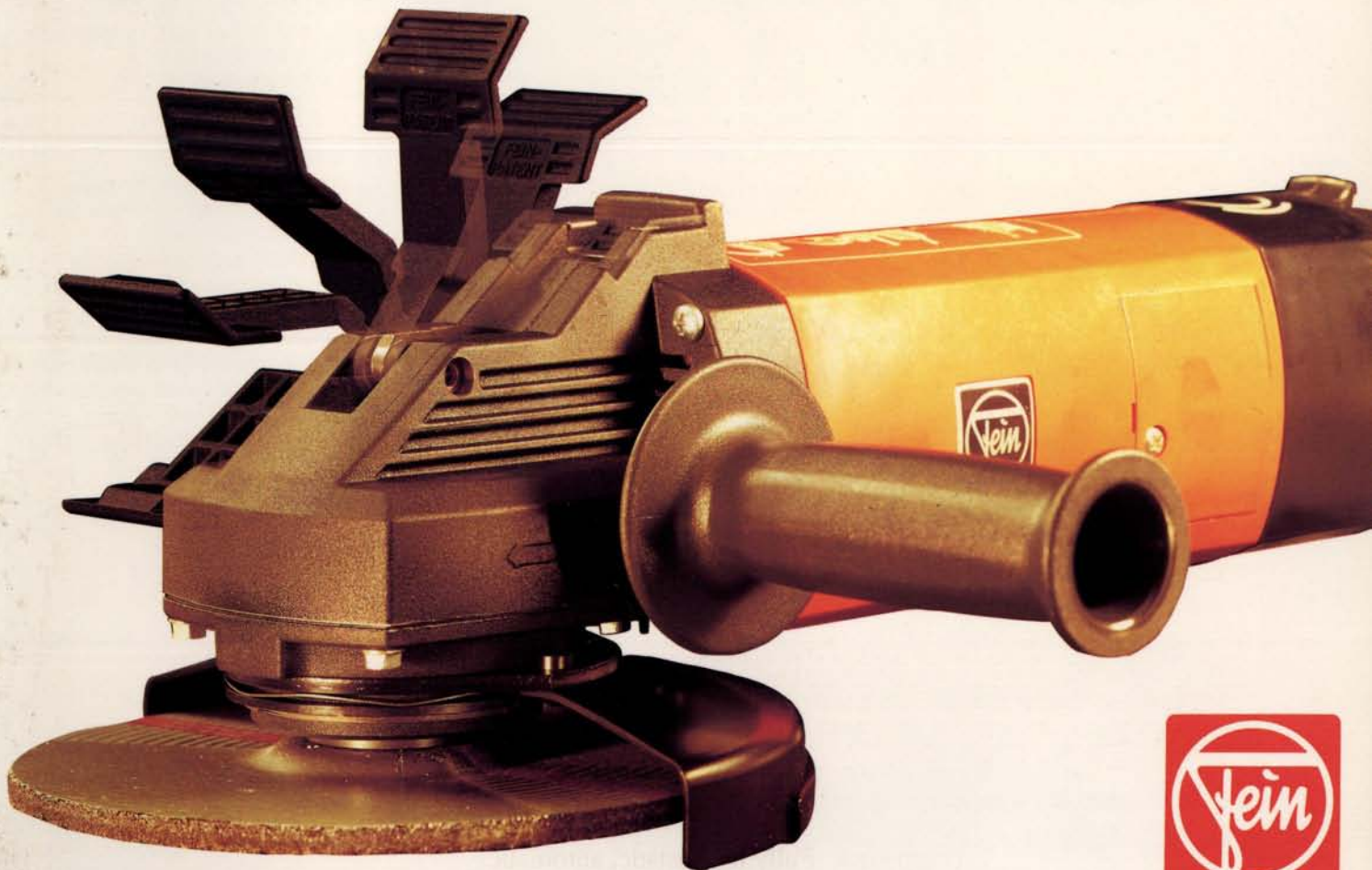


HIRE and RENTAL Industry Quarterly

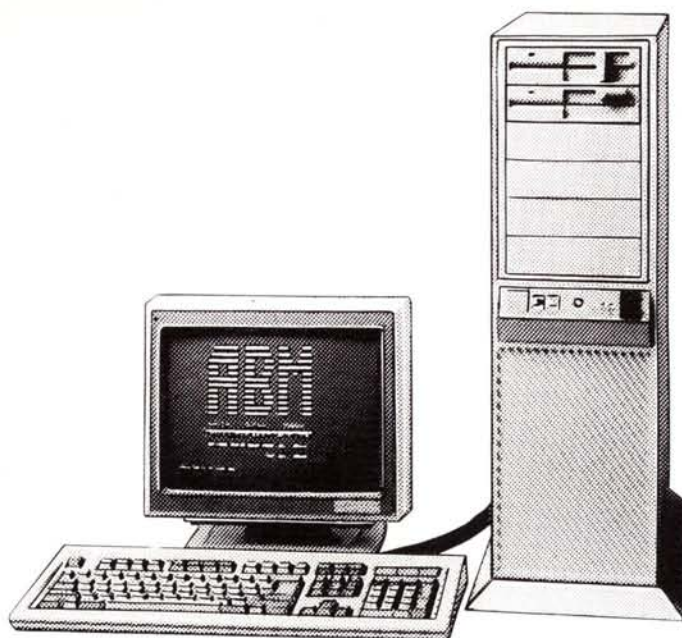
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- ★ WHEEL GUARD ADJUSTMENT WITHOUT TOOLS

The Hire System for Hire Returns



In every field of human endeavour there are "specialists" — in engineering, in medicine, in law . . . or in computers for the rental industry!

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For your personal copy of the QUICKHIRE System Overview write to or call

The Software Link

P. O. Box 1, Berkeley Vale NSW 2259.

Telephone 043 - 885133 : Fax 043 - 885035



QUICKhire

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PRESIDENT'S REPORT



Ron F. Wyatt, National
President.

"Do we wake up in the morning with our eyes shut tight?" (Acknowledgement Fleetwood Mac).

Here we are with our market just coming off the boil of the last few years and amazingly already there are instances of hire rate discounting amongst our members. One shudders to think what will happen if our market learns of our weakness, unwillingness, or lack of intestinal fortitude in holding our already too low rates.

Many of our larger members employ representatives who literally hound site supervisors for their business. We have reports of supervisors arranging side or back entrances to avoid waiting reps! Why oh why can't we get our reps to sell our service - not our price! I know some of you will say that it is easier said than done. But we HAVE to do it. And I don't mean free delivery or pickup or monthly crediting of these charges either.

Leave the rate cutting to non members who can't or won't see their folly, who can't or won't survive the expected down turn.

Now onto a more pleasant subject.

Several of our Queensland region members have been involved in promoting their interests and the concept of hire to our market by participating in the Home Show and Community Week parades. From all reports public reaction was terrific. I commend their efforts which benefit all members.

To those of you attending the American Rental Association Convention. If you happen to be in the Anaheim area on Australia Day, my youngest daughter will be participating in a special Aussie concert at Disneyland. Denise and I would like your support. Give us a hoiy.

Regards

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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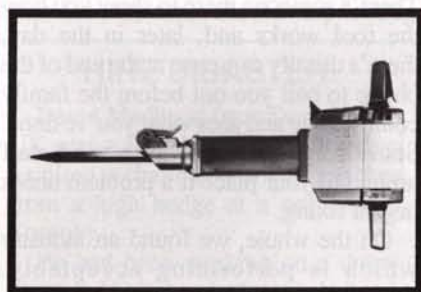
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Getting Hire

*When the do-it-yourself hires a tool at the weekend,
will it work as it should and is it safe?*

A full reprint of an article in "choice" consumer magazine, August 89

As dawn peeks through the curtains on Saturday morning, do you jump into your paint-stained overalls and head off to the local hire company, ready for a day sanding, stripping, grinding, cutting, smashing or drilling? Are you renovating your youth away?

The do-it-yourself (DIY) equipment hire business has hit boom times. Everyone, it sometimes seems, is either repairing a run-down home or, ironically, replacing the previous owner's expensive renovations with a personal vision of the 'dream home'.

Consumers want equipment that works and works well. It should be better and more powerful than inexpensive budget tools. It must also be safe to use.

In addition, DIY consumers expect a certain degree of service from a hire company. The companies have caught on to this and specialise in service. There's someone there to show you how the tool works and, later in the day, there's usually someone at the end of the phone to bail you out before the family comes home and sees what you've done. Some companies will even send staff around to your place if a problem needs urgent fixing.

On the whole, we found an industry which is performing acceptably. Problems are rarely serious. However, some aspects of management (particularly quality control) need attention. Things are slipping through that should never reach the consumer. For example, three out of ten floor sanders we hired had electrical or wiring problems. The problems were basic and should never have occurred. They were not the result of overuse, poor use or mistreatment, but of careless repair or design.

We found 20 out of 49 tools had broken parts or blunt blades, breached electrical Standards or were dirty.

What we hired

We aimed to test five products each from ten firms. The products were: circular saw, petrol chain saw, wallpaper stripper, electro-pneumatic hammer and floor sander. However, one firm could not supply a petrol chain saw when we called. That made a total of 49 separate items, representing a range of the most commonly hired tools for DIY use.

Our market research, including conversations with industry participants, indicated that the Sydney market was typical of the rest of the country. We therefore selected a mix of small, single-outlet operations ('Ma and Pa') and larger chains located in Sydney, though several of the chains have branches in other cities and states.

Our aim was to check out the present state of the hire industry and not to rate the individual hire companies we visited.

What we looked for

Each piece of equipment was hired anonymously by our representatives and taken back to our laboratories for testing. The items were checked for electrical safety (to Australian Standard 3100-1985, General Requirements for Electrical Equipment) — except for the petrol chain saws — as well as general safety, presentation and performance.

Our hirers collected any instruction leaflets which were offered or were obviously available and rated the quality of service.

Did it work?

Most of the gear worked properly.

One of the floor sanders (St George Hire Centre) didn't operate, due to a broken belt. There was no charge when we took it back for a replacement, though the problem should have been picked up by a proper demonstration at the time of collection. The floor sander from Stephen Donnelley Hire was supplied with a dustbag which had a small rip. It

leaked dust.

For cutting equipment, we were concerned that blades and tools should be sharp, particularly as it could be expected that hired tools would receive harsh, uncaring treatment from some customers. If they were not sharp, you could be better off gathering a collection of privately owned tools which were maintained in top condition.

Fortunately, most tools were sharp. Two chain saws had dull chains (Barwick's Hire and St George Hire Centre). The chisels supplied with the pneumatic hammers were acceptable, except for those from Stephen Donnelley Hire and Kennards Hire. Most of the circular saws came with a tough tungsten-carbide saw blade (we asked for a saw to cut hardwood), except for saws from CY Hire and A.A.A. Hire. (The inferior blade would have gone blunt quickly.)

We told the companies we wanted the drum floor sander for sanding wooden floors. Predictably, they hired us the right piece of equipment for the job. However, only one company (Able Sutherland Hire) had the foresight to suggest we also hire a belt sander to do the edges against skirting boards or walls which the large sander could not reach. For the novice, this was an important piece of advice.

Instructions and guidance

The consumer should be supplied with clear, preferably written instructions for the safe and efficient use of the items hired.

Instructions fell into three categories: volunteered verbal instructions, instructions asked for by the hirer (when, after a period, the service staff failed to give full instructions) and written instructions.

Written instructions have the greatest value for consumers, both for safety and proper operation, and should always be supplied. In some cases this was

straightforward — all but one of the wallpaper strippers had instructions included in a sticker on the side of the unit.

Adequate written instructions were given to the hirers in leaflet form by **Coates Hire** and **Kennards Hire** for sander operation. Similar instructions were given for chain saw operation by **Stephen Donnelley Hire** but without any safety information. Operational instructions without safety information are regarded as inadequate.

Stephen Donnelley Hire had a range of 'how-to-use' instruction leaflets for various items including chain saw, electric tools, hoist, air-operated equipment, sanders and wallpaper strippers.

Only one electro-pneumatic hammer (from **CY Hire**) — which appeared to be virtually brand new — came with adequate instructions.

No company gave written warnings or warning labelling with the highly flammable petrol provided for use with the chain saws.

No other items hired by **CHOICE** came with written instructions, either volunteered or after request.

However, every company gave some form of verbal instructions, either volun-

teered or when asked. These were generally useful, though in some cases they were vague. Verbal instructions are important for both novices and experienced hands. Their value lies in reminding the user of the necessary safety precautions when dealing with dangerous and powerful equipment.

Several companies sent us copies of their information/safety brochures after our test, when we informed them of what we found. If the brochures existed when our representatives visited, they were not offered or obviously available. In one case, the brochures were out of stock — "at the printer". Management practices should not have let this position arise.

Insurance

Many hire companies offer optional insurance as an extra. The insurance is not for you — it's for the equipment!

It's not personal accident insurance, though it does cover you against loss or accidental damage to the equipment. It costs about 10% of the hire price. Without insurance, you could be liable for damage or loss.

Presentation

The hirer should be presented with clean, safe equipment in good working order and with all necessary safety and other accessories.

Generally the tools were in acceptable condition. Exceptions ranged from a loose chain on a chain saw to a broken housing and faulty wiring or a missing shield. Only one item was unreasonably dirty (the wallpaper stripper from **Able Hire**), with paper and paint from previous jobs stuck to it. The unit from **Acme Rentals** was also dirty and leaked water under pressure, confirming its poor condition. These defects should have been picked up and corrected before re-hiring.

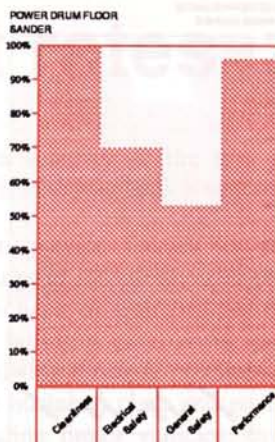
Before hiring, our representatives explained their intended use for the equipment. Necessary tools and plenty of spare sandpaper were supplied, but no spare fuel or oil was supplied with the chain saws from **Acme Rentals** and **Barwick's Hire**.

Most companies claimed to service equipment after each hire.

Electrical Safety

Seven items out of 40 (17.5%) breached the requirements of sections of AS 3100-1985 — see the graphs above. In addition to the Standard, we looked for general electrical safety problems.

The main problems were with the



Cost: \$32 - \$51

Problems: Broken parts; check dustbag for leaks; plugs wired wrongly; design fault earthing problem; missing parts.

floor sanders and wallpaper strippers. We found worn-through insulation on a power cord, inadequate cord anchorages and inadequate earthing. Several pieces of equipment had faulty wiring, such as crossed wires in the power plug (active in the neutral position). Though not necessarily dangerous, it is a bad practice.

General Safety

General safety — while not covered by any Standard — requires improvement, particularly with floor sanders and chain saws.

One sander had lost the cover plate for its sander drum, while another had a broken cover over the electrical junction box.

Some chain saws had problems with the idle speed. In a properly adjusted chain saw, the chain should stop turning

DO YOU KNOW WHAT YOU'RE DOING?

It's easy to think power tools are straightforward to use. Chain saws are commonplace now, and power sanders seem simple enough.

However, accidents happen quickly and can be severe in the case of a power tool. You may be used to a small, domestic-model power tool and be unprepared for the enormous difference in power of a heavy-duty hire model. Much of the gear the novice can hire is designed for industrial use by trained employees.

Some people — like the bloke who climbs into a tree with a chain saw in one hand and holds on with the other — are looking for trouble. How much do you know about the tool you're hiring? Do you understand 'kickback' with a chain saw, or how the safety guard works on a circular saw? Have you got the right safety gear?

Information brochures only go part of the way. Try and watch someone experienced using the equipment first. See how the tool behaves in a range of uses and situations.

Perhaps hire companies could consider running short courses or displays for the local do-it-yourselfer?

HIRE DISASTER

David Medhurst from Devon in the UK was a DIY handyman. One day, he hired a chain saw to lop branches from a high hedge at a property in Torquay.

He had been working on a three-metre ladder when he lost his balance and fell. The saw ripped through his neck and chest and he died within minutes from massive blood loss.

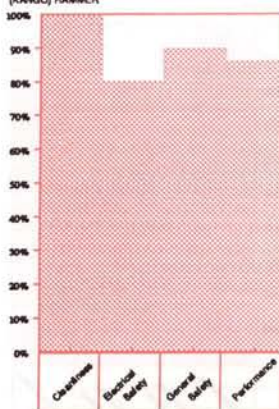
At the inquest it came out that Mr Medhurst had ignored a warning never to use the saw above ground level. He possessed a safety helmet and visor — but had left them at home.

The Coroner, Hamish Turner, said the deceased should not have been using a chain saw up a ladder.

Verdict: death by accident.

Moral: read and follow the safety instructions.

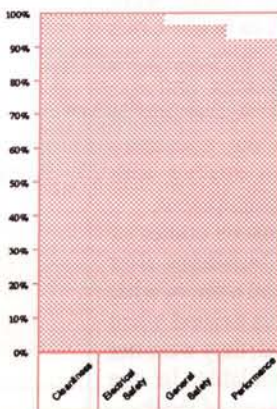
ELECTRO-PNEUMATIC (KANGO) HAMMER



Cost: \$34 - \$44

Problems: No safety gear offered; some blunt chisels; plugs wrongly wired.

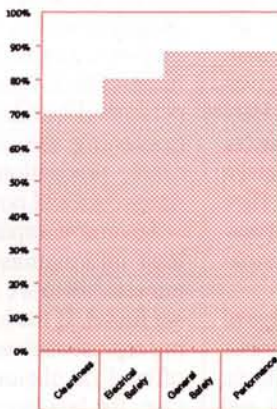
CIRCULAR SAW



Cost: \$16 - \$24

Problems: Broken parts; wrong blade.

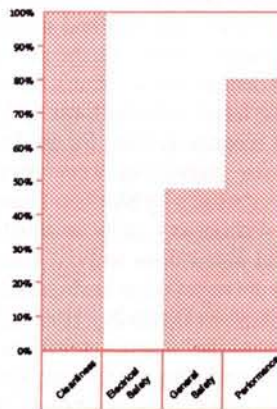
WALLPAPER STRIPPER



Cost: \$20 - \$29

Problems: Leaks under pressure; dirty units; cord anchorage; broken cover.

CHAINSAW



Cost: \$40 - \$60

Problems: No chain brake; no safety gear; no chain covers; chain doesn't stop at idle speed; blunt chain.

The graphs show the percentage of each type of equipment which met our four main criteria. They indicate, for example, that you are more likely to experience problems with a hired chainsaw than with a circular saw.

when the motor drops its revolutions to idle speed (finger off the trigger). This should happen very quickly, to prevent accidents. Five out of nine chain saws failed to stop turning at idle speed (two stopped intermittently). This is very dangerous.

Two chain saws were not equipped with a safety chain brake, and all except one did not have a chain bar cover for safe and clean transport of the saw.

When hiring equipment, consumers should be on the lookout for broken or missing covers. Always ask the service assistant to plug the tool into the power point. A good business will have special equipment to carry out an elementary electrical safety test at the turn of a switch. Ask them to check — or recheck — the equipment in front of you, just in case the tool slipped through their quality control net.

Hire companies could improve their quality control by supplying a tag with each hire product confirming it is electrically safe and in top condition, for example:

- electrical safety
- assembly
- blades sharpened
- cleaned and lubricated
- operational
- date tested

Safety gear

Five out of ten companies supplied some sort of safety gear with the hired equipment. Only **BARWICK'S HIRE** and **KENNARDS HIRE** offered (and supplied at extra cost) an earth leakage circuit breaker (ELCB). An ELCB is designed to cut off the power in the event

of an electrical accident — perhaps because of a faulty tool — before a significant electric shock can pass to the operator of the tool. An ELCB should be used with all electric power tools.

Other safety gear — goggles, earplugs, gloves and/or a paper mouth (dust) guard were supplied only by **CY Hire**, **Kennards Hire**, **St George Hire Centre** and **Stephen Donnelley Hire**.

Cost

Details of hiring costs are given with the graphs. The daily hiring rate for particular items varied by as much as 60% between companies.

Accessories and supplies — oil, petrol, sanding belts — tools and safety

items were all charged separately. The cost of accessories varied significantly.

There were always refunds for unused items returned in pristine condition or still in their sealed bags.

Hiring does not necessarily mean good value. In some cases, it would only take a few days' hire to buy your own tool! A circular saw for DIY home use would cost in the order of \$150-\$300 to buy, while daily hire cost us in the range \$16-\$24. It would soon add up if you were planning an extended period of renovation. However, hire gear tends to be more rugged and more powerful than typical domestic counterparts, and this should be taken into account when deciding whether to hire or buy.

Service

Service was generally good and courteous. No outlet was rated unacceptable.

Our female hirer did not feel at a disadvantage or consider she was being talked down to by service staff. However, she did report a classic case of macho gung-ho, when a young male assistant waved his hand perilously close to the whirring teeth of a chain saw in order to watch her reaction.

Our representatives commented that the quality of the hiring experience varied with the person supplying the service.

Conclusions

The do-it-yourself industry relies on giving the public ready access to a range of tools and equipment which must work first time, every time. If it fails, bang! goes the weekend.

Continued page 7

HINTS FOR HIRERS

When hiring equipment, remember to ask these questions:

- How do I operate the equipment?
- Should I hire other equipment at the same time in order to finish the job properly?
- Are there any safety points I should know?
- Is there any safety equipment I should use?
- Can I have a demonstration? (Look for leaks or other problems.)
- If there are problems, can I call you?
- Is there a full refund for returning unused accessories — sandpaper, petrol, etc?
- Is the equipment covered by insurance? If not, what will it cost?

Coping with high interest rates



- By Brian Brutton
Commonwealth Development Bank

High interest rates are tough on any business but in the present economic climate, the economists are saying we are going to have to learn to live with them for quite some time. In the present environment you need, before seeking funds from outside sources, to maximise the funds generated by your business and use them to finance your business operations.

However, if you have bought a hire and rental business or expanded your business operations in recent times using debt finance you would find that rising interest keeps taking a larger share of your profit. Now is the time to look at your finance arrangements to ensure that they are on the best possible terms and conditions available to you

and examine the alternatives.

The Commonwealth Development Bank (CDB) was established in 1960 with the specific object of providing finance on reasonable terms for Australia's small to medium businesses. In other words, giving people a fair go who would not otherwise get the opportunity. Such finance is not always available from a trading bank.

The CDB introduced cash flow lending to Australian banking and looks more to the prospects of a business being successful than the capital you may have available. In other words can the business generate more cash in than cash out to service the debt? Also, CDB does not charge an interest premium for higher risk business. Security, to the extent that it is available, is taken but is not the primary yardstick by which CDB assesses an application.

If you are faced with the situation where your own bankers cannot provide finance because of insufficient or unsuitable security, or a longer repayment term is necessary, an application can be submitted to the CDB. The CDB can provide the whole amount required or a portion in a "package" arrangement with your own bank. Thus, there is no disturbance of existing banking arrangements. All major trading banks are agents of the CDB and can submit applications on behalf of their clients.

Loan terms of up to 20 years may be approved and repayments are usually on a monthly basis but may be arranged to meet your business's income pattern if this is of a seasonal nature.

Areas in which the CDB specialises are the startup business which has no track record and a growing business which wants to expand and has a

shortfall in security or the type of security offered to your bank is unacceptable.

CDB can provide finance for any business purpose including: land purchase, purchase or construction of buildings, building extensions, purchase of existing business premises or an existing business, plant and equipment including motor vehicles, even refinancing of debts to enhance viability and provision of working capital of a medium to long term nature.

So, when your own bank is unable to provide the finance you need or only part of it, ask that your application for finance be referred to the CDB or contact the CDB direct at any of our state capital offices or any one of our 37 regional offices. If necessary, one of our investigating accountants can visit your establishment, talk to you, discuss your plans, see how you manage your operation and thus gain a better appreciation of your business.

Also, finance is available on hire purchase or consumer credit terms for the purchase of plant and equipment such as motor vehicles, computers or major fixtures and fittings used in your business. Deposit, interest rate and repayments are flexible and can be tailored to your individual circumstances. Ask for a quote from the CDB in your state capital city or at any Commonwealth Bank branch you will be surprised at how much you can save.

For more information about the CDB, write to 140 CDB Free Post, Brian Brutton, Commonwealth Development Bank GPO Box 2719 Sydney 2001 (no postage stamp is required) or telephone toll free 008-01164.

From page 6

Generally we found that consumers can have confidence that what they hire will work, blades will be sharp and accessories and helpful support will be at hand. However, judging by the results of our trial, chain saw safety is a real concern (five out of nine were unsafe).

Where the industry is falling down is in quality control. Several companies have since told us they produce

brochures or have safety gear available, but they were not given to our hirers. Their use should be encouraged more strongly by hire companies.

Electrical safety problems are not always caught. The emphasis in electrical testing seems to be on "does it work when turned on?", rather than "is it wired to manufacturer's specifications?"

Service was good. Our test showed no real difference between dealing with a

small operation or a large chain of hire stores. Pricing varies by as much as 60%, so we recommend ringing around for quotes before you hire. Further savings may be made on part-day hire.

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Loadbanks transformer and cable — the means to prove the *Promise Of Power*

Controllable Load is taken for granted in the factory environment but up to now it has been far from available on location. Since the introduction of their unique Load Bank fleet, Aggreko have become a byword for power testing just as it has for generators.

Load Bank, Transformer and Cable Hire is the most convenient solution against the inevitability of short term system testing and range from 100 kW to 6,000 kVA in portable units, Aggreko has probably the most comprehensive in the world.

At the smaller end of the range the 100/200 kW packages are housed in robust steel cabinets on castors. The smaller units are resistive only (hence the rating are in kW) while the larger container units up to 6,000 kVA incorporate Reactive 'power-factor' load.

Both Reactive (kVAR) and resistive (kW) load steps can be viewed on a graphic display with single point led indicators. It is even possible to walk away from the 'load' and with the help of a portable desk-style console, manage one or more units.

One of the new markets Aggreko has explored in the marine sector is Load Banks used extensively to test on board generators, particularly with the Navy. At time of printing, we have successfully completed about twenty tests on mostly Navy vessels using our unique resistive/reactive containerised load bank, which even offers an air conditioned control room.

Multi-megawatt loads are simply achieved using groups of banks and transformers, and cable can be selected from stock to complete the task.

Making the connection

Making-the-connection from generator to transformer to load or from generator to load bank is just as simple as hiring any type of equipment. Aggreko has ensured that its comprehensive range of cable serves the entire generator range from 15 kVA to 2,000 kVA... even though they can be hired on their own to meet other needs.



The HC40 - portable stand-alone generator house from Aggreko

Up to 170 kVA single four core cables are used and for larger ratings a selection of either four core or singles in multiple sets) can be chosen for the task in hand. Aggreko depots can simply match the requirement at the same time as the equipment is chosen and, if necessary, actually make-the-connection for you.

Highly flexible rubber insulated cables have been chosen to make handling and installation as easy as possible. Sheath and insulation materials were chosen for their ability to resist the rigors of the site operation; surviving weather, water, diesel, oil, abrasion and heat.

Cable Handling using a purpose designed unit really does make the work on site child's play. A cable drum, drum shaft, bearings and lifting frame provide a framework for protection. To this have been added lifting eyes and fork-lift pockets - cable deployment and recovery couldn't be simpler.

Identification is the final touch to the service; all cables are uniquely numbered at five metre intervals and colour coded cable number plates are located on the cable frame.

Stocks guarantee availability and already many problems have been solved at short notice; 800m at 800 amps at 24 hours notice and 300m within two hours on-board a ferry... to pick just two recent examples.

A 'total-package' to back-up Aggreko's *Promise of Power*.

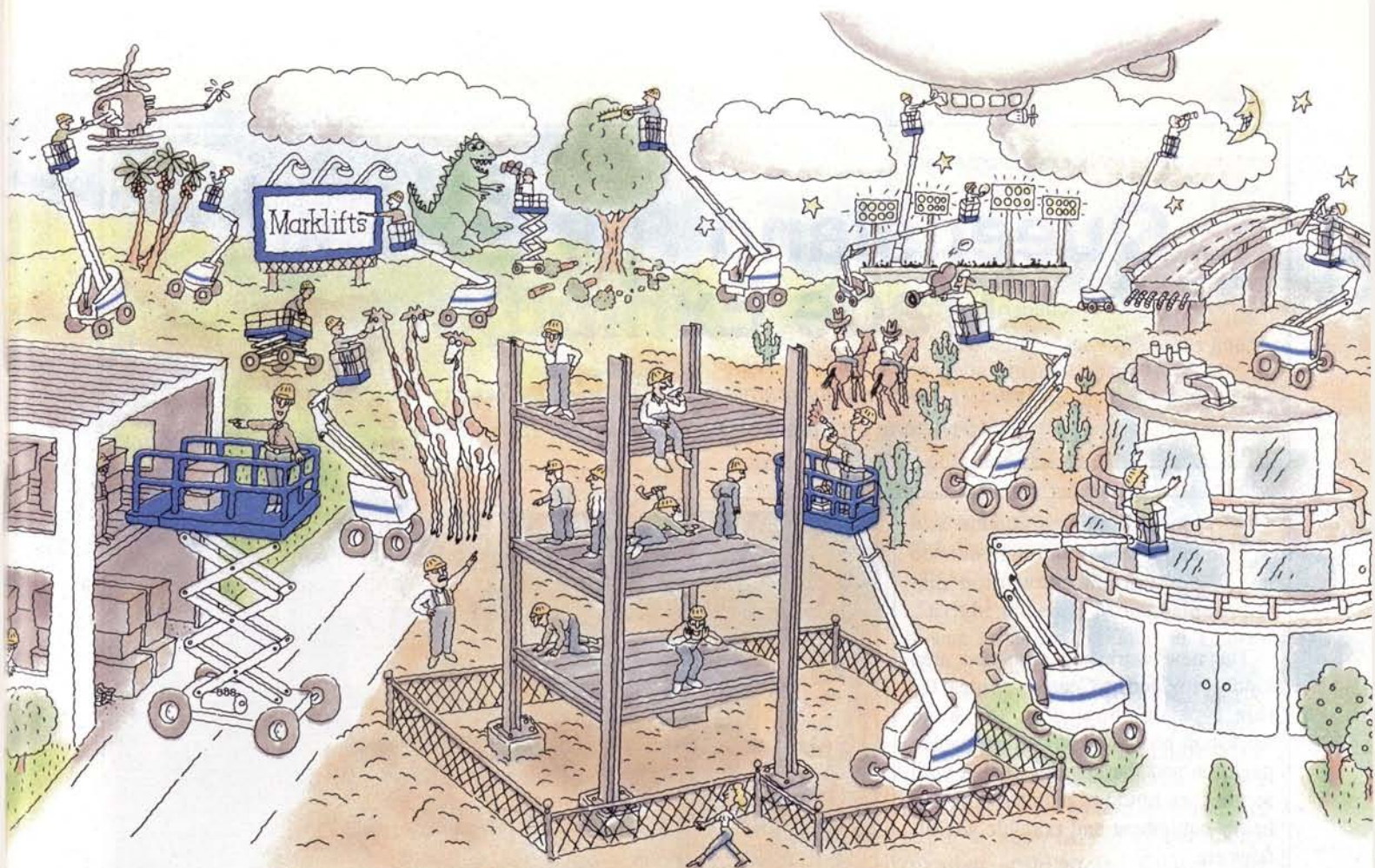
The latest 2000 kVA container

2000 kVA is a single container and still only with a maximum noise level of 85 DBA outside. The V16 diesel powered Aggreko model HC40 once again takes the lead in generator power design.

For the more technically minded the V16 diesel operating at 1500/1800 r/min producing a nett electrical output at 1825/2000 kVA continuous and 2000/2187 kVA standby in accordance with ISO, BS and DIN standards. The powerhouse is a 40ft ISO container - specially designed and configured but still conforming to the ISO exterior for ease of transport.

The HC40 - Hushpower Container is, like all Aggreko units, a portable stand-alone generator house which comes with its own on-board cooling system, control cubicle and switchgear, and of course fuel storage. The 4000 litre capacity allows continuous full load operation for nearly eleven hours at 1500 r/min... before topping up from an Aggreko portable bulk fuel storage tank which can also be hired from the fleet.

Standard features include a heavy coat of epoxy resin for the alternator windings, generously sized radiator and cooling system, spark arrested on-board exhaust silencing engineered into the roof assembly, separate fan assisted generator room ventilation with acoustic louvres, finished in zinc rich primer with two-pack epoxy enamel and both personnel and main doors for ease of access.



What's blue and white and spotted all over?

Marklifts, that's what. We paint them blue and white and with 30,000 in use (that's 50% more than the closest competitor) they're very easy to spot.

You'll see Marklifts in use building ships and aircraft; doing plant maintenance, construction, building renovation. Shooting videos. Even changing light bulbs.

You'll spot different types of Marklifts, too. Nearly 50 of them. Scissor lifts, construction booms, industrial booms and knuckle booms. Working at heights from 15 to 106 feet (4.57m to 32.31m).

Why so many Marklifts? One important reason: studies have shown that with constant, daily use in the rental market, most aerial lifts

only last an average of 3 years. Marklifts built 10 years ago are still going strong. The next

logical step for you could be to simply determine which makes more sense—renting a Marklift or owning one.

In either case, no one gets men and materials off the ground with more safety and reliability. Find out how easy it is to place a Marklift in your operation. Call (02) 833-1909 or fax (02) 833-1904. Or write to M.I. Australia Pty. Ltd., Lot 11, Plasser Cres., St. Marys, N.S.W. 2760.



 **The Marklifts.®**
A Product of Mark Industries U.S.A.

Queensland Region mini Trade Exhibition

Held at Coates newly renovated main depot at Coopers Plains, Brisbane on the weekend of November 18th - 19th.

This was our first attempt at a major trade exhibition outside our normal convention display.

The new workshop and yard area kindly provided by Coates was ideal for this type of show with the huge workshop becoming a well lit display pavillion and the abutting sealed yard serving as outdoor display area for heavy equipment and portable site offices etc.

Normal weekend hire activity was handled by the other Coates branches giving the Association and exhibitors a clear go for the full two days.

The 46 exhibitors that displayed their products are to be congratulated for putting on such a professional display for the benefit of the general equipment hirers of our association.

It all went off without a hitch and was generally regarded as an unqualified success.

Some exhibitors did express disappointment at the attendance numbers but all agreed that the quality of 'lookers' was very high - hire people who normally would not have had the time enjoyed the luxury of looking and buying at a leisurely pace.

Once again we have to congratulate country members who travelled long distances to attend while many from the greater Brisbane area stayed away. (Come on metropolitan members, support YOUR Association).

The exhibition continued through Saturday afternoon to the happy hour when exhibitors and members enjoyed informal drinks together before the BBQ dinner which was sponsored



Danny Scott (white shirt) from Flextool Hire inspects the Hitachi tool range.
Jan Milton (Cranford Products) standing at rear on Cranford stand talking to clients.

by the suppliers.

Lucky door prizes drawn at the BBQ included a weekend for two at "Ramada Inn" on the Gold Coast, won by Doug Smith of Active Hire and a second weekend for two this one at Halliday Bay, Mackay was won by Rob Elder of Instant Scaffolds. Both of these prizes were donated by Denise Telfer of "Odyssey Travel".

A 10mm Cordless Drill donated by Flextool was won by Phil Reid of Logan Hire while a second drill donated by the Queensland Association was won by Ross & Carol Ford of Affordable Hire.

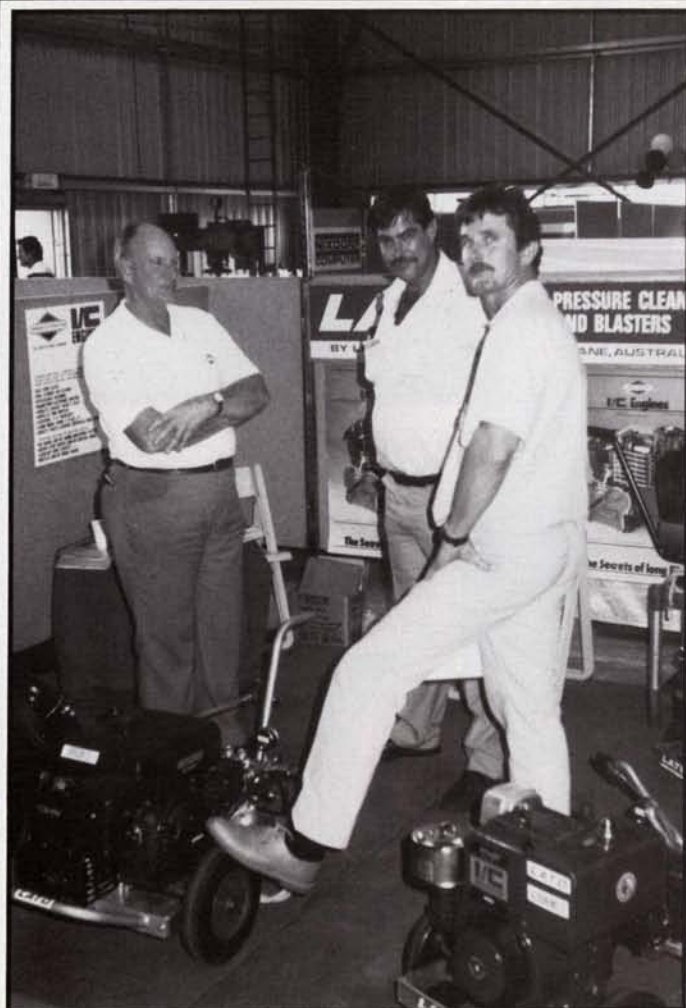
Treasurer, Rosemary Miller of Logan Hire together with family and committee ladies organised the food whilst Scott Walker of All Site Rentals

did a great job with the cold drinks as well as supplying the toilets for the weekend.

Breakfasts were an unexpected surprise being supplied on Saturday by Cordukes Hire at their premises just down the road from Coates (by coincidence Cordukes 10th Anniversary fell on this day). On Sunday morning food left over from the Saturday evening BBQ was cooked by Rod Mansfield providing a hearty breakfast for all at Coates before opening of the equipment display.

Queensland Secretary, Linda McInnes was information clerk and bar lady while National President Ron Wyatt & wife Denise (Flextool Aust) took turns with Brian Telfer (Active

Continued page 11



Left to right: Neil Lawson (Briggs Stratton), Kev Topp (Lato Industries) and Dave Miller (Millers Hire, Mackay NQ).

the association and the hire industry generally.

Many of our visiting southern members are very often surprised to find just how far our Northern group is from Brisbane.

We usually offer a reference gauge by saying that Brisbane to Mt. Isa is the same distance as Brisbane to Tasmania! Most are surprised.

Our Western Australian cousins must feel even more isolated, not only do they have a vast state but they have vast distances to travel to the eastern states.

Bright and early Monday morning it was business as usual at Coates Coopers Plains.

No one would have known that it had been anything but a regular weekend - except Association State President and Coates State Manager, Rod Mansfield and his capable secretary Yvonne Cook together with all the Coates staff who prepared and cleaned up the venue.

From page 10

Hire) at the BBQ cooking.

Ian Kennedy (Tilt Tray Transport) as always with a big smile, was there to help and advise with the setting up and dismantling of fixtures.

Cold room and table cloths were supplied by Moreton Hire and PA System by Gaytone with Geoff Gay supervising installation.

The success of this and all association activities is due to this type of dedication that in many cases goes unrecognised — to these people we say thanks.

Having been stimulated and motivated by this show some suppliers have expressed interest in displaying at the 'Northern Roundup' held in Townsville each year by the very friendly Northern members of our association.

If this comes about it will be a great step forward and will further strengthen

It all went off without a hitch and was generally regarded as an unqualified success.

Below: Flextool stand - Ron Wyatt talks to Dave and Noelene Eastwick of Gympie Hire Service.



“The last thing I need is an edger that knocks off before I do - that's why I use a Kawasaki.”

“On a hot afternoon, with one more lawn to do before quitting time, the last thing a bloke needs is an edger that wants to knock off early. My Kawasaki puts in a full day's work every day - there's no argument about who's boss.”



Cut-depth and wheel-angle controls are under your fingertips on the handlebar - no more bending down to adjust the edger.

That's what Frank Merino, professional gardener, had to say about his Kawasaki HE130A - Australia's only truly purpose-built edger. Featuring a powerful 3.1hp engine and ultra-reliable electronic ignition, the HE130A has been designed to take the toughest jobs in its stride.

We'll leave the last word to Frank:

“You won't believe how much easier edging with a Kawasaki is until you've tried one.

For commercial or home use, you need the edger that doesn't quit until you tell it to.”

The HE130A's drop wheel system takes the effort out of kerb-side edging.

Kawasaki

The Power behind the pros

Distributed in Australia by: **Kawasaki Motors Pty Ltd**

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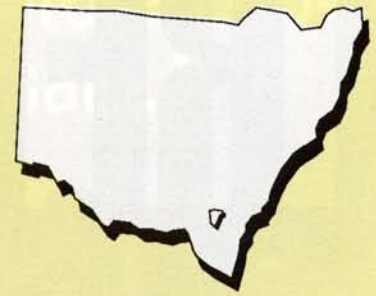
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THE MOLE CAN DIG IT!

New South Wales Report



Well, this year is quickly drawing to a close *what do the 1990's hold for the hire industry?* Come along to the Principal and Management Seminar and find out!!

Date: Wednesday, 29th February, 1990

Venue: Park Royal, Parramatta

Format: Stimulating Seminars with speakers such as the likes of
- Alan Carroll who will enlighten us as to the economic climate for the '90's.

- John Lees who will motivate and captivate you all!

Small Business Association will address you the finer details of managing a small business (a must for the smaller hire company!).

- John Leard will be our after-dinner speakers who will surely delight his audience with his topic - "Socialism - The con job of the century".

A great day has been planned! make sure you mark it in your calender now!! Brochure will be sent out shortly.

Help the Association support the members by organising this seminar for the benefit of you - and support the Association by attending this annual occasion!! It is a great way to meet other members, discuss ideas and problems!! Let's see some new faces there in 1990 - make it your new year's resolution - to support your Association!!

See you there!!

Don't leave it 'till the last minute to register!!!

Yellow Page advertising

The Hire Association of New South Wales conducts a yearly survey of all

companies (members and non-members) who have a display advertisement in the Yellow Pages.

The objective of this Survey is to try to display the need for using Red Highlights when advertising in the Yellow Pages, by recommending to both members and non-members not to use the Red Highlights because of the exorbitant costs involved in doing so.

If we can get an undertaking from companies not to use the Red Highlight then there is no need for it as all companies will be the same and it saves a LOT of money in advertising costs.

The following Hire Sections are surveyed:

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

Please give careful consideration to the non-use of Red Highlights when you next advertise in the Yellow Pages.

The Association has had a very good response from both members and non-members in the past - **Let's stick together - and reduce advertising costs for all!**

Training Seminar 1990

Following a Meeting between the Association and Ron Mobbs & Associates, the course director for the very successful Supervisory Training Seminars held earlier this year, the following courses have been arranged for 1990.

It is preferable to have attended the introductory course before following on with these proposed courses for

1990. If there is enough interest shown from members wishing to send staff to the introductory course we will organise it.

Mark the following dates in your calender now!!

19th & 20th February, 1990 Recruitment & Selection of Staff (2 Day Course)

17th & 18th April, 1990 Cop, Coach or Counsellor

12th & 13th June, 1990 Negotiation Skills

6th & 7th August, 1990 Problem Solving and Decision

3rd September, 1990 Occupational Health, Safety & rehabilitation

29th October, 1990 Focusing On The Customer

3rd December, 1990 Communication & Leadership.

These dates have been planned to coincide with the rostered days off for the building industry in 1990.

These Seminars are limited to 20 participants, so do not delay, as soon as the brochure comes out please REGISTER RIGHT AWAY!!!

If any Country member wishes to send staff to these Training Seminars, but are unable to send them into Sydney, you may contact me on 634 2964 and request that a Seminar be held in the Country. Ron Mobbs is prepared to travel for a Regional Seminar.

We would need at least 15 registrants to make a regional training course feasible. So why not get together with other Country Members who are interested to discuss this possibility, AND LET ME KNOW!!!



Manufacturers of traffic control equipment

- ★ **BARRIER BOARDS — PVC and Timber**
- ★ **BARRIER LEGS**
- ★ **FLASHING LAMPS — Steel and Plastic**
- ★ **TRAFFIC CONES**
- ★ **SIGNS — Roadwork and Safety**
- ★ **PLASTIC SAFETY FENCING and STAR POSTS**
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Welshpool 6106
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EQUIPMENT AVAILABLE AUSTRALIA WIDE

'Hushpower Down Under'

Whelans turn to scat trak



One of the four Scat Trak 1300HD Skid Steer Loaders.

Melbourne hire company, Whelan Rentals, have recently expanded their fleet of skid steer loaders with the addition of four Scat Trak 1300HD Skid Steer Loaders.

Reasons cited for the selection of the Scat Traks were ease of service, simplicity of design, and importantly, in-built safety features such as a seat bar which provides passive operator restraint and locks out hydraulic controls and drive when in the raised position.

For further enquiries, contact:

Intrac (Sales) Pty. Ltd.,
256 Princes Hwy., Dandenong,
Tel. (03) 791-3300.

Bosch adds new angle grinders

Bosch has expanded its range of quality, super heavy duty angle grinders.

The major feature of the new models is the quick-change wheel-clamping system. No spanner is required.

The user simply swaps wheels with a twist of the fingers, the company says.

With many new features and new style housing, Bosch is confident the GWS models will set a new standard in the competitive angle grinder sector of the power tools market.

The compact, ruggedly built GWS 23-180S (180mm wheels) and GWS 23-230S (230mm wheels) deliver 2300 watts of power, making them the most powerful angle grinders in the "blue" heavy duty Bosch range. The GWS 20-180 (180mm wheels) and GWS 20-230 (230mm wheels) and only 4.8kg, provide 2000 watts of power.

Another new feature is the tri-control safety switch which ensures the grinders cannot be switched on accidentally.

There is also a newly-developed safety guard. When the guard is fitted into its location slot, only the correct size wheel can be fitted. The guard cannot slip and foul the wheel, Bosch says.

Other new features include a third fixing thread for the auxiliary handle, a rotating gear housing, an angled hand grip to reduce fatigue, and tougher, more dust resistant insulation in the motor.

A full range of Bosch Accessories is available for the new angle grinders contact Robert Bosch Aust Pty Ltd All States.



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



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(08) 234 2000

ASPIRINS — In — Insurance

But if pain persists, consult your broker!

One glance at the language and grammar of some insurance policies finds us reaching for an aspirin. The words communicate all right — they tell us we're feeling stress, as we try to decode paragraph 32(b)(iii) into 27 possible meanings of exclusions or are they inclusions?

Whatever they are we fear we're in trouble if there's a claim. And some proposal forms they're more personal than proceedings through the Family Court. So what follows in this article is some of the "hysterical" background to the insurance triangle of client, insurer and intermediary. Then in a second article we can peek at how the law sees us squaring off across today's insurance contract, and some of the quaint expressions with which we politely abuse each other if our claim ends up in a court dispute.

But remember, if pain persists consult your broker, because legally a broker represents you not the insurance company most of the time. And when he is acting for the insurance company he has to tell you before you enter into the contract.

The Bad, Bad Old Days - Before 1215 AD.

Insurance is an old business. It involves contracts and contracts involve the law. From time to time the law falls behind what the community demands, so rather than go into battle, the law, one way or another gets changed. An early example benefitting insurance buyers today is:

MAGNA CARTA - the local gentry in England got fed up with rule by the King. Different King, different rule;

caused a lot of confusion. In 1215 they cornered big bad (King) John and with the odd point prodded home in metal, persuaded him to sign the Big Charter. Magna Carta stopped the King making rules without going through Parliament, and started the process of democratic governments operating through Statute Law.

Simply the Bad Old Days - 1216 AD to 1983 AD.

In the simply bad old days we commoners were subject to the common law. To get a result our complaint had to fit a particular WRIT. Everything was neat and tidy but a lot of us didn't get much satisfaction from the courts.

We weren't very happy about this, and the fact that in insurance contracts all the clever lawyers seemed on the side of the insurers.

So we complained and became part of the consumer movement, and with the growth of marginal seats in Parliament some smart politicians thought (over the last 200 years) we might have a point.

Well, Parliament's big advantage is that it can make new law, in one Act sweeping aside the unfair parts of the common law and so respond to the grievances of the community. Or it can carry on as before and lose office.

With a few hiccups along the way, called State's Rights, we eventually got an Act called The Trade Practices Act in 1974, which specifically included consumer protection provisions. This Act prohibited lots of things like force, undue harassment, false advertising, secret commissions, and any conduct likely to mislead us about the product or service being sold.

And for the insurance industry, the Act applied, because it included profes-

sional people engaged in promotional activities. Particularly it became an offence for insurers:

- to represent insurance cover has benefits it does not possess.
- to falsely represent a need for an insurance cover.
- to mislead a consumer about any insurance cover or benefit including half truths, non-disclosure by its employees or agents.

The same year saw The Insurance Act become effective. This Act licensed insurance companies, and through a Commissioner, made sure there was enough money to pay the claims. That was a big step forward, but more was needed to control the many agents and brokers. Some of these had been known to be suddenly scarce when a claim was lodged and the insurer hadn't received any premium.

But real sweetness and light were still 10 years off. 1984 was a breakthrough year for us. The Magna Carta of the insurance contract, and the "big bad John" insurance brokers and agents brought to heel.

By 1986 both The Insurance Contracts Act (1984) and The Insurance (Agents and Brokers) Act (1984) became operative.

The Contracts Act upgrades the common law to protect the consumer's rights, and the Agents and Brokers Act controls insurance intermediaries to improve financial stability, to prevent negligence in advice and conduct.

The upshot is we can legally rely on our broker to decode that paragraph 32(b)(iii) for us. To advise what it means and if we need it. And if so, how much of it we should buy.

December, 1989

Kelso lead the way

The manufacture of Kelso Wheelbarrows by Hills Industries Limited is now fully operational from their factory premises located at 944 South Road Edwardstown, South Australia.

Improved flowline techniques and skilled product planning has created a range of barrows that has strength, durability and finish characteristics that will reinforce the name Kelso as the leader of the wheelbarrow market in Australia.

The pressing of the tray has been refined to eliminate a sharp or wrinkled edge by achieving a proper roll under the lip and the use of polyester powder coat not ordinary paint on the mild steel trays. All models are also available in strong galvabond with the metal thicknesses setting a new standard for builders and domestic Barrows.

Master Builders

Our Flagship model the XHD has a 1.2mm thick Galvabond Steel Tray finished in durable powder coat. The Tray is attached to the Running Parts by external "Loc Fast" bolts fitted with a 7mm slotted base board. Sealed wooden handles and wedges, flat steel legs and stay/nose guard/crane hook. Specification of tray is 950mm x 710mm x 280mm 4 x 8 pneumatic welded steel wheel, block pattern 16" diameter.

Master Builder Units are colour coded to identify models.

Kelso	Hills	Tray	Running Parts
KB88	XHD	Blue	Blue
*KB84	HD	Orange	Orange
*KB80	S	Red	Red

* Galvabond Tray Model Also Available.

The "Tradesman" has the same dimension as Master Builder Units but has a strong 1" water pipe straight through handle, supported by a unique rectangular tube spacer.

The range is completed by a 4 C.F.T. Model (14" diameter pneumatic welded steel wheel) "Handmaster" and a 3 C.F.T. Model (12.5" diameter welded steel) known as "Gardenmaster".

All units are now available ex our Branch Sales office in each State by phoning Hills Industries Limited in QLD, NSW, VIC, SA, WA AND TAS Enquiries welcome.



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

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HIS SAUSAGE FACTORY HIT A SNAG. John Fitzpatrick needed a loan to start his gourmet sausage business, so his bank lent him part of the money. "But not a sausage more." Luckily, John was recommended to the Commonwealth Development Bank. We recognised his potential and helped him to get the business really sizzling. So if you want the full picture, ask about us at your own bank, or 'phone the CDB direct.

Toll Free 008 011164.



**COMMONWEALTH
DEVELOPMENT
BANK**
Developing Australia.

Handy Hint Electric jack hammer test pad

Testing electric jack hammers before hire has always been a problem of sorts - most hire workshops have chipped sections in the concrete floor as a result of hammer testing.

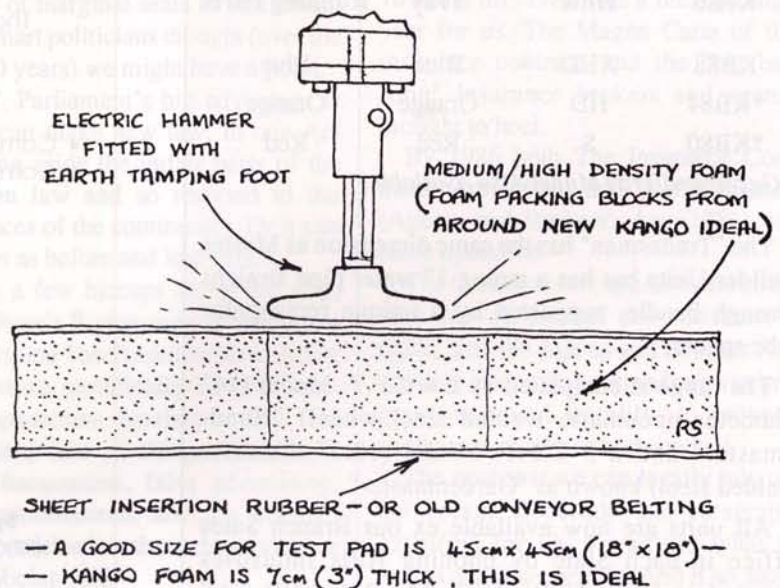
This test pad will solve the problem - I was shown the idea by long time "Handy Hint" contributor Owen Staines of "All Hire" at East Brisbane.

They are easy to make and Owen says they have used one for years without a problem.

The design is generally as described in the drawing, use contact glue to stick the foam blocks together and to stick the foam to the insertion rubber.

The new gel type contact is easiest to use, don't use contact glue on rainy days - it may not stick.

Happy hammer testing!



Stanley Bostitch launch new screw-nail

Stanley-Bostitch, one of Australia's largest manufacturers and suppliers of collated nails and staples to the fastening industry, have recently developed and released a revolutionary pneumatically operated screw-nail for the lightweight steel framing and assembly industry.

The tool is designed to take a range

of screw nails from 18mm to 38mm in length in either low profile hexagon heads or bugle counter sunk heads.

The uniqueness of this tool is its ability to drive and screw in one operation resulting in excellent tensile and shear values.

Such applications as light sheet timber flooring to steel sub-flooring, gypsum sheeting to steel studding - cor-

rugated steel decking and a wide variety of wood to metal and metal to metal applications.

Bostitch believes that this type of equipment ideally suits the hire and rental business and, with Sales and Service locations in every capital city and six other major locations, is well placed to provide the back-up for introduction of this new equipment into the industry.



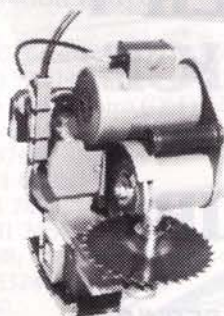
Fastening 26 gauge corrugated steel decking to 12, 14 and 16 gauge steel joists. Use standard socket.



3/4" plywood sub-floor being fastened to 14 and 16 gauge steel joists. Use special toothed plywood socket for below-flush fastenings.



1/2" exterior gypsum sheathing fastened to nested (double thickness) steel stud. Below-flush application of interior gypsum board is made using special gypsum socket.



SHARPLINE MkV UNIVERSAL GRINDER

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14 Railway St., Booval, Qld. 4304

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TAP INTO A NEW PROFIT AREA

This extremely easy to use, versatile machine, can now be the start of a whole new concept of business. It brings specialised sharpening into the reach of everyone, from the Building, Saw Milling, Woodworking, Tool Hire and Domestic areas to the Sharpening Shops, Power Tool Repair, Hardware Stores, Mower Shops or for In-House sharpening. All jigs and grinding wheels are supplied with the machine.

You can now sharpen those Tungsten Carbide Tipped Saw Blades and Router Bits, Electric Planer and Buzzer Blades, Chisels, Hand Plane Irons, Knives, Scissors, Shears, Hole Saws, Face Valves, sharpen Twist Drills, Saw Chain and Dress and Regroove Chain Saw Bars.

ALL THIS AMOUNTS TO BIG BUSINESS

The Industrial Relations Commission has given employers a bonus!!!

Anthony Walton is an Industrial Relations Consultant who is vitally interested in encouraging employers to use the opportunity offered by the recent National Wage Case Decision.

Mr Walton specialises in assisting employers to negotiate increased productivity in their workplace, in return for the increase in wages awarded to employees by the recent National Wage Case Decision.

"The National Wage Case Decision allows the employer and the employee to reach a WIN/WIN result with their negotiations". Mr Walton said. "Employers have a great opportunity to reduce labour costs and achieve real benefits for their businesses, while employees will have increased opportunities and incentives".

Mr Walton is well qualified to represent the employer in discussions with the unions. He has up-to-the-minute information regarding the Wage Case, and a wide variety of experience and expertise in communicating with all levels of management. Additionally he can provide the broad perspective of each industry, necessary for individual firms to stay competitive.

In the fifteen years of Mr Walton's involvement in Industrial Relations, he has seen many confrontations in the work place, usually related to wages or working conditions. His extensive experience as an Industrial Advocate has allowed him to view industrial problems from all sides.

He sees this recent Wage Case Decision as historic. Not since the awards were introduced, prior to World War II, have employers been provided with an opportunity to adapt working conditions to suit the specific needs of their businesses.

The Decision allows each individual business owner flexibility to change an award so that it meets the needs of that particular establishment. The changes may be privately negotiated with the union, and then registered as an ap-

proved agreement.

Employers are not the only beneficiaries. Employees will now have greater scope to develop their abilities and to create career paths appropriate to their skills. This will also provide an incentive to employees to increase their skills.

The enterprising employer will not just give a shrug of the shoulders and ask, "How much is it going to cost me this time?" Here is a real chance to reduce labour costs, provide employees with true incentive, and to make each business more cost-effective.

Mr Walton now acts as a private consultant negotiating with unions on behalf of the individual employers. Since the Wage Case Decision he has worked with many establishments, from large corporations to small privately owned businesses. In each case he has been able to develop individually tailored plans, with results which each party has found

acceptable, and suitable for union registration.

The National Wage Case Decision enables negotiation in the following areas:

- Establishment of skill related career paths for employees;
- Incentives for employees to have a broader range of skills;
- Reduced classifications and a more flexible workforce;
- Flexible working hours - elimination of the spread of hours;
- Reduced penalty payments, shift allowances;
- The ability to engage casuals without payment of penalty rates on weekends, or after hours.

Mr Walton's Industrial Relations Consultancy provides a personalised, continuing and consistent approach towards harmony and productivity in a cost effective work place.

FORKLIFT SERVICE & REPAIRS

★ PROMPT ON-SITE SERVICE

★ NO-OBLIGATION QUOTES



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FORKLIFT & MACHINERY

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Incorporated in Victoria

JOIN OVER 200 HIEMEN. PUT "HARIB" JUST BEFORE "PREMIUM" \$'s

HARIB arranges top insurance cover for *OUR* industry.
With insurance due, don't cover yourself short, or pay
over the top.

JUST FOUR VALUE PACKED REASONS:-

- HARIB works for Hiremen.
- HARIB is owned by Hiremen.
- HARIB profit comes back to Hiremen.
- HARIB supports Hiremen through the Hire and Rental Association of Australia.

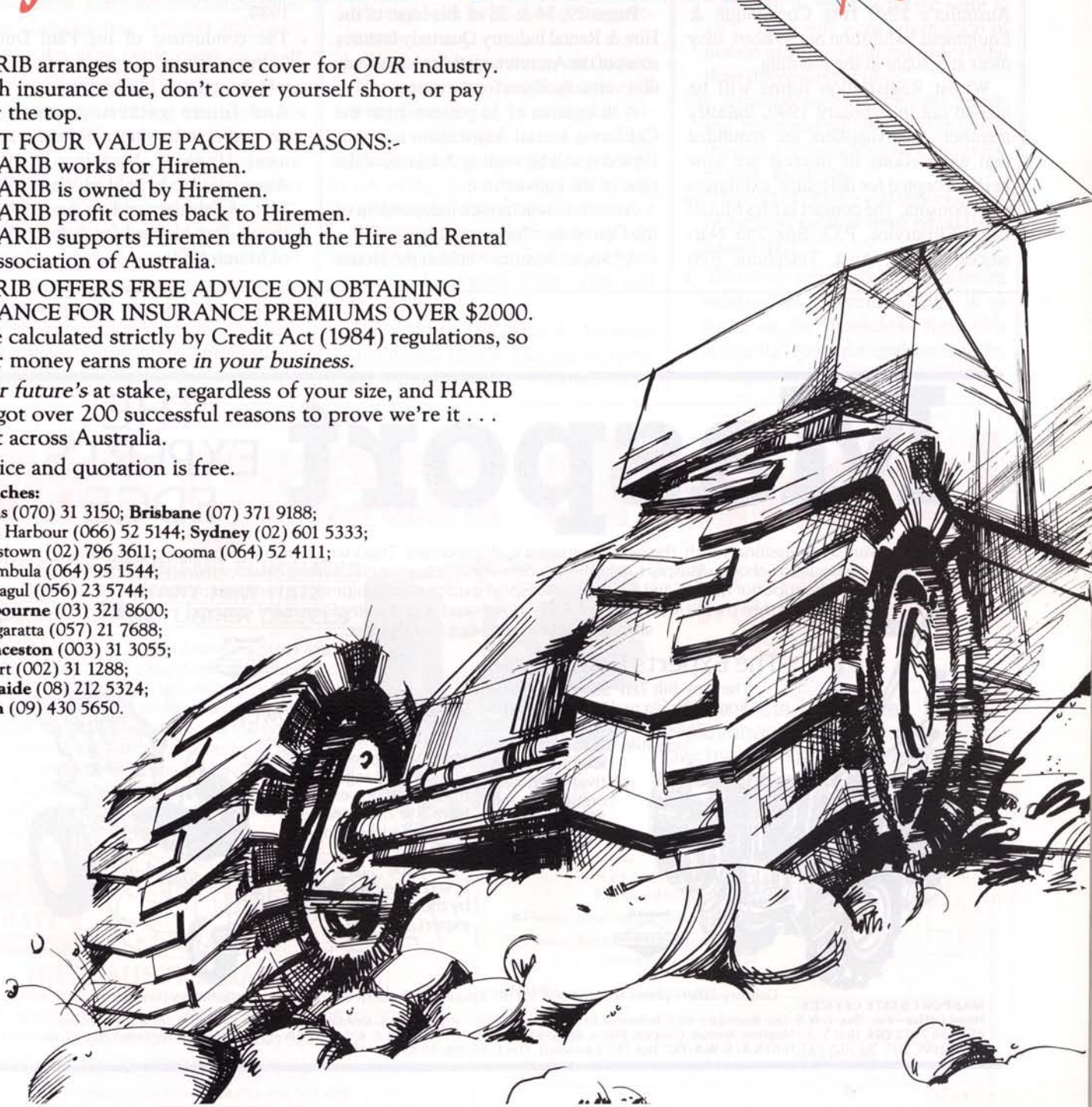
HARIB OFFERS FREE ADVICE ON OBTAINING
FINANCE FOR INSURANCE PREMIUMS OVER \$2000.
Rate calculated strictly by Credit Act (1984) regulations, so
your money earns more *in your business*.

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



The Planning Committee for South Australia's 1990 Hire Convention & Equipment Exhibition are so keen, they meet at 6.30am in the morning.

Whilst Registration forms will be mailed out in February 1990, Industry members and suppliers are reminded that expressions of interest are now being accepted for delegates, exhibitors and sponsors. The contact is Mrs Muriel Ellis, Elliservice, P.O. Box 753 Norwood 5067 S. Aust. Telephone (08)

315687 Fax (08) 364 1968.

Pages 29, 54 & 58 of this issue of the Hire & Rental Industry Quarterly features some of the Accommodation and convention venue facilities for the event.

A delegation of 36 persons from the California Rental Association has confirmed it will be visiting Adelaide at the time of the convention.

Association activities independent of the Convention have encompassed:

- A "Social Seminar" held at the House

of Chow on the 27th of September 1989.

- The conducting of the Paul Dunn "Phone Right" Training Session which attracted 130 registrants.
- And future gathering covering general membership will be the Annual General Meeting of the Association to be held on Wednesday 21st of February and an Association Picnic Day planned for Sunday 25th of March 1990.

Masport

THE EXPERT'S EDGE

When you want a professional finish, the right equipment is all important. That's why so many landscape and gardening specialists choose Masport. Whether it's clearing up, clearing out, cutting down or merely maintaining, the superior quality and function of Masport garden care equipment gives the expert's edge. And then there's Masport's reliability, power and affordability. Even more reasons why Masport has the edge over the rest.

The Expert's Powerhorse

The Troy-Bilt 7HP Standard Horse Roto Tiller is a real Masport macho machine. Gutsy, reliable and versatile—it's the edge you need for expert cultivation, power composting and seedbed preparation.



The Expert's Mower

There are six models in the Masport commercial mowing equipment range to choose from. With power option from 5 to 12HP and cutting widths from 24" to 28" they're the first choice by the expert.



MASPORT STATE OFFICES

Head Office—Vic., Tas. & N.T. Cnr. Boundary Rd & Industrial Drive, Braeside, 3195. P.O. Box 533, Mordialloc, 3195. Tel: Sales (03) 586 7722. General (03) 586 7777. **Old.** Unit 5, 20 Meadow Avenue, Coopers Plains, 4108. Tel: (07) 274 2422. **N.S.W. & A.C.T.** 115 Silverwater Road, Silverwater, 2141. P.O. Box 142, Ermington, 2115. Tel: (02) 647 1100 **S.A. & W.A.** P.O. Box 180, Eastwood, 5063. Tel: (08) 79 8379.

MBM 0417

Carroll Partners International looking at the early nineties - a review of the Melbourne Convention Address

Ogilvy & Mather/Roy Morgan Research Centre have developed a model based on different values, attitudes and patterns of thinking, which looks at Australia through 10 different windows. Set out below is a brief description of each of the 10 segments. Each week Morgan Research interview 1,200 Australians. The segmentation database now contains over 100,000 interviews and is the most comprehensive of its kind in the Asia Pacific region.

At the Hire & Rental conference we used the segmentation model to highlight to the participants the dangers of belief that there is a "single market place" or such a thing as "the consumer".

Generalizations and a "shot gun" approach to marketing are expensive, inaccurate and mostly a waste of time.

Knowing **who** your target niche is and how they are responding to their external environment is critical. Not all consumer segments are effected or move in the

same directions in response to changes in the economy.

Ten propositions for the Hire & Rental Industry for the next three years:

i. There will be an increased focus on the "home" and therefore the home improvement section of the industry will grow.

ii. A slow-down in new commercial building and a shift of major building activity will be to home improvements.

iii. There will be a refocus on quality. When times are tough, people will want to know that the product or service is worthwhile.

iv. A strong focus on negative gearing.

v. As we age (as a society) the young optimists will move into the inner city areas previously inhabited by elderly people (basic needs). They will spend money developing these units and townhouses.

The middle-aged group in Australia (traditional family life) are entering the second half of their life and look-

ing to move into a new home/units (without the kids).

vi. Household size is declining and people are tending more to establish the home as an "environment" rather than a "place".

vii. With the widening gap between rich and the poor in Australia and the tough times, the demand for equipment will increase as people want to DIY. They will want information of how to use the equipment and expand their improvement ideas.

viii. As people seek to escape the crowding, noise and pollution of the cities, they are moving into rural settings out of town locations.

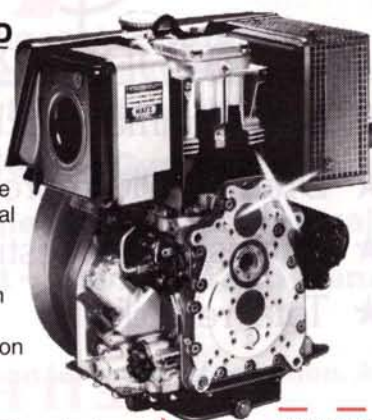
ix. The cost of money will stay extremely high, so caution must be taken to ensure ROI.

x. Different segments have different needs. The recommendation is to focus on the "household formation segments" (conventional family life, young optimists and look at me).

No great shakes!

VIBRATION PROBLEMS ELIMINATED BY REVOLUTIONARY NEW HATZ DESIGN FOR 1-CYLINDER DIESELS

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Queensland Report

The Queensland Hire And Rental Association



Workplace Health and Safety Act

The Association has engaged the services of the National Safety Council to examine and assess the needs of members in order to comply with this Act. The N.S.C. will be given free rein to examine 3 hire companies and to report back to the Association with their findings. A draft Policies and Procedure Manual will be developed which will include an employers duties of care, a suppliers of hire equipment duties of care, and a provision for safety of customers on a hirer's premises.

The Management Committee believe

it is vital for all members to be alerted to the severe penalties of the Act and to provide the members with sufficient information in order to prevent prosecution.

Mini Trade Exhibition

The mini trade exhibition was held on 18th-19th November at Coates Hire premises at Coopers Plains. 46 Suppliers presented a first class exhibition for the members, some of whom had travelled from Darwin and Cairns in the north, Ballina in the south, and Roma in the west. I'm sure all members who were able to attend gained some worthwhile knowledge of available products.

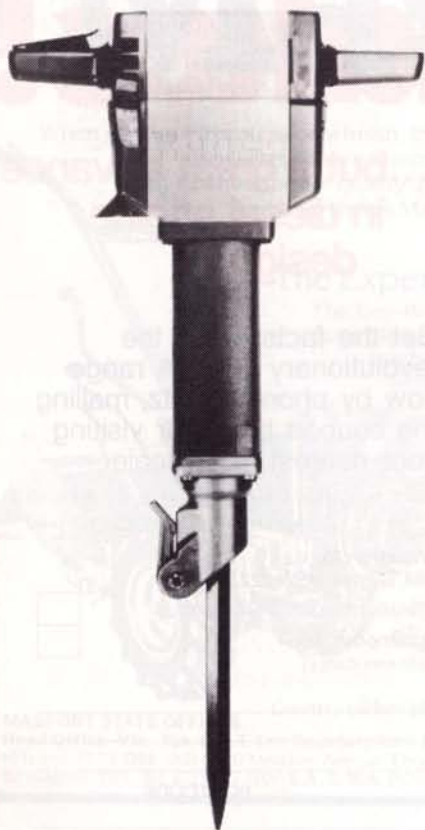
Party Hire Workers' Compensation Premiums

The Association has written to the Workers' Compensation Board and asked for a review of the premiums currently being paid by the party hirers whose staff members come under the same category as crane drivers and general hirers despite the fact that their work is far less hazardous.

Chemical toilet cleansing

The Association is lobbying the local shire councils in an endeavour to remove the current by-laws which require council contractors to cleanse members chemical toilets.

Continued page 39



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FOR SAFETY'S SAKE-USE THEM!

Cat Backhoes steal a march

NSW and ACT Caterpillar dealer, Gough & Gilmour, has written orders for 40 Caterpillar backhoe loaders for sales of more than \$4 million, representing almost 50 per cent of the market, within three months of implementing an innovative marketing programme.

Gough & Gilmour marketing director, Tony Gilmour, said industry response had been immensely gratifying, and consistent with the company's belief that backhoe loaders were one of the big growth markets of the future.

"And we believed that this and other growth markets would open up to us when we developed an image of service-orientated interest in clients who are in the market for machinery large and small," Gilmour said.

"The Cat 428 sideshift, and the 416 and 426 centre-mount loaders, embody state-of-the-art technology flowing from a 10-year product development programme. To get them into the market we created a package that illuminated

our service-orientated stance."

The programme includes:

- **Loader Service and Loaner component.** Any operator booking any backhoe unit of any make for Gough & Gilmour's Flat-Rate service is entitled to borrow a Cat 428 for comparison. While the Cat is on trial, full service on the other loader is carried out for \$175. Then, if the loan Cat has sold itself on performance, Gough & Gilmour has the finance package including a buy-back guarantee.
- **Plus III Warranty.** This warranty protects the owner for 5000 hours or three years, with such features as guaranteed parts availability within 48 hours failing which, and at the owner's request, Gough & Gilmour undertakes to supply the part/s free. This component also includes an extended power train warranty on parts and labour during the extended warranty period, covering engine (excluding radiator, alternator, starter, compressor and other attach-

ments), drive axles, drive pumps, torque converter, drive motor, transmission, pinion and bevel gear, drive shafts, steering clutches, universal joints, steering brakes, differential, final drive gear chains (up to but not including the sprockets), and transfer gear group.

Interestingly, launch of the programme coincided with this year's National Local Government Engineers Field Day, at which the Gough & Gilmour stand won both the Oscar Peters Award for the best display overall, and the attention of end-users with its controversial comparison of the Cat 428 and Case 580K.

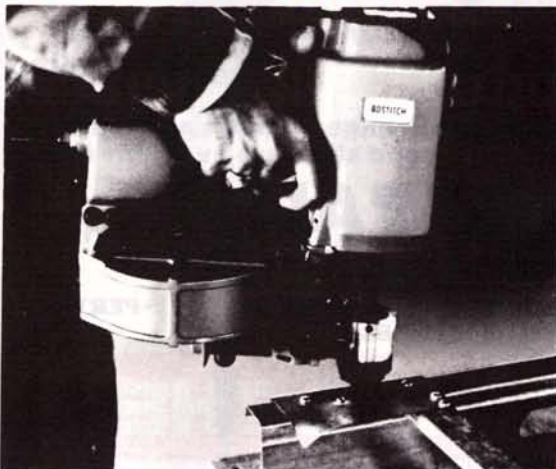
Major components from both were pulled down and the machines placed back-to-back. A display board carried Gough & Gilmour's argument as to why the Cat is a superior machine.

"It was a piece of marketing that reached buyers," Gilmour said. "The feedback's still coming in and it's all positive."

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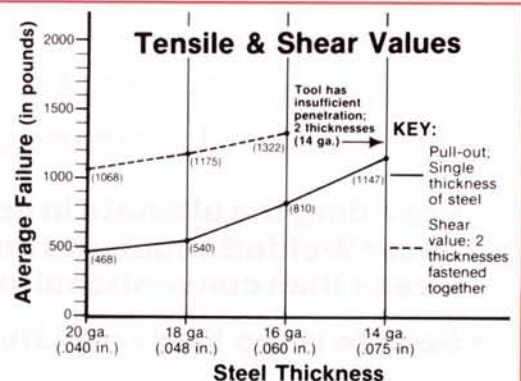


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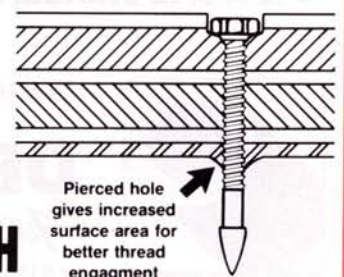
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The Adelaide convention centre means business



*Venue of
this years'
Convention*

When the Adelaide Convention Centre says it means business, it's serious.

The Centre was Australia's first purpose-built venue and remains the front runner in the nation's convention industry.

It has led the way with a number of developments to attract business and the business community locally and around the world.

Marketing consultants appointed in North America and Europe continue to push the facility overseas, while at home, the Centre's new \$15.3 million Exhibition Hall will add an extra 3000-plus square metres of display area.

The Hall opens in February next year but has already caught the eye of conference organisers who have made 6, (67) bookings spanning 408 exhibition day.

In the main hall of the Centre proper, flexibility is the key word. Theatre-style and seating on the flat can accommodate 3500 people for a huge convention.

Raising theatre seats into the roof will create space for a 2000-person banquet, the hall can be divided into five self-contained sections, and meeting rooms around the Centre offer space for breakaway groups.

And all is achievable cost efficiently. Adelaide is traditionally a far less expensive location than the major capitals for any style of event.

However, there are a number of other equally important, but perhaps less tangible, factors which make the facility attractive to businessmen when they consider a venue for a meeting, seminar or conference.

Once here, businessmen need ready, walking distance access to the Central Business District.

The Convention Centre's location within the Adelaide Plaza is only minutes by foot from the hub of the city.

Within the Adelaide Plaza itself most facilities needed are available - Adelaide Casino for a flutter on the tables, five-star accommodation in the Hyatt Regency Hotel and theatre entertainment at the Festival Centre.

Even less tangible but extremely important to some business operations is the guarantee of total discretion offered by the Adelaide Convention Centre.

Business seminars and product launches often demand confidentiality.

Motor companies in particular have chosen the facility for introducing new vehicles to staff, before public launches, partly because of the need to protect products against eyes and ears of competitors.

In its relatively short history, an impressive list of vehicle

makers including Mercedes, Saab, General Motors Holden, Nissan, International Harvester and Alfa Romeo have used the Centre for both public and staff releases making it the vehicle launch capital of Australia.

In all ways the Centre has proven itself the ideal location to do business with confidence, convenience and in style.

The Adelaide Convention Centre means business.

Product liability in New South Wales

The Association has had discussions with H.A.R.I.B. (Hire & Rental Insurance Brokerage) with regard to the proposed changes to Product Liability by the Law Reform Commission.

We have been advised by H.A.R.I.B. that the Law Reform Commission is only proposing changes and that these are being constantly monitored by the Insurance Council of Australia.

There is no need to alter the current Liability Policy until such time as legislation is promulgated, which will take some months.

I must advised members that if you manufacture goods then you should take out Products Liability cover. Hire companies which repair or re-condition their goods are provided with protection under the current Liability Policy so long as this forms a normal part of their hire and rental activities.

You will be kept informed of any progress in this area.

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

Victorian Report



Membership Subscriptions

The annual membership subscription for 1990 is now due and payable. The fee structure is as follows:

- Metropolitan Members
(Area Code 03) -
\$250
- Country Members -
\$150
- Associate Members -
\$200

The increases are somewhat larger than the small increases of the last few years. But this year the level of value-for-money will be higher than ever. The Association has begun to apply a professional approach to serving you and to addressing the problems of our industry. During the last year we appointed David Angus to the newly-created position of State Director. This position, the second salaried position in the Association (after myself), represents the new approach to tackling our problems seriously without over-burdening the honorary Board members and other volunteers.

Enclosed is your 1990 subscription notice. Please, for my sake (so I don't have to send you reminders) and that of the Treasurer (reasons self-evident) pay your subs immediately! When paying your account, please tear-off and return the Remittance Advice, and retain the top half of the account for your own records.

Awards and industrial matters

On occasions members have asked

the Association for advice on awards and other industrial matters. The Association provides its members with a forum for working together on a wide range of issues affecting our industry. However, industrial relations matters are best handled by specialists.

These matters can be complex and have serious consequences if mistakes are made. The Association does not have the resources to provide full services in this area. Employer bodies such as the Victorian Employers' Federation have the staff and the expertise to advise employers on all aspects of employment, i.e. appropriate awards and conditions, superannuation, unfair dismissals, etc.

The V.E.F. Offers reduced membership fees to Association members. It is strongly recommended that you become a member of the V.E.F., or another reputable employer organisation, and utilise their services on application of awards and other employment matters.

If you are already a V.E.F. Member then it is also recommended that you take advantage of the Industrial Relations Audit Service - see attached brochure for further information.

Security

Your Board is disturbed at the increasing level of major theft of equipment from members in recent times.

In order that we can establish the extent of this problem please COMPLETE THE ATTACHED FORM AND RETURN IT TO ME IMMEDIATELY. This matter can only be taken further if we have the facts so please co-operate as there are obvious benefits to all if we display to the authorities the

extent and major nature of these crimes.

Surplus equipment

Just a reminder regarding your surplus equipment and the best way to dispose of it. Following negotiations with the Fowles Auction Group last year the Association will not hold any more annual auctions, but recommends the excellent facilities they offer. For further information about their services please contact me.

Election of National Councillors

If you are a full member (i.e. not Associate member) you will find enclosed ballot papers for the election of National Councillors. Your vote on the green form (initialled by myself) must be mailed back to me. Photocopies and faxes will be declared as informal votes.

Annual General Meeting

The date for this important function has been set for Wednesday, February 28, 1990 at Kooyong Tennis Club - so make a note in your diaries now! Further details will be sent out in the new year.

For sale

Due to ill health Abetta Schwartz Hire, 75 Avondale Avenue, St Albans, is for sale. For further details ring Marie Promm on 366 2463.

Fax number

David Angus, the State Director, advises that his fax line has been installed and the fax number is (03) 752 1088.

Active Hire choose Trilogy

Active Hire is the latest addition to the growing number of Hire and Rental companies in Australia who recognise the superiority of the Trilogy TRACS Hire system.

Active, with two branches in South East Queensland, currently uses the ABM rental system and found limitations in the system which led them back to the market in search of a suitable hire system. The search finally led Brian Telfer, a Director of Active Hire, to Trilogy who offered an exhaustive examination of TRACS, thus recognising the superiority of TRACS in handling his needs.

Active Hire will shortly install an ATS 16 at the main store with 2 branches connected via modern for one - line processing of: -

Contract processing, Equipment tracking, Continuous billing, Equipment utilisation

Brian Telfer explains why he chose the Trilogy system:

"After an extensive examination, the Trilogy system offered the best software and software support, and it represented the best value for money."

Brian also noted that Trilogy demonstrated a clear understanding of his needs and that of the Hire Industry.

The TRACS system handled many of the traditional time consuming and labour intensive functions such as continuous monthly billing which represented immediate savings to Active.

Active Hire has one of the most extensive ranges of equipment in Queensland specialising in scaffolding, barricade hire and construction equipment hire.

Appointment of Managing Director



*Jeffrey Harding, new
Managing Director of
CompAir.*

CompAir (Aust.) Limited is pleased to announce the appointment of Mr. Jeffrey Harding as its Managing Director.

Formerly Chief Executive Officer of Parameters Ltd., Mr. Harding has degrees in Engineering and Economics and experience with Ford Asia Pacific, Frigrite Ltd. and McGraw Edison Corporation, where he was Regional Director for Asia Pacific.

CompAir is a leading Australian manufacturer and supplier of compressed air and mining equipment. It has 17 branch offices throughout Australia with market leading brands including BroomWade, Tamrock, Holman, Rammer, Hydrovane, Driltech, Reavell, Toro, Maxam, Watts, Ultrafilter, etc.



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**FOR ALL YOUR
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Power climber from Instant Scaffolds

Instant Scaffolds solve an access problem yet again for Mellen-Balva, a division of T.A. Mellen Pty Limited, who are the contractors engaged in a building maintenance programme at Rushcutters Bay in Sydney.

Instant Scaffolds have manufactured and supplied aluminium access equipment for over twenty years. Today they have 13 branches across Australia and a team of experienced, ticketed scaffolders capable of solving any access problem, large or small accompanied by a team of seasoned area managers to accommodate access problems.

Mellen-Balva, a specialist concrete repair company, had to obtain access equipment capable of allowing them free movement around all sides of the building at Rushcutters Bay without causing disruption to pedestrian traffic. The solution was a 16 metre Swinging Stage supported by two motors designed by Brett McLean, the Area Manager for Instant Scaffolds.



The power climber from Instant Scaffolds.

The Swinging Stage is a modular platform system capable of an assembled length of up to 18 metres, which has been approved by safety authorities in the United Kingdom, Europe, Asia, Australia and New Zealand. Overseas the system has been adapted to suit applications from maintenance and inspection on bridges, dams, offshore oil-platforms, ships, communication towers, power station smoke stacks as well as extensive building maintenance

and construction programmes.

Instant Scaffolds constructed a platform system for hire to Mellen-Balva which is 16 metres long and utilises their "no bolts" assembly system, allowing fast assembly and strip down. In fact the unit was installed with the roof rig assembly in a mere 4 hours. The unit also has a "walkthrough" stirrup, enabling tradesmen to have uninhibited access to the workforce.

The Swinging Stage is available in 1, 2 and 3 metre platform modules and can be assembled with "multi-deck" connection kits and 45%, 60% or 90% corner units.

Instant Scaffolds have once again proved that they are Australia's leading access problem solver in the industry by supplying this system, a system that provides the contractors with reduced hire and labour costs on equipment that is both versatile and an ideal work environment.

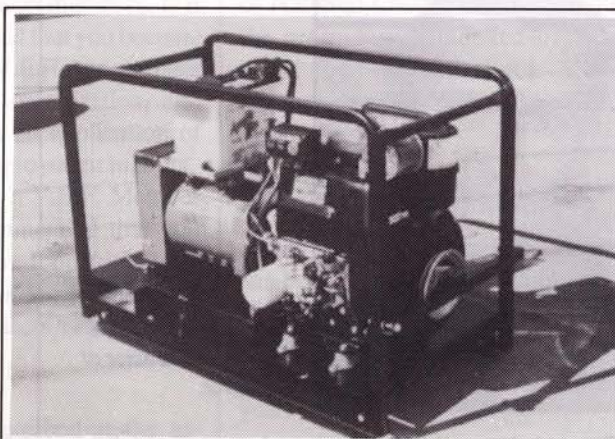
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Combine the mighty power of KOHLER with EUROGEN alternator/welder. This 4 in 1 utility work tool provides a 270 amp. welder at 60% duty cycle, 8 kva, 3 phase, AC 415 volt supply. 3 kva, one phase AC supply, battery charging 12/24 volt, 25 amps., 20 h.p. KOHLER engine which is aircooled, has a 23 litre fuel tank, low oil engine protection, electric start, encased in a heavy duty powder coated roll frame. A real must for any busy maintenance man or factory workshop.

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- ★ No extras or options required, these units are ready to run.
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- ★ Units proven throughout the world. Over 10 million engines sold since 1919.
- ★ Heavy duty roll frame for protection and mobility.
- ★ Twin cylinders with cartridge oil filter.
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- ★ Forced lubrication. ★ Cast iron cylinder.

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Austoft quality shines through!

Austoft Industries Ltd of Bundaberg Qld can look back on 1989 as another successful year for the production of their sugar cane harvesting equipment, industrial gearboxes, skid steer loaders and trenching machines.

Such was the demand for the Austoft equipment, it was necessary to employ a further 90 people during the year bringing the total number of employees to 330.

The Mustang Skid Steer Loader, manufactured by a sister company in the U.S.A. and distributed by Tutts throughout Australia has been in great demand due to improved serviceability, commonality and interchangeability of parts amongst the various models, quieter, more powerful and economical which all adds up to improving the owner/operators profitability.

Mustang have added two new models during 1989 to complement the already successful 940 and 960 models.

These new machines are known as the 920 and 930A models and are the younger colts to the earlier models introduced in 1988.

1989 also saw the introduction of an additional model trencher to the Austoft range called a Mustang TR20.

The first of these machines is currently undergoing evaluation trials with Telecom Australia.

Once this unit has been fully tested, Austoft will be commencing production of machines for both Australia and the export market.

We have a very proud workforce at Austoft who are committed to producing quality machines which are sold worldwide and are looking to 1990 with enthusiasm and confidence.

Masport's professional choice

The Masport Roughmaster commercial mower offers unequalled, reliable performance and operation.

A new, innovative 2 speed drive system provides independent power to each rear wheel. This is controlled by a separate lever on each handle.

Manoeuvrability and control is further enhanced with large diameter, wide wheels at the rear and dual swivelling front wheels. The Roughmaster can be swung around without the need to lift the front of the mower. The turf pattern tyres provide excellent traction while reducing turf damage.

A 720mm (28") cutting width is achieved by a bar and swing back blades which makes short work of the largest lawns and assures an excellent quality of cut.

Ideally suited to this cutting system the Roughmaster is powered by the ever dependable, Briggs & Stratton I/C series vertical shaft motor.

The entire unit is extremely well constructed with grease points at the blade tower bearings and major wear points for easy maintenance.

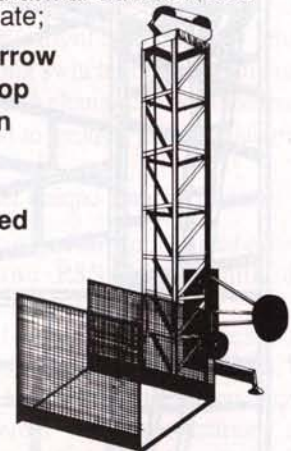
As its name suggests, the Masport Roughmaster is built for hard work - you can rely on it.



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;

- 240 Volt Double Barrow
- Automatic Level Stop
- Overload Protection
- Removable Sides
- Fully Galvanised
- Relocated and rigged again within hours



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

Don't look like a dud. Call Transmission Technology and let them show you how easy it is to supply quality Electric Hoists without worries.

Transmission Technology Pty Ltd

Unit 1/59 Prince William Drive, Seven Hills, NSW 2147, Australia
Phone: (02) 674 1611 Fax: (02) 674 5123

Faster fencing anywhere with Echo engine-powered drill

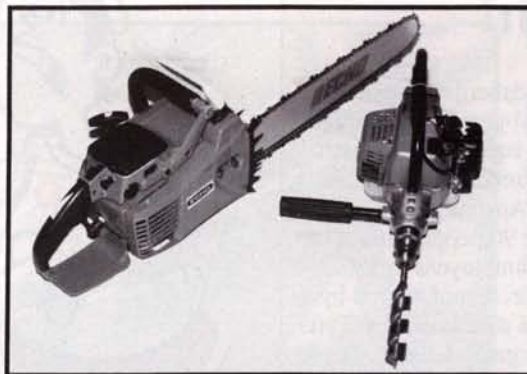
Portable power tools revolutionised farm maintenance, especially the construction and repair of fences. Now, with the release of the Echo ED-200 engine powered drill, farmers can fence even faster and with even less effort.

Light to carry and very easy to handle, the ED-200 provides portable high-torque drilling power virtually anywhere.

This labour-saving tool was developed in direct response to an Australian market need. The ED-200 is ideally suited to farm fencing and timber building construction especially in locations remote from 240 volt or tractor PTO power.

Fitted with a heavy duty 13mm chuck, the Echo ED-200 can be used to drill holes from 10 to 30mm (3/8-1 1/4in.). Heavy duty reduction gearing converts high speed power to high torque for effortless drilling.

Weighing only 4 kg (dry), the Echo ED-200 is very easy to use having a vibration-damped rubber-gripped main handle, a convenient trigger-action throttle, and a second cross-handle



The ultimate fencing team. The ECHO Hardwood Chainsaw and the ECHO go-anywhere Engine Drill.

which can be easily transposed for right or left-handed operation.

Electronic ignition is fitted for easy, reliable engine starting, while a diaphragm-type carburetor keeps the ED-200 running smoothly at all angles of operation.

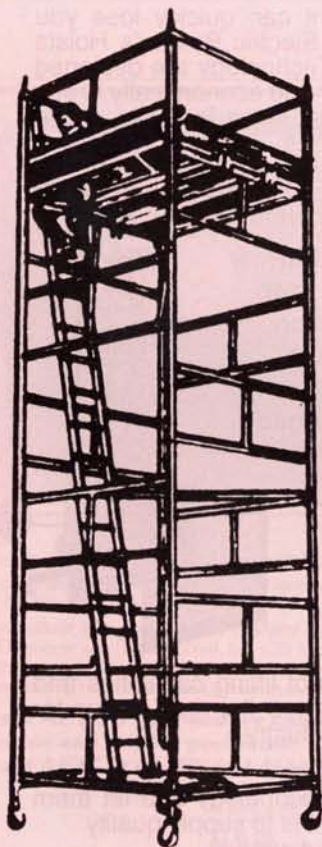
The ED-200 is the perfect companion tool to one of Echo's reliable and popular chain saws from Australia's biggest range of engine powered equipment. Together they form an excellent combination for fencing, timber construction and maintenance providing versatility, high performance levels and depend-

ability.

The product support and national network of servicing dealers provided for Echo equipment by Allpower Industries has helped make Echo one of Australia's top selling ranges of engine powered equipment.

With the introduction of the handy ED-200 drill, the versatility of the Echo range has been expanded even further.

For further information: Mr Keith Billing Allpower Industries Australia Limited (formerly Ariens Echo Australia) 319 Middleborough Road Box Hill 3128 (03) 890 3344.



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Local industry can boost profits with new welding system

Local industries which use welding will be able to improve their profits dramatically by using a new welding system launched in Sydney during November.

The new system was launched at the WeldCon welding conference at Sydney's Darling Harbour Exhibition Centre, by Australia's largest independent welding equipment supplier: MIGOMAG.

In many welding situations, the unique PSS system will make other welding equipment obsolete.

For the first time, a welder will have all welding methods available to him in the one machine.

The new PSS system offers a degree of efficiency and versatility previously unobtainable to Australian industry.

The PSS system is also expected to revolutionise the teaching of welding skills in Australia.

MIGOMAG's Managing Director, Mr Gary Moore, officially launched the Kemppi PSS 3500 and PSS 5000 multi-purpose AC/DC multi-systems.

He said the PSS System was expected to make a huge impact on the welding scene, both in Australia and internationally.

He said: "This is not just an exciting new product. It is something entirely new to the welding world - a breakthrough. No other manufacturer has anything like it."

Mr Moore said one PSS welding machine would be able to replace four or five other machines, at the same time extending workshop efficiency and work capacity.

As well as being able to fulfil all welding requirements, and offering all the advantages of existing Kemppi Multi-systems, the Kemppi PSS 3500 and PSS 5000 provide AC/DC flexibility.

Mr Moore said that while the PSS 3500 and PSS 5000 were technically superior, and versatile in both processes and application, they were also simple



MIGOMAG's unique Kemppi PSS systems are destined to revolutionise welding in Australia.

to use - and as useful to the forward-thinking one-man operation as to a company or Government authority.

He said that, for the first time, technical colleges and corporate trainers would be able to teach all skills using just one machine.

In the case of a technical college, for example, only 20 machines, rather than 80, might be required. At the same time, each new machine would be capable of doing much more than the collection of machines it replaced.

MIGOMAG Marketing Manager, Mr Terence Cunningham, said: "Kemppi revolutionised welding in the 60s with its semi-automatic MIG/MAG equipment.

"It created more excitement in the 70s by producing the world's first multi-purpose inverter current sources. In effect, Kemppi invented welding 'systems', as opposed to single-function machines.

"Of the world's more influential welding equipment manufacturers, Kemppi is perhaps the most future-orientated.

"It is heavily involved in research and development. One tenth of its current workforce is employed on research and development.

"To those who know Kemppi, the advantages of the PSS system are a natural outgrowth of Kemppi's future-orientation. The company is on the 'leading edge' of welding technology.

"The sort of advantages you see in the PSS system are only available from Kemppi. That's a fact. And Kemppi is only available from MIGOMAG in Australia.

"In other words, if you want the sort of technology only Kemppi can provide, you need to talk to MIGOMAG."

The PSS power sources have excellent welding characteristics when using direct current (DC) in MMA, TIG and MIG welding as well as with alternating current (AC) in MMA and TIG welding.

The PSS 3500 and PSS 5000 power sources allow fast change from one welding method to another, so both quality and productivity can be optimised for the specific job at hand.

The automatic current selector of the PSS power source makes welding faster and easier.

The power source gives the required type of current automatically when the operating switch of the welding torch is pressed. A change can be made from one method to another just by changing the torch.

Other unique features include:

- Two wire feed units can be connected to the PSS 3500 when doing MIG/MAG welding.
- Different current types can be selected for the wire feed units. Welding becomes faster when there are different welding operations at the same workplace and the most suitable filler material and current type to be easily and quickly selected.

The PSS power source represents "inverter technology" at its most advanced - and a new opportunity for Australian industry.

Ditch Witch 3500 ideal for hire industry

The Mole Group of Companies, the authorised Australian distributor for the highly successful Ditch Witch range of trenching machines, has just released the new full hydrastatic 3500. This unit is a 35hp machine which, because of its flexibility, ease-of-use, and reliability, is ideal for hire companies.

The large capacity hydraulic system and unique hydraulic oil shuttle valve provide increased performance, cooler running and extended component life even under the harshest conditions.

The controls are ergonomically designed and placed within easy reach. In addition, they are colour



Ditch Witch 3500.

coded and shaped to indicate their function so that even novice operators can be productive within minutes.

Powered by a Deutz air-cooled, direct-injection diesel engine, the 3500 digs to a maximum depth of 1.6m and includes a 1.62m (64"), 4-way backfill blade and the addition of a Ditch Witch front-mounted, 1.52m (5') utility backhoe makes the 3500 the most flexible machine in its class.

The Ditch Witch 3500 is only available from the Mole Group of Companies, who have offices in each State capital in addition to Kalgoorlie and Townsville, so that service and spare parts are always available.

WHAT'S NEW IN THE HIRE & RENTAL INDUSTRY?

E-Z Dumper

IT'S PORTABLE



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For more information phone Alan Keith (07) 268 7799

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

Computing Hire profits into the 1990's —

"Computerise or be left way behind..."

Should this be the Number 1 priority for the new decade? If you do, what are the benefits? The risks? Is there a safe way to computerise?

To assist all of you debating the benefits (and risks?), we decided to review a number of computer users using a series of questions designed to guide those of you who are still very nervous.

We choose both new and long term users to evaluate their picture of the risks and benefits.

These are the computer users we spoke to:

- Moorland Hire, Melbourne - Mike Wilton, General Manager
- Hire It, Melbourne - Bill Pyle, Managing Director
- Atomic Hire, Sydney - John Morris, Managing Director
- Oldfields Hire, Sydney - Rob Vickers, Accountant
- Equipment Hire, Brisbane - Len Mountford, Manager
- All Hire & Sales, Brisbane - Arthur Staines, Managing Director

This is what we asked them and what they told us:

1. How many branches do you have?

Are the branches "on line" to the computer or do you operate "back office"? That is, do the branches produce the Hire contract at the counter using the computer or do they hand write it and then someone at Head Office keys in the details to the computer?

A. Moorland Hire

"Two really at the moment, our main branch at Springvale, where we have 5 terminals on the counter, one in our operations area and one in my office. Our Head Office at Hawthorn has a 6th workstation and can access the main computer at Springvale quite automatically for our Head Office to record cash receipts from clients. We are shortly opening a further branch at Fitzroy and this will have two terminals directly on line to

Springvale. Our data and stock control will always be right up to the minute. Our system of operation enables us to produce a hire contract line at the counter in just a few seconds, and access the state of every item at any time."

B. Hire It

"At present, we are running back office and bring in the dockets to our Head Office daily for processing."

C. Atomic Hire

"We have 5 branches at present; our Head Office and branch at Toongabie with 6 workstations, our Sydney branches at Chippendale with 2 workstations and Mascot with 1, Melbourne 2 and now Brisbane a further 2. Each State system designed for us and installed by The Software Link is autonomous and "stands alone". However, we have in our network a permanent line between Sydney, Melbourne and Brisbane which enables instant enquiry and inventory checking, plus the access (under security coding) of any information required by our Head Office. We can print all reports and make any enquiries just as if Melbourne and Brisbane were in the next office."

D. Oldfields Hire

"In New Zealand we have a single user system. At Homebush Bay - the headquarters of our Sydney hire operations - we have 2 users. We are shortly opening another location in Sydney which will be on line to Homebush Bay. We produce our contracts at the counter, although mostly we deliver to our clients."

E. Equipment Hire

"We have an American Business Machines Advanced 'Quickhire' system with 3 users installed at our South Brisbane Head Office. We operate 6 branches - back office is the term used I believe", Manager Len Mountford told Hire & Rental Quarterly.

F. All Hire & Sales

"We have a 3 user system with 2 at

the counter and 1 in our Account Department."

2. How long have you used a computer in your business?

A. Moorland Hire

- over 3 years

B. Hire It

- over 10 years

C. Atomic Hire

- over 5 years

D. Oldfields Hire

- In Australia, a very long time, in New Zealand, now in our 4th year

E. Equipment Hire

- 6 months

F. All Hire & Sales

- over 3 years.

3. Have you changed from the original system you installed? If so, why? And when?

A. Moorland Hire

"Yes, we started in 1986 with a two user front counter version of the Software Link's 'Quickhire' Basic System. It performed fine for us producing contracts at the counter and its semi-automatic month end invoicing sequence enabled us to get our invoices and statements out in a couple of days. We upgraded to 3 users in 1988 and when the Advanced 'Quickhire' system was released, we converted in June 1989. Our month end invoicing is now fully automatic because the 'Quickhire' Advanced system properly handles things like - rostered days off, our own rental rate structure and makes our month end a real breeze."

B. Hire It

"Yes, we first computerised about 7/8 years ago, we had our own program written, but although it did the job for us, it was only a single user and more 'back office' and accounts oriented. We knew for some time we would have to go for a fully developed proven system to handle our growing business needs. We reviewed several options in 1987

Continued page 38

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and found the only 'industry standard' type system available in Australia, which had a broad and satisfied user base was that offered by American Business Machines (now handled by its associate - The Software Link - Ed). We knew the proprietors had been in the Hire Industry in Australia for 25 years - so we all spoke the same language - we did not have to train the computer system suppliers about our business as we had to 7 years earlier with our first system."

C. Atomic Hire

"Yes, we had an 'off the shelf' debtors system which has enabled us to get our invoice and statements out within 7/10 days of the month end. We had to manually enter the details in for each invoice, there was a lot of keyboard entry and a major labour input to get there. We reviewed our needs in 1989 and when we checked out the options, we found that there was only one proven, tested system out there where we could get what we wanted at a fixed up-front and on a specific date."

D. Oldfields Hire

"Yes, we had an inhouse mainframe system which handled our accounting and wages for our manufacturing business, but it was not at all suitable for our Hire business. In 1987 we needed a system for contract management in our Auckland, New Zealand Hire business. We settled on the 'Quickhire' Basic System and were pleased with the results and support we received. We then installed the Advanced 'Quickhire' System in our Sydney operation in 1989."

E. Equipment Hire

No, we are a first time user, for our 6 branch operation.

F. All Hire & Sales

We were a first time user in 1986 when we installed a 2 user 'Quickhire' Basic System in our Brisbane business. We have since expanded to 3 users and are now reviewing an upgrade and expansion to the 'Quickhire' Advanced System with 5 users and 3 printers."

4. What is your present attitude and advice to the hire companies planning to install a computer system?

A. Moorland Hire

"Very good we went through a learning curve like anything new. In retrospect, I think we should have spent more time in training with The Software Link. Since we upgraded to the Advanced 'Quickhire' System last June, we have enjoyed the major benefits. This means if we need help at any time, it's as close as a couple of key strokes to connect our system to one of their Support computers. Their help staff (they have about 6) can operate our system as if they were in our office. It's quite amazing to see it the first time. The other major benefit has been the automatic invoicing facility at the month end. It's literally a simple push button job to invoice all our customers at the month end and then print their statements. The computer 'reads' every contract still on hire and 'looks' at the hire rate, when it went on hire, deducts any RDO's or standdowns we have recorded, deducts any previous invoices and invoices the balance. All in a second or so! What do we think of it? It's become my right hand. I can find out everything about any hire or customer, past or present - anytime. My advice to future users: our present system costs us about \$50 a day total to own and operate, it's probably the best purchase we ever made in terms of cost reduction and increased efficiency."

B. Hire It

"Good system! We have the 'Quickhire' Advanced. It enables us to keep track of all spares, stocks and usage. I should have spent time in training at the commencement though, it would have considerably reduced my time in 'reading the manual' - good though it is. I would have been productive much sooner. My advice - go to a supplier who is in the industry and has a proven record."

C. Atomic Hire

"I should have taken a more direct interest at the beginning. I probably

looked upon the new computer system as an 'office tool', like a typewriter - plug it in and you're off. I delegated too much of the installation initially. I've now picked up the ball and learnt what it's all about. It's about putting all your old systems into the bin and installing a complete new recording, invoicing, accounting and management system. I should have settled down to get a solid understanding of all the implications for our business and become directly involved in the planning and installation at our end."

D. Oldfields Hire

"You need a computer system supplier who totally understands the Hire industry - with a user list that you can check up on yourself. A hire company's needs are totally different in a computer system to, say a retail shop or doctor. It's a specialist industry which needs a specialised program to operate correctly."

E. Equipment Hire

"I'm a new user, we carefully checked all the other hire companies using computers and found that The Software Link seemed to be the name that came up all the time. We found they have about 60 clients throughout Australia, in New Guinea and in New Zealand - plus about 250 in Canada and the USA. I'm delighted with our system and the help and support we've received."

F. All Hire & Sales

"We have been well served by the 'Quickhire' Basic System we installed, 3 years ago now. I would like the automatic invoicing facility now available, with the ability to produce cheques and, most importantly, an income and expenses statement. We are looking at the 'Quickhire' Advanced system to do just that for us later this year."

My advice: go to a company who understands the hire business and can demonstrate a 'satisfied customer list'."

There it is, what experienced users have learnt, and their advice. Enjoy 'higher' profits in 1990!
Ken Benson, Editor.

Rammer at work at Tullamarine airport, Melbourne

Baiaime Plant Hire have just completed a months demolition project at Tullamarine Airport.

Baiaime were contracted to demolish a large strip of 14" reinforced concrete, which is to be developed into a airliner docking strip (called a 'finger').

To complete the project, Baiaime had at its disposal four Komatsu excavators - one 18 ton, one 12 ton and two 4 ton. Hydraulic hammers attached to the excavators were the most efficient way to complete the operation and Baiaime have recently increased their hammer range by purchasing three Rammer hammers.

The three hammers purchased were a Rammer S52 for their PC200 and two Rammer S23's for their PC40 sold and serviced by CompAir (Australasia) Ltd.

Rammer is the second hammer manufacturer that Baiaime have bought from, but since their first purchase they



Baiaime demolishing a 14" of reinforced concrete.

have consistently bought Rammer hammers. The demolition project is now complete and soon Tullamarine Airport will have an extra 'finger' for jets to transport commuters.

For more information about Rammer Hammers contact:

CompAir (Australasia) Ltd.,
34-40 Ricketts Road,
MOUNT WAVERLEY 3149
Phone: (03) 544 1755.

Queensland Report

From page 26

Despite the fact that many members have their own pump out trucks, the local councils are demanding that their contractors pump out toilets at substantial cost to members.

The contractors do not fully service the toilets, merely pump them out.

Aluminium scaffolding course

Site Safe and the National Safety Council are currently offering aluminium scaffolding erection courses and a certificate of competency will be issued after successfully completing the course.

Linda McInnes,
Secretary

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Another award to Bailey!

Again, in 1989, Bailey Aluminium Products Pty Ltd, has been honoured by the Australian Design Council, with an Australian Design Award, for Bailey's aluminium and fibreglass ladder ranges.

The Award, independently judged for technical, human, and commercial factors, again recognizes the outstanding design which resulted in Bailey Aluminium Products' earlier Australian Design Award in 1987.

Bailey's unique PUNCHLOCK design, which is patented in many countries through the world, is helping Bailey make a meaningful contribution to Australia's export drive.

Ladder Company's New Image

Bold, easily recognized, and strong! - all these adjectives aptly describe Bailey Aluminium Products' new cor-



*Bill Bailey, Chairman
and Glen Bailey,
Managing Director.*

porate logo, which simply says: "Bailey - leading the world in ladders."

Used by Bailey to identify its premises, vehicles, and stationery, the attractive blue and white logo provides excellent retail identification also for the Company's extensive

range of aluminium and fibreglass ladders.

The new logo is not only helping Bailey increase its already substantial share of the domestic market, but is also a significant component of Bailey's export drive.

Common sense lubrication hints

The benefits of oil top up systems address some of the most common problems experienced by hire companies when renting plant with internal combustion engines.

These problems normally fall into the following patterns:

- Incorrect maintenance of oil levels, or lack thereof.
- Incorrect grades of oil used, when replenishment is done on sight by end user.
Eg. a large number of companies (end users) carry only "fleet oil" - usually a multi grade!. Multi grade oil is not recommended by most manufacturers of air cooled petrol engines.
- Most small horse power industrial engines have small sump capacity and no filtration.
- The possibility of incorrect dipsticks being assigned to engines.

For the purpose of identifying product groups and typical applications, lets

look at the following:

PRB used in small hp single cylinder engines. Typical applications: pumps, gen sets, trench diggers and water blasters.

PRE Whilst shown on brochures as truck (and marine) orientated, a more accurate application description would be for use in multi cylinder engines mobile or stationary.

RAB Oil level regulator for stationary engines. Typical applications being: large capacity compressors and generator sets that are liable to remain on site for prolonged periods.

FPB Oil filter kit for engines (single cylinder) that have neither pressure fed lubrication of disposable filter option.

Some of the benefits of fitting these units, over and above the basic problems addressed in the first instance include:

A barometer of true engine condition by way of a monitored oil consumption programme. (Not possible without this

equipment.)

Reserves of lube oil held for long duration hire, drastically reducing frequency of routine site maintenance visits by plant vendor.

Savings in oil costs in large engines at oil change times, as reserve oil, (normally that held in sump to span "full" and "fill" marks), remains in the supply tank ready for next hire.

Increased engine life, due to elimination of problems associated with high/over fill situations. These problems briefly being:

- a. Whipping of oil, causing extreme pressure areas to be fed with air entrained oil;
- b. Excess splash onto cylinder walls, over working oil rings, with excess being carbonised by piston hot spots and returned to the lube oil as abrasive particles.

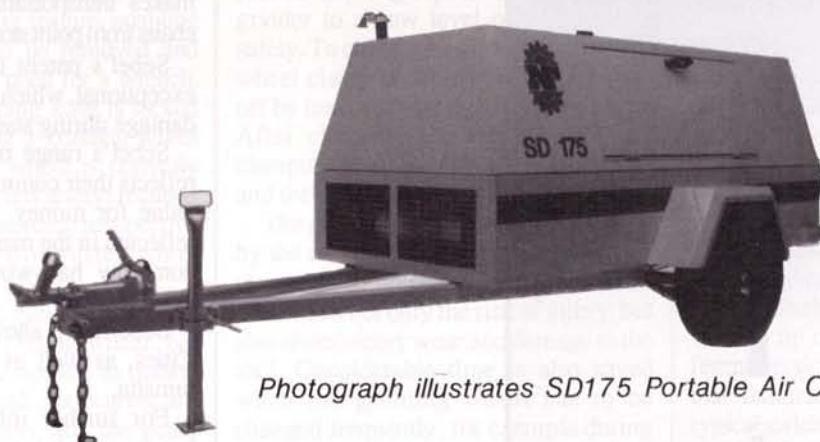
Finally, remember to observe oil change intervals as recommended by the equipment manufacturer.

NEW

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Photograph illustrates SD175 Portable Air Compressor

STANDARD FEATURES

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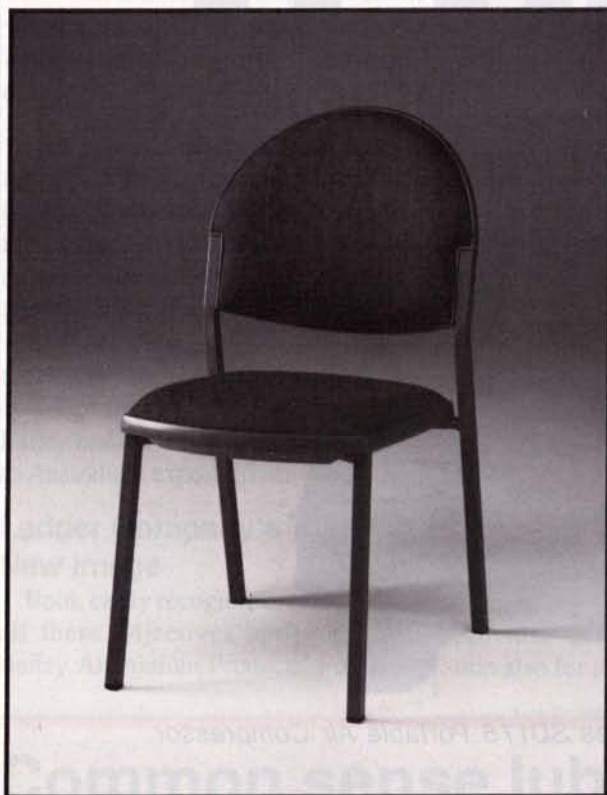
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Sebel Furniture totally Australian made



*Metro sidechair
Stacks. Available in
sidechair or armchair.
Frame available in
chrome, brass or epoxy
(various colours).
Extensive choice of
materials for upholstery,
or for an individual look,
Sebel can upholster in
your own fabric.*

These chairs are functional, durable and extremely good looking, adapting to any application, from a garden wedding to a first class function.

Available in chrome, brass or epoxy finish, with a wide assortment of upholstery finishes, both chairs stack, yet don't look like a stacking chair!

Sebel produce trolleys and handling equipment for chairs and tables, which makes transporting large numbers of chairs from point storage, easy and efficient.

Sebel's patent upholstery method is exceptional, which leaves little chance of damage during stacking and storage.

Sebel's range of exclusive furniture reflects their commitment to quality and value for money. This commitment is reflected in the many design awards this company has won for its innovative products.

Sebel have showroom in att Capital Cities, as well as Newcastle and Parramatta.

For further information or colour brochures, please call (02) 708 5000.

Sebel Furniture Limited, by any world standards, is a very large furniture manufacturing organisation and has built a well seated reputation in Australia and the world – currently exporting to over 30 nations.

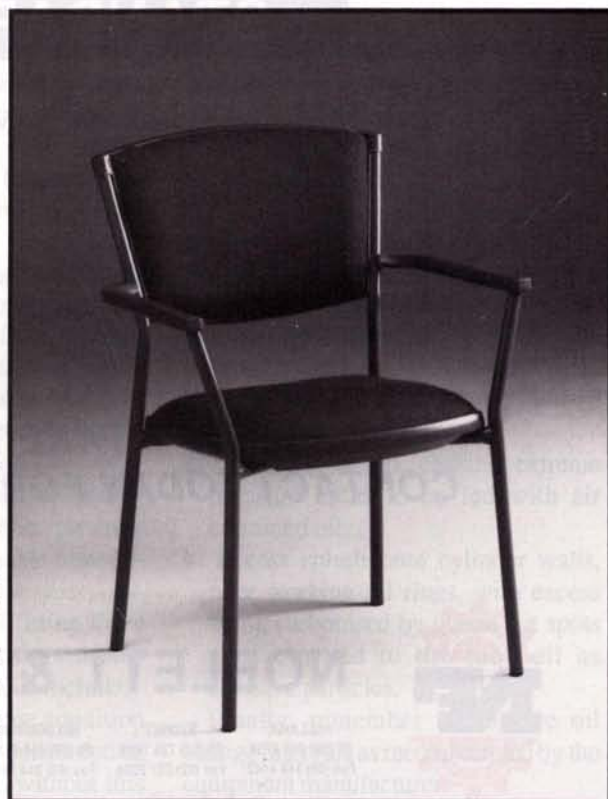
Sebel Furniture has been manufacturing and selling furniture in Australia since 1957 and is still in the original location – 96 Canterbury Road, Bankstown.

Sebel's extensive range of chairs, tables and other furniture, are ideal for the Catering and Hire Industry, because, all Sebel products are thoroughly quality tested before going onto the market, which eliminates any weakness which isn't apparent in fixings, frames or even upholstery, thus ensuring a durable long wearing product which can withstand the harshest treatment.

Most of Sebel's range of chairs, stack for ease of storage and transportation, which is vital in the Catering and Hiring Industry.

Sebel's newest release in function seating is the Lido and Metro chairs.

*Lido armchair
Available in sidechair or
armchair.
Stacks for ease of handling.
Frame available in
chrome, brass or epoxy
(various colours).
Extensive choice of
materials for upholstery,
or for that individual look,
Sebel can cover in your
own fabric.*



Changing the grinding wheel without a wrench

High performance combined with unique FEIN convenience and safety



This FEIN high-performance angle grinder is an exceptionally convenient tool to use. The FEIN rapid clamping system* is the main time-saving feature, enabling the grinding wheel to be removed and replaced without the need for a wrench. When the rapid clamping lever is locked into position following a grinding wheel change, the grinding wheel is correctly aligned automatically. It is always retained by the correct clamping force irrespective of the thickness and type of grinding wheel in question.

There is no easier, quicker and safer way of changing a grinding wheel. No hammer or chisel are needed to detach the flange. Neither shaft nor bearing are damaged in the process, and the gears remain intact. And it is virtually impossible for the grinding wheel to work loose. Other advantages are described in detail in our list of products: for example, the integral wheel guard for safety, the high effective grinding rate and the outstanding plunge depth it offers. On request, the FEIN angle grinder can be supplied with a starting current limiter which permits safe slow motion starts.

In addition to the advantages which all FEIN angle grinders with the rapid clamping system* have in common, the FEIN safety angle grinder also offers absolute peak performance. Operation is made even easier by the starting current limiter for safe slow motion starts.

The FEIN safety angle grinder also has unique design feature which makes it as safe as only a carefully designed modern tool can be: whereas braking time on conventional grinders is anything between 14 and 23 seconds, the electromechanical disc brake integrated into this machine brings the grinding wheel to a halt in less than two seconds. The design also prevents the rapid braking system from transmitting any unacceptably high forces to the hands, joints

or arms of the person using it.

The FEIN rapid clamping system has raised the high performance angle grinder to a new level of comfort and safety. To change the grinding wheel, the wheel clamp is simply screwed on and off by hand without the use of a wrench. After changing the wheel, the rapid clamping lever is simply closed again, and the tool is ready for use!

The grinding wheel is always retained by the correct clamping force. This system helps to prevent operator error and eliminates not only the risk of injury, but also unnecessary wear and damage to the tool. Considerable time is also saved when the grinding wheel has to be changed frequently, for example during parting-off operations. The built-in safety guard is another special feature of FEIN angle grinders. It not only protects the user against injury but also against carelessness. It can be conveniently set to a number of different working positions, but as a safety precaution, removal is only possible using special tools.

All FEIN angle grinders with rapid clamping are notable for their high effective grinding rate, determined by the ratio between actual output required (when grinding, roughing or parting off) and the tool's nominal power consumption (in Watts). This also means lower electrical energy consumption and greater economy.

Regarding the tool's handiness: the tapered drive head and integrated spindle form an extremely flat grinding element capable, for example, of penetrating into narrow gaps and ensuring excellent plunge depth. Finally, there are two fur-



ther special features of our product range which are ideal for the MSf 642-S one-hand angle grinder: the automatic starting interlock and overload cutout switch.

If the overload cutout switch trips or the power supply is interrupted for any reason, the starting interlock reliably prevents the tool from restarting unintentionally. What surprise could be less welcome than an angle grinder unexpectedly starting up on its own! Each of the different versions also have their own special features, always accompanied by typical evidence of FEIN quality.

All enquiries to: Darryll Kenny
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Tommy Tucker Trestles save backs



Tommy Tucker, a 'hands-on' businessman.

"The hire companies are setting the pace. Their experience and hard-nosed practicality are moving the market further towards aluminium," said Tommy Tucker, managing director of the trestle manufacturing business in Brisbane that proudly bears his name.

"A steady part of our business has always been to retail shops and trades people wanting a sturdy but light-weight

trestle. Now, the hire business operators are taking a higher proportion since they have become aware of the durability of our aluminium models. I believe this is having the effect of educating a much broader cross-section of people who will be willing to make the slightly greater investment in aluminium trestles and planks. They know they'll last a lifetime and even into the next generation," said Mr Tucker.

Some of the larger trestles weigh 50kg in steel but only 26kg in aluminium so the convenience factor of aluminium is very real. "One man can carry our trestles easily whereas they often wait around for someone to help them with the heavier steel or timber ones. Australian companies are becoming far more conscious of efficiency and realise they soon make up the additional cost of aluminium." Tommy added that many companies had even made the move to reduce the incidence of back problems and hernias.

In addition to general purpose trestles, the company makes special designs for brickies and plasterers, and a compact

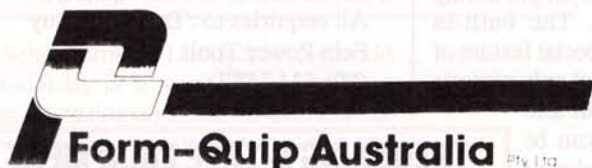
fold-away version and small saw-tables. Non-slip rungs and a tough extruded framework are welded up from an exclusive extrusion produced for them by Alcan.

Fabrication is by MIG welding, with the hinge between the two legs secured by a high-tensile bolt with Nylock nuts. Once the assembly team became confident in handling aluminium they found it much cleaner and easier than steel. The result is an neat-looking welded joint and a cleaner workplace.

"To go with our trestles, we also supply scaffold planks based on an aluminium extrusion also supplied by Alcan, said Mr Tucker. "We offer a variety of lengths but the 6 metre version is by far the most popular. It is certainly more rigid than timber plank and people are usually surprised by how little it flexes."

Further information can be obtained at:

Tommy Tucker Trestles
8 Kenway Drive
Underwood, QLD. 4119
Phone: (07) 209 4630.



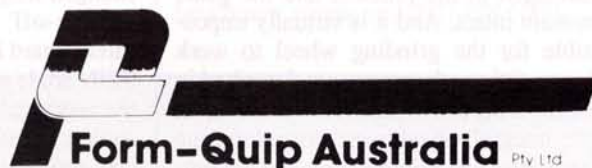
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Doing it the Italian way

Italian architects have led the way in the use of reinforced concrete as a construction method. Not content with the prosaic slab, they've used the medium creatively to produce buildings of beauty as well as strength.

It's not surprising, therefore, that Italian industry has developed highly sophisticated means of delivering pre-mixed concrete to difficult locations.

One example of Italian thoroughness is the CIFA 551 concrete pump, capable of delivering concrete to a height of 25m (82ft) above ground level or a massive 350m horizontally away from the pump.

Such performance allows concrete constructions on the most difficult site with minimum costs.

Most of the pumps available in Australia are only capable of reaching 18m vertically.

The CIFA 551 performance is made possible by two unusual features. Firstly, the pump is self-powered. Some 90 per cent of the pump currently operating in Australia draw their power from the engine of their transport.

This both limits the choice of truck chassis and applies heavy continuous

loads to the engine and transmission over and above normal road stresses.

The 551's 75 H.P. diesel engine makes the pump operation independent from its transport vehicle, thus significantly lowering long-term operation costs.

Second of the unusual features is a patent pump which eliminates an operational weakness normally found in the piston pumps used for concrete.

Twin piston pumps use a swash plate to open each cylinder in turn. The loads imposed on the swash plate are enormous and every two to three hours the operator must allow the swash plate to loosen and the pumping performance to drop.

A patented hydraulic adjustment device constantly re-tensions the CIFA 551's swash plate, keeping the performance at maximum levels and eliminating the need for constant operator tensioning. The effective output of the pumps is 48 cubic metres/hour at 20 pumping cycles per minute. The loading hopper is 0.35 cubic metres.

Not many of these highly effective pumps have ever reached Australia, and those who did carried a premium price.

Industry observers were surprised to

learn recently that the well-known transport engineering company, Trans-fix Pty Ltd of Melbourne has imported three used CIFA 551's, fitted to Fiat 682 truck chassis purely for delivery purposes, since the Fiat 682 would require extensive modification for Australian registration.

These imported pumps have been kept in "as is" condition for examination by prospective buyers, but would be fully reconditioned before delivery by the Trans-fix engineers. Delivery can be either with or without the Fiat transports at the same price, a substantial saving on new cost. An attractive part of the offer is the alternative of free installation to the operator's own vehicle with Trans-fix retaining the Fiat chassis in lieu of extra charges.

With more and more call for concrete pumping over longer distances and to greater heights, the CIFA 551's could provide a useful competitive edge for an operator with a good eye for a bargain and a shrewd appreciation of future needs in the concrete industry.

For more information phone:

David Pellegrini,
Trans-fix Pty Ltd (03) 314 2722.

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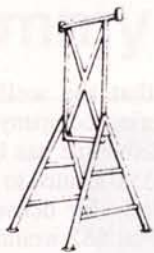
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Good on you Gaby!

Kennards Hire were proud to help sponsor Gaby Kennard's recent epic round-the-world flight.

The aviatrix won the hearts of all Australians with her epic journey in which she retraced the flight of American flyer, Amelia Earhart, who disappeared during her attempt many years ago.

Thousands of people lined Sydney streets to welcome Gaby home.

The parade included a Kennards' truck bearing the large sign, Good on You Gaby!

Kennards Hire were among the original sponsors of the trip, and their well-known logo was prominent near the front of the aircraft.

The company kept the public informed about Gaby's progress as she hopped from one city to another

through messages on Rent-A-Sign boards outside their Sydney branches.

"We are all very proud of Gaby — she showed that famous Aussie spirit, which the country needs a bit more of at the present time."

Poster-size photos of Gaby were placed in each branch.

Kennards also produced a special bumper sticker for customers, bearing the message, Good on You Gaby! The company's large fleet of rental vans were adorned with larger stickers carrying the same message.

Managing Director, Andrew Ken-

nard, said everyone working for Kennards was right behind Gaby.

"It was amazing to see how interested they became, and it was a topic of conversation with many customers," he said.

"We are all very proud of Gaby - she showed that famous Aussie spirit, which the country needs a bit more of at the present time."

Gaby Kennard is married to Neville Kennard, who, with Andrew, controls Kennards Hire, the largest family hire company in Australia.

While the couple separated prior to Gaby's trip, they remain close friends. Neville strongly supported her during the trip, and was among well-wishers to see her off and greet her on her return.

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New compressor for Noblet & Forrest

Noblet & Forrest Machinery are pleased to announce the release of the 1990 model AIRLETTE SD 175 portable air compressor.

The unit is designed and manufactured in Adelaide and fitted with the Isuzu C240 diesel engine, direct coupled to a Gardner Denver rotary screw compressor.

The SD175 has a rated free air delivery of 3 litres/second (175cfm) at an operating pressure of 690 kPa (100psig).

Standard features of the new unit include automatic shut-down protection for the engine and compressor, and minimum pressure protection to ensure constant lubrication to the compressor

element.

***The Gardner Denver
rotary screw compressors
are world renown for
their efficiency and
energy saving
technology***

The unit's house in a full sheetmetal acoustic canopy with access doors and removable top section for servicing, and is mounted on a two wheel single axle trailer with mechanical override brakes.

The robust construction of the canopy is seen as a major benefit to the

Hire Industry in reducing maintenance and repair costs with a 3ml bottom and 1.6ml top section the unit is capable of handling the most arduous of site condition.

The Gardner Denver rotary screw compressors are world renown for their efficiency and energy saving technology. With an average efficiency improvement of 4-6% means lower power consumption, better economy and immediate payback on initial investment.

For further information or to arrange a no obligation demonstration, contact

Noblet & Forrest Machinery,
569 Grand Junction Road,
Gepps Cross,
tel: (08) 260 2788 or
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Loo company flushed with success

While January was quiet for most businesses, one major hire company kicked off the New Year with a "loo" of a contract.

Prestige Portables won the job of providing its distinctive green and yellow coloured Rent-A-Loos for the four major concerts, held in the Domain as part of the Festival of Sydney.

The concerts were:

- January 1, Midsummer Jazz;
- January 7, Rock 'n' Roll Picnic;
- January 13, Opera in the Park;
- and January 20, Symphony Under the Stars.

Eighty chemical toilets were ordered for each concert, making it one of the largest 100 orders since the incredible events of the Bicentenary two years ago.

Prestige Portable has one of the largest fleets of portable toilets, and in Sydney alone carries out more than 2,500 rental orders a year.

Modern portable toilets are clean, hygienic and trouble-free.

It maintains a separate fleet of quality loos for functions, ranging from home 21st birthday, wedding or engagement parties, through to major outdoor events such as concerts and sporting carnivals.

Recent contracts have included the Bachelor and Spinster's Ball and Teddy Bear's Picnic, at Sydney's Wentworth Park.

Prestige Portables also trucked 40 of its new freshwater flush toilets to the Adelaide Grand Prix, where they were set up in the VIPs' compound.

Managing director of Prestige Portables, Gordon Esden, said there was a growing demand for portable toilets for big and small functions.

"In the current economic climate, more functions are being held outdoors or in halls where existing rest-room facilities are inadequate," Mr Esden said.

"Modern portable toilets are clean, hygienic and trouble-free. They can be installed quickly and moved out just as fast.

"We can provide standard, self-contained chemical toilets or freshwater flush toilets with a sealed waste tank and handbasin.

"Portable toilets have come a long way since the old pan days."

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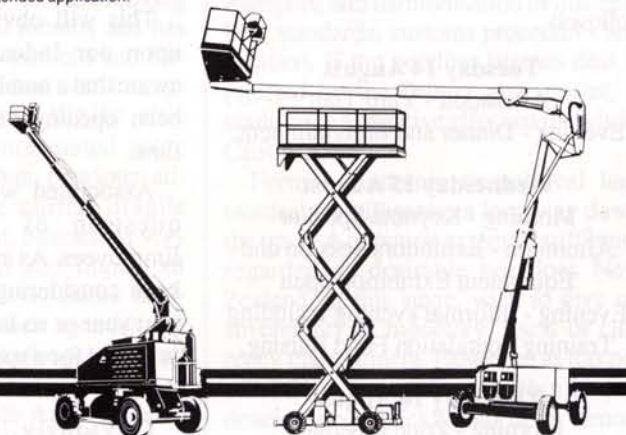


When you are 7, 20 or 30 metres above the site, struggling to place a beam, fix a pane of glass or repair a light fitting, you want to know that you can rely on the boom lift or scissor lift that is supporting you. That's when excellence in design and manufacture and rigid quality control means more than a low price. Ten years down the track when the equipment is still earning you a dollar without high maintenance costs — or when you want to trade it in on something newer, you will also be glad you bought JLG.

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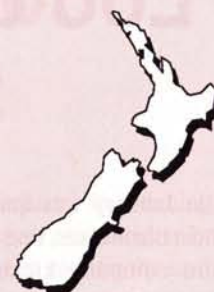
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New Zealand Round up



The Future of the Association

Following on from discussion at the Annual General meeting of the Association in Christchurch, opportunity was taken at the recent round of Zone Meetings to discuss the future requirements of the Association and the Industry.

President Trevor Tuffnell and Executive Director Kelvin Strong attended the three meetings held to lead discussion on this subject. Tied in with the future requirements was the question of subscription levels that members were prepared to accept to cover operating costs for the foreseeable future.

The resulting group discussions and a subsequent postal Industry Survey will be the basis upon which decisions will be made by the Directors when they meet again early March.

1990 Convention

It is not too early to start planning to either attend and/or exhibit at our 1990 Convention. Relevant information is as follows:

Tuesday 14 August

Afternoon - Yard Tour
Evening - Dinner and Entertainment.

Wednesday 15 August

Morning - Keynote Speaker
Afternoon - Exhibitors Session and Equipment Exhibition open
Evening - Informal evening including Training Foundation Fund Raising.

Thursday 16 August

Morning - Zone Meetings



and Annual General Meeting
Afternoon - Equipment
Exhibition Open
Evening - Awards Banquet
and Entertainment.

We would be pleased to hear from any Australian Companies who would be interested in receiving more detailed information when it becomes available either relating to the Convention or the Equipment Exhibition.

Shop Trading Hours.

The Government has just announced a relaxation of the Shop Trading Hours Act which effectively means that Sunday Trading is open slather.

This will obviously have an effect upon our Industry although we are aware that a number of Companies have been opening on a Sunday for some time.

Associated with this move is the question of Award Rates for Employees. As an Association we have been considering this question for the past year or so including whether there is a need for a specific Industry Related Award.

Obviously, the actions of the

Government (which caught many Businesses' on the hop') will require us to examine more closely the best options.

Training

Training Seminars continue to be held within Zones.

In Zone 2 Twenty Management and Staff attended a day long Seminar conducted by the Wellington Employers Association on the subject of Front Line Service.

This Seminar was followed a few weeks later by one dealing with Marquees. Led by Spencer Tankard of Bay Marquees, this seminar comprised both theoretical and practical sessions.

In Zone 3 a two hour Seminar on Safety and Industrial Gases preceded a Zone meeting.

Pacific Region Convention.

Plans are now under way for the proposed Pacific Region Convention scheduled to be held at the Hyatt Regency Hotel, Fiji in April 1991.

The concept is for a 2-3 day convention involving Delegates from Australia, New Zealand, Canada and United States of America along with Keynote Speakers from those Countries also.

We would be interested in receiving from any Member or State Association the names of possible keynote speakers and their specialty subjects. A highlight of the Convention will undoubtedly be the various social events being planned (Fijian style).

The Six Key Issues In New Zealand

Contributed by Alan Carroll of Carroll Partners International Melbourne Australia

BIA's third annual New Zealand Roundtable was held on July 19-20 in Wellington. Meetings with senior political figures as well as a detailed review of the CER process led to the following observations and conclusions.

Issue 1: The Economy

The worst of the economic fallout may be past, but recovery will remain muted by a fragile business environment, Reserve Bank determination to squeeze out inflation, and an expected deceleration in Australian domestic demand. The employment outlook is still bleak. Given poor economic management pre-1985 and the huge economic upheavals of recent years, more than five years of pain before real gains can be achieved should perhaps not be a surprise.

Issue 2: The Politics

David Lange's sudden resignation on August 7 was in large part a response to the reinstatement to Cabinet of Roger Douglas only days earlier. While significant resentment of Douglas exists, within the parliamentary wing as well as the wider Labour Party, he is no longer in a dominant role, so overall the changes should restore measure of unity within the Cabinet. This will be one aim for Prime Minister Geoffrey Palmer and his deputy, Helen Clark, who together command broadly-based support within the party. The long-running feud between Lange and Douglas added to anxiety and uncertainty in business, and undermined Labour's re-election prospects in polls that must be held by October 1990. However, if the infighting ends and economic performance continues to improve, the party will have at least a 50:50 chance of being re-elected.

The changes will put the spotlight on the Opposition and pressure back on leader Jim Bolger, who has reasonable support within the National Party, but not much electoral appeal. Winston Peters, his main rival, has the populist touch but to date has had little peer support within the parliamentary party. A leadership challenge is a strong possibility.

Issue 3: The Political Differences

For core policy matters, a change of government may not matter much - the

Nationals would be unlikely to reverse policy initiatives of recent years, and momentum would be maintained in public sector reform, for example. The distinction may be in willingness to take the next steps. With Caygill as Minister of Finance, changes that would have happened under Douglas (eg, a flat income tax, extensive labour market reform, and heavy emphasis on contracting out health services, as recommended in the Gibbs report) may not occur. However, the heat will still be on to deliver efficiency gains - by whatever means under either party.

A National government would work hard at labour market reform, emphasising true industrial democracy, including voluntary union membership and greater freedom in bargaining arrangements at industry, enterprise and site level. Some senior National party members (eg, Bill Birch, Don McKinnon and Doug Graham) who would be part of a Bolger cabinet are not instinctive free-marketters and might be more interventionist than their Labour counterparts. Bolger if he is still leader then - would be caught between his instincts to give the critical finance portfolio to Bill Birch and his knowledge that Ruth Richardson (the current Shadow Finance Minister) would be very well prepared and would work well with business. His major concern is that she could pull the party into her agenda, which is for even more deregulation and market "efficiency" than that of Douglas. Most observers believe she would be a dominant force in a National Government.

Issue 4: The Vision

In many respects New Zealand has become caught in an inward-looking mode over the past 12 months and has lost some of the more outward and forward-looking attitudes that were emerging until mid-1988. While this Government has demonstrated more policy consistency than previous administrations, in the current fragile economic environment, business is very sensitive to the form and impact of specific policy initiatives. Some businesses are clear about their agendas, but others are still looking to the government for direction.

Economic links with Australia have been strengthened, but no unified view

has emerged as to where New Zealand fits in the broader Asia/Pacific region. A strong undercurrent of parochialism remains and it clearly needs to be overcome. New Zealand's competitiveness will be enhanced by crucial reforms underway on the waterfront; however, it will still be limited in some industries by their inherently high cost structures and an absence of economies of scale.

Issue 5: The Demographics

The growth of the Polynesian - origin population has been exaggerated in press reports: by 2025 the proportion would be around 25%, not 40% as recently reported. The actual share, however, will be heavily influenced by immigration volumes and patterns. There are now more New Zealanders permanently residing in Australia (330,000) than there are Maoris, who currently represent 12% of the New Zealand population.

The problems of ethnic minorities in New Zealand society can also be easily exaggerated by the media. The government has moved away from a strongly pro-Maori interpretation of the Treaty of Waitangi (which completes its 150th anniversary in 1990) and is close to settlement on a number of key issues: land, mining, fisheries and forestry. This should also take a lot of the heat out of the present debate.

Issue 6: The Seventh State of Australia?

Pragmatism and necessity has brought forward the dismantling of trans-Tasman and global barriers to trade in goods, principally manufacturers. The second phase will focus on liberalised arrangements for services, investment and transport, and harmonisation of business law, standards, customs procedures and taxation. If the pending frigates deal is rejected by the Palmer government, it could have a negative effect on the whole CER process.

Formal economic or political harmonisation still seems a long way down the track. A common external tariff is not regarded as desirable nor does New Zealand, at this stage, wish to give up sovereignty in monetary, fiscal or currency management. However, as has occurred in Europe, such things can develop very quickly and in an almost inevitable fashion.

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EXRB/7656/INN

Australian gardener gains ultimate edger

The release of the Kawasaki edger heralds a new era in the type of gardening equipment available in Australia. Until now, the Australian gardener has had to contend with the basic steel plate-mounted engine style of edger, or with a cumbersome vertical cut lawnmower.

Quite a number of important points were considered during the conception, design and manufacturing stages of this edger. It had to be lightweight but not light duty; it had to have features which protected the operator as well as the equipment; and above all, it had to be easy to use.

Kawasaki has succeeded in meeting these criteria and is now in a position to offer the Australian gardener the ultimate edger.

The Kawasaki HE130A edger has all of the above features, and many others as well. For a start, it is powered by a reliable Kawasaki FA130 3.1hp engine with electronic ignition and a hyper-eutectic (Silicon/Aluminium) aluminium alloy cylinder.

The air filtration has been taken care of by a snorkel-mounted filter unit up on the handlebar, away from the dirt and dust down at the business end.

The controls are laid out with the operator in mind. Only the throttle and

choke remain down on the engine, as these are only needed when first starting up.

On the handle bar are the on/off switch and the controls for the cutter blade, cutter depth and wheel drop. The on/off switch obviously controls the ignition of the unit, but the operation of the other controls is not so obvious.

The cutter blade control is of the 'Deadman' type; i.e., the blade will not spin unless this lever is activated. This is the major safety feature of the edger, making it virtually impossible for the operator to be injured by a spinning blade so long as the edger is operated as per the manufacturer's instructions. Every time the operator releases the edger, the tension is automatically taken off the drive belt. This stops the blade from spinning and allows the operator to move around the machine with absolute safety.

The other lever on the handle bar is the dual control for cutting depth and the innovative 'drop' wheel. The cutting depth is adjustable over 75mm from 10mm downwards, allowing the operator to preset to his depth preference or to adjust it to suit while moving along.

When this same lever is moved the other way, it drops the right hand wheel about 200mm. When an edge has to be cut along a kerb, there is no

other choice but run the edger on the nature strip or to balance it on two wheels on the top of the kerb. This can be a major problem if the nature strip is not flat or if the operator is not strong enough to hold the machine on two wheels.

In this application, the HE130A 'drop' wheel is unequalled. With kerbs of up to 200mm high, all the operator needs to do is to set the edger on the top of the kerb and drop the wheel into the gutter so that the machine is level. He then commences cutting as usual without any worry.

The cutting blade is also adjustable 45° each way from vertical by simply moving a 'T' bar on the cutting head. All three wheels have heavy duty solid rubber tyres and sealed bearings. All moving parts are fully guarded; the handlebar has rubber grips to reduce vibration; the low noise muffler has been specially designed to keep noise to a minimum without compromising power.

The benefits and features of the Kawasaki HE130A edger make it a much better proposition for the gardener. Considering that it falls into the same price bracket as the edger currently available, it is certainly not out of reach of the average gardener's budget.

A new Service and Training Manager

Century Construction Equipment Pty Ltd is pleased to announce that it has appointed Mr Luigi Ciampa as its Service and Training Manager for P&H and Kobelco cranes.

Mr Ciampa has had a long experience with P&H cranes, having joined P&H Power Cranes and Shovels Pty Ltd in mid 1966. Originally employed as a Mechanical Fitter in the crane assembly line, Mr Ciampa has progressed through

all facets of the business, being a Test Operator and more recently, as a Service Representative providing technical support to dealers in Australia, Papua New Guinea, New Zealand, Fiji, New Caledonia and Antarctica.

In his new position he will be responsible for the commissioning of new cranes, training parts and service distributors and customer personnel. Mr Ciampa is also available for any techni-

cal assistance for P&H, P&H/Kobelco, Austin Western or Lima Cranes.

For further information contact:

Jeff Brundell

Century Construction Equipment Pty Ltd

42 Glenbarry Road,
Campbellfield, VIC. 3061

Tel: (03) 358 0510

Fax: (03) 357 0468.

Hyatt Regency Adelaide

- a new focus for South Australia

Hyatt Regency Adelaide is the focal point of one of South Australia's most exciting redevelopment projects.

The project, the Adelaide Station and Environs Redevelopment (ASER), was first mooted in the 1970's but it was not until the mid-80's that it provided a new tourism focus for the Festival State.

The now completed project consists of the Adelaide Convention Centre, with an Exhibition Centre currently under construction, an office complex, the Adelaide Casino and Hyatt Regency Adelaide.

Hyatt International President, Bernd Chorengel, described the magnificent redevelopment as one of the most important building projects in Adelaide's history.

Hotel architects were John Andrews International Pty Ltd in conjunction with Woodhead Australia (SA) Pty Ltd, the builders, Sabemo South Australia, and interior designers, Hirsch Bedner and Associates of Hong Kong.

Hyatt Regency Adelaide was opened on June 28, 1988 with its first guest being the then Federal Minister for Tourism, Senator Graham Richardson.



Superior room, Hyatt Regency Adelaide.

The hotel was officially opened on September 17, 1988 by the Premier of South Australia.

The hotel's design encompasses state-of-the-art technology and blends into the natural environment of the parklands overlooking the River Torrens.

Situated near the Adelaide Festival Centre, Hyatt Regency Adelaide is between the existing railway station (now housing the new Casino) and the Convention Centre, office block and parking garages. Care was taken to design the complex in a park setting allowing for a

maximum amount of open space.

The hotel's 130 metre tower houses 20 guestroom floors. The front of the hotel has an entry plaza with driveway access from the prestigious North Terrace. The rear of the hotel offers a riverside plaza overlooking the River Torrens.

Hyatt Regency Adelaide - the very best of South Australia

Hyatt Regency Adelaide provides the very best of food, wine and service South Australia has to offer.

Fine dining at Hyatt Regency Adelaide is refreshingly unpretentious with the hotel's energies focused on providing the freshest and finest of Australian ingredients and cuisine.

Hyatt Regency Adelaide General Manager, Jon Richards, is understandably proud of the fast growing reputation and national praise given to the hotel's restaurants.

"We are proud to offer the best food, the best wine and the best service the hospitality state has to offer," he said.

"Our restaurants reflect South Australia's importance as the wine growing and culinary centre of excellence for Australia."

Fleurieu -

Recently voted as Australia's best hotel restaurant by the Financial Review and one of "The Bulletin's" top 50 Australian restaurants, Fleurieu is Hyatt's premier restaurant.

Continued page 55

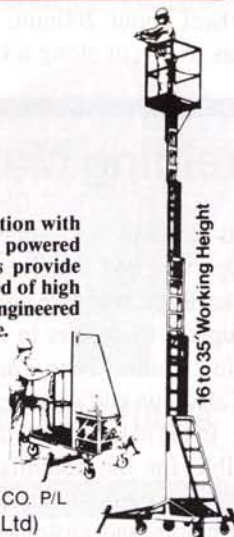
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- ★ 32" x 6'8" door access.
- ★ Easily operated outriggers for stability.
- ★ Sturdy platform has guard rails with built-in steel toe boards.



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From page 54

This superb restaurant reflects South Australia's importance as a wine growing and culinary centre.

Fleurieu offers the finest quality in Australian cuisine, complemented by a selection of South Australian wines of gold medal standard - wines chosen as South Australian wines of the year.

Business people are specially catered for through the Fleurieu Luncheon Club - answering the needs of those who demand and appreciate excellence in food, wine and service.

Shiki -

Voted as South Australia's best ethnic restaurant in 1988, the name Shiki means four seasons.

The restaurant's atmosphere is distinctly Japanese. Four teppanyaki counters in a clover leaf design ensure lively conversation and a front row view of masterful food preparation and presentation.

Riverside Restaurant & Terrace -

This is the heartbeat of the hotel's dining areas. Overlooking the River Torrens and spreading out onto the Terrace, the informal and relaxed restaurant offers separate

breakfast, lunch, dinner and supper menus daily from 6am to 1am. It is also popular for Sunday Brunch.

Waves -

Waves an exclusive, stylish and elegant entertainment club, featuring the most advanced video, music and light technology. Waves is much more than a nightclub. It can also be a stunning venue for a business or social function.

The Atrium Lounge -

Bathed in natural light and overlooking the central atrium, the Atrium Lounge is a popular meeting place ideal for casual conversation and a quiet drink.

Also offering delectable afternoon teas, it is open until 1am and features live music in the evenings.

Scoops -

Alive with coloured neon lights, Scoops is located on the bustling Adelaide Railway Station concourse. Fun, friendly and informal, it is Adelaide's first licensed ice-cream parlor where guests can sip and savour the hotel's own ice-cream creations and adults can enjoy thick shakes topped up with Kahula, Tia Maria, Grand Marnier or Creme de Menthe.

Banqueting facilities -

The extensive banqueting facilities include the Regency Ballroom, four meeting rooms and a superbly equipped boardroom. Smaller boardroom facilities are also incorporated in Hyatt Regency Adelaide's Business Centre.

Health Club -

Nautilus At the Hyatt is the perfect way to release tensions of the day or to simply maintain tone and fitness levels.

The five-star fitness centre is open seven days a week and offers sauna, spa, steam room, heated outdoor pool, massage, health evaluations, a jogging track along the banks of the River Torrens, and, of course, use of the revolutionary Nautilus exercise equipment.

There are 146 Hyatt hotels and resorts around the world. Hyatt International Corporation, and its subsidiaries, operate 31 hotels and 19 resorts in 25 countries with an additional 9 hotels under construction. Hyatt Hotels Corporation, a separate company, operates 81 hotels and 13 resorts in the United States, Canada and the Caribbean.



KOSHIN PUMPS

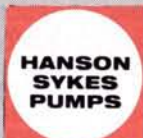
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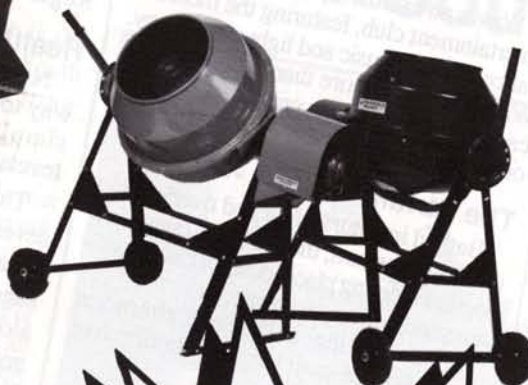


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LET'S MAKE SMALL TALK

Grosvenor provides Convention accomodation

Of all the capital cities, Adelaide has perhaps changed the least in recent decades. But in the last few years, with high rise buildings and the arrival of the Australian Formula 1 Grand Prix, along with the growth in tourism and the convention market has made Adelaide the focal point of many of these activities.

The Grosvenor Hotel has been a part of Adelaide for more than 70 years. It is located in the heart of the City, within easy walking distance of the CBD and major shopping and entertainment areas. Ideally located opposite the Convention Centre, the famous Adelaide Casino and the Festival Theatre complex has made the Grosvenor a favorite port of call for many

visitors.

The five storey hotel has a solid feeling of security of old-world values and integrity which makes visitors from the country, interstate and overseas call it their Adelaide home.

The Grosvenor consists of 290 guest rooms ranging from affordable budget accommodation to popular business class rooms and suites. All guest rooms have direct dial STD and ISD telephone, colour television, radio, refrigerated mini bar and complimentary tea and coffee making facilities.

There are some guest rooms that are compatible with disabled persons requirements. Other facilities available are, in house undercover parking, fitness centre and sauna, hairdressing salon and in house guest laundry and ironing rooms.

With five meeting/banquet rooms, the Grosvenor can accommodate between 10 and 200 people for business meetings, conventions, seminars, dinners, cocktail parties or any special event.

The Grosvenor knows how to provide accommodation and service at a fair price, just as it has for over 70 years

The bar and restaurants reflect the history of the City of Adelaide. Yet today, the staff are trained and equipped to provide the highest level of service and to meet the needs of business and of those who want to entertain their guests in style.

With their professional service and ideal location the Grosvenor caters to its guests every need.

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Introducing Thundervolt

Black & Decker has introduced its exclusive "Thundervolt" 24 volt high performance cordless system of portable power tools, as a flagship of its new Black & Decker Industrial power tool range.

Billed as "the most exciting innovation in cordless technology since the introduction of rechargeable, cordless power itself", the Thundervolt system finally brings to cordless power tools the power, durability and high performance of corded tools.

Many years of extensive Black & Decker Industrial research and development has resulted in the world-first patented system which comprises a range of interchangeable professional grade power tools, designed to operate off a one hour fast charge Thundervolt battery pack.

The initial range features nine compatible tools - three drills, (up to 13mm chuck), three screwdrivers, a "Scrudrill", an electropneumatic hammer and a circular saw, all providing 350 watts of power.

The concept behind the new system is basic, extremely practical, simple to operate and delivers the results every time.

The 1803 features a speed range of 0-500rpm or 0-1200rpm. It has a drilling capacity of 32mm in wood, 10mm in steel and 14mm in concrete.

The Scrudrill

The 1804 10mm, 24 volt, VSR

Scrudrill is essentially two tools in one. It can be set as a drill or quickly converted into a positive clutch screwdriver. It utilises a speed range of 0-1500rpm and incorporates an electronic switch with feedback for power and control and ball bearing construction.

The 1804 has a drilling capacity of 25mm in wood and 10mm in steel and comes with two depth sensitive nosepieces for screwdriving functions.

The Screwdrivers

Three of Black & Decker's top end heavy duty corded screwdrivers have been designed for use with the 24 volt Thundervolt system. All three units are variable speed reversible with electronic feedback for all heavy duty screwdriving applications and incorporate ball bearing construction.

The 1805 is a 24 volt cordless VSR drywall "Scrugun" screwdriver. It features a non-marring, all metal depth sensitive nosepiece and will drive between 1,200 and 1,400mm drywall screws per charge. Its 0-2500rpm no-load speed enables it to drive all commercially available drywall screws into wood, as well as metal studs. Comes with a bit tip holder and #2 Phillips bit tip.

A highlight of both the 1806 and the 1807 is the incorporation of Black & Decker's unique 'Versa-Clutch' nosepiece which allows the user to adjust the torque to the exact level required each time to ensure a wide range of fasteners are properly set. The

Versa-Clutch feature also eliminates overdriving and stripping of fasteners.

The 1806 Scrugun has a speed range of 0-950rpm and the 1807 has a range of 0-1500rpm

The Rotary Hammer

The 1808 16mm SDS rotary hammer is a durable, heavy duty tool with an in-built electro-pneumatic, low vibration, hammering system to drill into concrete with minimum effort. It will drill 50 10mm x 50mm holes in concrete per charge and delivers 0-4, 400 beats per minute.

A 'stop-hammer' switch allows the user to operate the drill in wood or metal with an accessory chuck. The 1808 is variable speed reversible with a speed range of 0-615 rpm. Comes with a side handle, depth rod and a 13mm chuck with SDS plus adaptor.

The Circular Saw

The 1809 is a 150mm 24 volt cordless circular saw that will provide 350 watts of power, enough to cut 31 metres (100ft) of 16mm plywood per charge.

This light weight powerhouse incorporates die cast gearhousing and ball bearing construction. Adjustable shoe and bevel angles ensure a more accurate cut, up to 50mm in depth with angles up to 45 degrees. An rpm of 2,200 means fast, smooth cuts. Features an integral 24 volt, four metre rubber cord and comes with a 150mm TCT blade, rip fence and blade wrench.

Century appoints new distributor in Western Australia

Century Construction Equipment Pty Ltd is pleased to announce the appointment of WA Truck and Machinery Repairs Pty Ltd of 165 Beechborough Road, Bayswater, WA 6053, as its authorised parts and service distributor for Western Australia.

WA Truck and Machinery Repairs Pty Ltd are authorised to carry out repairs and warranty for all P&H, P&H/Kobelco, Lima and Austin Western Cranes. The company is as

well established Western Australian company and has been in existence since January 1974. There are currently eighteen staff in the Bayswater premises and the company is headed up by Mr Frank Lazenby. Since 1974 the company has been dedicated to providing specialised service in the mining areas of Western Australia and also specialises in providing superior service and support for cranes in the Perth and associated areas.

WA Truck and machinery Repairs Pty Ltd can be contacted on:

Tel: (09) 271 8000 or

Fax: (09) 272 2170.

WA Truck and Machinery Repairs Pty Ltd join other authorised Century II parts and service distributors: PA Construction Equipment Pty Ltd in New South Wales and Kalfab Pty Ltd in Queensland. Other appointments will follow for South Australia and Tasmania in the near future.

Specifications for Jaden Mini Loader



ENGINE OPTIONS: (8.5 - 16 H.P.)

FUEL: Petrol, Diesel, L.P.G.

BATTERY: 12 V - 36A

DRIVE SYSTEM: Dual Hydraulic Motors - Chain 60 AS.A

TYRES: 18 x 8.50 x 8 4 Ply (Standard)

WEIGHT: MACHINE 460 Kg. BUCKET 40 Kg

LENGTH: 1850 mm **WIDTH:** 985 mm **HEIGHT:** 1250 mm

Designed and manufactured by JADEN MINI LOADERS Pty. Ltd., on Queensland's Gold Coast, this multi purpose Mini Loader can be used with the following attachments:

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Created for compaction on highways, airports, dams and other real world environments this superb machine has been built for low maintenance. Ergonomically designed from the ground up, the CA25 sets new standards in safety, comfort and efficiency.

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This means they're supported by a national network of 16 branches

and a state-of-the-art on-line computerised spare parts system which will source any replacement quickly and efficiently.

So if you're looking for the world's best articulated vibrating rollers backed by Australia's most efficient support team call Blackwood Hodge and have them show you Dynapac.

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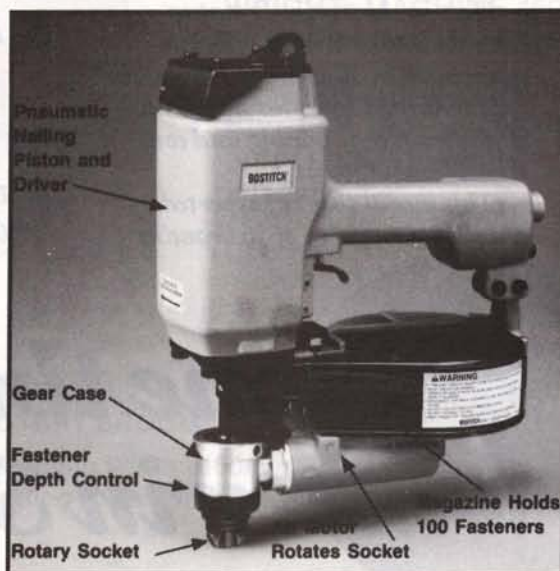
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Capable of production rates in excess of one fastener per second, the ASN-1 magazine holds 100 fasteners per loading.

The ASN-1 is best suited for work in



The ASN-1 from Bostitch

"mild" steel thicknesses of 26 gauge up to 12 gauge (.018" to .105") with maximum multiple steel layer thickness of approximately 1/8". Use of high-tensile

steels will reduce the total thickness which can be penetrated.

The tool's high production rate is ideally suited to applications where large numbers of fasteners are installed on a repetitive basis, such as plywood sub-flooring, corrugated metal decking, exterior gypsum board sheathing, in-plant panelization, on-site fabrication of building components and many others. Substantial cost-saving is possible because fastening time is reduced to a fraction of the time using conventional methods. Where a large amount of cutting and fitting is required, other fastening methods may be more suitable.

The ASN-1 is packaged in a durable, custom-molded carrying case containing standard socket, special sockets for gypsum board and plywood, maintenance tools and instruction manual.

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Hire Profits

Local manufacturer beats the competition - hands down !!

Ancient Mariner Industries is proud of the success it has had in the manufacture of awnings and marquees. Eight years ago it was established to answer the need for these products to be made locally. The company has rapidly expanded, and now is able to design and produce a variety of PVC marquees and other constructions including tension structures, clear marquees, window walls, side walls, marquee inserts and fabric inserts for aluminum structures ie. Hoecker and Roeder structures.

"Developing a better product at a more economical price, was our initial incentive", a spokesman for the company declared. "Our clients now tell us they not only get real value for their

money. They also receive a superior product, and production time for the local product is faster!!"

Meeting the needs of the Hire and Rental Industry is the specialty of the staff at Ancient Mariner. They know the problems of wind and rain, and other complexities of the weather; they understand the broad range of requests which clients can make; they have made outdoor covers for sites of all possible sizes and descriptions.

Their expansion and expertise has led to the manufacture of a variety of structures.....from complete canopies, to inserts in marquees and to walkway coverings. All their products may be made in clear or coloured material, according to the needs of their clients.

In order to meet deadlines, and to

maintain their speed of production, Ancient Mariner Industries keeps a reserve stock of a large range of basic materials. This means the local product is unaffected by import duties, freight delays and industrial disputes.

"Our staff constantly have an eye to the future, "their spokesman said. "The commercial and domestic market is growing rapidly, and as a result architects and designers are showing an increased interest in integrating their skills with our products. Newer and more unusual constructions are evolving".

At Ancient Mariner Industries - the local manufacturer, there is a dedicated and innovative team waiting to welcome the challenges of the future!!

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Sykes to market Koshin Pumps

Hanson Sykes Pumps Pty Ltd has been appointed Australian and New Zealand distributor of the Koshin range of pumps and accessories.

Manufactured in Japan, the range includes contracting, agricultural, amrine and general purpose pumps, sprayers and fitting for industrial, commercial and domestic use.

Headquartered in Newcastle, Hanson

Sykes is best known as a leading manufacturer and national distributor of heavy duty pumps for the mining, civil and municipal engineering industries.

Announcing the new distributionship, managing director Jonathan Collins said that the company was now expanding its product range to service a much wider market, including the private contracting, equipment hire, agricultural, hor-

ticultural and boating communities.

Mr Collins commented that his company's existing national network of sales, service and plant hire outlets would provide a well-established base from which to launch the Koshin range in Australia and through which to develop an additional network of independent distributors.

Pedestrian Vibratory Roller – Vibmac 760

Features:

- Pressurised Water Spray
- Stainless Steel Water Tank
- Fully Machine Drum
- Replaceable Nylon Blade
- Electric Clutch
- Variable Forward or Reverse Speed

Features: This roller has been designed in close collaboration with people who use Vibratory Rollers every day and with those who have to service

and repair them. The design incorporates many practical and innovative features to improve operator's control and efficiency.

- Drum in even suspension by identical rubber mounts on each side to resist side drift.
- Drum machined with special profile to help prevent lining.
- Electric Motor Pump for pressurised water spray across the full drum face.
- Stainless Steel Water Tank to

prevent rusting.

- Variable speed forward and reverse with two detent positions in each direction for accurate speed control.
- Electric clutch on vibration drive for ease of operation and low maintenance.
- Easily replaced nylon blade on drum scraper.
- Moulded plastic glass engine cover for mechanical protection and quieter running.

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necessary poles

Marquee in as new
condition

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Established old firm changes hands

After more than 50 years in business Joe Apterman has decided "to call it quits". Joe has been involved with supplying Manchester, linen, crockery, cutlery and glassware all his business life and in particular, over the last 20 years has built up an extremely enviable record for his firm Apterman Trading.

Joe's integrity was always highly regarded by the schools, colleges, universities, hospitals and nursing homes with which he dealt.

Seeing the opportunities available in recent years, Joe has also developed a strong following amongst laundries, caterers and particularly hirers, and is a member of the Hire and Rental Association.

Joe believes strongly in the principal of personal service and it was with great reluctance that he accepted medical advice to "slow down a bit".

The business is passing into younger hands and although "a new broom sweeps clean", the new owner Philip Moses will continue the Apterman tradition of friendly and personal service.

Vibmac the way to go!

Vibmac folding and stacking chairs have proven themselves time and again. In strength ... in comfort ... in durability. Quality materials such as colour permeated polypropylene help these chairs maintain their good looks even after years of rugged use.

971 Series

Vibmac's 971 series ...an industry standard in the United States for over 15 years, now made under licence in New Zealand, these stacking chairs are ideal for any rental need.

- Available in during or relaxed seating height.
- The lightest and most durable chair available.
- Seats and backs attached to the frame with maintenance free heavy duty rivets.
- Plastic chair back rolled over the frame to protect it from scratching.
- Polypropylene seat and back colour permeated, minimising scuffing

- Store and transport up to 68 chairs on a dolly without straps or belts and still clear a standard doorway.

Feature for feature, the Vibmac 971 is the standard by which other chairs are judged.

Matrix Seating

Ergonomically conceived design, its compound curved seat and backrest provide a level of comfort and support not previously found in high density stack seating.

Matrix seating is uniquely versatile. Its wide selection allows for the greatest range of application. Available upholstered polypropylene seats and backrests. Polypropylene colours permeate the shell to hide wear.

The matrix dolly holds 45 upholstered chairs within a height of 79". Upholstered models stack 22 high. Matrix - the high density stacking seating that's comfortable.

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

22 King Street, Airport West 3042 Telephone: (03) 335 1555 Fax: (03) 335 1303

NEW SOLO Sprayer with motorised pump

SOLO from W. Germany has been supplying the world with quality Plant Protection Equipment for more than a quarter of a century. The range includes small compression sprayers, knapsack sprayers for agriculture and horticulture, knapsack mistblowers for pest control in most plantations as well as self-propelled misters and mister modules for row crops.



The SOLO 415.

The new SOLO 415 and SOLO 420 Sprayers are logical further developments of the hand-operated and world renowned SOLO knapsack sprayers. Instead of using a hand pump to pressurise the liquid, a lightweight 25cc engine is employed to operate a brass impeller pump. No effort at all. The formula tank capacity is 15 litres for the model SOLO 415 and 20 litres for the model SOLO 420. Spray pressure is regulated by the engine speed - a pressure gauge is fitted to the spray trigger. Maximum spray delivery is 9 ltr/min. and maximum spray pressure is 9 bar / 132 psi.

The engine is rubber mounted and the spray tank is ergonomically designed for the comfort of the operator. Long lasting carrying straps are used with sealed pads which cannot soak with spilled chemicals. It is these small but most important points which make the SOLO 415/420 stand out against other machines. All parts are easily accessible for servicing.

SOLO 415/420 sprayers sell for approx. \$500 on the Australian market. Both machines are particularly suited for professional spraying contractors, nurseries, market gardeners, general weed control and disinfection jobs by councils

and health departments.

Enquiries should be directed to:
Outdoor Power Products Pty. Ltd.,
Box 93, Dandenong 3175,
(03) 791-1724

M.I. (Australia) Releases New System.

The Marklift four wheel drive 100c features a six wheel oscillating walking suspension system. The new shorter, lighter body is transported with ease and requires no outriggers. With a 500 lb. (226.80 kg) unrestricted load capacity and a minimal tailswing of 35" (.89m), the 100c is driveable at full extension and offers a 106' (32.31m) working height. Options include diesel or gasoline engines, all motion alarm, and air and hydraulic lines to the platform.

M.I. (Australia) aerial lifts, the Marklifts, consists of three self-propelled product lines: scissor lifts, knuckle booms and boom lifts. All offer reliability, safety and efficiency in moving men and materials to elevated work areas.

For further information contact:
Gene Jones, M.I. (Australia) Pty Ltd
P.O. Box 809 St Marys NSW 2760
(02) 833-1909



The Marklift 100C.

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

The quality-engineered HAKOMATIC 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



The Hako B53.

make the B53 suited for safe use in corridors, aisles, check-out 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 wet-scrubbing and dry-vacuuming in a single working cycle, in addition to greater area achievement, due to it's large tank 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 unbeatably long running time of up to 4 hours.

Therefore, whenever it is important to attain optimum cleanliness, where intensive cleaning of non-carpeted hard floor surfaces is necessary, and when large surfaces 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.

For more information phone:

Hako Australia Pty Ltd

P.O. Box 360, Rydalmere 2116 NSW

Tel: (02) 684 2433

Fax: (02) 684 2278.

Galvanised slashers from Howard

The Sydney based agricultural machinery manufacturer and distributor, Howard Australia P/L have introduced a

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new range of heavy duty slashers with hot dip galvanised bodies. This new feature has been introduced to extend the working life of the slasher bodies which are the most vulnerable part of the machines.

Howard are supplying all models of their Heavy Duty (HD) and Extra Heavy Duty (EHD) range as standard with these new bodies. With the gearboxes, skids, wheels and headstocks still in the familiar Howard Orange livery the machines still stand out as a Howard product. But the galvanised body, which on both models is built with heavy re-inforced 5mm plate, is an added advantage for professional users and contractors who demand a long service life from their machines.



Some of the Howard slashers.

The EHD model which comes in three cutting widths, 150cm (5ft), 180 cm (6ft) and 210cm (7ft), is fitted with the Howard EHD gearbox and the company warrants this for two years on any horsepower tractor provided it is operated at 540 r.p.m. input speed. Howard's faith in the strength and reliability of this gearbox is backed-up by the on-going demand for it from some of the toughest markets in the world.

The HD model comes in two cutting widths; 150cm (5ft) and 180cm (6ft). Both are fitted with the Howard HD gearbox which is a smaller version of the EHD. Warranted for use on tractors up to 85HP at 540 r.p.m input speed, this gearbox offers the same rugged reliability in its horsepower range.

Howard has a policy of packing all

slashers, even their tough new galvanised models, in protective crates to ensure factory fresh delivery to the customer, with all components and any attachments travelling securely with the machine. All machines are delivered freight free to dealers nationwide.

More details are available by phoning:
Howard Australia
Private Bag 5 Post Office
Seven Hills 2147
Tel: (02) 674 2022
Fax: (02) 624 4493.

Toro Wheel Horse Australia

The Toro Company, headquartered in Bloomington, Minn, (U.S.A.), is a leading independent manufacturer and marketer of outdoor maintenance and beautification products. It's products are distributed worldwide and include commercial turf care equipment, irrigation systems and domestic mowers, power vacuums, etc.

With the establishment in 1987 of an Australian subsidiary Wheel Horse Products Inc. of South Bend, Indiana, U.S.A., (a division of The Toro Company) is marketing in Australia, Canada, U.K., France and Belgium plus, of course, the U.S.

In the past, a wheel horse was more commonly known as the strongest and the best horse of the team. Harnessed closest to the front wheels of the wagon, you could always depend on him to pull you through. The Wheel Horse worked hard for you.

And today, these products carry on in that same tradition. Tough. Dependable. Strong. Quality-built lawn and garden equipment that will last for years.

Toro Wheel Horse Ride-ons and Lawn & Garden Tractors are built on a strong tradition of quality.

Wheel Horse has been designing and manufacturing lawn and garden tractors since 1946. During that time, they have built a fine reputation of quality that has made them an industry leader. In 1955 came the first hydrostatic drive system for a tractor. The exclusive Wheel Horse Uni-Drive transaxle and Attach-a matic hitch system developed in 1974 continue to set a standard of excellence for the industry.

Today - with their 1990 line of Wheel Horse riding mowers and garden tractors and the inclusion of selected Toro Consumer Power Products - Toro Wheel Horse is ready to meet the challenge of all lawn and garden needs.

At Toro and Wheel Horse, they've never been satisfied at merely being first, they take on the day-to-day challenges through innovative engineering, advance design, tight quality control and extensive consumer and product research. This is your assurance of the highest quality lawn and garden equipment available, anywhere.

The 1989/90 range of Toro Wheel Horse Ride-ons and Lawn and Garden Tractors comprises twelve models - 10HP through 24HP - 30" through 60" mowing decks - matched attachments - Briggs & Stratton, Kawasaki, Kohler and Onan petrol engines - gear and hydrostatic drive.

The Toro Wheel Horse full line:

- **1200 series**
12HP rider. Briggs & Stratton engine
- **200 series**
10HP Briggs & Stratton and 12.5HP Kawasaki engines
- **300 series**
12HP Heavy Duty Kohler Magnum engine
- **400 series**
16HP Twin Cylinder Onan XSL Performer engine
- **500 series**
18HP & 20HP Twin Cylinder Onan XSL Performer engine
- **HMR1600**
16HP Twin Cylinder Kohler Magnum engine, Highly Manoeuvrable
- **600 series**
16HP Twin Cylinder Onan XSL Performer engine - Zero Turning
- **700 series**
24HP Twin Cylinder Toro Power Plus engine - Zero Turning.

Also available are high quality Toro Walk Power products - domestic and heavy duty lawnmowers (4 cycle and 2 cycle), power vacuum and edger.

For the name of your nearest dealer contact:

Wheel Horse
008 033 531 (toll free).

Kemppi Kempotig AC/DC 250 - designed for a wide range of applications

The Kempotig AC/DC 250 is a compact, 250 Amp square-wave AC/DC TIG and Manual Metal Arc welding machine, incorporating the latest electronic technology.

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The Kempotig AC/DC 250 has built-in logic control for TIG welding applications, including current up and down slope adjustments, plus high-frequency arc ignition in the AC welding mode or lift start for DC welding.

Optimum welding parameters in AC square-wave welding can easily be obtained by the AC balance adjustment.

The AC balance control adjusts the width of the positive or negative component of the square wave without changing the current amplitude or frequency, allowing the welder to control weld penetration and the cleaning action of the arc.

Switches on the front panel of the machine enable the welder to quickly select the welding mode, current type and polarity, and these operating conditions are easily read from a visual display conveniently located above the current control knob.

The letter "T" is shown in the display window if the TIG mode is selected and the current display indicates the preset value of welding current and, during welding, the average welding current. A remote Volt/Amp meter can also be used if required.

In the TIG welding mode, a MINI-LOG program enables the welder to select one of two preset welding current levels with the torch trigger switch. The low current level is set by a control knob on the front panel of the machine and the upper current level can be set either local or by a remote device.

Gas or water cooled TIG torch connections are available. The WU10 water circulator can be connected to the rear panel of the Kempotig 250 and the water flow operates a pressure switch which immediately interrupts the welding current if the water pressure is not sufficient to cool the torch.

For ease of manoeuvrability, the Kempotig AC/DC 250 is provided with a sturdy undercarriage as well as lifting lugs, and is fitted with a gas bottle stand.

There are many options available for the Kempotig AD/DC 250, including C100P TIG pulse module, C110D remote current and AC balance control, C100F remote foot control with facility to preset the minimum and maximum welding current.

MIGOMAG can be contacted by phoning:
(02) 6048522 in Sydney,
(049) 695974 in Newcastle,
(03) 3361960 in Melbourne, and
(09) 4518566 in Perth.

Simon-Abbey wins contract with major electrical authority

Simon-Abbey Pty Ltd, a member of the Simon Engineering plc. Group of companies and Australia's leading manufacturer of vehicle mounted access platforms, has been awarded a three year contract by the State Electricity Commission of Victoria for the supply of up to 60 vehicle mounted Elevating Platforms.

It is the largest contract ever issued by the SECV for this type of equipment. Simon-Abbey have been the major supplier of mobile access equipment to the SECV since the pioneering days in the late 1950's. This order again establishes Simon-Abbey as the main supplier to the SECV of EPVs.

The State Electricity Commission of Victoria is the largest single user of Vehicle Mounted Access Platforms in Australia, running a fleet of some 260 units.

The contract is for the supply of both 11 metre and 17 metre fully insulated high voltage 250 kg capacity units.

The SECV is also offering local Municipal Electrical Authorities and Councils the opportunity to meet their own Vehicle Mounted Platform requirements by dovetailing into the SECV contract, thereby gaining the pricing benefit of bulk quantity purchasing. This is believed to be the first time such an arrangement has been negotiated.

For further information, please contact:

Bernie Kiekbosh, Simon-Abbey Pty Ltd,
(03) 551 8866
Liz Hancock,
Price & Payne Public Relations,
(03) 877 6800

Booms boom for JLG!

JLG's Australian-made version of the "TOP-GUN" 45 series boom lift is proving to be very popular with the hire companies. The "TOP-GUN" is a self-propelled, dual telescopic, articulated boom, hydraulic work platform with absolute zero tail-swing.

The series incorporates an all steel, three section telescoping lower boom and a two section upper articulated boom with a single telescoping action. The configuration of the "TOP-GUN" machines is said to provide a previously unobtainable facility for upward and outward reach.

Continued page 71

Nilsen Instruments 1990 Test & Measurement Catalogue

The first Annual edition of the Nilsen Instruments 1990 catalogue was recently introduced with its mission to provide, its customers, with professional sales advice on the selection of instruments appropriate to the application in the convenience of their own office.

Its aim is not only to give just product information but also authoritative technical information which can be kept for reference in the future.

The Mail Order forms have been designed to simplify the ordering and payment task together with the knowledge that with each purchase all customers will receive dedicated after sales service including instrument repair and calibration.

Containing over 500 instruments for:

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The catalogue, in itself, has become a valuable tool for

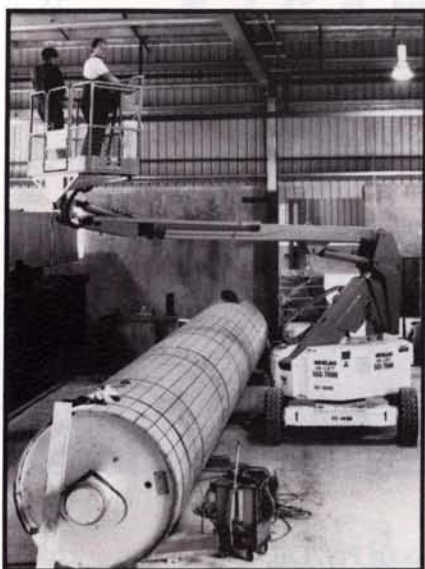
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- Contractors

To obtain a free copy contact Nilsen Instruments Pty Ltd, P.O. Box 930, Carlton South, Victoria 3053 telephone (03) 347 9166 or fax (03) 347 3919 or contact your nearest state office.

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The maximum working height is 15.65 metres. Maximum platform "up-and-over" height is 6.1 metres with a maximum horizontal reach of 7.1 metres. JLG offers the machine with a single capacity of 227 kg, unrestricted in any boom position. All functions are controlled from the work platform including; swing, upper & lower lift and telescoping actions, drive and steer. Of particular interest is the proportional control in all hydraulic functions; drive, swing, telescope and platform rotation. Proportional control results in exceedingly smooth operating characteristics which greatly enhance the on-site safety and confidence of the operator.



The JLG 'Top-Gun'.

All of JLG's "TOP-GUN" 45 series have both fixed and oscillating axles, foam-filled tyres, amber rotating warning beacon, travel warning devices and all other safety features required by Australian site-safety standards. As with all of the machines manufactured by JLG in Australia, the 45 series complies with the Construction Machines Act 1912 and with AS 1418 Part 10 of the crane code.

The diesel powered, two wheel drive unit features the JLG oscillating axle which gives continuous tractive capability in less than ideal ground conditions. For really tough sites however, JLG offers a four wheel drive, "go anywhere" version with better than 40% gradeability.

Power for the diesel driven units is provided by the well-proven KUBOTA D950 engine which JLG also uses on the company's 25MS "SIZZOR" range of scissor lifts and on the new range of JLG Lighting Towers.

JLG's "TOP-GUN" range features both diesel and electric drive, the latter having particular application for indoor use where the absolute zero tail-swing adds to the units capability when used in tight areas.

Most of the features found on this range as standard are only offered as optional extras on other manufacturers' machines.

JLG does, however, also offer extras. All of JLG's range of boom lifts can be fitted with on-board generators to provide electric power to operate tools in the platform. On-board compressors are also an optional extra to provide power for pneumatic tools. All of these options serve to avoid the dangerous practice of having air lines and power lines trailing from the platform.

Further information:

JLG Industries (Australia) Pty. Ltd.

Dig in with Ausdig in the 90's

Ausdig Sales & Service has officially been appointed as the new agents for Thomas Skid Steer Loaders in Australia by Thomas Equipment of Canada. Ausdig Sales & Service has also introduced a Branch in Sydney headed by Bryan Clarke. After successfully applying for the Thomas Dealership, Ausdig S&S is about to deliver their first container of Thomas Tizz to Wreckair hire in Forest Hills, Aster Trading in their Skid Steer Loaders, making a total of eight Thomas T133's, the 43 HP 1300 lb Lift Series, and one Thomas T233 HO the 62 HP Six Cylinder Models with a List Capacity of 2300 lbs. The only Six Cylinder Skid Steers Loaders on the Current market. All Thomas Skid Steer Loader's are manufactured with safety features second to none.

Ausdig Sales & Service also would like to introduce to the Australian market, one of their Newest products, the Nevson Mini Excavators Direct from Sweden ranging from 1 Tonn to 4 Tonn and will be introducing the 6 Tonn Series later this year.

Sales & Service Mel: (03) 555 8244

Ausdig Sales & Service Syd: (02) 892 2000

The Thundervolt Showcase

The Drills - Three variable speed reversible drills, all featuring electronic feedback for fast drilling in a variety of materials, ball bearing construction for smooth power transmission and long life and a convenient built-in belt clip are now available for use with the new

Thundervolt 24 volt cordless system.

The 1801 is a 10mm VSR drill boasting a no-load speed of 0-1200rpm. It has a drilling capacity of up to 10mm in steel and up to 25mm in wood.

The 1802 is a 13mm dual range VSR drill offering speed ranges of 0-500rpm or 0-1200rpm. It has a drilling capacity of up to 50mm in wood and up to 13mm in steel. Comes with a 360 degree side handle.

The 1803 is a 10mm dual range VSR hammer drill. The electronic feedback feature and dual mechanical speed setting make it ideal for drilling and setting in concrete and other materials.

The battery pack is composed of two 12 volt lead acid batteries housed in a shake proof, leak proof casing. Its design means that it has optimum capability to supply high current, a good energy/weight ratio, fast chargeability and the cell connection problems of traditional rechargeable nickel-cadmium battery packs are eliminated.

Once charged, simply put the battery pack into its holster which can be worn by the user around the waist or on the hip in conjunction with a supplied belt, or alternatively over the shoulder using the shoulder strap attachment.

Then "plug in" the required tool. Two heavy duty, rubber power cords are available for the system to enable quick connection of all Thundervolt tools to the power pack.

The portability and versatility of the Thundervolt system means that the tools can be used anywhere at anytime, eliminating the need for lengthy extension cords or a generator.

Because the tools are powered by a 24 volt battery pack there is no high voltage electricity flow which means that the system can be operated with 100% peace of mind - even in wet conditions.

The introduction of the Black & Decker patented Thundervolt system marks a revolution in the way Australia gets its work done and the current Thundervolt collection is only the beginning!

Black & Decker's Industrial Tool Division is committed to the quality and expansion of the Thundervolt system and plans to introduce even more high performance 24 volt tools in 1990. Future products will include an impact wrench, small angle grinder and a reciprocating saw.

The Thundervolt system is now available from industrial power tools distributors nationally.

For further information

Kelly Jarvis

Black & Decker Industrial Division

Ph: (03) 727 8200. ■

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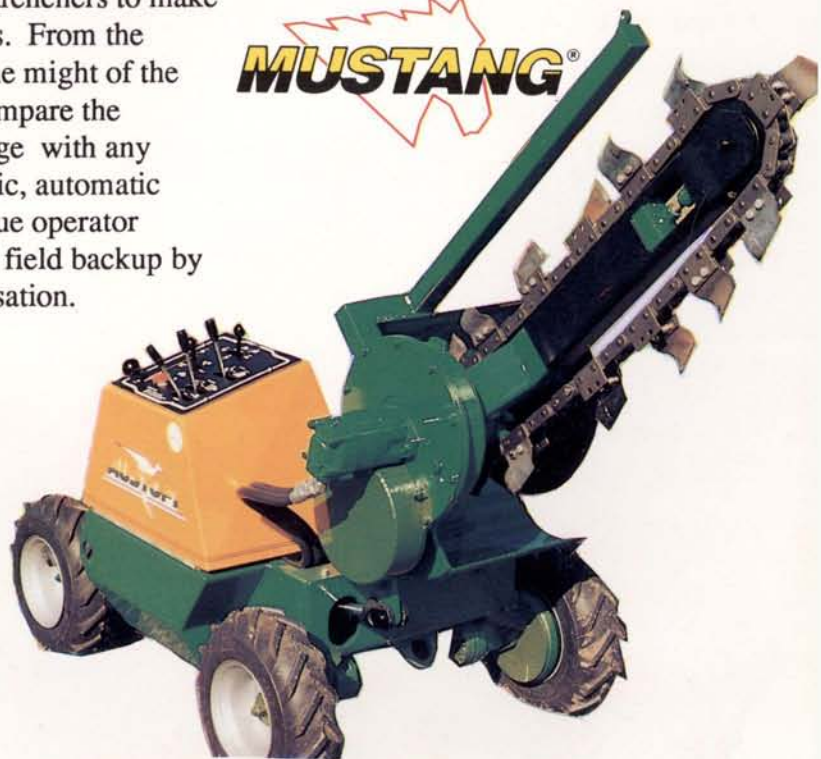
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your team and let it work for you.

Mustang have the team of trenchers to make light work of your decisions. From the pedestrian 14 hp TR14 to the might of the TR65 ride on trencher. Compare the features of the Mustang range with any competitor. Fully hydrostatic, automatic ground speed control, unique operator platforms, high class finish, field backup by the reliable Austoft organisation.

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