 4400. Fax (02) 684 1501.



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| 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                       |
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New Sticker available:

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## Black & Decker offers a real alternative

**B**lack & Decker moves into the Industrial power tool market in November with the launch of its new Industrial Power Tool Division, encompassing an entirely new line of heavy duty building, construction and metal working equipment under the brand name "Black & Decker Industrial."

The aim is to establish Black & Decker as a serious contender in the Australian Industrial equipment market and to provide professional users with a real power tool alternative.

The power tool giant already markets two of its industrial product ranges in Australia - Elu and Dewalt. While both brands are well accepted by end-users the Black & Decker Corporation believes there is still room for another range.

Said Black & Decker national marketing manager, industrial tools, Mr Tracy Bilbrough, "Both our Elu and Dewalt ranges are positioned as top-end speciality tools, Elu being a technology-orientated Swiss-engineered range of portable woodworking tools and Dewalt encompassing a collection of high quality industry standard stationary machinery.

"Both these respected ranges will continue to be improved and extended but our onslaught of the Australian professional power tool market will be via the Black & Decker Industrial range."

The complete range, to be introduced at a steady drip-feed rate over the next three years, will encompass over 110 new products covering 35 different product groupings.

Interesting product moves for Black & Decker 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", 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 lineup, 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".

And Bilbrough, whose previous experience includes developing, launching and marketing the Black & Decker Industrial name in the United States to the point where the Corporation's U.S. Industrial sales have continued to increase at a rate of over 20% per year for the past three years, is confident about the effect his new range will have on the Australian market place.

"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 product in terms of durability an area of concern or all tradesmen, and in particular the hire and rental industry where tools suffer extreme user abuse", he said.

"While all industrial tools must pass universal standard 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".

## This is no Billy - Goat!

**L**ets face it. Picking up rubbish, weeds and garden waste after a hard day is a chore and its time consuming.

Well the problem's solved and the jobs done fast with a Masport vacuum.

They'll clear up gardens, driveways, garages, even larger areas such as factories and carparks are done with the minimum of effort and are left spotless.

Powered by proven Briggs' & Stratton 4 stroke engines fitted with solid state ignition means that the vacuums start effortlessly every time.

The model LB31 Billy Goat is the ideal unit for home use, fitted with the 3.5HP Quantum motor is 20" wide sweep also makes it suitable for indoor use such as garages, factories and carparks. The model KD50 Billy Goat is ideally suited to the commercial user with the 5HP Industrial Commercial Briggs & Stratton engine and a 26" wide sweep.

Both models feature large heavy duty dust free bags so even the biggest jobs are completed quickly and efficiently. The powerful suction of the Billy Goat

is created by a 4 bladed steel impeller which is designed for the harshest conditions.

Height adjustment is easily done on the LB31 by means of a simple system on the front wheels. The KD50 features effortless height adjustment from the operating position.

Four wheel design makes the Billy Goats very manoueverable so you can easily clean up around trees and other obstacles.

So far those hard, time consuming clean up jobs - do it easy with a Masport Billy Goat vacuum.



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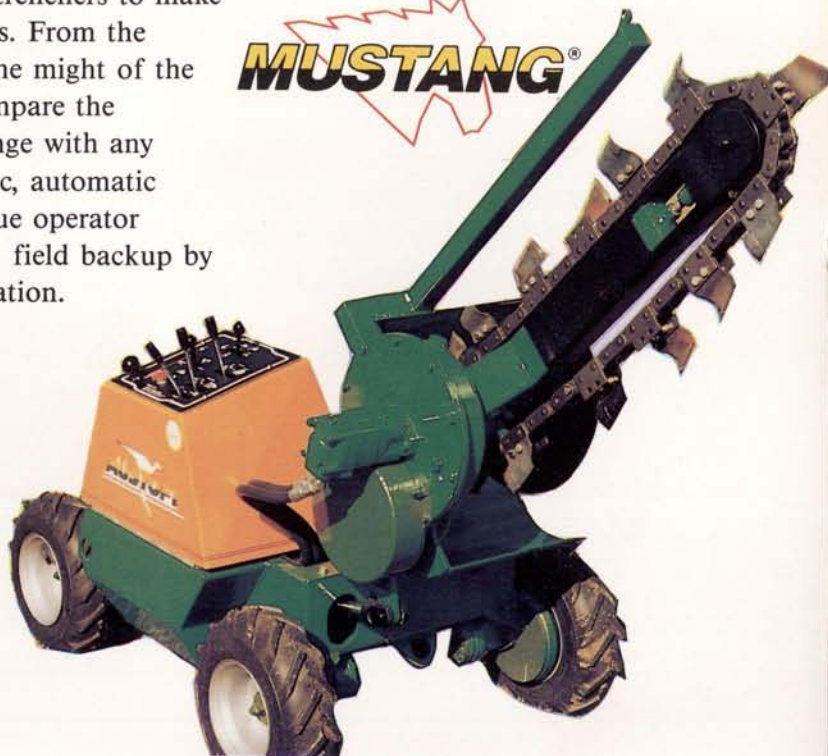
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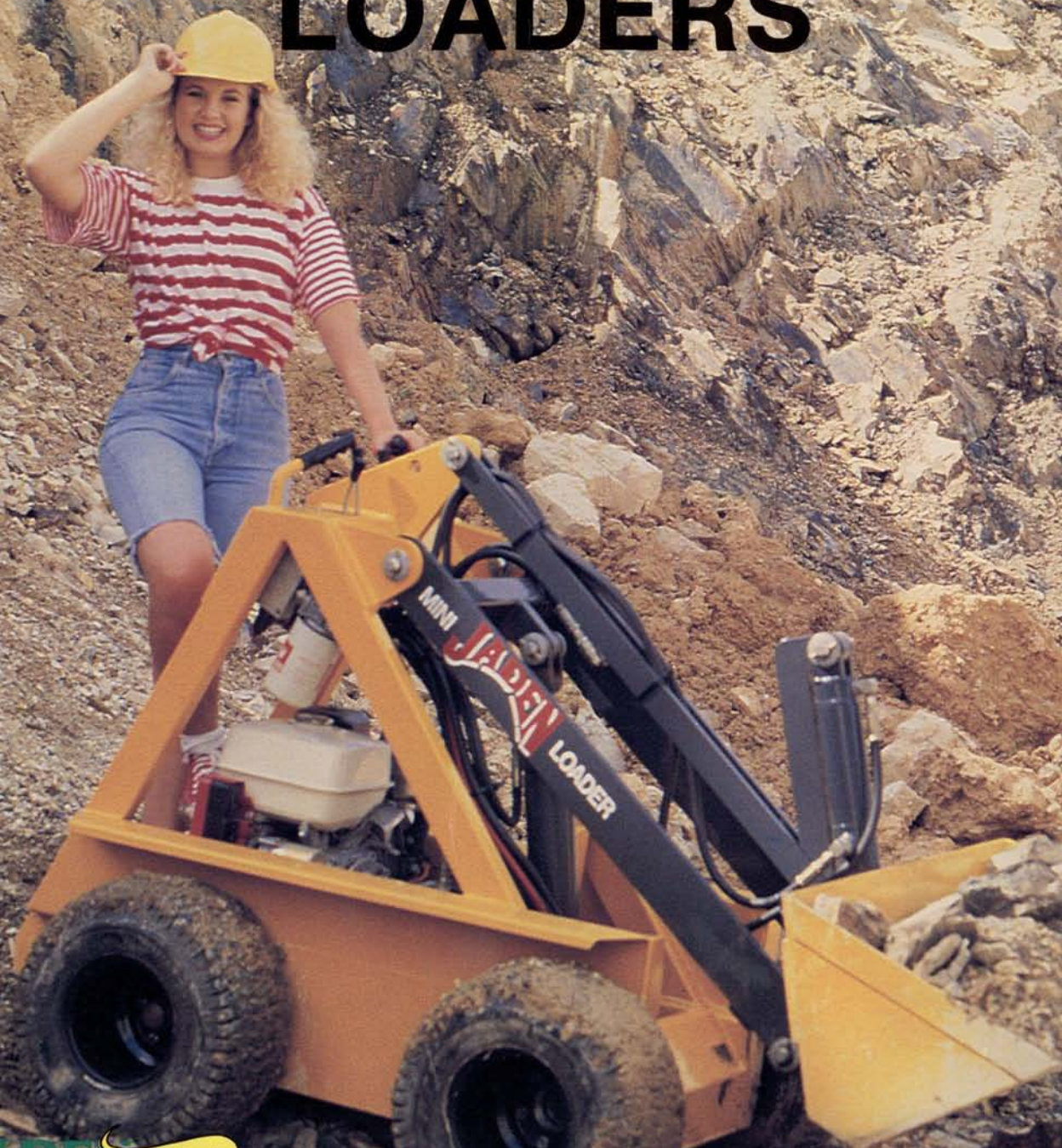
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