

# HIRE and RENTAL Industry Quarterly

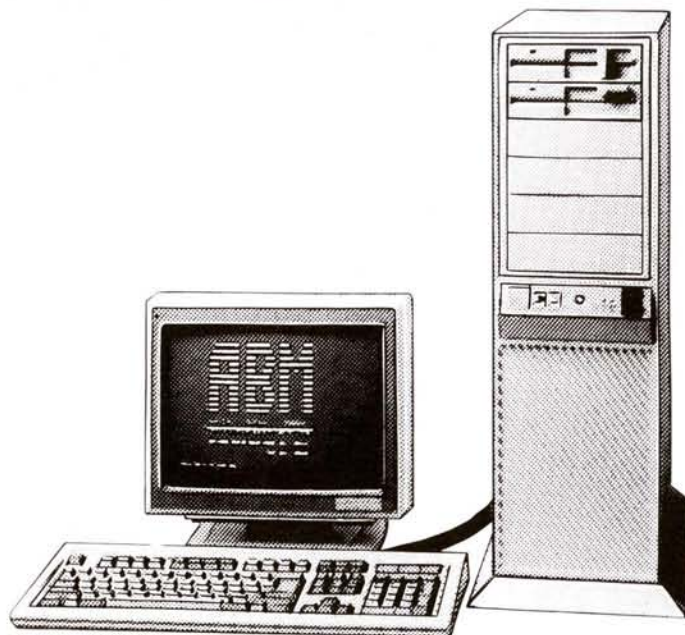
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# National Council Elects New President



Patrick Pearce, Aladdin Exhibition Furniture Hire.

Mr Patrick Pearce, Managing Director of Exhibition Furniture hire was elected President of the Hire & Rental Association of Australia on the 2nd of March 1990.

The First South Australian to be Elected to the position of National President, Mr Pearce has been actively involved in The Running of The South Australian Region For 16 Years and is a past President of that region.

Prior to Commencing his own business in February 1987, Pat was the Managing Director of Renniks Hire. Since then Pat established Aladdin Exhibition Furniture Hire, who specialise

in the Hire & Rental of Office Furniture and Exhibition Equipment.

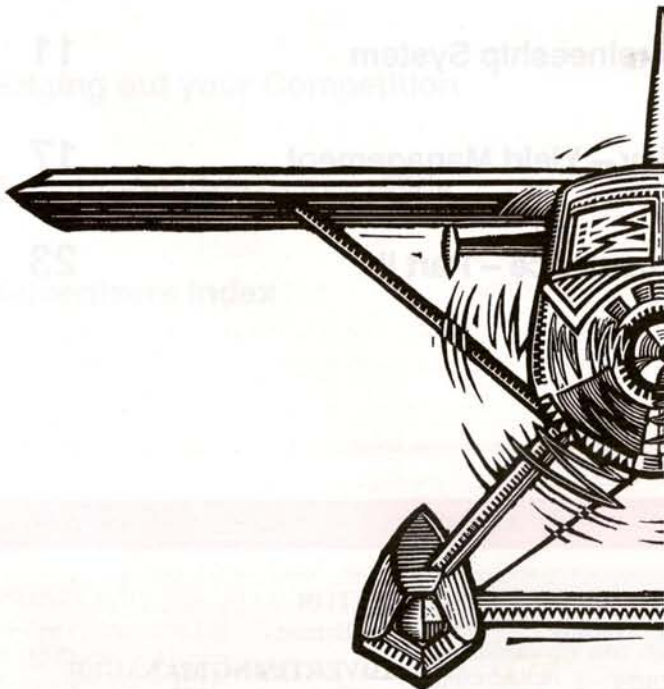
It is fitting that a South Australian hold the office in the 1990 Year, the Year in which the International Hire Convention and Equipment Exhibition is to be held in Adelaide.

When contacted by the editor, Pat expressed his admiration of the contributions of the outgoing president Ron Wyatt.

It is obvious that Pat relishes the challenging role that lies ahead.

If the advance bookings for Adelaide are any indication Pat and his team are commencing on a winning note.

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# HIRE and RENTAL Industry Quarterly

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



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## PRESIDENT'S REPORT



Ron F. Wyatt, Immediate Past President.

*Having come to the end of my two year term of office I recall the highlights as being the 17th Convention at the Gold Coast, the most successful in our industries history, and the 18th in Melbourne, which despite the handicap of the pilots dispute was a resounding success.*

*It is pleasing to see that our industry has recognised the necessity to become self regulating in the aspect of safety and I commend the efforts of each State and the N.S.W. Region and our National Secretary who are to use the Chamber of Manufacturers considerable resources to produce an Industry Safety Manual.*

*We now have a Hire Industry Journal that is well received by the members and well supported by the suppliers advertisements. I would however again urge members to submit articles and information for which the editor will be grateful. Remember, if you give, give, give, you get, get, get in return!*

*We have also seen the placement of various superannuation schemes throughout our Industry. Lets hope that the previous sentence applies to our investment in people.*

*The H.A.A. insurance brokerage now appears to be more aware of our industries problems and poised to advise and direct us in our specific areas as well as in the wording of our hire contracts.*

*Having just returned from the A.R.A. Convention my wife and I being feted by their Executive Director, out-going and incoming Presidents, the differences in office are incredible. Presidents of the American Rental Association and their wives, virtually walk away from their business for 12 months attending their regional meetings as well as various International conventions. Whereas, my two year term has comprised of no more than a few meetings, two of which have been at Conventions. Don't get me wrong, I am not complaining, I am just comparing.*

*I make the observation that as our association progresses, voluntary offices will become more demanding. Victoria have led the way with a professional State Director. I think the next move is for a National Director.*

*I wish to thank past and present National Delegates, our National Secretary, my own secretary and my employer, Flextool, for their co-operation, input, encouragement and support during my two years. I wish the incoming President and delegates a successful and full filling term.*

Ron F. Wyatt  
Immediate Past President



# 19th International Hire Convention and Equipment Exhibition

*Adelaide Convention Centre, Adelaide South Australia*

*September 10 - 14, 1990*

The Hire & Rental Association of Australia S.A. Region Inc. is delighted to provide advance notice of the 19th International Hire Convention and Equipment Exhibition.

## Venue:

The Convention and accompanying Trade Exhibition will be held in The Adelaide Convention Centre Australia's first purpose-built facility and a pace setter for all other such centres now in course of construction in other capital cities.

The Centre's Exhibition Hall will house the Trade Exhibition, and 169 3m x 3m areas will be available.

## Social Programme:

Those members who came to Adelaide during its Jubilee Year (1986) will remember with affection the calibre of South Australian hospitality. We are looking forward to making you even more welcome in Adelaide during the 1990 Convention. A stimulating, innovative social programme is being put together for both delegates and accompanying persons. Pre and post Convention excursions to such world renowned areas as the Barossa Valley — the largest wine producing area in Australasia — and other nearby tourist attractions will be arranged.

Why not extend your stay in South Australia? Plan to coincide a holiday with family members. We will be delighted to help you with any 'add-on' itinerary.

## Yard Tours

Arrangements are well in hand with member organisations for visits to a diverse range of yard tours.

## Convention Theme — Future Directions:

The 19th International Hire Convention will focus on a vision for the future.

Member concerns:

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

## Association concerns:

- How can it maximise its effectiveness in legislative areas?
- Is lobbying the answer?

These are just some of the issues that will be addressed with a view to helping your business to operate even more successfully into the second millennium. However, if there are specific topics you would like to see included within the formal programme, please don't hesitate to notify us.

**Professional speakers, advisors and lateral thinkers will both inspire and educate.** All sessions will centre on the Hire and Rental Industry. There will be ample opportunity for individual member input.

## Sponsorships:

A hallmark of previous Conventions has been the generous support of the membership. We look forward to involving as many members as possible in high profile sponsorship areas. A list of possibilities has been prepared and will be forwarded upon request.

## Equipment Exhibition

As always, a highlight of any major gathering of members of the Hire & Rental Association of Australia is the Equipment Exhibition. The 1990 Exhibition is no exception.

The new Exhibition Hall has an unobscured floor area of 3,260m<sup>2</sup> which can be divided into 169 3m x 3m spaces. Ceiling height is 12.5m to the main roof or 10m to the roof trusses. The uncarpeted concrete floors have an applied dust-sealer and a live load capacity of 15kPa (1500kgs per m<sup>2</sup>). A total of 9 wet service points for domestic cold water and drainage permits demonstration of water-related products.

A 3m<sup>2</sup> space with power will cost \$750. A fully equipped booth, using the "Framelock" system will cost \$1,150 including carpet tiles.

The reservation of **Four or More** (spaces or booths) will attract a discount of 10%.

A deposit of 50% of the total cost must accompany the reservation request.

Each exhibition space or booth will also include **Two Free Tickets** to the **Welcome Reception**.

Access is by a vehicle ramp 7.2m wide and 4.85m high or via a lift measuring 3m wide by 3.6m high. Two lifts from the 325 bay carpark under the hall allow additional access for delegates and small display items. Upon confirmation of acceptance of an application to participate in the Exhibition, information will be provided as to set up times — particularly if large items of equipment will be displayed.

Ample time is being made available for delegates to visit the Trade Exhibition. In fact, **No formal programme will be scheduled at times when the exhibition is open.**

We are looking forward to hearing from you **SOON!**



# Workplace Health and Safety Survey

*Dates of Survey: 18th - 21st December, 1989*

*Carried out by: J.I. Florence Senior Consultant NSCA*

**T**he objectives of this report are to:

1. Assess the Existing standards of workplace health and Safety which exists in the plant, equipment and party hire and rental industry and; assess how the industry is meeting its 'Duties of Care' under the Workplace Health and Safety Act and Regulations, 1989.

2. To recommend a programme of measures to address any problem areas and the development of a Policy and Procedures Manual Addressing the Identified Workplace Health and Safety needs of the Hire and Rental Industry.

## Report Summary

A survey of a sample of small, medium and large hire and rental firms formed the basis of an overview of workplace health and safety standards in the industry and the level of compliance with relevant workplace health and safety legislation.

This report identifies that each hire firm needs to examine its own operations in the following areas.

**Personnel.** Customer service staff and delivery drivers are the hire firm's public contacts. If hire firms are to meet their legal 'duties of care' under health and safety legislation then staff must have a sound knowledge of system, procedures and the plant and equipment being hired.

A more formal system of induction, on and off the job staff training is indicated. Details of this suggested training is provided in the policy and procedures manual being developed.

**Information.** A major requirement of the Workplace Health and Safety Act 1989 is the provision of information to the end user at the workplace. Several hire firms have excellent information

brochures, but many do not. There is a need for the development of readily available information brochures on the correct operating and safety procedures on the common items of hire plant and equipment.

Another aspect of providing information, advice and warnings to end users is the provision of signs and labels on tools and plant. A set of common sign labels available to all hire firms is recommended.

**Post Hire Systems.** Several firms have good post hire systems where plant and equipment is thoroughly inspected, cleaned, serviced, tested and, where necessary repaired before being available for re-hire.

However, a number of firms are allowing equipment to be rehired with guards missing from pulleys, electrical tests overdue, L.P. Gas equipment not being tested and/or with damage to plant.

The new legislation requires documentation to ensure an effective system is in place, and is audited by hire firm management.

A simple tag system, which indicated that each item of plant has been inspected, serviced and/or tested is recommended. A number of firms already use this system of quality/safety control.

**Fire Precautions.** The standard of fire precautions at all hire firms visited was well below standard.

Hire premises provide a fire risk due to the amount of fuel (petrol stored in small engines, fuel containers and L.P. Gas) and sources of ignition available (smoking, welding, grinding).

A fuel leak from a petrol tank or hose or an L.P. Gas leak is always a possibility.

Fuelling of small petrol engines from open top containers such as 'watering

cans' in workshop areas poses high fire risks.

Most hire firms had adequate fire appliances (extinguishers and hoses) but all staff are not trained in their use.

All hire firms need to seriously look at their fire risks and upgrade their fire protection measures.

**L.P. Gas.** Most L.P. Gas installations were found to be well below standard.

Many are not signed - NO SMOKING - FLAMMABLE GAS and only one firm had cylinder filling instructions. Several filling points were sited close to ignition sources.

80% of all L.P. Gas cylinders were overfull and staff questioned did not know the correct filling procedures.

**Hire Agreements.** Only one hire firm visited includes safety aspects in its 'Condition of Hire'.

It is strongly suggested that all hire firms include safety clauses in their hire agreements.

**Manufacturing Hire Equipment.** Some firms make some items of hire equipment e.g. gas barbeques. Any manufactured item for hire must comply with relevant design standards.

Manufacturers must be aware of and comply with those standards.

## Introduction

No hire firm wants to see a person injured while using the plant which they hire. While workplace health and safety is fully justified on moral grounds alone, there are also powerful legal and economic reasons for hire and rental firms to ensure they meet high standards of safety with the plant they hire.

The Workplace Health and Safety Act, 1989 imposes specific 'duties of care' on suppliers of plant and equipment for use in the workplace.

Quite a number of electrical powered tools however were available for hire



with electrical test tags up to 12 months overdue for electrical test. A system must be developed to ensure that all test tags are inspected on tools as they are returned and those due for test are not rehired until they are tested. Plant hire staff will need to become familiar with the new colour coded test tag system.

The owner must maintain a register of all portable and semi-portable electrical equipment used on the premises and available for hire. The register shall be available for inspection on request by a Workplace Health and Safety Inspector.

Most owners surveyed do not include the electrical outlets on portable generating sets in their 6 monthly electrical testing procedures. It is strongly recommended that this be done.

It is a requirement of Regulation 149 of the Workplace Health and Safety Regulations 1989 (W.H. & S.R.) that single insulated portable and semi-portable electrical equipment must be used with an isolating transformer or earth leakage core balance unit (ELCBU).

The problem arises that some customer service staff and drivers are not aware which tools and equipment are double or single insulated.

All double insulated tools carry the Australian Standard mark for double insulation - two squares ; or carry the wording 'DOUBLE INSULATED'.

It is recommended that all 240 volt single insulated tools and equipment, including cement mixers, barbeque spit motors and the like be labelled as follows:

## DANGER

### DO NOT OPERATE THIS UNIT WITHOUT AN EARTH LEAKAGE CORE BALANCE UNIT

This ELCBU should be offered when the single insulated equipment is hired. A refusal to hire an ELCB should be noted on the hire agreement.

### Festoon Party Lights

Some 240 volt festoon light strings are supplied with a 3 pin plug top on one end and a 3 pin plug socket on the other end for the purpose of extending the festoon party lights. This is a dangerous practice as the two core festoon cable can and sometime will be used by the hirer or others as an unearthed extension lead.

It is suggested that festoon lights be supplied as a single string with a 3 pin plug top fitted at the supply end and the other end terminated with insulation tape.

If it is necessary to extend a string, then 2 pin plugs and sockets (i.e. round pins and terminals) should be fitted and a short conversion lead with a 3 pin plug top to two round pin outlet be supplied to energise the party lights.

If extension party lights are used then circuit loadings would need to be checked.

Party light bulbs are supplied, by one hirer in a plastic box, fitted with a wooden floor to which is fitted 35 festoon lampholders wired to a caravan type 3 pin inlet socket. The box is ideal for testing and transporting the light bulbs. It is understood this type of box is used by a number of hire firms.

This box can provide a hazard if the bulbs are removed and a lead was connected to the outlet when 35 lamp holder sockets with exposed terminals would be alive with 240 volts.

It is recommended that the 3 pin plug socket be blanked off (e.g. with a screw) before hiring.

A number of firms had concerns about the hire of wet diamond tile cutting saws. This matter was discussed with an Queensland Electricity Commission officer. It should be insisted that these tools are only hired with an ELCB unit.

### Liquified Petroleum Gas (L.P. Gas)

**L.P. Gas Installations.** Several hire premises had L.P. Gas installations well below the safety standards required with NO SMOKING - FLAMMABLE GAS sign not provided and located in areas close to sources of ignition - grinding, welding and lunch room smoking.

L.P. Gas installations requirements will be provided in the Policy and Procedures manual.

80% of the L.P. Gas cylinders tested were found to be overfull. This is dangerous. After filling a cylinder, the liquid inside is COLD. In the Queensland sun, the liquid will heat up and expand. If the cylinder is overfull, the safety valve can open or a weak cylinder can split. This allows a gas leak to occur, which if near a source of ignition, can be disastrous.

From enquiries, by questioning, it is evident that many hire firm staff do not know the correct procedures to fill L.P. Gas cylinders. Cylinder filling instructions were vague. The correct procedures will be detailed in the policy and procedures manual.

It would be advisable for those hire firms who have L.P. Gas cylinders filled by other firms, conduct a random sample of cylinders to ensure they are not overfull. This can be done by opening the bleed valve. If liquid escapes the cylinder is overfull. Gas only should escape.

A number of L.P. Gas cylinders were found to be overdue for cylinder pressure test. The date of test is stamped on the lifting ring guarding the cylinder valve. Cylinders must be pressure tested every 10 years.

Hire firm staff must check the cylinder dates and cylinder condition before refilling. Damaged, corroded and out of test cylinders must not be refilled.

Hire firm staff are not checking L.P. Gas equipment for leaking hoses and connections. It is recommended this be done before hire. Advise hirers to assemble gas equipment, to pressurise hoses and test all connections for gas leaks with soapy water, before lighting appliance.

**Compressed, Gas Cylinder Security.** Several hire firms did not provide restraining racks and chains for oxygen, acetylene, large L.P. Gas and other compressed gas cylinders.

If compressed gas cylinders fall or are knocked over, the cylinder valves can be sheared, leading to hazardous results.

It is recommended that security racks and chains be provided for storage of compressed gas cylinders and that incompatible gases be separated.

### Safeguarding

In the context of the hire and rental industry, safeguarding means providing effective safeguards to prevent a person coming in contact with:

- moving belts, rollers, gears, drive shafts, keyways, pulleys, sprockets, flywheels or couplings on plant.
- reciprocating, rotating or moving parts of plant.
- pinch points or the cutting edges of plant.

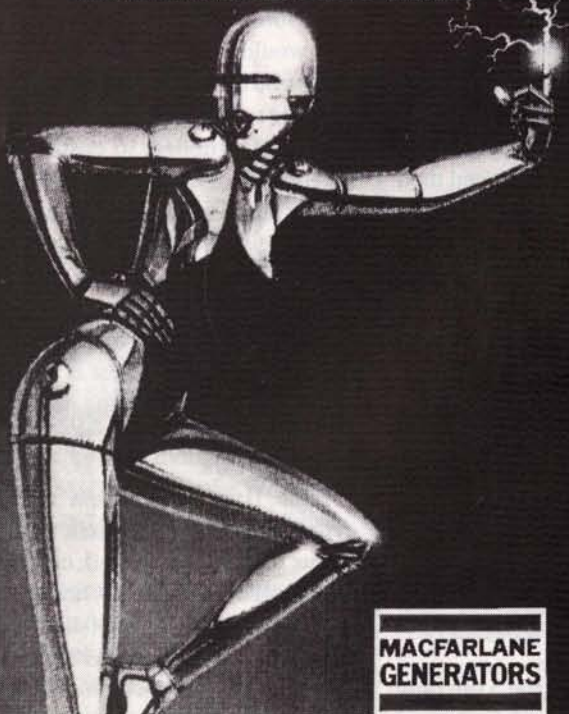
It does not include personal protective equipment.

*Continued on Page 52*



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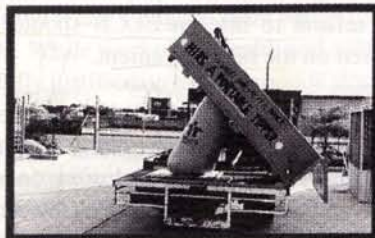
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# Hire and Rental - Australian Traineeship System

*Submitted by Queensland Region.*

## Alms And Objectives

The Australian Traineeship System aims to:

- achieve long-term fundamental improvements in training arrangements for young people in non-trades employment and thereby improve both the long-term employment prospects of young people and the national skill base.
- provide a new form of quality training for young people entering the workforce, thereby improving the skills of the Australian young labour force.
- provide increased employment and training opportunities for youth.
- extend the provision of quality on and off-the-job training of relevance to industry and to young people.
- improve the capacity of employers to provide quality on-the-job training.
- provide trainees with qualifications that are recognised by industry and education bodies, which can be used as a step to permanent and/or further education and training, and
- provide equal access to employment and training opportunities for young men and women.

## Course Objectives

In order to achieve these objectives this traineeship offers opportunities for the trainees to gain:

- job specific skills applicable to the industry which provide the trainee with a knowledge of the operation and function of the hire and rental business, the servicing of industrial plant, minor plant and hand tools, maintenance of equipment hired for special events and to carry out the associated clerical duties of hiring and renting equipment
- broadly-based skills in problem solving and planning, communication, information technology, basic numeracy and literacy, practical manual skills and skills transferable to new work situations.

## Course Synopsis

This course has been developed from material identified by members of the Hire and Rental Industry and approved by the nominated Industry Working Group. The course has been designed to provide the trainee with a range of immediately usable practical skills appropriate to the employment situation. In addition, there are subjects that deal with topics considered essential for the trainees who will be entering the workforce direct from school and with little work experience.

## Vocational Outcomes

The Australian Traineeship System traineeship in Hire and Rental Operations provides entry to the Hire and Rental Industry and graduates may seek or maintain employment as

an employee in the hire and rental sector or in one or more of the associated fields of sales assistant.

## Subjects Include:

- Introduction to Industry
- Occupational health and Safety
- Customer Relations
- Hire/Rental Office Procedures
- Minor Plant and Hand Tool Applications
- Basic Product Servicing - Minor Plant and Hand Tools
- Work Environment
- Functional Mathematics
- Information Technology
- Communication Skills
- Personal Effectiveness Skills
- Specialisation of the Employer Industrial Equipment Applications
- and Basic Product Servicing - Industrial Plant
- Party and Special Events

**TOTAL HOURS 455**

## ***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:  
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# "Australian Design Award Winner comes up with a World First"

*Since Jaden's Mini Loader conception in 1982 and due to their on-going commitment to continually upgrade and further develop their products we believe Jaden has come up with a World First. With principal management experience of twenty (20) years, and all research and development taking place in Australia, Jaden (Mini Loaders) Pty. Ltd. have just launched a unique Mini Backhoe to fit their range of Skid Steer Mini Loaders.*

This is the first Skid Steer Loader which does not lose its other normal features when the Backhoe is attached, which greatly enhances the versatility of the machine which in turn means increased productivity.

Jaden believe the mounting and operation of the Backhoe is a World First for Skid Steer Loaders as the many features of the Jaden Skid Steer Loader can still be used while the Backhoe is attached in position at the rear of the Loader. This means the operator can go onto a construction site and complete various jobs such as Trenching, Post Hole Boring, Sweeping, Ground Levelling and Soil or Brick Shifting without having to remove the Backhoe, causing costly down time changing attachments.

The multi-purpose Jaden Mini Loader is a compact heavy duty work horse and its Skid Steer operation gives it a very tight turning circle, making it ideal for use in confined areas.

This totally new concept in the Mini Loader has been designed with the Hire and Owner Operators alike in mind.

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

The Mini Loader is used in a wide variety of Industries, which include:—

- ★ PLANT NURSERIES
- ★ LANDSCAPE GARDENERS
- ★ BUILDING INDUSTRY
- ★ PLUMBERS AND DRAINERS
- ★ FENCING AND SMALL FARMING
- ★ PAVING CONTRACTORS
- ★ SWIMMING POOL CONTRACTORS



- ★ PROSPECTOR CLAIMS, OPALS, GOLD
- ★ PLUS MANY OTHERS

Ease of transportation being a 6 x 4 trailer or utility, thus producing a versatile workhorse.

Some improved performance features include new Heavy Duty Construction, Heavy Duty Resilient Engine Mounts, Increased Traction, Powerful 76mm Lifting Cylinder, Greasable Linkages, Totally Enclosed Drive Chains are also an option as with choice of engine and fuel types. (e.g. Petrol, Diesel & L.P.G.)

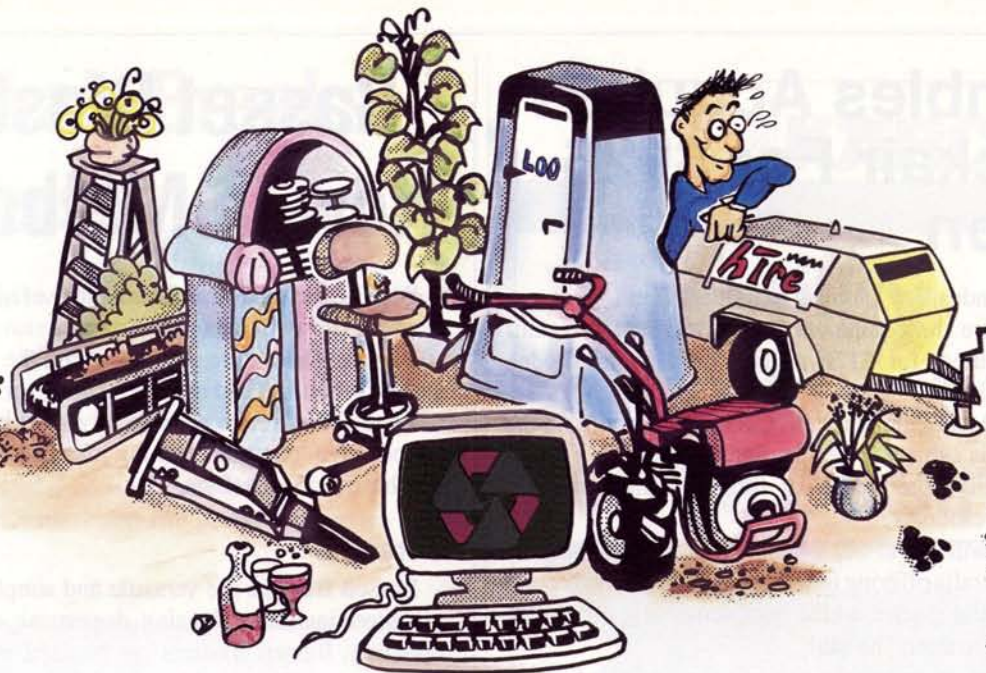
The Jaden Mini Loader is certainly worth looking into.



For more details please contact:  
Alister Rayner, Jaden Pty. Ltd.  
Alex Fisher Drive, Gold Coast. Q. 4220  
Ph: (075) 93 4567 Fax: (075) 93 4398







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## Brambles Acquires Wreckair For \$126 Million

Brambles Industries Limited has entered into an agreement to acquire the equipment rental business, Wreckair Holdings Limited, for \$126 million cash from Ariadne Australia Limited.

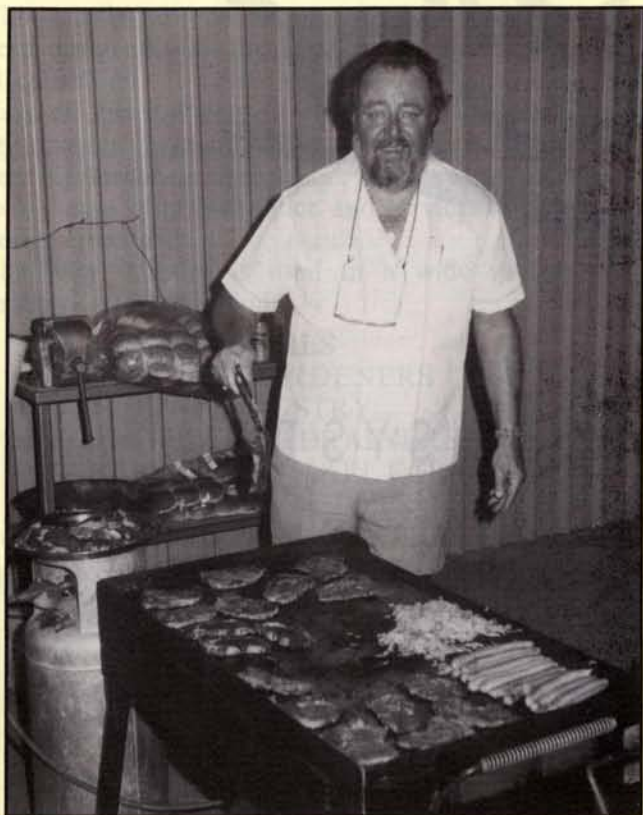
Brambles' Managing Director, Gary Pemberton, said the acquisition was subject to verification of Wreckair's assets and profitability, and would be funded from Brambles' internal cash resources.

"Wreckair will round-out Brambles' equipment hire activities in Australia offering new opportunities in the general equipment rental market whilst complementing our extensive forklift hire fleet," he said.

"Wreckair is an extremely good fit for Brambles and is the type of service business we are good at managing".

Wreckair provides a comprehensive range of rental equipment to general industry, the building and construction industry, and Government. It also operates a small equipment hire business in North Carolina in the United States.

Brambles provides an extensive range of manned and unmanned industrial and mining equipment hire services in Australia.



Queensland's catering nominee for the Adelaide Convention, Ron Wyatt (Flextool) limbers up at the recent Brisbane mini trade exhibition.

## "Basset Blasters" - Now in Melbourne

W L Bassett and Son market a range of high pressure water cleaners known as "Basset Blasters".

Bassett Blasters are popular within the hire industry due to their reliability and quality for long service life.

Water Blasters are a frequently used hire item as many people have 'one-off' cleaning jobs that do not warrant the purchasing of a machine.

### Versatile

Bassett Blasters are versatile and simple to use with applications including cleaning, degreasing, descaling and disinfecting. Bassett Blasters can be used in industry, on the farm or around the home - cleaning trucks machinery, factories, stables, pathways, swimming pools, drains and hydrostatic testing.

### Range

Bassett Blasters are available in a range of sizes for varying applications.

Included in the range are hot and cold water, electric or petrol driven models to suit your needs.

### Quality and Dependability

Engineered quality from inside to out. The standard features include:-

- Stainless Steel inlet filter
- Detergent metering control
- Adjustable by-pass valve
- Thermically insulated stainless steel lance
- Quick coupling for high pressure hose
- 10-metre high pressure hose with insulated rubber protection at ends
- Wheels / Easy Mobility
- Glycerol-filled gauge
- Detergent tank

### W L Bassett & Son

Bassett Blasters are sold and serviced throughout Australia by W L Bassett & Son.

W L Bassett & Son has branches in;

Sydney (03) 699 1733,  
Singleton (065) 74 6613,  
Newcastle (049) 56 6044,  
Brisbane (07) 345 9088,  
Adelaide (08) 260 3922,  
Mackay (079) 55 3111 and  
Melbourne (03) 764 1944.

### Melbourne

The Melbourne branch of W L Bassett and Son has only recently opened. Their address is:

2/9 Seismic Court ROWVILLE VIC 3178



# Wreckair Breaks Barriers!

Sue Brennan is a woman who has begun making in-roads in the male dominated hire industry.

Employed by Wreckair in Sydney four years ago in a customer relations role, Sue is now a fully-fledged marketing representative who handles general hire and access equipment.

Her 60 or so regular account customers include builders, shop fitters, sign writers and fire protection service companies.



Sue Brennan

In an average week, Sue clocks up 550 kilometres, visits about 40 customers in the field and makes at least 40 income-producing phone calls. Her territory encompasses the entire Sydney metropolitan area and sometimes extends into the Illawarra region and the central NSW coast.

About half of the work she generates involves scissor lifts, knuckle booms, cherry pickers, scaffolds or other pieces of access equipment.

Before joining Wreckair, Sue worked with Budget Rent A Car and helped her husband run his own scaffolding business. Perhaps because of this latter experience, she is no stranger to the Hire Industry. Sue, who is 25, wanted to go to university and study law when she left school — but she met her husband and they agreed he needed a business partner more than he needed a lawyer.

Sue is one of only a handful of female marketing representatives employed in the hire industry, but says that the "old male barriers" are being broken down to the point where she will soon be less of an oddity.

"When that happens, I'm rather hoping that I'll be able to walk on to a building site without being whistled at," she said.



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## Kärcher 1050B

- Operating pressure 2850 psi.
- 15.5 L/m.
- 11 hp Honda motor.
- RPM reduction when gun in closed position.
- Weight 67kg.
- Ideal rental machine.

For further information contact:



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**NEW ZEALAND**  
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**PROFESSIONAL QUALITY FROM THE WORLD'S LARGEST PRODUCER OF HIGH PRESSURE CLEANERS**



“Seventeen years later,  
we're still waiting for it  
to break down . . . ”



“The only complaint I can make about this seventeen-year-old Kawasaki engine is that it just refuses to pack it in. We'd like to get a new one, but how can I when this old one still runs just like new.”

That's what Matt Parker, Senior Golf Course Groundsman, had to say about Kawasaki engines. He went on to say; "I've even got my next Kawasaki all picked out - it's an FG200D, the one with a big 5hp (3.7kw) of grunt. It even has a great low-oil alarm that shuts the motor down when it's in danger of damaging itself - that means I can just start it up and leave it to run - no worries.



Die cast aluminium cylinder blocks with cast iron sleeves, ball bearing mounted crankshaft and the low oil alert ensures a long service life.

Now all I've got to do is wait for the old Kawasaki to wear out. Mind you, the way it's going, it looks like I'll retire before it does, and I might never get that new Kawasaki . . . ”

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# A Pricing Policy - Yield Management

*Ted de Vries owns and operates Vallejo Rent-All in Vallejo, California.*

**A** pricing policy should not merely be a decision to raise prices across the board, but a consistent program of evaluating and monitoring products, service, people, promotion and expense controls, together with the market and competitor analysis to determine the profitability of each phase of your operation. The objective, of course, is to maximize the return on all these individual aspects of your business and, in sophisticated terms, this is referred to as "yield management".

Of the 245,000 small firms that started in 1985, 65 percent of those still in business last year did not grow at all and 8 percent decreased in size, according to a study by Dun and Bradstreet. As a result, not counting those that failed, only 27 percent of the survivors showed any growth at all. Growth generally verifies outstanding management and profitability. Where do you fit into these statistical numbers? Somewhere it has been stated "businesses that dominate their market are 50 percent more profitable than their nearest competitor."

A rental manager recently told me that he received a call from his equipment parts house wanting to know why the rental account had dropped by one half. Were the parts he was supplying defective, was the service poor or were the prices too high? The rental manager replied that with his investment in new equipment and by upgrading the rental inventory, there was less need for repair parts.

This rental manager had discovered yield management. By investing his profits in new equipment not only did he improve his image and increase gross as well as cash flow, but he also cut expenses by needing less parts, reducing mechanical labor cost and, naturally, having less down time on his rentable

equipment. But best of all, he added another notch to his operating margins for greater profitability.

Cost control should be an integral part of every business whether large or small, yet it is not! With the increase in computer use, information is more readily available on inventory turnover by individual equipment, maintenance expense, labor, insurance and so on. Naturally the more information you have on your own business, the easier it is to make decisions.

Suppose your records indicate that several pieces of equipment have not rented one time in the past 12 months. What do you do? The point is that most smaller rental operations do not know whether or not they have equipment that has not rented in one year. One rental owner, who has a computer that can furnish this information, has not reviewed such information about his business in three years. Why? "I do not have time; there are other priorities."

People and service are, of course, justified priorities, but the real key to profitability is establishing a strategic direction for expanding the business, controlling costs and then setting proper rental rates in order to reinvest for growth. Yet there seems to be a great reluctance or inertia for establishing a continuing review of rates. Consequently, the "fear" of adjusting rates usually results in a cursory review once a year with adjustments made across the board.

You can bet that any probing of how rental rates are established will result in a reply of "We have to meet the competition". It is a circular pattern and no one has ever shown me an original concept of how rates are derived, or who made such a determination.

It is a crutch or lack of initiative to not take the time to analyze the variable costs involved. So, we all follow a rate

structure that was improperly conceived at birth.

When was the last time you visited your closest competitor? Probably about three years ago. Has there been any competitive expansion since your last visit? Studies show two-thirds of your competitors have stayed the same or deteriorated in image and growth. Are you the leader, follower or straggler in your area? Remember, the leader is always the most profitable.

If you should decide to purchase new diesel silent air compressors and your competitor has the 10-year-old bang-bangs, should your rate be higher, lower or the same?

Do you realize there also are price sensitive customers who support slightly lowered adjustments in rates for off hours? Then, they can increase your volume while multiplying your profits.

As we all know, the maximum profit return is obtained by maximizing the rental period of every piece of equipment in your inventory. Consequently, after thorough analysis, should you seriously consider a two-tier rate structure for some items - marginal off-hour dollars of revenue from such price-sensitive customers, while leaving in place or increasing rates for customers who recognize the value of service to themselves during demand periods. Do you match a national chain that rents trucks for \$19.95 per day (even on weekends) or do you wait until all their local trucks are rented, then have the overflow customers come to you for the normal truck rental fee of \$60.00 per day? This is yield management at its ultimate: price, availability and time value.

Cast aside the physiological barriers. The proportion of time and effort you spend to review your rate structure will, in the same proportion, pay for itself in greater profitability.





# Flextool



**FOR ALL YOUR  
HIRE EQUIPMENT  
NEEDS**

**SPECIALISING IN:**

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- HAND TOOLS
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- MESH ROLLERS
- ABRASIVE DISCS
- POWER SCREEDS
- KANGO HAMMERS
- POWER TROWELS
- STRAIGHT EDGES
- FLOOR GRINDERS
- CONCRETE MIXERS
- PLATE COMPACTORS

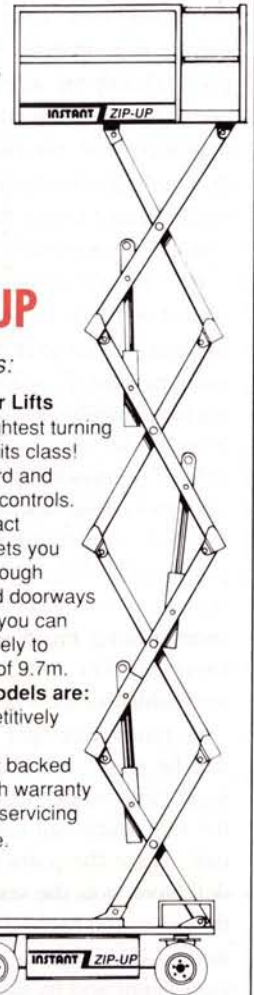
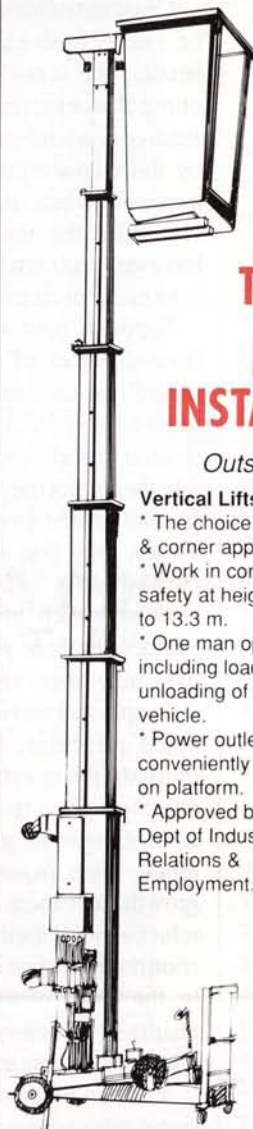
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Whatever your application... if you need to lift your head above the crowd, Instant Scaffolds has a Scissor or Vertical Personnel Lift for you. These low cost, high quality self-propelled lifts are ideal for all overhead work.

For reliable products and professional service...  
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INSTANT ZIP-UP**

*Outstanding features:*

**Vertical Lifts**

- \* The choice for wall & corner applications.
- \* Work in complete safety at heights of up to 13.3 m.
- \* One man operation including loading and unloading of a vehicle.
- \* Power outlet is conveniently located on platform.
- \* Approved by the Dept of Industrial Relations & Employment.

**Scissor Lifts**

- \* The tightest turning circle in its class!
  - \* Forward and reverse controls.
  - \* Compact design lets you drive through standard doorways and yet you can work safely to heights of 9.7m.
- Both models are:**
- \* Competitively priced.
  - \* Quality backed 12 month warranty
  - \* 24 hour servicing available.

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Coburg	Ph: (03) 350 4199	Cairns	Ph: (070) 331 400



# New Kango Breaker to be Released Mid Year in Australia

**T**he new model 1400 Light Breaker from Kango, leading manufacturer of power tools for professionals is a completely new concept, designed from the outset to provide maximum user safety and comfort.

The 1400 is a versatile tool for breaking, cutting, digging, compacting/tamping and electrode - driving. It fills a niche in the market for a hammer combining the versatility of a demolition hammer with the performance that has until now been found in big breakers.

Developed using computer-aided design (CAD), the 1400 is the first new product to emerge from the new Kango Design Centre at Peterborough. Using the same steels as the Kango

900/950/1100 hammer series, the 1400 has a proven in-line configuration and clean, modular design, with the minimum of moving parts, to simplify servicing and ensure inherent reliability.

Rated at 1400W and weighing 14kg, the Kango 1400 has a blow rate of 1600 per minute, with blow energy of 25J. The 1400 measures 760mm in length without accessories, and is double insulated. Grease-packed lubrication is augmented by the use of high temperature oil-bearing plastics, while the machine features a dust-tight front end.

User comfort has been a prime consideration in the development of the new machine. Soft-grip forward and back handles minimise high and low frequency vibration for more positive control,

while anti-vibration mountings not only improve operator comfort but prolong the life of the machine through reduced wear on parts. Mass is carefully balanced, making the 1400 remarkably free of kickback, while noise levels are considerably lower than statutory limits, at just 103dBA. For ultimate control, the forward handle can be rotated through 360° and locked in any position to suit any job.

Normal warranty conditions will apply: service parts such as brushes, seals and 'O' rings are not covered and the warranty will be invalidated if repairs have been attempted by anyone other than an authorised Kango Service Agent, or if non-approved steels, tools or accessories have been used.

## Convention Accommodation & Travel

### Accommodation

Accommodation has been reserved at two hotels both of which are close to the Adelaide Convention Centre. The group discount rates set out below are on a 'room only' basis. Children's rates will be advised on request.

Delegates are responsible for payment of their accommodation accounts less prepaid deposit (if any) on check out.

**Hyatt Regency Adelaide** & adjacent to the Adelaide Convention Centre), North Terrace, Adelaide Telephone 08, 231, 1234

- Single, Double or Twin Room - \$165, Triple \$195
- Executive Suite/Hospitality Suite - \$275 comprises King-sized bedroom, En-suite Bathroom & Lounge. An inter connecting Double or Twin

Room can be reserved at the additional charge of \$165, should a corporate group wish to avail themselves of the Hospitality facility.

**Grosvenor Hotel** (opposite to the Adelaide Convention Centre), 125 North Terrace, Adelaide Telephone: 08.51.2961

- *Business Class:*  
Single Room \$99  
Double or Twin Room \$113
- *Budget Class:*  
Single Room \$54  
Double or Twin Room \$68

### Accommodation Deposits

All requests for accommodation must be accompanied by prepayment of two nights 'accommodation at the hotel of your choice. Ellisservice Convention Management will not guarantee to hold

accommodation unless this payment is made. Delegates will forfeit their accommodation deposit in all instances where rooms have been reserved but are not used unless formal notification of later arrival has been received by Ellisservice at least seven days prior to the booking commencement date. Accommodation will be allocated strictly in order of receipt of registration forms.

### Preferential Accommodation Bookings

Trade Exhibitors and Sponsors have the opportunity to reserve accommodation before other registrants by committing to exhibit and/or take up sponsorship through completion of the attached *Preliminary Registration Form*. We encourage you to take up this advantage!



## Tracs From Trilogy The Next Step For Door To Door

Door to Door Hire has achieved what every entrepreneur aspires towards exponential growth since inception. From its embryonic stages in July 1984, Door to Door Hire has grown rapidly into an organisation which now has 26 staff in three hire centres around Melbourne, with well in excess of one million dollars of builders and handyman equipment to draw down upon.

During the past five and half years, Door to Door hire's business philosophy has remained simple customer service. The business was initially established as a husband and wife operation working out of a residential address. Because of this, it was imperative to take the opposite tract to the mainstream equipment hire companies.

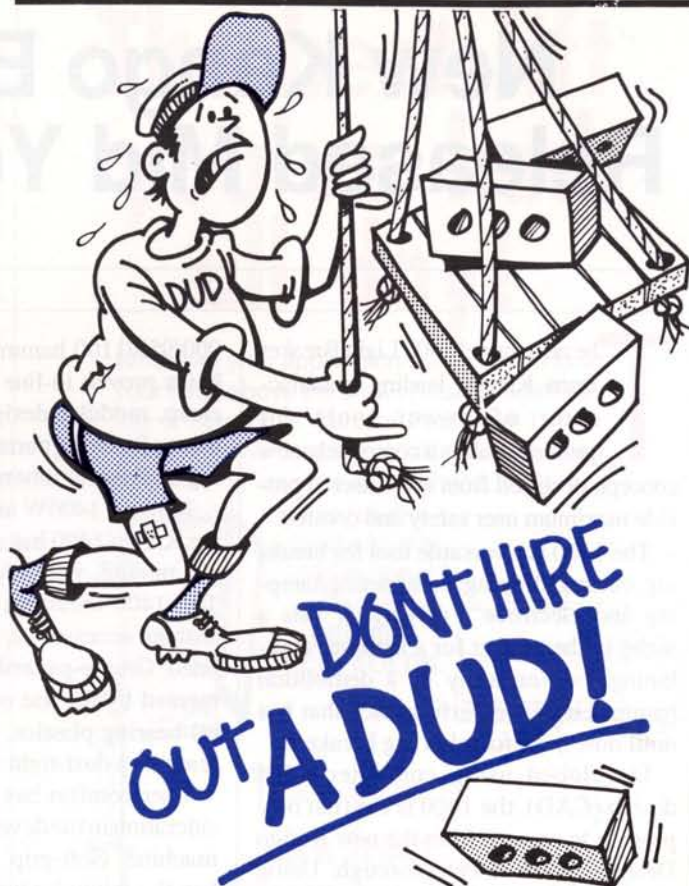
Door to Door concentrate on delivering the equipment rather than having their customers personally collecting any required items. As an added bonus, delivery was usually done for no extra charge. Price cutting was not necessary to achieve this rapid level of growth. Instead, a desire to succeed and a genuine attempt to satisfy the customers' requirements overcame the many obstacles and barriers to entry that were encountered along the way.

Door to Door Hire is now in its second phase of business development. Extensive media coverage, especially television advertising, has given the company an enviable market presence in a very short period of time. Whilst not quite a household name yet, Door to Door Hire does have a large varied customer base for both cash and account customers. In the immediate short term, the company expects to consolidate its operations, especially in the light of current economic climate, before the next expansionary phase is embarked upon.

The implementation of the complete TRACS system by Door to Door Hire will play a key role during this period of consolidation. TRACS has totally replaced the existing Hire Master system and will provide Door to Door Hire with crucial up to date accounting information as well as on line front Counter Processing.

At this stage of the implementation TRACS is providing Door to Door Hire with a true Back office Accounting system, the front counter will operate from the 8th of March.

After careful evaluation of all the major rental systems, Trilogy was chosen. It was regarded as having the best mix of front desk and behind the scenes capabilities of all the systems currently available. Particular impressive were Trilogy's reporting capabilities and general flexibilities to adapt their way of doing things. Furthermore, Trilogy offered the best purchase deal and backup service of all the software/hardware companies investigated.

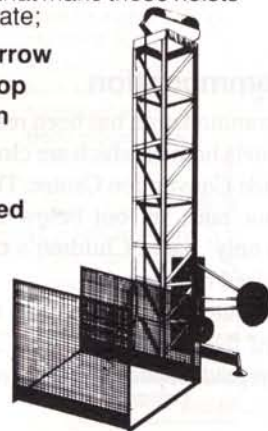


### Breakdowns Cost Money!

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

### INQUIRE ABOUT FRANCHISING



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

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Phone: (02) 674 1611 Fax: (02) 674 5123



# Macfarlane Generators

*Power Anywhere, Anytime!*

Macfarlane Generators has introduced a revolutionary twin-steer truck to its expanding tilt tray fleet.

Australia's largest hirer of portable power stations for domestic, commercial and industrial applications, Macfarlane provides its many customers nationwide with a 24-hours-a-day, seven-days-a-week service.

Part of that renown Macfarlane service is its own transport fleet, giving the 40-year-old Melbourne-based business the versatility to supply its generator sets to just about any location.

That - and its availability for hire to the hire industry - is the concept behind its new Volvo twin-steer tilt tray truck.

A cab-over Volvo FL10F model, the carrier is specifically designed for the delivery and installation of power equipment anywhere, anytime.

Macfarlane's cab-over turbodiesel Volvo has a large, flat 4mm thick all-steel tray which can carry up to... (?) ... kg

and tilts 13000 hydraulically to 60 degrees for practical on and off-loading.

The operation is further assisted by an electrohydraulic 23kNm capacity crane and 30,000lb Ramsey winch.

The Macfarlane Volvo's twin-steer system also means easy manoeuvrability at all times... essentials for quick access when responding to emergency power needs.

Importantly, though, Macfarlane does not maintain exclusively over the revolutionary Volvo twin-steer truck.

The Macfarlane Volvo is available for hire to haul the plant equipment of other power supply services and the general hire industry.

Macfarlane is the big name in generators. With bases in Sydney, Melbourne, Brisbane, Newcastle and Sale (Vic.), Macfarlane offers customers and the hire industry a complete generator hire, sales and maintenance service.

As well as generators which range in capacity from 1kVA to 2000kVA, Macfarlane has a wide range of transformers, rectifiers, cable, switchgear, load banks, even lighting towers and electrical leads...plus the transport to match... and it's all on call seven-day-a-week, 24-hours-a-day.

Macfarlane's hire generators are used extensively in the Australian film and television business.

Films such as 'The Man From Snowy River', 'Breaker Morant', 'Blue Lagoon' and TV programs including the 'Neighbours' series and 'World Series Cricket' are among those produced using Macfarlane's acoustically-silenced generators.

Hospitals, office buildings, sporting events, industrial and construction sites, musical concerts and off-shore oil rigs are also served regularly by Macfarlane's immaculate blue-and-white equipment.



## FROM UP HERE — PRICE TAKES SECOND PLACE TO QUALITY!

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.

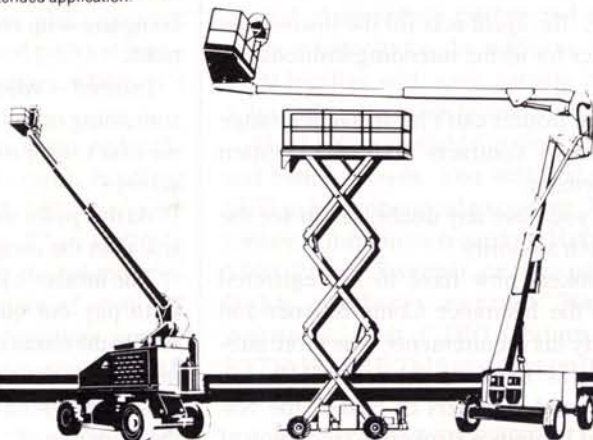
All JLG boom and scissor lifts comply with — or exceed — AS 1418 part 10 SAA crane elevated work platforms as originally manufactured for intended application.

If you want to talk to a JLG man, ring:

WA: John Mann — (09) 478 2122  
VIC: Rob Willmot — (03) 706 4118  
NSW: Rod Lean — (02) 725 3211  
QLD: Terry Phillips — (07) 267 7853

or contact:

JLG Industries (Australia) Pty Ltd  
11 Bolwarra Road,  
(Box 972, Post Office)  
Port Macquarie, NSW 2444  
Telephone: (065) 81 1111  
Facsimile: (065) 81 0122



# JLG

MADE IN AUSTRALIA — BY AUSTRALIANS — FOR AUSTRALIANS



# ASPIRINS — In — Insurance

## PART II

### Your Insurance Contract. It's Terms and You.

**I**n our first ASPIRINS In Insurance article we got a consumers end view of how we came by the modern laws covering insurance contracts, companies, agents and brokers.

This article will look at what we've all got to do to play fair by the new rules, and avoid ending up in the trauma of the court. In the process we'll get a better understanding of some of the typical terms used in connection with insurance contracts.

But first, the people involved.

There's any one of us the **INSURED**

There's the person we talk to the **BROKER** or **AGENT**.

There's the person or company that accepts our risk the **INSURER**.

#### INSURED

- the person who stands to benefit by the policy of insurance. The person covered by a policy of insurance.

#### BROKER

- the person who arranges contracts of insurance as agent for intending insureds. In our case, Hire and Rental Insurance Brokerage Ltd. (HARIB).

#### AGENT

- the person who arranges contracts of insurance as agent for an insurer.

*Note:* the agent acts for the insurer, the broker for us the intending insureds.

The insurer can't let an agent arrange insurance contracts without a written agreement.

If you have any doubt, ask to see the written authority.

Brokers now have to be registered with the Insurance Commissioner and satisfy his requirements. The more substantial brokers like HARIB are registered members of NIBA the National Insurance Brokers Association of

Australia, which imposes even tougher standards than are legally required.

So you're safer dealing with a NIBA broker, because if you have a complaint you know it will be investigated. If substantiated, NIBA will cancel the broker's membership which they have done six times over the last three years.

#### Insurer Liable for Agents/Employees

The insurer has to honour contracts arranged by the agent where we (the insured or intending insured) could reasonably rely on the conduct of the agent or in fact did rely in good faith.

#### Brokers — Liability Covered by Professional Indemnity Insurance

A condition for a broker to be registered is that Professional Indemnity insurance cover is in force.

If the broker has been negligent, your claim will be paid, if not by the insurer then by the broker's indemnity insurance.

**INSURER** is the person or company issuing policies of insurance. *Assurance* — same as insurance.

*Underwriter* — same as insurer. Also describes the official of an insurance company who has the power to accept risks.

*Insured* — when we decide to insure something or someone we do so because we don't want to carry all the risk ourselves.

At this point we know more about the risk than the insurer.

The insurer's job in accepting the risk is to pay out our *loss* should it occur within the terms of the policy. We're not meant to make a profit just to cover our loss or an agreed part of the loss. This is the principle of:

**INDEMNITY** — A policy of indemnity puts us in the same financial position as existed immediately before the event insured against.

**INSURABLE INTEREST** — At the time we make a claim for our loss, we need to demonstrate we *have* an insurable interest that is an economic interest in the property or in the event insured such that we will lose money by it's loss and stand to gain by it's preservation.

**UTMOST GOOD FAITH** — We don't want the insurer to short change us if we have a claim. Equally the insurer wants us to be dinkum about the facts of the risk we want to be accepted, and to disclose any fact which alters the risk after it has been accepted.

The Insurance Contracts Act imposes this duty of Utmost Good Faith (means honesty) on us and the insurer.

But at the start, when we ask the insurer to accept our risk, the duty of "honesty" is ours.

**This DUTY OF DISCLOSURE** — We are legally bound to disclose to the insurer *before* the contract is entered into, every matter known to us which could influence the judgement of the insurer in deciding whether or not to accept the risk and, if so, on what terms.

But how do we know what the insurer *needs* to know?

First, because the insurer *has* to tell us about our Duty of Disclosure — to disclose matters we know; *or* which a reasonable person in the circumstances, could be expected to know.

We can't be asked to tell the insurer about anything:

- that diminishes the risk;
- is common knowledge;
- the insurer already knows, or ought to; or
- the insurer says we don't have to disclose (waives).



**PROPOSAL FORM** – This is the form on which we “offer” our risk to be insured. But if the insurer’s questions are vague, and we’ve answered them honestly, the claim cannot be denied if the insurer accepted the answers as given. The insurer has to ensure all relevant questions are answered *before* the risk is accepted. If this does not happen, the Court will say the insurer has “waived” our Duty of Disclosure in relation to that matter.

**NON DISCLOSURE & MIS-REPRESENTATION** – Before the Insurance Contracts Act, we had to “warrant” that the PROPOSAL was true and correct in every particular. Some insurers would deny a claim on the most minor of technical grounds. The Insurance Contracts Act stopped that sharp practice. Now, if we fail to disclose a material fact in all innocence, the insurer still has to pay our claim. Equally, if we say something incorrect, but believe it to be true, and the answer is one which any other reasonable person in the circumstances would have given, the insurer has to honour our claim, even though our answer was in fact untrue.

But if we intended to deceive the insurer acted fraudulently the insurer can, at his option, avoid the contract altogether. In this case we may get nothing or at best, at the insurer’s option, a reduced payment.

**COVER NOTE** – When the insurer issues us a Cover Note, our risk has been accepted temporarily, subject to our completion and the insurer’s acceptance of our Proposal Form, and our payment of the agreed Premium. When this has happened the insurer will issue us a Policy. The Policy is the written evidence of the contract between insurer and insured.

**PREMIUM** – Is the amount in money we pay to the insurer for the insurance cover granted by the policy.

**EXCESS** – Is the first part of a loss. This is the amount in money we (as an insured) agree to pay towards any loss. It’s also known as a DEDUCTIBLE.

**ENDORSEMENT** – Is the memorandum added to our policy when the policy is altered, because the risk has changed. For example, an extra vehicle is added to our Motor Policy or extensions made to our house affecting our House Policy.

**RENEWAL NOTICE** – Before our policy expires the insurer has to remind us at least 14 days before expiry date that the policy is nearing expiry, and whether renewal is accepted, on what terms, or whether renewal is declined.

**AVERAGE/CO INSURANCE CLAUSE** – If our policy is subject to average, the insurer must tell us in writing *before* we enter the contract what it means and the effect upon any claim under the policy. Average, also known as Co-Insurance, means that if we *under-insure* we are choosing to carry a proportion of the risk ourselves, and so share in any losses that occur. For example, if our house is worth \$100,000, we’ve insured for \$70,000, and suffer a loss of \$20,000 ....

The Insurance Contracts Act states that if we insure our residence for less than 80% of it’s full value, when we enter the contract, then the claim is reduced by a given formula.

In our above example, with our loss of \$20,000, we would get loss  $\$20,000 \times \text{sum insured } \$70,000 = \$17,500$  80% of property value \$100,000

**SUBROGATION** – Is an implied term of our contract. It’s not written there to read, but applies to all contracts in the event of a claim. It means we give up to the insurer, after he has paid our claim, our right as a creditor to recover money from a third party, and allows the insurer to reduce his loss by disposing

of the property which is the subject matter of our claim. For example, in a motor accident our car is a write off. We get paid out. The insurer gets the wreck and whatever he can recover from any third party involved.

**ASSESSOR** – This is a person who determines the amount of our loss. The Assessor is an independent individual or firm able to negotiate between us and the insurer. An Assessor is not a member of the insurer’s staff.

**UNAUTHORISED FOREIGN INSURER** – Is an insurer not authorised to transact business in Australia. If our contract is to be placed with such an insurer, our broker or agent must advise us in writing before we enter into the contract.

If after reading this far we decide our own business is worry enough, without taking on the niceties of law and insurance ... we need not despair. That’s what an independent broker like HARIB is for. HARIB is professionally responsible to assist us in selecting the correct policies. Correct selection will often improve cover for our particular risk circumstances.

And most important, the broker is there when we need help most with a claim. Assistance in presenting the claim correctly goes a long way to achieve a prompt and satisfactory settlement.

So if an ASPIRIN does not cure our insurance headache it’s time to call in the broker!

## Hako 1100 Power Sweeper - Packs in dirt & moves it out

The 1100 Power Sweeper was designed to handle dirt and debris. The powerful main broom picks up even the heaviest debris and packs it into a giant compactor hopper where it’s held for easy disposal.

The Hako 1100 is clean and efficient. The process is swift, handling between 9200 and 18500 square metres per hour. The 1100’s hydraulic system lifts the loaded hopper to a dumping height of up to 1.5 metres. A unique filtration system traps and contains airborne dust. All components are easily maintained and

backed by our nationwide parts and service network. Driver visibility and control plant reduce fatigue and improve productivity. In addition, the 1100 handles with ease, turning in a 2.4m aisle with room to spare.

The 1100 is available in diesel, gas and battery power. You will find the 1100 to be economical to operate. For further information regarding Hako’s 1100 Power Sweeper or any other Hako product, contact Hako Australia, Unit J 10/16 South St RYDALMERE 2116 or call us on (02) 684 2433.



# New South Wales Report



**T**he 1990's opened for the NSW Association with the first of a series of **Training Seminars** run by **Ron Mobbs**. These Training Seminars have proved so popular that the Association has organised a complete programme of them for this year. Topics covered include; Coaching & Counselling; Negotiation Skills; Problem Solving & Decision Making; Occupational Health, Safety and Rehabilitation; Focusing on the Customer, Communication and Leadership.

They will run over two consecutive days and will provide Companies with comprehensive training for staff members to increase their "people skills".

The next Training Seminar will be held on **17th & 18th April, 1990**, at the Castle Hill R.S.L. Club. Watch for details.

Our annual Principal & Executive Seminar was held on 28th February, 1990, at the Park Royal Hotel, Parramatta, in conjunction with our Annual General Meeting. The calibre of speakers enticed many new faces along; Alan Carroll gave us his view of the economy in the 1990's; John Lees gave a very funny and inspirational address on motivation, Dr. Peter Catts from the Small Business Association addressed members on areas of interest to the smaller hire company. Our After-Dinner speaker was John Leard who spoke on Socialism - the Con Job of the Cen-

tury, following his recent trip to several communist countries.

I'm sure that all those who attended thought the interaction with other members a very worthwhile exercise.

**Mark the following dates in your calander now!!**

**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

## "AETCO POWER KING WELDERS AND GENSETS"

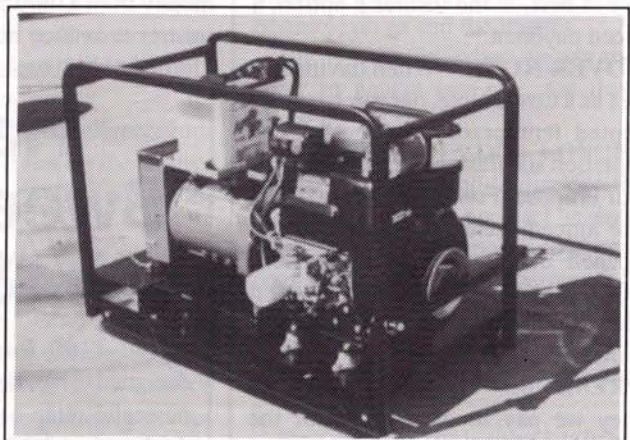


Combine the mighty power of KOHLER with EUROGEN alternator/welder. This 4 in 1 utility work tool provides a 270 amp. welder at 60% duty cycle, 8 kva, 3 phase, AC 415 volt supply.

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.

**Contact AETCO now and we can help solve your generator and welder problems.**

**Contact AETCO on (02) 684 4666, Fax: (02) 684 4470.**



### DIESEL GENSET

The matched quality of twin cylinder diesels with the reliability of EUROGEN alternators.

- ★ No extras or options required, these units are ready to run.
- ★ Electric start units also have rope start in the event of a flat battery.
- ★ 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.
- ★ Electric start units include battery.
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- ★ Forced lubrication.
- ★ Cast iron cylinder.

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**S.A.**  
(08) 262 2138

**W.A.**  
(09) 279 4511



## New South Wales Region Annual General Meeting

*Parkroyal Hotel, Parramatta  
Wednesday 28th, February*



*John Lees (Guest Speaker) & Bruce Fraser - NSW President*



*Elaine Smith (Hills Party Hire) & Christine Stewart (Secretary)*



*Gordon Esden (Prestige Portable), Pat Keenan (Prestige Portables), Grant Spradbrow (Easi-Rents), Rob Brown (Kenards Hire)*



*Allen Forbes (Coates Hire), Rod Mansfield (Coates Hire), Don McLeod (Coates Hire), Kevin Oldfield (Compair Hire), Bernard Dalmas (Coates Hire).*

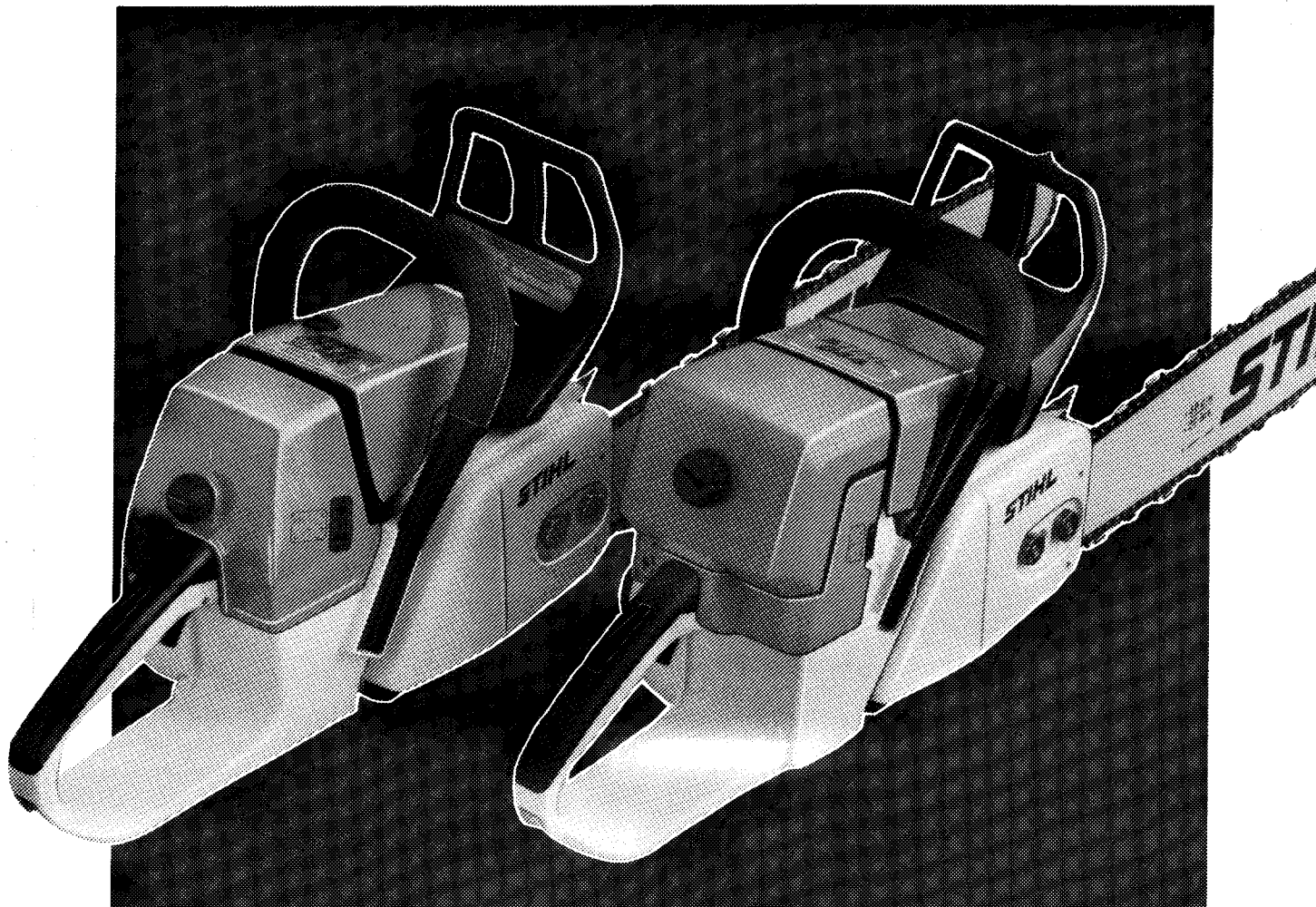


*Stephan Donnelley (S.D. Hire) & Barry Newton (Conveyor & Hoist Rentals)*



*Karin Bauer (Illawara Hire), Diana Storey (Trilogy), Bruce Davies (Trilogy).*





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Stihl Chainsaws pay their way. Fast. Reliably. That's why 70% of pro hardwood timber cutters, who make their living from chainsaws, buy Stihl.

Precision German engineering makes these Stihl chainsaws easy to start and easy to use. Australia's biggest, best-equipped chainsaw dealer network makes them easy to service and easy to get spare parts for.

Stihl is the only chainsaw manufacturer to make every single component, at the business end of the saw. All of which makes them very, very hard to wear out.



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It means that if the saw kicks back, the chain is frozen in a split second. That's ultimate chainsaw safety.

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# 1991 Pacific Convention

**T**he Hire and Rental Association of New Zealand is to host a **PACIFIC REGION CONVENTION** at the Hyatt Regency Hotel on the Korolevu Coast of Fiji April 25 - 27 next year.

The concept of such a gathering came from Bill Cushing of California several years ago and who, to 'start the ball rolling' made a donation towards the event. Members from Associations in Australia, United States of America and Canada are being invited to meet with New Zealand Members in the idyllic setting of Fiji to listen to Keynote Speakers from the Industry, discuss matters of common interest and together enjoy the hospitality of the Fijian Islands.

It is hoped that National Associations will co-ordinate travel arrangement for those members interested in attending,

taking in to account the wish for some Members to spend either pre or post convention time in Fiji.

Final Convention Registrations will be handled through the New Zealand

Association but we invite members interested to register their interest NOW so that further information can be forwarded direct to them as it is finalised.

The Executive Director  
Hire and Rental Association of New Zealand Inc.  
P.O. Box 12013.  
Wellington. New Zealand

Please register my/our interest in the 1991 Pacific Convention in Fiji and provide further information as finalised.

Name: .....

Company Name: .....

Address: .....

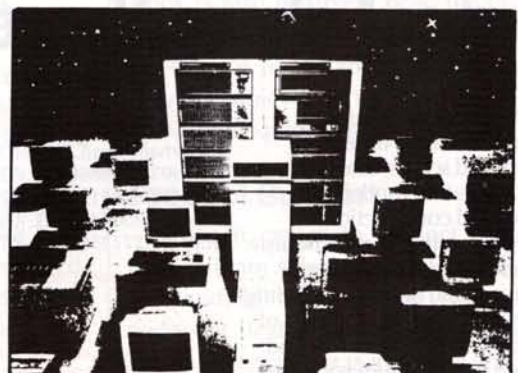


**Solutions Unleashes POWER.**

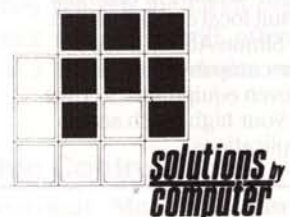
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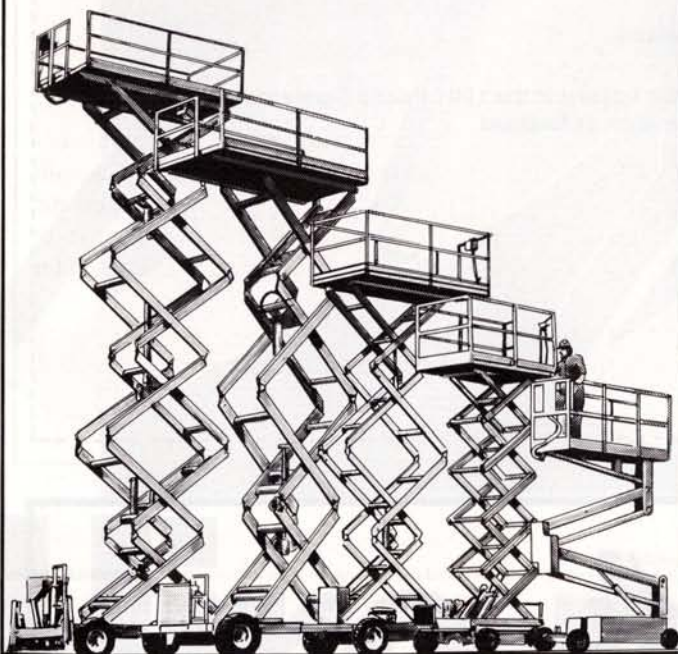


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Price & Payne 2537

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



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

# WHY?

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

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

**How can you make any other decision?**

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# William Adams: Cat Power For Australia

**H**igh interest rates and the current economic slowdown do have a bright side, according to John Coventry, Industrial Products Manager at William Adams. "The rental side of our business is flourishing with the current trend towards renting power generation equipment rather than buying.

"When times are tough, it makes sense to keep your capital as free as possible."

William Adams, the Caterpillar dealer for Victoria and Tasmania, has been renting gen sets for ten years now and this side of their business forms an important adjunct to new equipment sales.

In the beginning, however, the rental side was a very modest operation.

"We actually moved into the hire business quite by accident," Coventry recalls. "It started with a few telephone enquiries and it just so happened that we had a couple of used 250 kVA gen sets available."

From that point on the rental side of the business has steadily grown... doubling over the last five years.

Completely packaged gen sets are now available in 80, 125, 250, 350, 500, 650 and 1000 kVA capacity. Naturally, they are all Caterpillar built units. Greater capacities can be achieved by simply running any of the units in parallel. Since all the units are made by one manufacturer there are no problems with compatibility.

A typical rental time for a gen set is about a week, although units may be rented from a single day up to a year or more.

"Our rates are so competitive" says David Moore, Engine Sales Manager at William Adams, "we not only rent direct to end users but we also cross hire." Wreckair and Coates are good cus-



*John Coventry - Manager, Industrial Products*

tomers, as well as a number of smaller hire companies.

"We're really the only Cat dealer in the country to concentrate on gen set rental and so we hire units all over Australia," Moore adds.

Service and backup is another area William Adams takes very seriously. They offer a full backup service with a national gen set hotline (008 331 399) that operates around the clock seven days a week.

"Add these features to our easy-to-use rate calculator card and we hope we've made renting a gen set from William Adams as simple as possible," Moore says.

## Modular Design

All William Adams gen sets are modular in design and include circuit breakers a weather proof and sound suppressed canopy, fuel tanks, lifting arch and Electronic Modular Control Panel.

William Adams will advise customers of the best configuration for their particular application using a personal computer program called EnGenSize.

The program has been designed to tailor the best possible gen set for each application.

## Product Features

One of the advantages of hiring from William Adams is that the entire gen set unit is made by the one manufacturer. The engine, alternator, radiator and control panel are all produced by Caterpillar. If something should go wrong the renter doesn't have to wait for two or three manufacturers to be contacted for any replacement parts or service.

## Access throughout Australia

The company's Australia-wide access to inventory can also be an important benefit. "During a power strike, for example, gen sets go like wild fire," notes John Coventry. "In these periods of peak demand William Adams is able to bring in gen sets from interstate."

Every gen set in the William Adams stock is also relatively new, the oldest being just four years. "We place great importance on reliability and this can only be achieved if we have the most up-to-date equipment."

## Product Support

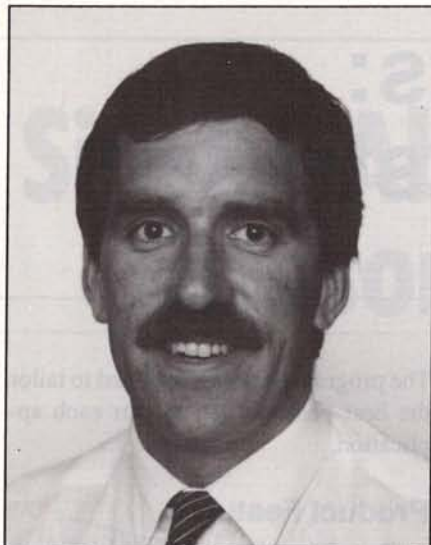
When it comes to product support both William Adams and Caterpillar are outstanding. Through the Australia-wide Cat dealer network, twenty-four hour on-site service is available and for long-term customers this service is offered free of charge.

Even when gen sets are taken overseas, product support is still offered through Cat's world-wide dealer network.

## Electronic Control Panel

The Electronic Modular Control Panel (EMCP) is available on all Cater-





David Moore - Manager, Engine Sales

pillar packaged gen sets. The EMCP panel offers more features, greater accuracy and better reliability than conventional systems.

In testing alone, the panels are taken through the full gamut of environmental conditions. They are immersed in water, subjected to temperatures of -40C and

+70C, even given a complete vibration test.

They also, of course, undergo extensive laboratory testing at the Caterpillar Research Centre and thousands of hours of testing in all sorts of severe conditions. The EMCP system comes through the testing more than twice as reliable as conventional control panel systems.

As for features and accuracy, the EMCP wins hands down over conventional systems. Where the conventional unit might have a high water temperature shut down switch or a low oil pressure alarm switch, the EMCP has a water temperature probe and an oil pressure input port. The EMCP maintains control and monitoring accuracy over the entire operating temperature range and displays highly accurate AC metering.

To test them in all possible environmental conditions, the units are immersed in water, subjected to temperatures of -40C and +70C and even given a complete vibration test.

At the Caterpillar Research Centre laboratories, the panels undergo further

testing for thousands of hours in a variety of severe conditions.

### Rental Rates

When it comes to calculating the rental rate, William Adam's Rate Card makes the task very easy. Designed with an inside slip that pulls out, the card is simply positioned over the required unit and all the relevant details appear in the display window.

In the upper part of the window the model number, the machine capacity (in both kVA and kW) and the maximum amps for the unit are displayed. The lower part of the window gives the rental rate for an 8 hour day, a forty hour week and a 160 hour month.

### Wide Use

William Adams has rented gen sets to a wide variety of clients, for an equally varied number of applications.

These include mine and quarry sites, telephone exchanges, supermarkets, pop concerts, circuses and many sporting events.

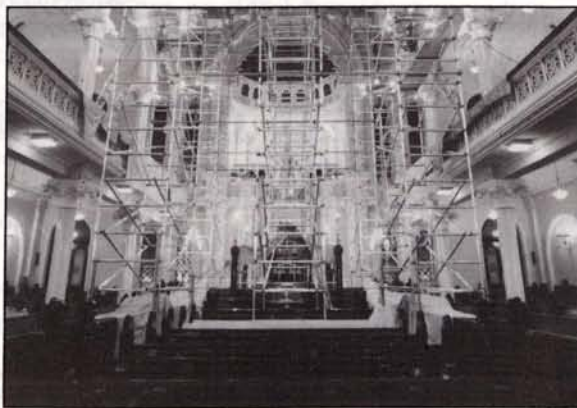
## Mobile Towers — Competitive Prices

Alscaf Pty. Ltd. is a Sydney based company specializing in the manufacture, sales & hire of Aluminium Mobile Scaffold Towers & Swinging Stages.

The company was established in 1988 to provide a specialised service to its customers and to accommodate the growing demands of the Aluminium Scaffold hire operations of its related company, Construction Rentals Pty. Ltd.

The initiative was indeed timely as the building boom in Sydney was then in full swing and the market's demand for Aluminium Scaffold was quite unprecedented.

Alscaf's Aluminium Mobile Towers have many great advantages over the opposition. All Scaffold is manufactured from 2.6mm wall thickness tube and has an external tube diameter of 48.8mm, enabling the added use of standard scaffold fittings.



Great Synagogue, Sydney.

The system is designed so that every frame is available for use as a base frame. By simply adding four additional castors and extra platforms, a six meter tower can become two smaller towers thus utilising all available frames and optimising the investment in scaffold.

Frame heights are either 1m or 1.5m with 500mm between horizontal mem-

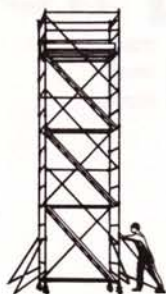
bers. This means that it is not necessary to purchase frames especially for guard rails. In fact all Alscaf frames may be used as either building frames or guard rails.

The 200mm castors come in two formats: either with adjustable legs for uneven surfaces or the "slip on" variety which is used mainly for slab work on level floors. Significant savings can be made by using the "slip on" castors as they are approximately half the price of the adjustable type.

The Alscaf platform is designed for ease of handling being light in weight with accessible maintenance for all parts; should the need arise.

You would think that for all the features included in the Alscaf Aluminium Mobile Tower the price would be high. This is not so! Our Scaffold is the most competitively priced on the market.





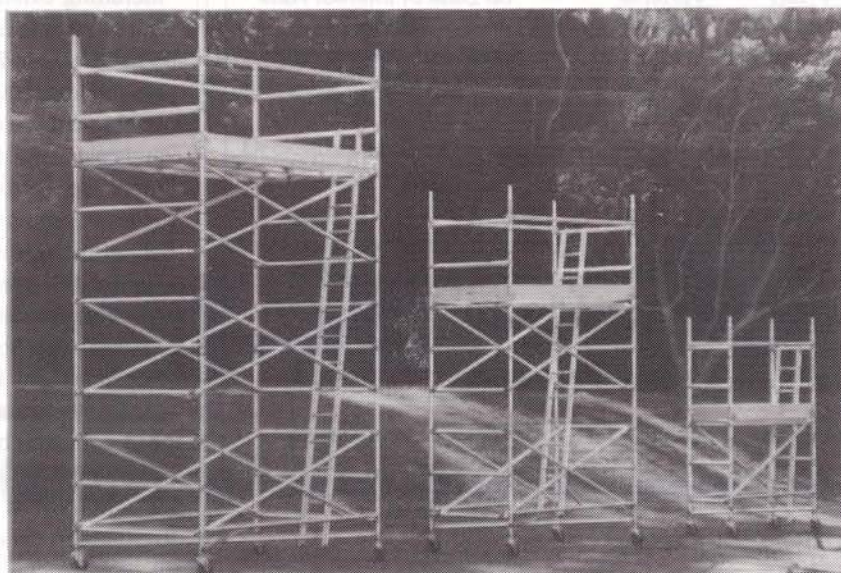
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# Interest Rates — Fixed or Variable

By Kevin Lane

Finance Investigations, Commonwealth Development Bank

**G**iven the option of selecting either a Fixed or Variable interest rate, which would you choose?

Your attitude would probably depend upon your expectation of future movements in interest rates. And who knows just where they are heading? What appears to be emerging lately is a body of opinion supporting the likelihood of continuing relatively high interest rates for some considerable time to come.

There are several quite sophisticated products involving interest rates in the market place at present. In this article we

will consider only the option of choosing between a fixed or variable interest rate for a term loan.

Perhaps an appropriate place to start might be to examine how interest rates have moved in the recent past, and I will relate to rates charged by the Commonwealth Development Bank of Australia (CDB), for loans to primary producers and small businesses.

The CDB has been offering the option of either fixed or variable term loan rates since April 1988. The pattern since then is shown in Table 1.

In the recent past, it can be seen that fixed rate borrowing had an advantage over the variable rate loans. Had interest rates been reducing in this period, rather than increasing, the variable rate option would have proved more beneficial to a borrower, but the amount of that benefit depends upon the scale and timing of the downward movement.

The things to be considered in choosing between fixed or variable interest rates are —

- the actual difference (margin) between the two rates;
- the period for which the rate can be fixed;
- government policy regarding interest rates;
- expectations regarding the economy, including offshore influences affecting the Australian economy;
- whether there is in fact an option to change back to variable rate once having chosen a fixed rate; and
- any cost, in the form of an early repayment fee, for opting out of the fixed rate.

Even though variable rates may appear to be preferable while rates generally are decreasing, that benefit may not match the savings achieved while rates are increasing due to the "margin" between the two rates and the speed with which rates may reduce.

While the basics have been set out in this article, it is a subject that is best discussed in detail with your Accountant or Financial Advisor to ensure the advice fits *your* particular circumstances.

But if you wish to discuss any other aspect of CDB's Term Loans, you can telephone us toll free on 008 011164.

Date of Interest Rate Change	Quoted Rate Pa		Effective Average Rate PA (Assuming Debt Incurred on Date of Interest Rate Change)	
	Fixed Rate *	Variable Rate	Fixed	variable #
7/4/88	14.75%	15.00%	14.75%	18.20%
1/6/88	15.50%	15.75%	15.50%	18.49%
3/8/88	16.00%	16.25%	16.00%	18.80%
2/11/88	16.50%	16.75%	16.50%	19.30%
4/1/89	17.00%	17.25%	17.00%	19.70%
1/3/89	18.25%	18.75%	18.25%	20.10%
7/6/89	19.25%	19.75%	19.25%	20.64%
5/7/89	19.50%	20.75%	19.50%	20.75%
8/2/90	18.50%	20.25%		

(Fixed rate fixed for 2 years)  
 (# Calculated from date debt incurred to 8/2/90)

Table 1

**Register Now for Adelaide!**



# Oil Make-up System Protects Engines Used on Rental Equipment

It is some years now since Jack Decker and his Mater Mechanic, Dale Phillips of Dicker Rentals in Fresno, California, saw a new oil level regulator at the California Rental Association convention.

They started using these devices on engines on their trenchers, since these were the ones in which they had the greatest need, having averaged one engine overhaul a month, largely due to lack of oil in the crankshaft.

The results have been spectacular. Since installing these oil filling devices Decker has had only one failure due to the engine running out of oil. In this instance, the pan bolts had loosened and the oil leaked out of the crankcase after depleting the two quart reserve capacity provided by the new system.

Phillips pointed out that this trencher would have been out of service much sooner without the automatic oil reserve and went on to credit these devices with saving three other trencher engines. Dale tells the story.

"A trencher, like a cat, covers its own mess. In the case of the three saved engines, because of normal oil usage and leaks that had developed, these engines came back into the yard with oil in

the crankcases, but only a few drops remaining in the reserve tank. Without the automatic oilers we would certainly have had burned up engines on our hands."

The Oil Level Control System, manufactured by Power Plus Corporation, is now available for most of the engines used to power rental equipment. This system includes a pumping head, a level sensing probe and a 2-quart make-up supply tank. In most engines the probe replaces the dip stick and extends into the crankcase to the proper level control position. When the probe is uncovered, indicating that oil is needed, the crankcase pulse powers the pumping head which draws oil from the supply system for the needed make-up. When the probe is covered, the pumping head no longer functions and this condition continues until further oil is needed.

Decker is installing these systems on all of his heavy usage and long term rental units. He states "I believe this automatic oil system will be very valuable in protection of engines throughout the rental industry and will save everybody money."

He presently has them on generators, pumps, compressors and his water truck and is proceeding as fast as time and schedule will permit to install them on all of his engines in this kind of service. He believes that the use of automatic oil level control devices and any other devices that protect the engines or prolong their life (such as more adequate air cleaners) - results in better bottom line availability of his equipment which in turn in satisfying the rental demand with less investment or increasing the market with the same investment.

Another ancillary benefit he has gained has been in avoiding having to confront the customer after an engine failure due to the customer's neglect. He points out that although it is his policy to hold the customer responsible, for practical reasons he is seldom able to collect for such damage.

Phillips brought up another advantage provided by the automatic oiling system. He states that by providing a reserve of oil at the time of the rental he is more certain that the proper oil will be used in the engine and that no dirt or other contamination will be poured into the engine by the customer.

## Hatz are off ...to bigger premises.

To cope with rapidly increasing volume and demand for the top-selling range of industrial air-cooled diesel engines, Hatz Australia Pty. Ltd. are moving to:

Unit S2,  
391 Park Road,  
Regents Park N.S.W.

This move, effective from 10th April 1990 caps a period of expansion which saw Hatz become market leaders in their field due to the introduction of Silent Pack encapsulated models and the revolutionary new Supra range which eliminated vibration problems from single cylinder diesels.

The new postal address for Hatz is:

P.O. Box 207,  
Regents Park N.S.W. 2143.  
The telephone number is:  
(02) 743-8288  
fax: (02) 743-8460  
telex: AA75814.



# Queensland Report

*State Secretary's Report – April 1990*



## Workplace Health And Safety Act

The draft Policy and Procedure Manual has been received from the National Safety Council and will be reviewed by the subcommittee before the final Manual will be available to members.

Following a meeting of the National Delegates, the Queensland Association will probably now confer with the National Body to produce a Manual for the whole of Australia.

## Licence For Hire Fees And Inspections

Following successful negotiations with the last State Government by the trailer hire group, this licence to hire was quashed and replaced by an increase in trailer registrations throughout the State.

The new State Government have now decided to re-impose this iniquitous tax. The Association in conjunction with the trailer hire group, and the car rental

group (who already pay a licence to hire on all their vehicles) are lobbying the Government ministers in an attempt to have this tax overturned.

The Association believes that if this tax is allowed to go ahead, it is only a matter of time before the Government will impose a tax on every item you hire.

## Membership Subscriptions

At the A.G.M. on the 3rd March, 1990, the annual subscription were raised by the C.P.I to:-

Metropolitan Members	\$175.00
Associate Members	\$175.00
Country Members	\$ 87.50

## Trade Evening

Hitachi Sales Australia will present the first trade evening for the year for members on the 10th April, 1990 at their premises at Sugarmill Road, Meeandah. Members will be able to view the entire range of products and many products will be available for demonstration.

Hitachi will be providing a light supper and refreshment for members.

The Next trade evening for this year will be sponsored by Sebel Furniture at their new premises at West End on 10th July, 1990. This evening will be of particular interest to party hire members as well as those members who are in the market for new office furniture.

## A.G.M.

There was a good attendance at the A.G.M. on the 3rd March, 1990. There were 6 country members represented from as far afield as Cairns and Lismore.

Danny McMaster kept the members entertained with his repertoire of impersonations and jokes. Witz End provided the dancing music and drew the lucky door prizes of 2 drills.

Denise Telfer of Odyssey Travel organised a weekend for 2 at Seaworld as the lucky door prize and husband Brian was the lucky winner.

Linda McInnes  
Secretary



(L-R) Don Neate (Paramount Hire), Gary Bennett (Bennett Hire), Roger Toole (Flexihire) Sue Toole, Rod Mansfield (Coates) Pres. H&R Tom Jacobsen (Jay Hire), John Drahen (Handy Hire)



## Queensland Region Annual General Meeting

*Indooroopilly Golf Club  
Saturday 3rd March*



(L-R) David Miller (Logan Hire), Scott Walker (All Site Rentals)



(L-R) Denise Telfer (Active Hire) Ass. Sec. H.&R., Rosemary Millar (Logan Hire) Treas. H.&R., Yvonne Cook (Coates Hire) Pres. Sec., Gail Light (Compair).



(L-R) Ron Wyatt (Flexitool), Denise Wyatt.



Ron Wyatt (Flexitool), Robin White (Robin White Rents and Sells), Geoff Gay (Gaytone Productions).



(L-R) Tom Jacobsen (Jay Hire), Owen Staines (All Hire), Don Neate (Paramount Hire).



(L-R) Tom Kinross (Kennards), Carol Kinross, Rod Mansfield (Coates) Pres. H.&R., Marc Ashton (Kennards).





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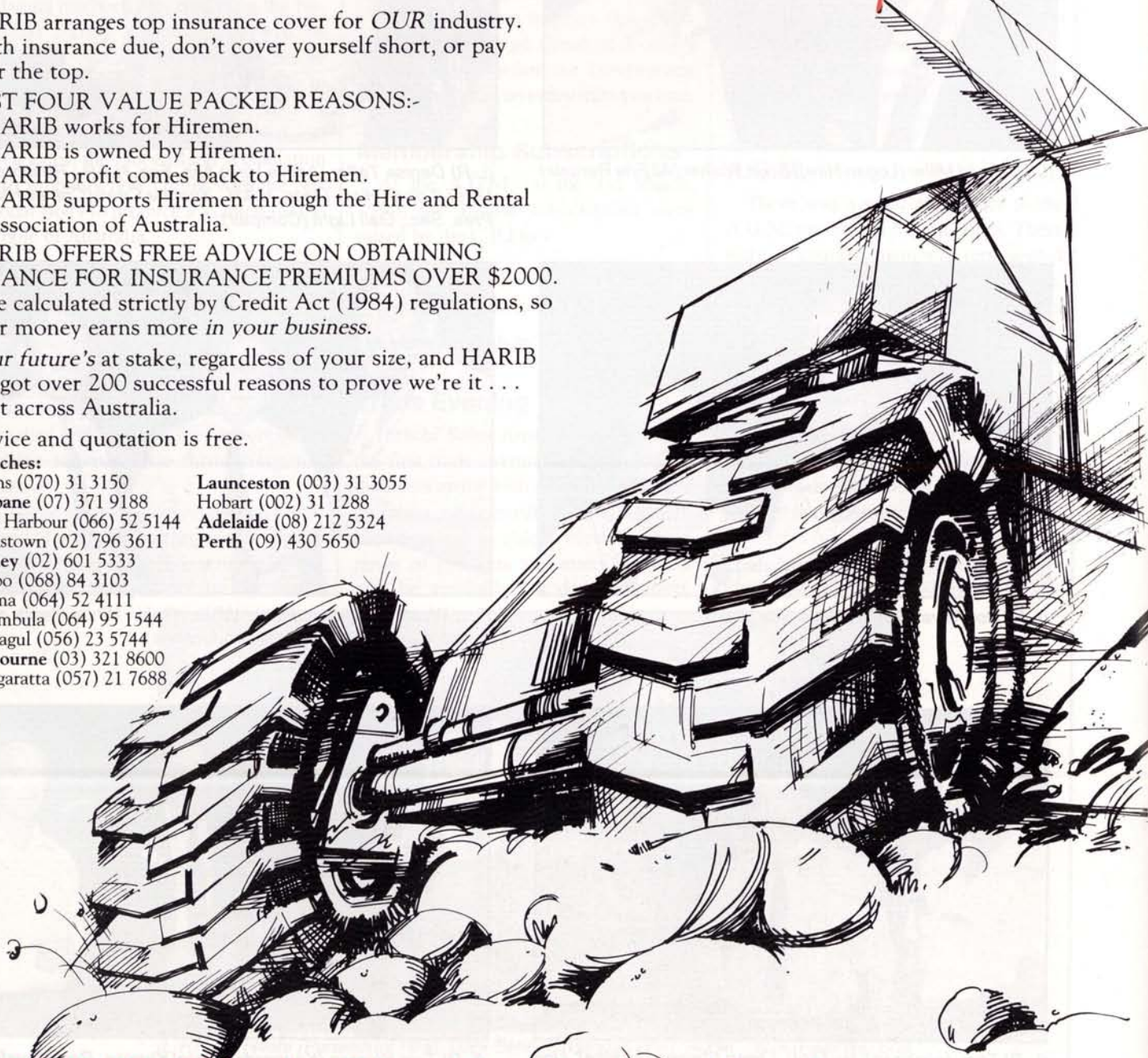
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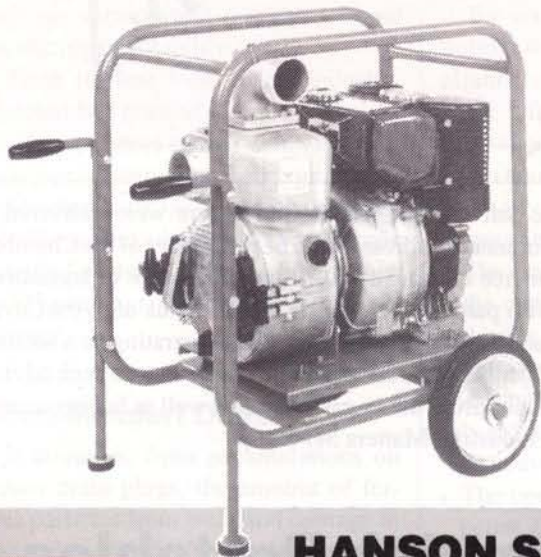
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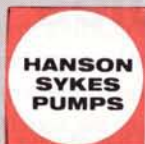
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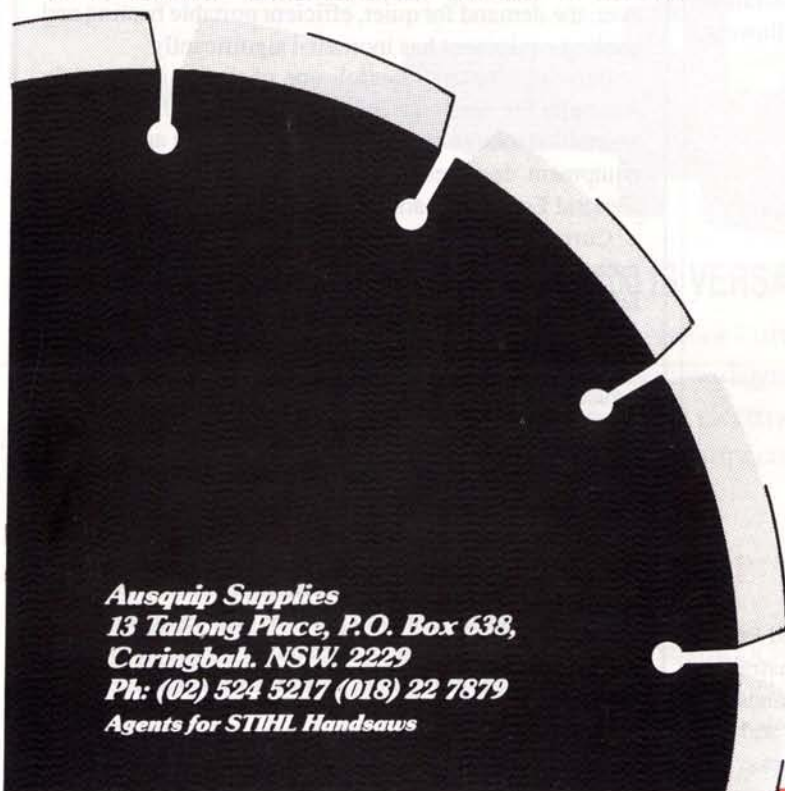
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Cairns:	(070) 511 596	(070) 511 579	Pt. Kembla:	(042) 95 1308	(042) 97 1520
Gold Coast:	(075) 93 4344	(075) 93 4135	R'hampton:	(079) 27 5933	(079) 22 2603
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# South Australia Report



A Membership Application was processed for Flextool (Aust) Pty Ltd in February.

Steiner Electronic Products, National Exhibition Construction S.A. Pty Ltd and Mole Engineering (S.A.) Pty Ltd joined the Association through the year.

1990 is of course the South Australia's year to host the International Hire Convention and Equipment Exhibition arrangements are well in hand. The enthusiasm of the Committee is such that it has been meeting at 6.30am in the mornings.

The opportunity is taken to invite sponsorship inquiries, a range of options in this area will be made available. Inquiries should be directed to either Mr Mark Rich, Wreckair Hire Pty Ltd, Fax (08) 349 4948 or to Mr Bob Curkpatrick, Renniks Hire, Fax (08) 271 7026.

Exhibition bookings are now being accepted the contact being Mr John Stevens, Richard Stevens Hire, Fax (08) 277 0889.

Delegate registration forms are soon to be printed with the object of distribution in April.

On the social side a Industry Picnic will be held at the Loftia Park on Sunday 25th of March 1990

The Annual General Meeting of the South Australian Region was held on 21st February 1990 and the following elected:-

## **President:**

Mr Mark Cambridge

## **Vice President:**

Mr Bob Curkpatrick

## **Executive Committee**

*Messrs*

Gordon Elley

Richard Stevens

Ralph Walker

Peter Gouscos

Mark Rich

John Quirk

Pat Pearce

## **Immediate Past President**

Mr Neil Hallett

It is noteworthy that Mr Pat Pearce was also elected President of the Federal Body for 1990, the first South Australian to hold this position. Prior to starting up his own business in 1987 Pat was the Managing Director of Renniks Hire and has been an active member of the Association for 16 years.

At the last General Meeting members were delivered a most informative address by the Legal Officer of the Chamber of Commerce & Industry S.A. Inc. on a range of legislative issues with particular emphasis on the status of WorkCover in S.A. and on the issue of Land Tax. Operating as a section of the Chamber in South Australia members can seek advice and direction from the Legal Officer as well as having access to a full Industrial Matters Service.

## Berwick Portables Aim High!

**T**he General Equipment Hire Industry has always been a relatively strong user of portable heating equipment. Although predominantly a seasonal business the need for process drying, or people heating, has dictated that a limited quantity of equipment be included in fleet programs to satisfy client needs.

With the expansion of the Party Hire Industry however, the demand for quiet, efficient portable heating and cooling equipment has increased significantly.

Berwick Climate Control, one of the main agents in Australia for Andrews Equipment PLC of the U.K. has assembled a large range of portable heating and cooling equipment designed to cater for the varying needs of General Equipment and Party Hire companies.

Currently available are two ranges of air heaters, radiant heaters, fans and evaporative coolers, with the larger evaporative coolers available on a sub-hire basis for large marquee requirements. Also prominent are electric portable dehumidifiers designed to alleviate high moisture problems in many industrial, commercial and domestic applications.

Well advanced are plans to expand the dehumidifying range and diversify into air purifiers, humidifiers and portable air conditioners.

Recognizing the tremendous importance of the hiring Industry in actively promoting products, Berwick Climate Controls aim is to provide hire companies with a comprehensive range of high quality, easily accessible climate control equipment to suit a wide variety of applications.



# Winning Ways with Metalert Monitoring

The pressure is on the Hire and Rental Industry as on others, to raise the standards on service and quality, without sacrificing profitability.

From its first look at this industry, Metalert has noticed that the most successful operators have a deliberate servicing programme for their equipment.

Metalert is also serious with its highly reliable system which detects dangerous wear before lubricated machinery runs itself to destruction or extended damage.

## What Metalert Does

It monitors, from accumulations on sensor drain plugs, the amount of ferrous particles from wear and damage in transmissions, differentials, engines, hydraulics, compressors etc. It is unique and patented in its ability to discriminate between a number of severity levels. Alarms are triggered at a settable initial level just above normal wear, and at a further three increasingly severe levels

before inspection of material collected by the sensor is suggested.

By examining this material and noting the sequence and duration of alarms, an experienced operator can make informed decisions on when and what should be repaired.

An equipment Hire Operator can win in many ways by fitting Metalert monitoring.

- The graded set of early warnings gives the operator time to schedule repairs during a low demand period, but before serious damage develops.
- The repair time and cost is significantly reduced since extended damage has been averted.
- The operator can save on capital expense since the same demand can be serviced with fewer machines achieving the better up time.
- The operator can secure better customer satisfaction (goodwill) from always supplying mechanically sound equipment.

- The operator can also better identify and avoid hirers who abuse his machinery.

- Savings are made by adjusting servicing periods on a needs basis rather than on routine.

Metalert has already proved its worth many times over Internationally on agricultural machinery, Mining, Heavy Construction, and Transport Industries where it has been used for many years. The Komatsu Dresser Company of the USA is now fitting it to machinery it makes for use in some of the toughest areas in the world. It has proved particularly valuable where machinery is susceptible to overload and abuse.

It is very easy to install, is Australian made, and is available either as an on board continuous monitor or portable probing system.

For enquiries call Metalert Manufacturing & Sales in Brisbane on (07) 395 7400.



## KANGO 1400 BREAKER

MID YEAR RELEASE IN AUSTRALIA



- A new tough 1400 watt motor drives the electropneumatic mechanism which has been designed with a minimum of moving parts to ensure ultimate reliability.

- Soft grip extension handle or two hand vertical operation (removable for working in confined spaces).

- Quick change latch mechanism. All Kango 900, 950 & 1100 series tools and accessories can be used with the 1400.

- Modular design for easy, uncomplicated servicing to keep down time to a minimum.

## THE NEW 1400 IS VERSATILE

Breaking up concrete or cutting away concrete and masonry, digging heavy clay, driving earthing electrodes, vibrating, tamping, compacting, floor cleaning, etc.

- Multi-position soft grip front handle. Can be rotated through 360° and grip can be locked in position fully forward, or back, to suit the operator.

- Hammer action automatically cuts out when tool is removed from the work surface.

- Soft grip handle mounted in shock absorbing material to protect the operator from high and low frequency vibration.

- 'Lock-on' Switch with comfortable long trigger.

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# Victorian Report



## Training for the Hire Industry

In recent months there has been general discussion in Board meetings about the possibility of introducing apprenticeships or other training schemes for employees in the hire industry, to make them feel that there is a considerable diversity of tasks in the industry.

However, it was felt that the matter should be more actively pursued, with the suggestion that a range of "subjects" should be available, from which any given firm could select a minimum number of suitable ones for their own employees. Any certificate issued to an employee would then state what areas he or she had covered.

As a start, several members set down the range of skills that their firms would be looking for in their employees, e.g.

Automotive - mechanical and engine maintenance Basic electrical knowledge, Crane and fork - lift driving. Basic welding, Basic carpentry, Safety Tool care, sharpening, etc. Paper work skills, Customer relations, Public relations

All members have now been sent a questionnaire so that they can add their requirements to this list. Once our State Director, David Angus, knows the skills that are needed, he can recommend to the Board further possible ways in which a training scheme might be implemented.

## Electrical Testing Program

Employees from several companies have already completed the training course at the Moorabbin T.A.F.E. and reports of the course have been positive. The Australian Standards Association Standard for the testing of electrical equipment will be available from Clunies Ross House at the end of March

and the number of this Standard is AS-3760.

## Carters and Drivers Award

There have been several changes to this Award especially in relation to sub-contract drivers being regarded as employees. Should members be affected by this Award and were unaware of these changes, it is recommended that they obtain a copy from the T.W.U., V.E.F. or Government Printer.

## Skid Steer Loaders

All members have been sent a circular from the Department of Labour regarding the hire of skid steer loaders. The Department is concerned that not all hirers are aware of their obligations under the Lifts and Cranes Act when hiring this equipment, particularly with regard to certificates of competency. It is strongly recommended that members heed the comments of the Department especially with regard to unlicensed operators.

## Equipment Losses

As several members experienced a very high loss of equipment during 1989 a questionnaire was circulated requesting information as to what equipment was lost, where it was stolen from, i.e. yards, over-counter fraud or on sites and the value of the equipment. The State Director, David Angus, analysed the 26 questionnaires that were returned and the statistics obtained showed that the total value was over \$650,000! Discussions will now be held with Victoria Police to see what can be done about this problem.

## American Rental Association Convention

Several delegates from Victoria attended and it appears that a great time

was had by all. Apparently one gent was having a few drinks as a guest in a friend's room and at around 3 am. decided to go for a walk but went to sleep instead - in the corridor. He was returned to his friend's room by the security guards! Another member of this group also had his problems - he lost his shoes after a heavy night's work. They were brought back to Melbourne by this same friend!

## HANDY HINT

### Electronic Start Switch for Single Phasephase Capacitor Start Motors

Once again we have a very good handy hint from Owen Staines of All Hire & Trading of East Brisbane.

Owen, who is a qualified electrician, says that mechanical start switches usually give long and faithful service, however, when they do fail, it is often difficult and expensive to replace them.

The 'Almor' electronic unit is moderately priced and has allowed us to make speedy repairs to a variety of motor brands and sizes. Most satisfying of these were on 3hp/A.S.E.A. motors used on a popular brand of water pressure cleaner. The repairs are done on the spot for about one tenth of the cost of the genuine electronic part.

Owen buys units from local Brisbane supplier, Watson Will & Co., 48 Abbotsford Road, Bowen Hills, 4006. Phone (07) 2525552.

Thanks very much Owen.



## Victorian Region Annual General Meeting

*Kooyong Tennis Club  
Wednesday 28th February*



*Heinz Schendzielorz (Macfarlane Generators), Mike Wilton (Moorland Hire).*



*D. Angus (State Director), Mike Wilton (Moorland Hire), Geoff Tucker (Geoff Tucker Hire).*



*Heinz Schendzielorz (Macfarlane Generators), Mike Wilton - Board Member (Moorland Hire), Malcolm Barnett (Carnegie Rental Centre), Ted Hocking (Hocking Hire), Geoff Tucker (Geoff Tucker Hire).*



*Geoff Tucker, Malcolm Barnett, Lois Ziebel, Ted Hocking*



*Michael Conroy (Vic. President), D. Angus (State Director).*



*Des Whelan (Whelan Rentals), Mike Wilton (Mooreland Hire), Barrie Cerda (Coates Hire).*



# New Workplace Health and Safety Act — Be Aware

Contributed by  
Bob Snowdon - Flextool Brisbane.

**O**n a recent visit to Brisbane Hire Service I was very impressed by the way a person hiring a chain saw was being instructed and courteously advised on the use and potential dangers of these machines.

I mentioned to manager, Alan Thompson that this was the most thorough instruction I had ever seen on my many visits to hire stores in Queensland and Northern N.S.W. After further discussion with Alan it became clear that Brisbane Hire are safety aware and very conscious of the new Health and Safety regulations and how to comply with them.

So that we can all gain from the effort Brisbane Hire have put into this important area we have asked Alan to write some notes to give us an overview of what they have done and why they have done it.

Alan Thompson writes;

Every Hire Company in Queensland should by now be aware of the new Workplace Health and Safety Act and Regulations which were gazetted last July and which introduce wide ranging implications for anyone in business, with particular significance for the Hire Industry. A very onerous "duty of care for both our customers and staff is now imposed upon us with quite draconian

penalties, both for the Company and management personally, extending even to imprisonment!

The Management Committee of the Queensland Region has engaged the services of the National Safety Council to survey our industry and suggest procedures for adoption by Hire Companies so as to comply with the laws now in force. There are however some measures that all members should consider implementing immediately in order to be seen to be attempting to meet the new requirements in some obvious areas of concern.

*Continued on page 43.*



## Water Blasters that blast... ...and keep on blasting.

A Bassett Blaster has the power and economy to clean effectively, putting the pressure on hard to shift dirt.

The powerful water jet on its own or combined with special detergents effortlessly turns grime to shine.



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Mackay (079) 55 3111 □ Adelaide (08) 260 3922 □ Melbourne (03) 764 1944



Continued from page 42.

1. Earth leakage circuit breaker units should be automatically supplied with electrical equipment that is not double insulated, e.g. the widely used and popular Hitachi PH65A Hammers.
2. Serious consideration also ought to be given to supplying Earth Leakage units with electrical equipment which is used with water, such as:
  - (i) Electric Concrete Mixers
  - (ii) Electric Vibrators
  - (iii) Electric Pumps
  - (iv) Floor Grinders
  - (v) Brick and Concrete Saws (Water cooled)
  - (vi) High Pressure Water Washers.
 The Earth Leakage units can be incorporated into the hire charge for these items or charged for separately but either way this represents an additional source of sales income.
3. We may eventually be obliged to supply operating and safety instructions with all kinds of equipment but pending final recommendation from the National Safety Council, all Hire Companies would be very

wise to begin supplying written instructions (as well as verbal) for those items that may be generally considered to be inherently dangerous or have the potential to be so. (These can be based on the manufacturers instructions plus additional information from your Company's own knowledge and experience) e.g.

- Chain Saws
- Mowers
- Brush Cutters
- Airless Sprays
- Cutquik Saws
- Water Jets
- and the list goes on!!

There is no need for blind panic about these new safety laws but while there may be some amendments made to correct anomalies, they are here to stay and it would be a very foolish Hire operator who chooses to ignore them.

There may ultimately be new procedures to be adopted in the maintenance of Hire plant and at the Hire counter but until the situation is clarified immediate attention to the matters I have raised above would be a good start.

## New Challenge for George Beaven

Tutts, the National Distributor of Kubota and Nissan Industrial Engines and Spare Parts, have announced the appointment of Mr George Beaven to the position of National Engine & Parts Manager.

George was promoted to the position from his previous charge of National Parts Manager. A position he held at Tutts for a number of years.

His 20 years in the Construction Industry brings Tutts Engine Division a great deal of experience and will help continue their outstanding record of understanding their customers needs in emphasizing the importance of spare parts backup and after sales service.

For further information on the above please contact:

Mr George Beaven  
Tutts 2 South Street  
RYDALMERE NSW 2116  
PH: (02) 684-4400

## YANMAR - THE ELECTRIFYING PERFORMER

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

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Increased fuel savings are ensured by using the newly developed fuel injection system, the world's smallest - powering the Yanmar L-Series Air Cooled Diesel Engine

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# "Little Bunyip" Creating A Legend!

**T**o anyone who has been associated with the drilling industry from postholes to foundation drilling, Pengo has always been something of a legend, a sort of yard stick on tooth and auger performance.

Pengo Australia Pty Ltd are now opening the way for fencers, farmers, tree planters etc. to create their own legend with the introduction of the new "LITTLE BUNYIP" torque-free, one man, earth drill.

Available in either mechanical or hydraulic drive, the "LITTLE BUNYIP", through its unique torque tube arrangement eliminates kick-back when an obstruction such as a tree root or floater is encountered during drilling. A standard torque exerted by the auger to be absorbed by the engine. The result is easy drilling with no kick-back felt by the operator. The torque tube must be installed before use. A safety switch prevents the engine from starting unless it is attached.

The mechanical unit features a heavy duty clutch designed to slip when a hidden object restricts rotation or the auger is overloaded. The heavy duty clutch has excellent slip characteristics for the protection of the gears and shafts in the transmission as well as the operator. The hydraulic model can be matched with either a one-man or two-man handle. The two-man handle is particularly effective when drilling large diameter holes to depths of 1.5 to 3.0 meters (or more) as the combined weight of the auger, dirt and extension may be too heavy for one operator.

The larger compact hydraulic model mounts on a highly manoeuvrable three wheel chassis with front wheel swivel for easy positioning while the lighter

mechanical unit offers very little resistance on its four wheel base.

Fast and simple auger attachment is the result of a shielded spring button inside the auger. Connection is made by pushing the auger into the transmission adaptor unit the button pops into place.



Yet another important safety feature is the incorporation of the emergency stop switch as well as the spring loaded throttle lever which places control of the auger rotation within fingertip reach of the operator. The hydraulic models include a self centering control valve to provide forward, neutral and reverse rotation. The reverse permits easy removal of the auger when caught under rocks, roots or other impediments. Spring loaded return to neutral protects the equipment and operator(s).

Drilling to depths beyond the capabilities of normal hand operation can be achieved by the connection of either the mechanical or the hydraulic unit combinations to a tripod. One man can drill holes up to 10 meters deep using a 4" auger and extensions.

When exceptional mobility is required such as long spaced guide posts or sign erection. The "LITTLE BUNYIP" telescoping torque tube option is available. Used with the hydraulic unit which is positioned in the back of a utility truck, the torque tube

mounts onto the towing portion of the vehicle. Operators gain 180 deg. manoeuvrability forwards, backwards and laterally behind the truck for more than 3 meters from the rear bumper. The unit can be moved quickly from location to location without unloading the heavy power source, without sacrificing "LITTLE BUNYIP'S" safety and operational benefits.

Geophysical drilling is not noted for its bitumen highways and to meet this demand the "LITTLE BUNYIP" Rick-Sha model with its 20" cycle wheels is suggested. The large size wheels roll easily over the rugged terrain usually encountered in the seismic field. The Rick-Sha carrier features a pull handle for operator convenience in moving the drill. The drill handle rolls back to snap into a locked position for ease of transporting or pulling the unit.

Applications for the "LITTLE BUNYIP" earth drill include industrial fencing, foundation, utility work, well testing, tree planting, soil sampling, rental industry (no complicated instructions) and many other difficult drilling situations.

When the requirement is any of the above applications, and the accent is on productivity, reliability, safety and operator fatigue on a tough job, in tough country, then how could you go past "LITTLE BUNYIP"?

**"LITTLE BUNYIP" -  
Creating a legend in posthole  
drilling.**

• • •

LITTLE BUNYIP and L B EQUIPMENT are Registered Trade Names of:

PENGO AUSTRALIA PTY. LTD,  
11 Pritchard Place,  
Peakhurst N.S.W. 2210





## 'LUXURY LINER' . . . .

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#### **AUSTRALIAN AGENT:**

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



## Old Fashioned Service

When you buy Manchester from a major chain store, what you pay for is the brand name on the outer wrapper.

For Manchester at half normal prices you need look no further than Brown's Manchester, on Nepean Highway, Moorabbin.

The business originally started in Brighton, and moved to its high-profile location on the Nepean Highway.

The manager, John Knight, has a solid background in linen, having been with the company for 36 years.

Brown's was a trade-only operation until two years ago, when John decided to open the doors to the public. John specializes in buying up ends of runs from the wholesalers and job lots.

The store now has thousands of varieties of sheets, all sizes, curtain material, doona covers, comforters, towels, many from top fabric makers. There are also hundreds of small gift items, such as neatly packed face flannels and toiletry.

Pride of place is given to sets of genuine satin sheets. 'They sell in the big stores for \$130,' says John. 'We sell

them for \$60. If people want frills added or items made up out of raw fabric, we can do it straight off on the machines out the back.'

Brown's has been a regular destination for shopping tours since it went retail, and John will happily open after hours for groups by appointment.

'They're always good business,' says John. The firm is a major supplier of linen-ware to hotels, motels, guesthouses, ski lodges and golf clubs all over Victoria.

The Manchester shop also has large supplies of seconds in sheets and other items, such as doona covers or sets of sheets made up without the matching pillowcases. There's also a huge selection of baby wear and many of them top brands marked down to low prices.

If you're in the market for some Manchester but have a budget to stick to, Brown's can offer you a fantastic range at way under what you're used to paying.

Brown's Manchester, 839 Nepean Highway, Moorabbin. Phone 557 3228.

## Gas Roaster - "Caterers Dream"

Greg Whittle of Stewart Barlen Hire, Fyshwick A.C.T. has just released a sensational new gas roaster that will prove a winner for the hire industry.

Designed for the entertainment and catering industry, the gas roaster incorporates a number of important features.

Firstly, in the absence of any moving parts, maintenance costs are reduced considerably. There are no burnt out motors, lost parts, after hours calls for service etc., whilst portability is simple with the entire unit fitting into the rear of a station wagon or ute.

When speaking of this as a caterers dream, consider also the many other functions the roaster can perform. These include plate warmers, bain-marie, pre-heating entree's and main dishes whilst cleaning is ridiculously easy.

Cooking functions are varied with a capacity to cook two lambs, forty chickens, butts of beef or pork, with scope to perform smaller cooking when required.

Finally, priced at approximately one third of its nearest competitor, Greg expects big things from this exciting new roaster.

## I'M SORRY WE ARE "BOOKED OUT!!"

THAT'S WHAT ALL OUR CLIENTS ARE  
TELLING THEIR CUSTOMERS.

**Bruce McNally, Perth (09) 430 4191**  
**Rockingham Party Hire**

*"I originally bought 4 units in November 87. They were so successful I sold my party hire business and now operate 24 units and hope to expand further in the 90's."*

**Tony Geale, Goulburn (048) 212 133**  
**Caradel Machine Hire**

*"I'm booked out so far ahead I need double the amount of units."*

None of our clients had any experience in the jukebox hire business, but with their "no serviceman" modular electronics system and easy one man drop off, they are all enjoying huge profits. For more information on our CD Jukebox or our new portable mini CD Jukebox that needs no delivery staff at all, please contact David Miller at:

## COMPACT DISC JUKEBOX PARTY HIRE

Manufacturers and Operators  
399 Parramatta Road  
Leichhardt, N.S.W. 2040  
Phone: (02) 564 1022



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# LAMB AND PIG ROASTER

★ NO ELECTRICITY REQUIRED ★ NO MOVING PARTS

★ NO MESSY SPEARS AND PRONGS TO CLEAN

ALL STAINLESS STEEL BODY — ENAMELLED STEEL FRAMES  
— WHEELS AT ONE END FOR MOBILITY.

## OPTIONAL USES:

- AS A BAIN MARIE • FOR BAKED VEGETABLES • AS A HOLDING HEATER
- AS A GENERAL BAKE OVEN • AS A CARVERY TROLLEY



## APPROXIMATE COOKING TIMES — PRODUCT AT ROOM TEMPERATURE

These times will depend on the quality of the product, the atmospheric conditions, and the Chefs/Cook/Operator's personal requirements.

Whole Pigs - 40kg	4/5 Hours
Whole Lambs - 20kg	3/3½ Hours
Whole Butts - 25kg	5½/6 Hours
Whole Turkeys - 7.5kg	2/2½ Hours
Whole Snapper - 8/9kg	1½ Hours
Combination Legs of Pork — Whole Topsides or Rumps	4/4½ Hours

Rolled Shoulder Pork,  
Small Cuts - Legs of Lamb,  
Chickens etc. To Operator's Requirements

**HEATING:** L.P. GAS WITH FLAME FAILURE PROTECTION,  
**MAXIMUM CAPACITY:** 80 KG



## MODEL A:

COOKING AREA 1350mm x 550mm

## MODEL B:

COOKING AREA 800mm x 400mm

## TO THE OPERATOR:

Check the Flame Failure Device periodically and ensure that it is kept clean.

Basting of the product should be carried out in the last 15 minutes of the cooking cycle if required.

## GENERAL INFORMATION:

LENGTH.....1400mm  
WIDTH.....850mm  
HEIGHT.....620mm plus Frame

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**STEWART BARLEN HIRE SERVICE**

**P.O. BOX 248 FYSHWICK, A.C.T. 2609**

**GREG WHITTLE (06) 280 6187 FAX (06) 280 6378**



# The Jukebox Hire Story

**W**ith the introduction of using jukeboxes for party hire the realization of an untapped source of income has been achieved.

In the past, strong demand caused many jukebox hire companies to appear across Australia overnight, the majority of which were operators with only 3 or 4 jukeboxes. But soon larger companies formed, operating 20 to 50 boxes. This helped stabilize the hire rate on the jukeboxes.

These companies, though doing well, had several problems brought about by the size and weight of the jukebox. Every time they tried to increase the size of their stock to handle increases in demand, overheads virtually doubled.

An example of this was if an operator of 20 jukeboxes wanted to increase his stock to 25 it was necessary to buy an extra truck and put on two extra staff to make sure deliveries were done on time. This was brought about by the size and weight of the jukeboxes available in Australia for the hire market! All jukeboxes up to this time were both big and heavy, designed primarily to go into

hotels and bars, and be left there. The operators were forced to use heavy, bulky units that didn't take kindly to being moved on and off trucks, and lugged into homes four times a week, and were difficult to move up stairs or through doorways. With all this knocking about the jukeboxes were also prone to breaking down during hiring.

*Due to using compact discs it is possible to deliver a far wider selection of music, ranging for example from Beethoven to disco, or roaring twenties to the latest top forty*

With the market demanding more jukeboxes and the operators faced with a wall of overheads it seemed impossible, or rather impractical, to try to expand.

This situation changed in 1987, when Compact Disc Jukebox Hire

released the first jukebox ever built in Australia for the party hire industry. The unit was an overnight success. Small, lightweight and service free this jukebox opened new avenues in profit making.

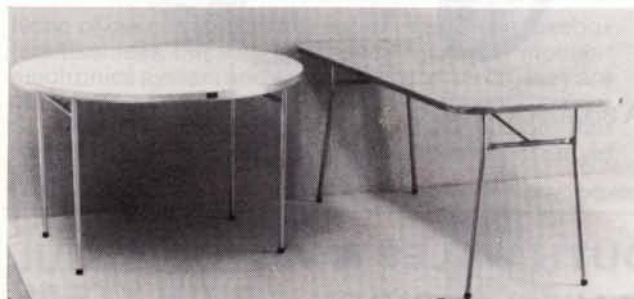
Because of its size it is possible to load twice as many units on each truck, reducing the need for additional delivery vehicles. This design means it can be delivered by one man, and will go easily up stairs and through doorways where the old pub jukebox couldn't.

Due to using compact discs it is possible to deliver a far wider selection of music, ranging for example from Beethoven to disco, or roaring twenties to the latest top forty.

This versatility has caused a drastic increase of the demand for jukeboxes at parties. Operators using the CD Party Hire Jukebox are therefore enjoying an increase in their profitability.

For more information on the Party Hire Jukebox please contact:

Compact Disc Party Hire  
399 Parramatta Road,  
Leichardt 2040



Sizes available 1.2 x .750mm, 1.8m x .750mm, 2.4 x .750mm, or made to order

## FREDMAN FOLDING TABLES

- ★ Standard top plywood lacquered
- ★ Now available with unbreakable Polypropylene tops
- ★ Steel frame plated in attractive gold colour
- ★ Folds flat to 32mm for easy stacking
- ★ Large range of sizes or made to order
- ★ Ideal for halls, clubs, schools, hotels, party hire
- ★ Available round or rectangular

### FREDMAN TABLES LTD

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## Crown Corning Relaunches Winner



One of the new designs of Corelle Dinnerware.

In June, Corning Australia will be relaunching its famous brand of Corelle Dinnerware in a new range of fashionable designs.

Corelle is the leading brand of everyday dinnerware in the United States and is well known for its superior durability – particularly its resistance to chipping and staining.

The product also has a number of other benefits which make it highly

suited to the catering industry – it is dishwasher proof, lightweight and easily stackable.

Corelle Living Ware is reasonably priced and can be purchased as individual pieces including serving platter and 1 litre bowl.

Four designs will be available:

- the very popular Winter Frost White,
- Morning Dream (light blue rim pattern)
- Apricot Grove (apricot and grey) and
- Rose (Beige base, rose coloured rim pattern).

For further information on Corelle, contact:

Corning Australia Pty. Ltd.  
Sydney 647-8444 or  
Toll Free 008-25-1693.

## Convention & Exhibition Organization

All enquiries regarding the Convention, accommodation, trade exhibition or sponsorship should be directed in the first instance to:

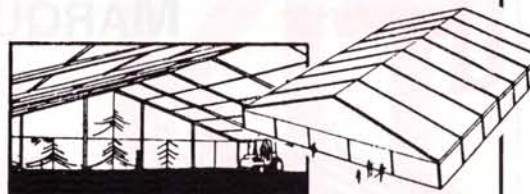
Mrs. Muriel Ellis  
Elliservice Convention  
Management  
PO Box 753  
Norwood, S. A. 5067  
Telephone 08-332-4068  
Fax 08-364-1968

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# 19th International Hire Convention and Equipment Exhibition

Adelaide Convention Centre, Adelaide, South Australia

September 10-14, 1990

Response to Invitation to Exhibit &/or Provide Sponsorship

Company Name .....

Postal Address .....

..... State ..... P/C .....

Phone including Area Code ( ) ..... Fax including Area Code ( ) .....

Contact Person ..... Position .....

## Exhibition

Our organisation is interested in participating in the 19th International Hire Convention as an **EXHIBITOR**.

Please reserve

..... 3m<sup>2</sup> spaces @ \$750 each &/or

..... 3m<sup>2</sup> booths @ \$1,150 each.

Cheque for \$ ..... representing 50% of our commitment is enclosed with this application. We note that a 10% discount is applicable if 4 or more reservations are made and that this discount will be deducted from the balance payable in due course.

## Sponsorship

Please advise details of existing opportunities for support of the Convention through sponsorship: ☐

## Accommodation

Please reserve accommodation on behalf of our organisation as follows:

	SG	DB/TW	TR	STE
Hyatt Regency				
Adelaide	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grosvenor (Business)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Grosvenor (Budget)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## Payments

We acknowledge that upon finalisation of arrangements in relation to the Trade Exhibition and/or Sponsorship an invoice will be raised to cover such participation and include the cost of two night's accommodation for each room now requested to be reserved.



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## Fredman Tables... New Dimension in Folding Tables

The Folding Table market has been changed by the introduction of the Fredman range of Folding tables and related equipment.

These Tables have proven to be most durable and easy to use while saving space in their ability to stack flat as high as desired. (A stack 2m high contains 64 x 6' Tables)

The returns on Folding Tables is enhanced by even longer lasting Polypropylene topped Tables which will stand severe blows with a hammer...and can be steam cleaned or water blasted.

Due to design, Fredman Tables are possibly the lightest, yet remain among the toughest. The top is laminated to a square tube steel frame with rounded corners (or square if required) to reduce damage to people and property. The frame protrudes from the top to give protection to the edge of the top. Rivet free top makes for easy cleaning and replacement should it be necessary.

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Chris Wikman

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

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VIC: OBE Trading, 65 Taunton Drive, CHELTENHAM, VIC 3192 — Telephone: (03) 584 7211  
SA: METCO, 237 Richmond Road, RICHMOND, SA 5033 — Telephone: (08) 234 0566  
WA: Flextool (Aust) Pty Ltd, 3/47 Tate Street, BENTLEY, WA 6102 — Telephone: (09) 451 2077  
NZ: Moulpak Products, 17 Parity Place, GLENFIELD — Telephone: (09) 480 8096





# Workplace Health and Safety Survey

*Continued from page 7*

There were deficiencies in machine safeguarding in a number of hire premises visited. These included:

- A significant number of concrete mixers with pulley guards missing.
- Older type slasher mowers with no guards on belt pulleys and inadequate protection on slasher blades.
- Small power motor mowers with mesh guards missing on flywheel pulleys, below the starting cord.
- Chain saws available for hire without chain covers.
- A workshop compressor being used with the belt pulley cover missing.
- Conveyors with inadequate guards on the drive wheels.
  - (i) on a step ladder - the second top tread.
  - (ii) on a single or extension ladder - the third top tread.

Suggest the wording

## DANGER

**DO NOT STAND ON OR ABOVE THIS TREAD OR RUNG - YOU CAN LOSE YOUR BALANCE**

Many aluminium ladders in owners premises have these signs painted over or the signs have lifted off with weather and time.

The signs should be replaced as required.

It is interesting to note the trend towards the replacement of steel trestles with aluminium. This will reduce strain in material handling by both the hirer and hire firm staff.

- Metal dispensing containers should be labelled, have a closed top, and stored well away from ignition sources.
- Review L.P. Gas filling procedures.
- Store full and reserve L.P. Gas cylinders in security cages outside buildings.
- All staff be instructed on fire precautions and the use of fire extinguishers.
- L.P. Gas cylinders must be transported upright, fastened securely and not carried inside an enclosed compartment of any vehicle.
- Hire firms check with their insurance companies regarding the storage of

L.P. Gas and fuel in small plant inside buildings.

Material handling of hire and rental equipment was found in all cases to be quite good with the use of trolleys, forklifts, vehicle mounted cranes and skilled manual lifting techniques.

## Personal Protective Equipment

Goggles, face shields, respirators, gloves and ear muffs should be offered where appropriate.

Relevant personal protective equipment will be addressed in the policies and procedures manual.

## Health Aspects

Portable Chemical Toilets

Disposal of wastes from portable chemical toilets varies among hire firms.

Check with your Local Authority Health Surveyor to ensure correct disposal of toilet waste products.

## Administrative Processes

### Information and Instruction

A significant 'duty of care' for hire firms under the Workplace Health and Safety Act, 1989 is to provide adequate information and instructions to users about the plant and equipment being hired.

Two hire firms visited provided excellent hand out material and I observed another firm giving good verbal advice and a demonstration to a customer hiring a brushcutter.

Better written information is required by some hire firms.

To comply with the W.H. & S. Act, it is essential that correct information, instructions, advice and demonstrations be offered to all hire customers.

The best way to achieve this is to supply clear, written instructions for the safe and efficient use of the items hired. (Handout leaflets should be available and offered to customers).

Instructions on the equipment e.g. on wall paper strippers or inside the lids of boxes containing tools is also useful.

Information for use with individual pieces of plant and equipment will be addressed in the Policy and Procedures manual.

## Owner's Check List

The following check list is provided to assist hire firms meet their legal duty of care under the H.H. & S. Act and must

be used where the competency of the customer to safely use the plant or equipment being hired is not known.

- Ask for what purpose is the plant or equipment required. (To ensure the correct tool with the correct blade, tool bit etc. for the job).
- Ask if the person has used this plant before and/or do they know how to use the plant.
- Start the equipment and check it is operating correctly. Demonstrate equipment.
- Explain correct operating procedures; including safety aspects.
- Ensure all necessary accessories required to operate the equipment are provided.
- Offer relevant personal protective equipment.
- Offer relevant safety equipment e.g. ELCB.
- Hand out information brochure.
- Offer phone advice if person has any problems.

## Hire Agreements

The hire agreements of all firms visited on this survey were checked. Only one firm's agreements covered safety aspects.

It is recommended that all hire firms consider including the following clauses in their agreements (check with your legal adviser first).

The Hirer shall:

- Determine the suitability of the plant hired for the purpose required.
- Use the plant in a skillful and proper manner and only for the purpose and within the capacity for which it was designed and in accordance with the manufacturers/suppliers operating instructions.
- Ensure that the plant is operated by a suitably certificated operator where such a certificate is required.
- Not repair, alter or attempt to repair the plant without the prior consent of the owner.

Hire agreements which include safety clauses that the hirer is to use the plant in the manner for which it was designed, within its capabilities and in accordance with the manufacturers/suppliers or owners operating instructions.

*This survey commissioned was by the Hire and Rental Association — Queensland Division and submitted as general interest to all members.*



# NEW

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*Photograph illustrates SD175 Portable Air Compressor*

## STANDARD FEATURES

- Gardner Denver rotary screw compressor with modulating inlet valve.
- Thriftmeter—stepless control system.
- Engine jacket water and compressor oil cooler.
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# Only the best for Adelaide.

## A preview of invited speakers.

Dr Neville Norman, reader in economics, University of Melbourne: Senior Economic Adviser to the Committee for Economic Development of Australia & Economic Counsellor for the Australian Institute of Management.

Neville Norman is author of books and articles on micro-economic theory, personal tax escalation, industry regulations, economics of immigration and economic policy. As one of Australia's leading economists, consultants, commentator on ABC & The Melbourne Herald Neville Norman presents facts & figures on the economy and future trends in a style which is entertaining as well as highly informative and relevant.

His topic for the convention: *"Challenging the future and benefiting from the new opportunities: financial implications of current government actions."*

Dr Michael Hewitt-Gleeson, Count de Saint-Arnaud - cognitive scientist, author, lecturer and consulting strategist to business and educational organisations in S.E. Asia, Europe, Africa, the Middle East, North America - and of course Australia and New Zealand.

He co-founded with Edward de Bono in the USA in 1979 the New York city based "School of Thinking", he holds the world's first PhD (Cambridge) in Lateral Thinking (1981): His special examiner, Professor George Gallup PhD, founder of the Gallup Poll, Princeton.

Michael will set the scene as the opening keynote speaker with the following topic: "Future think to avoid future shock: from CVS to BVS (Current view of a situation to a better view of a situation)".

Amongst an impressive list of accolades: Sir Ninian Stephen, AK, GCMB, GCVO, KBE, at the time Governor General of Australia:

*"You have just given the best keynote address I have ever Heard"* (September 1988)

The Hon John Brown, former Minister for Sport, Recreation and Tourism is a practical, down to earth, self-made success who speaks forcefully and entertainingly on many issues including:

- **Marketing:** John sold his concept for the marketing of Australia via Paul Hogan to cabinet - and also, as the shrewd hard-headed owner of a multimillion dollar meat distribution company, he has some definite ideas on what it takes to succeed. He entered politics to apply to the Business of Government the sound principles he'd applied to his own business.
- **Lobbying:** John is currently chairman of the "Tourism Task Force" described by Bob Hawke as "The Most Prestigious industry lobby group in Australia".

John will address the topic: *"The Canberra Scene: The Lobbyist's role in making things happen"*

Other aspects of the convention programme are geared to "Harness the Power of the association" - through more involvement at the grass roots membership level through to understanding what is involved in lobbying. An interactive

forum followed by a workshop will develop the theme and all participants will benefit from this session - both personally and professionally. Ultimately of course the plan is that the association is better able to tap into its membership resource.

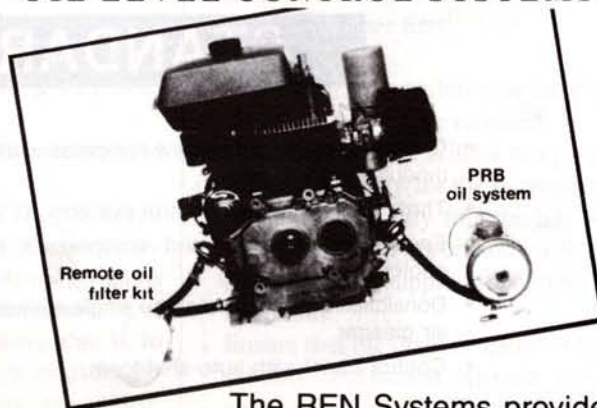
Yard Tours are always appreciated, and since they are scheduled to take place on day one delegates have an excellent opportunity to catch up with interstate and overseas colleagues in an atmosphere geared to maximise personal communication whilst picking up useful tips from fellow industry professionals.

The entertainment hire sector of membership is not being overlooked and an in-depth seminar will be conducted having the thematic title: "Profit in Pleasure". Additionally, maximum effort is being put into ensuring that the trade exhibition will include the showcasing of entertainment - hire goods and services.

Strong interest is being shown from overseas and already 50 USA delegates are making plans to head "down south". Industry members who have attended a South Australian hire convention before know to expect excellent hospitality and some surprise elements in the social activities. The committee is working hard to ensure that its highly successful 1986 convention is surpassed - both socially and through the professional content.

Plan to be in Adelaide, South Australia between September 10 and 14, 1990 to attend the 19th International Hire Convention and Equipment Exhibition.

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The REN Systems provide maximum returns on investment when used on all types of engine powered equipment.

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# New Mustang - 920 Skid Steer

**T**he Mustang Manufacturing Company Incorporated of Owatonna USA has announced the release of the Mustang 920 Series to the Australian Market. This is the smallest and most compact of the Mustangs Range and will be a dynamic extension to the highly successful Mustang 930, 940 and 960 Series. The dimensions are 2,731mm long, 1,245mm wide, and 1,937mm high making this unit ideal for narrow and confined working conditions and TUTTS has nicknamed the smallest member of the Mustang Family the "COLT".

## Power

The Mustang 920 is powered by an Economical 3 Cylinder Yanmar Diesel Engine which develops 14Kw at 3,000rpm and has a Breakout Force of 816Kg.

## Hydraulics

The Hydraulic Centre round the Triple Pump Assembly that activates the wheel motors, the Boom Lift Cylinders and Bucket Tilt Cylinder.

The Machine has a Hydraulic Oil Reservoir of 28.4 litres and a Hydraulic Pump Producing an output of 37.9 litres per minute.

## Operator Safety And Comfort

Each Mustang 920 has a ROPS/FOPS Operators Canopy with Boom Service Safety lock out pins that are operated from within the Safety of the Operators cabin. The Operator also has a retractable Safety Belt, the, when not fastened, and with the engine running, disengages the Hydraulic Pedal Controls for operation of the Boom Up/Down and Tilt Cylinder Modes - an essential Safety Feature.

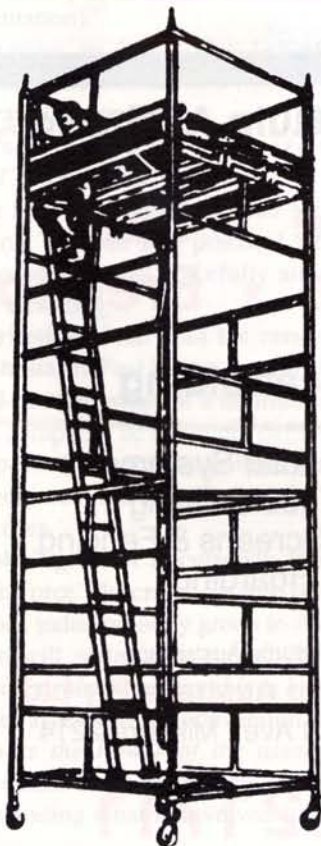
The patented "T: Bar steering control allows the Operator to turn his body and not just his neck when reversing the machine thus giving him better vision and eliminating operator fatigue.

## Vandal Proofing

The 920 has a lockable rear door that provides total vandal proofing of the engine compartments including hydraulic oil and fuel fill areas.

With an operating weight of 1,515Kg, a Bucket Roll back time of 1.4 seconds and a dumping time of 1.5 seconds, the Mustang 920 colt is a true performing workhorse and with a load rating of 368Kg will be very suitable to the Man on the Land as a general purpose clean up and small construction machine.

For a Technical Brochure on the Mustang 920 Skid Steer Loader, contact TUTTS, 2 South Street, Rydalmere, NSW, 2116.



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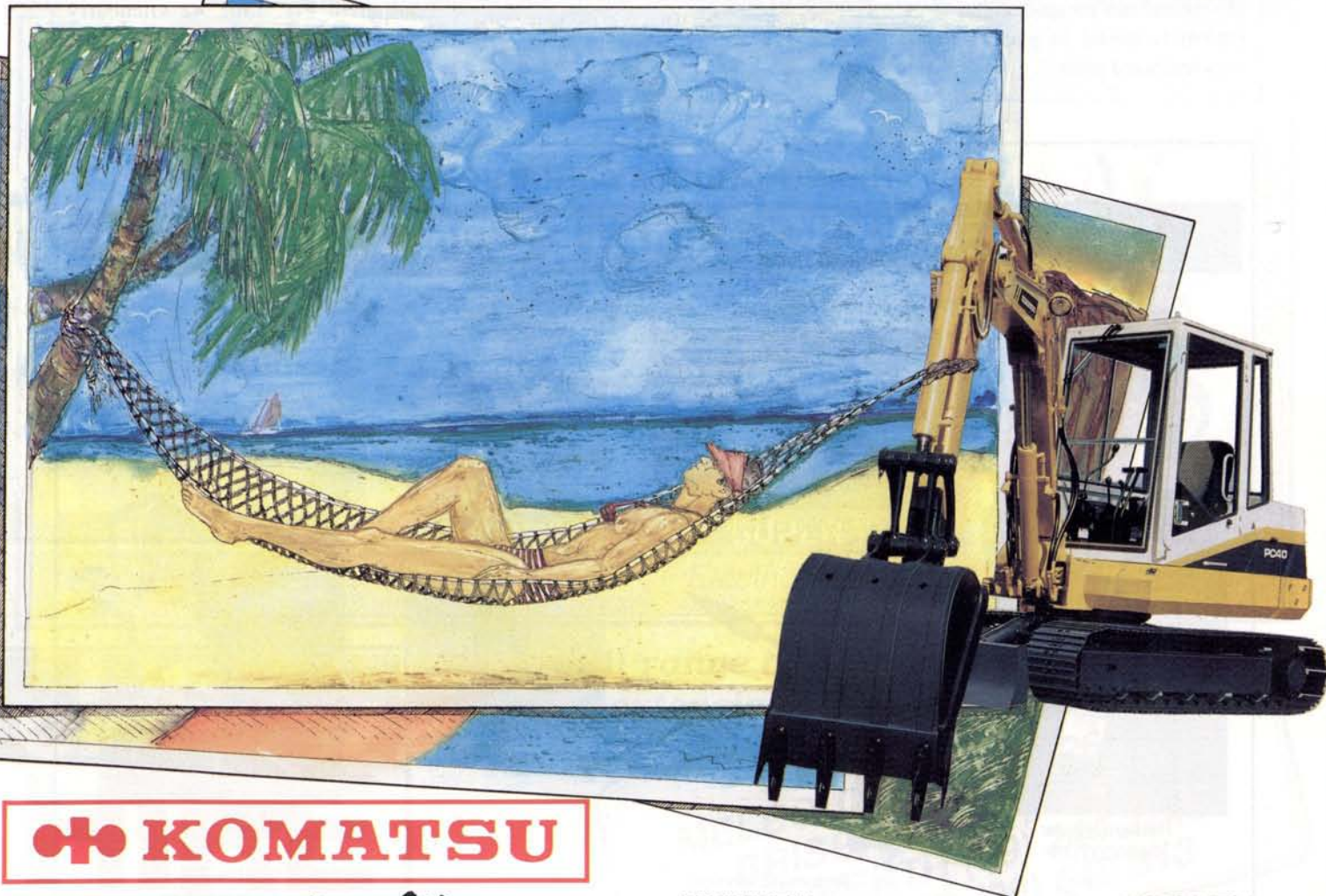


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## Century Supplies First Rk450 to Alcoa

**T**he first P&H/Kobelco RK450 Rough Terrain Crane imported into Australia has been supplied to Alcoa Australia Limited's plant at Pinjarra, Western Australia. The first RK200 Rough Terrain Crane imported into Australia was also supplied to Alcoa, also in Pinjarra. After exhaustive studies in Australia and Japan, the P&H/Kobelco RK450 was selected as being the unit most suitable to fulfil Alcoa's requirements.

The RK450 has a maximum lifting capacity of 45 metric tonnes at 3 metres radius and has a 38.9 metre, five section, full power hydraulic telescopic boom. The sky tilt jib is also a unique innovation, being a telescopic 915 metre long jib controlled by two hydraulic cylinders, giving a luffing ability from 5 degrees to 45 degrees offset from the operator's cab. This hydraulic luffing jib, which can be used under load, is extremely useful in placing items in very restricted areas.

Since the release of the RK450 on the Japanese market, the penetration for P&H/Kobelco rough terrain cranes has increased significantly. With the release of the unit onto the Australia market, similar advances are expected.

The unit is particularly suitable for large sites, having a fully automatic eight speed power shift transmission with lock up torque convertor. Maximum speed is in excess of 50 km p.h, and, coupled with a Mitsubishi six cylinder diesel, the unit's power of 236 kw is especially suited for variations of gradients. Front and rear axles are fitted with leaf springs with axle lock up cylinders that act as shock absorbers. The rear axle has a non spin differential fitted as standard. Full lighting is fitted and there is even a rear mounted television camera fitted so that the operator can see what is at the rear of the machine at all times with a monitor



being fitted on the front console. The hydraulic system features a variable displacement pump which enables extremely fine control for both the boom movements and winches operation. The operator has been pampered with a fully adjustable seat complete with seat belt, adjustable steering wheel, sliding door, roll down windows, sliding roof and window wipers. Levers are adjustable in height and rake to suit any size operator. Even a cooler for drinks or lunches is supplied as part of the optional air conditioning package.

For further information contact:

Jeff Brundell Century Construction Equipment Pty. Ltd., 42 Glenbarry Road, Campbellfield, Victoria 3061. Tel: (03) 3580510 Fax: (03) 3570468

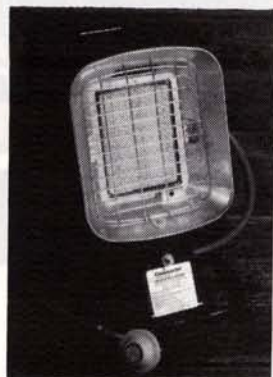
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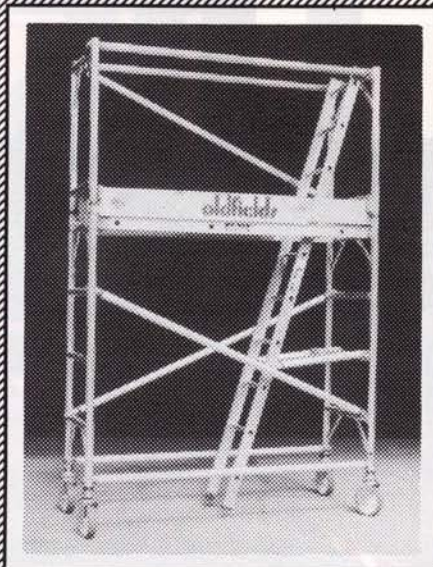
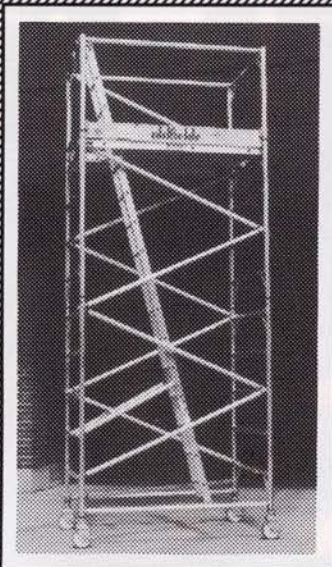
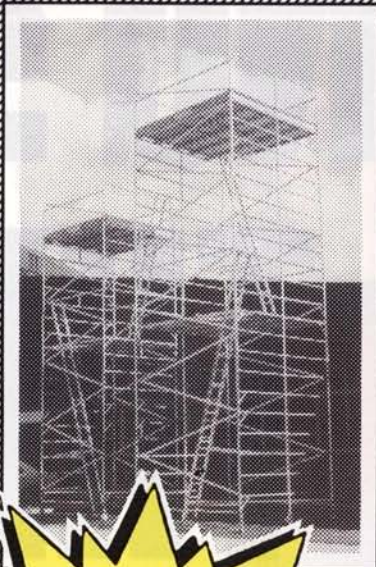
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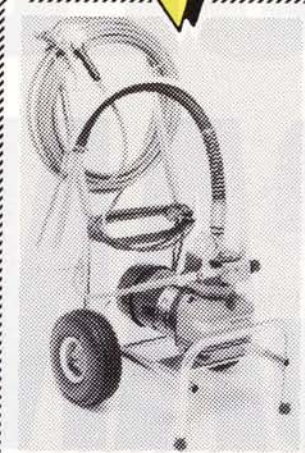
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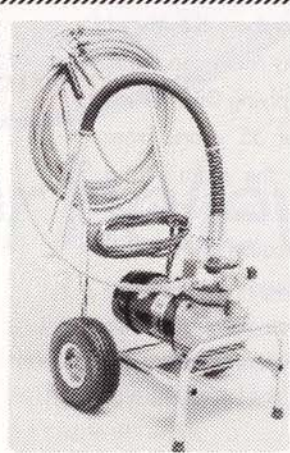
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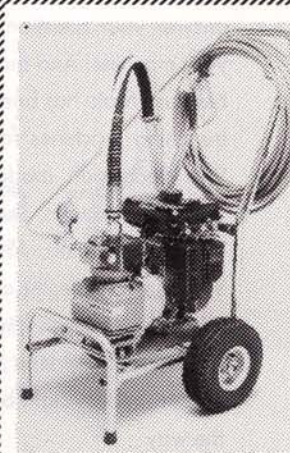
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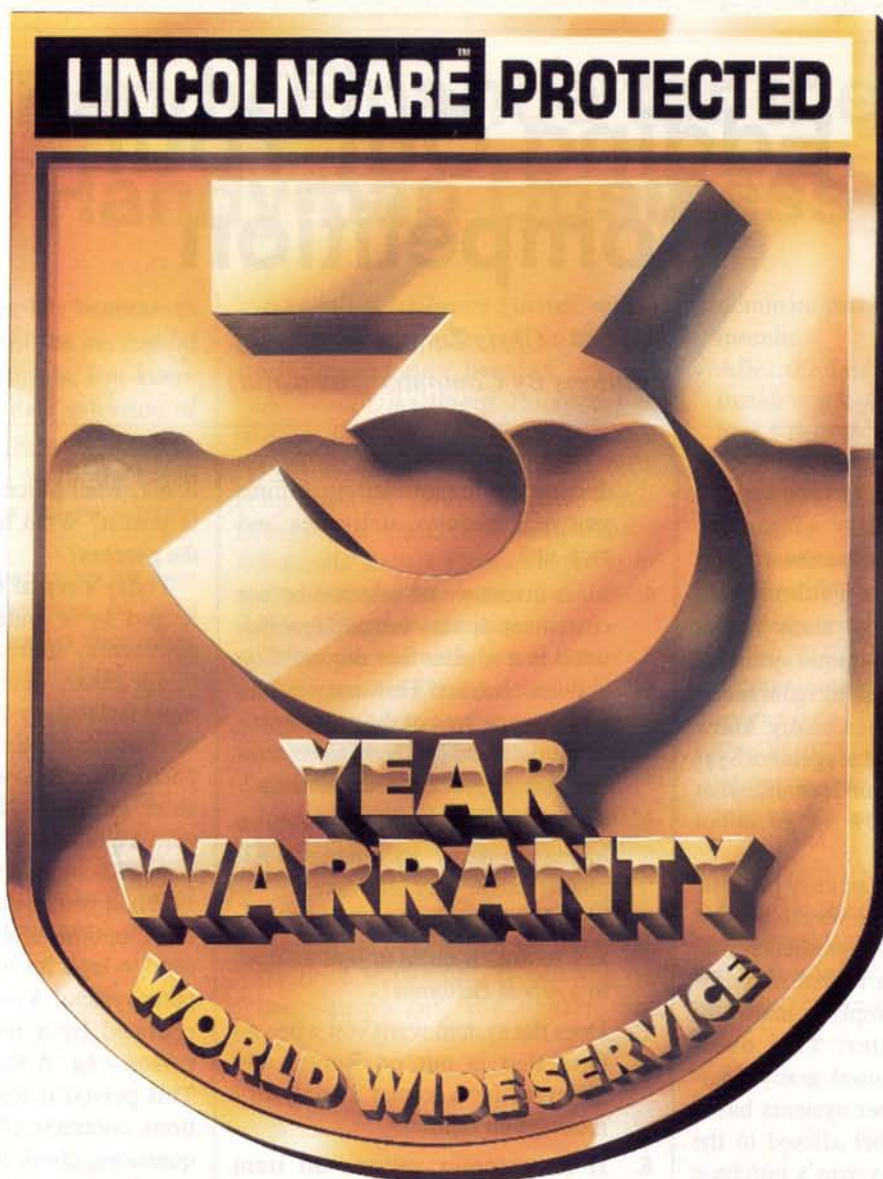
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YL



# Edging Out Your Competition

By Chris Zanchetta -  
Solutions By Computer (Australia)

**W**ith unprecedented availability of mature computer hardware and software Technology, why do we still hear so many horror stories about buying computer systems? Simply stated, it's a case of ignorance.

Few Hire Companies really know how to select a Rental Management System. They don't fully understand what they're buying or how to go about buying it.

Of course, this isn't an easy process. But there is a reasonable way to bring it down to it's essential ingredients. The process of selecting a Rental Management System isn't simply a matter of selecting a computer. This oversimplification has caused many companies to buy computer systems based principally on the label affixed to the computer or on the system's purchase price (lowest).

The selection process involves several key issues that you must fully understand and resolve before reaching a final decision. These issues are presented as a series of questions, so set up an accompanying sheet on which you can make notes comparing how various systems handle the following tasks.

1. How easy is it to enter time periods other than the standard periods set up in the system? Ask to see unusual periods, like 5 hours, three days or 3 weeks.
2. If a customer wants to know how many a particular item will cost to rent for an unusual time period (eg: nine days) Can the system answer quickly?
3. How do you use the system to schedule a delivery and/or pick-up (A) Upon opening a contract? (B) Later when the customer calls for the pick-up? And what reports/documents are printed to inform you of schedules, deliveries and pick-up?
4. Must inventory be selected before customers or visa versa? How difficult is it to alter that sequence on a given contract? How easy is it to go from one area of the programme to another? Do you have to remember special codes and/or numbers?
5. How many ways can you look up an inventory item? By number? Alphabetically? Any alternates?
6. What is the minimum number of key strokes it takes to rent an item to a repeat customer?
7. Does the system warn you when an item that is out on Rental and Reserved for a second Rental, isn't returned on time?
8. If a customer returns an item without his contracts, How easily can you find the contract in the system? If he has several contracts, How easily can you find the right one?
9. When a customer asks a question about a rental item, can the system display and print out it's specification quickly and easily? Does either Process require restarting the transaction before continuing?
10. What security controls does the system supply for changing a rate on a contract? For permanently changing a rate? For printing a customer list?
11. If a question comes up about a contract, reservation or change, is it easy to find the name of the employee who did it?
12. When an invoice is created for a charge customer, is it posted immediately to his account?

If not, what process must you perform to post it? What happens if you forget the process?

Today's rental management is challenged by a wide range of Business problems, increasing competition, rising costs, decreasing margins and rapid technology changes, to meet these challenges, Management must take positive control of it's most important asset: information. With this in mind it isn't a question of "if" your rental business will computerise, but when?

When you do computerise, what features, options and performance do you need to look for when selecting a computer system. A rental system is usually operated by a non-computer-oriented person - eg. A Rental Counter person. This person is asked to write reservations, contracts, close contracts, answer questions, check inventory availability, calculate rates, keep an eye on credit limits and much more. The mix of tasks is different in every case... As is the transaction itself! Menu-driven batch accounting systems are not well suited to the complex point-of-sale requirements of a Rental Business. No company should try to make an accounting system into a Rental Management system, by adding point-of-sale "bells and whistles" and placing a few terminals on the counter. The complex tasks required of a rental counterperson are totally different from Accounting tasks, as are the environment, the customer interaction and the level of operator expertise.

It simply doesn't make sense to place the rental management needs of your business in the hands of a computer that's an accounting system at heart. Don't be too carried away with trying to duplicate your current system, be it manual or an existing computer system that no longer performs. Look for a sys-



# Handy Finance for the Handyman Business

**E**quipment hire has become an integral part of the successful hardware business. But keeping an up-to-date selection of chain saws, cement mixers, sanders, trench diggers and so on for the home handyman's selection can put a strain on the cash flow.

Wouldn't it be better to arrange finance for the purchase of new models and designs, rather than committing the company's capital reserves?

While many traditional financiers are not interested in funding equipment used for rental or hire, SUNCORP Finance Limited, through its division Wholesale Rental Finance, offers a tailored finance plan to cover the acquisition of new rental equipment.

It is called Bailment Finance and it gives rental operators far greater flexibility and more benefits.

Although Bailment Finance has been available to the rental industry for about 20 years, it has really only been used by television hire businesses and similar organisations. Wholesale Rental Finance is keen to see handymen/hardware businesses making use of the facility.

These are some of the advantages.

- Items can be financed individually or in any quantity at anytime. There is no need to hold stocks of expensive unproductive equipment.
- Items of stock are financed at wholesale prices. There is no need for a deposit up front and there is no residual payment at the end.
- The period over which the items are financed is flexible. Depending on the equipment, the dealer can

nominate periods of 12 months to 60 months.

- After the last pre-selected monthly instalment has been paid, unencumbered title to the unit passes to the dealer.
- Individual items can be paid out at any time. This option is helpful for the customer who wishes to purchase an item they are renting.
- To help minimise setting up costs, SUNCORP provides Sub-Hire Agreements and other stationery required free of charge.
- The SUBCORP Group can offer the dealer a comprehensive financial, investment and insurance service.

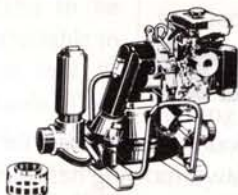
SUNCORP Finance Limited's Wholesale Rental Finance Division operates in all eastern states of Australia and further information can be obtained from the state managers.

## HOMELITE POWER TO THE RENTAL INDUSTRY

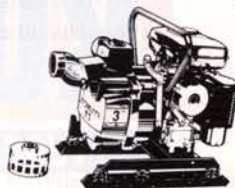
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## Hire-up Go For Instant Zip-up Scissor Lifts

Hire Up, a division of Eagle Ridge Pty Limited, have chosen Instant Zip-Up scissor lifts from Instant Scaffolds to complete their access equipment range.

In 1987 Col McIntyre, owner and operator of Hire-Up, was involved in the industrial cleaning business where he found it difficult to obtain the access equipment needed to make his job easier. From these difficulties he experienced, came the idea to form Hire-Up, a company specialising in the hire of access equipment for industrial applications. Col and his wife, Carol, both work full time in what is fast becoming the leading limited access equipment hire company in the Sydney metropolitan area.

In line with the Hire-Up policy to provide customers with the best equipment available on the market today Col extensively explored the access equipment market in an effort to obtain the best scissor lifts possible. His search ended when site tests of the Instant Zip-Up scissor lifts proved this range had the qualities he required. The access equipment Hire-Up needed had to be of rugged design to cope with every condition possible and to be so, manoeuvrable that every access problem could be overcome while at the same time being competitively priced. All these needs were met only by the Instant Zip-Up range.

The XL24 pictured is the first of 12 Instant Zip-Up scissor lifts to be delivered to Hire-Up and is available to customers. Mr Col McIntyre said, "I have used many different brands of access equipment over the years but the Instant Zip-Up range is the most robust and powerful scissor lift I have ever operated. The scope of applications is enormous due to their amazing manoeuvrability".

Instant Zip-Up scissor lifts are ideal for industrial cleaners, painters or electricians, to name just a few applications. If you have an access problem, Hire-Up is the company that can solve your problems for you.

Hire-Up take pride in the equipment they hire out and ensure that every item is fully maintained. If there is a problem their 24 hour customer service line will



Mr Peter Ellington, (right) Mechanical Access Division Sales Manager from Instant Scaffolds handing over the keys for an XL24 the first of 12 Instant Zip-up scissor lifts to be delivered to Mr Col McIntyre, (left Owner of Hire-Up)

ensure that equipment is repaired or replaced without customers losing valuable time due to faulty equipment.

Instant Scaffolds are marketing the Instant Zip-Up range to the hire and rental market. A competitive pricing strategy by Instant Scaffolds and a proven low maintenance history for the entire range ensures quick return on investment.

The range represents the latest in scissor and Z-type lifting technology designed for maximum versatility, performance and toughness for Australian conditions. Models in the scissor lift range include the XL19C, XL19W and XL24 and in the Z-type range there are two models, the SL20 and SL26, the various numbers denoting platform height. Features include a minimum turning radius, toggle switch control boxes, multi-speeds and most importantly uniform parts to eliminate the need for large spare parts inventories.

## Century to Distribute Cranemaster LMI

Century Construction Equipment Pty Ltd have been appointed the Australian distributor of the Cranemaster MKII Automatic Load Moment Indicator.

The Cranemaster has been developed by the New Zealand P&H dealer Titan

Plant Services Pty Ltd and has been utilized in most of the P&H cranes used in the 'Think Big' projects. The prime reason that the load moment indicator was developed initially was to overcome the major problem of keeping load indicators working in the field. New Zealand is not alone with this problem as many Australian crane owners have also suffered lack of reliability, lack of spare parts and lack of expertise in repairs.

Any make, model or type of crane can be fitted with the Cranemaster MKII. Even if the unit is transferred to another crane it is simply a matter of installing a new low cost replacement silicon chip which has the new load chart incorporated in it.

The Cranemaster MKII automatically and constantly monitors the changing crane load and conditions in accordance with the crane's rating chart. It provides the operator with the vital, basic information and signals required to operate the crane safely without taking away the operator's ultimate control of the crane.

The Cranemaster MKII load Moment Indicator System is an automatic load moment indicator system giving the operator five displays.

- Permissible Load
- Actual Load
- Radius
- Boom Length
- Boom Angle

Together with a visual warning of approach to maximum working loads, visual and audible warning as overload occurs.

Should any problems occur, a self diagnostic capability immediately alerts the operator that a failure has occurred and indicates on the display a code that isolates the location of the fault.

Optional extras include anti two block alarm and motion cut. For further information contact:

Jeff Brundell  
Century Construction Equipment  
42 Glenbarry Road,  
Campbell field, Victoria 3061.  
Tel: (03) 3580510  
Fax: (03) 3570468



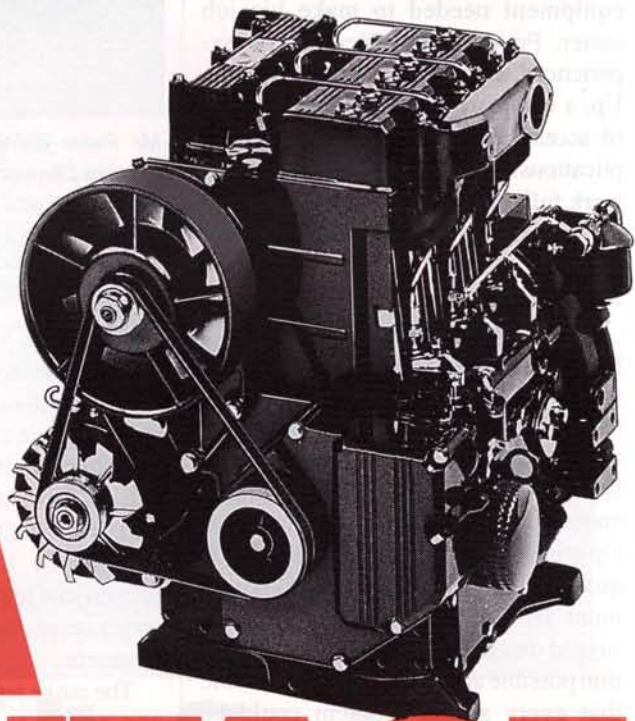
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S.A.: 81 Grange Road, Welland 5007. Tel.: (08) 340 1844  
W.A.: 155 Abernethy Rd, Belmont 6104. Tel.: (09) 479 1460

LPAL112



# New Plymouth to Host 1990 Convention and Equipment Exhibition

**N**ew Plymouth, in the oil area of Taranaki, is to host the New Zealand 1990 Convention and Equipment Exhibition, based at the Taranaki Country Lodge. The Association Directors have sampled the hospitality of the Lodge and can report that this is an excellent venue with friendly efficient staff which augurs well for a successful Convention. The following programme has been determined with guest Speakers yet to be finalised.

## Tuesday 14 August.

### Afternoon:

Optional Yard Tour including visits to local places of interest

### Evening:

Welcoming Cocktail Party followed by Olde English Style dinner with entertainment provided by the Gas Light Variety Company Music Hall.



## Wednesday 15 August.

### Morning:

Guest Speakers discussing *Coping With Stress in the Workplace and Industrial Relations*.

### Afternoon:

Trade Suppliers Forum followed by Opening of Trade Exhibition.

### Evening:

Training Foundation fundraising *Casino Evening*

## Thursday 16 August.

### Morning:

Zone Meetings followed by Association Annual General Meeting.

### Afternoon:

Trade Exhibition Open with local Contractors also invited to attend.

### Evening:

Happy Hour followed by Awards Banquet with entertainment.

We look forward to welcoming a large number of Members and we extend a cordial invitation to any Australian Members interested in attending, to register their interest with the Association in order that further information can be forwarded direct to them. Registration of interest should be sent to:

The Executive Director.

Hire and Rental Association of N.Z. Inc.

P.O. Box 12013 WELLINGTON  
or Fax. (04) 732930

We similarly invite Trade Suppliers interested in further information about Site availability and cost to register their interest to the above address.

## National Equipment Looks to the Environment

**A**n environmentally conscious High Pressure Hot Water Blaster is being introduced by National Equipment Services. The high capacity burner is fitted with its own motor, which ensures fuel economy and non-polluting firing efficiency. Each machine also incorporates the following four fold safety system to prevent damage:

- A Unique earth linkage breaker ensures that the power is cut off should any electrical fault occur.

- An over pressure safety switch will automatically cut out the burner motor if the pressure exceeds a fixed limit.
- The pump and pump motor are thermostatically protected to prevent overheating.
- A low pressure switch also cuts off the burner motor should the incoming water supply be interrupted.

The control panel allows the temperature to be thermostatically adjusted and set at a glance and each machine has a built in steam generating stage. The heavy duty heating coil manufactured from high quality seamless tubing carries a two year warranty.

A twin detergent system allows for the use of more than one chemical. Quality and craftsmanship of the Ehrie machines are easily visible from the electrostatically dust coated finish to the robust plastic cover. Service and maintenance time is kept to a minimum by easy access

and visible components. The basic equipment with each machine consists of the following items:

- 10 mtrs High Pressure Hose.
- Trigger Gun with Spray Wand.
- 5 mtrs Electric Cable.
- 25 ltrs Fuel Tank.
- 20 ltr Detergent Tank

Other accessories offered are the Sandblasting fitting; Rotary Nozzle; Drain Cleaning Nozzle and Foam Lance.

National Equipment Services offer a **no obligation** demonstration of the Ehrie Hot Water Machines ranging from 110 bar 1600 psi (single phase) to the 190 bar 2800 psi (three phase).

Further information is available from:

National Equipment Services  
PO Box 119  
Asquith NSW 2077  
Mobile phone 018 434 009.



# Superannuation in the 1990's

*Special Superannuation Arrangements  
for Small Businesses*

Occupational Superannuation is not coming. It has well and truly arrived!

Learned statisticians inform us that the percentage of the Australian population who are now over age 65 is currently 10.7%. This is expected to increase to 12.1% by 2002, 13.7% by 2012 and 16.8% by 2022. This represents an overall increase of 57% from the current level. Thus Governments now have a special interest in ensuring that there is an effective retirement income policy in place to cope with the aging population.

Just one of the challenges facing 'small business' in the 1990's is the subject of compulsory occupational superannuation for employees. In many industries it is already an award related requirement that employers contribute (generally 3% of ordinary time earnings) to a special Occupational Superannuation Fund. In fact, it has been foreshadowed that the contribution amount will increase to 6% of ordinary time earnings in the next few years.

Employers in the Hire and Rental Industry will be required, in the near future, to contribute an occupation superannuation contribution of 3% of ordinary time earnings for their Wages employees.

Superannuation is no longer a special benefit provided by a benevolent employer. It is now an industrial commission mandated right for a majority of employees. Employers who do not comply with the Awards handed down by the State and Federal Conciliation and Arbitration Commissions, may face severe industrial penalties.

There has been a critical need for small business proprietors to have access to a 'fully complying' occupational superannuation fund which is specifically designed to meet the unique needs

and diverse requirements of the small business sector.

Following nearly two years of careful evaluation and analysis, the Australian Small Business Association (ASBA) Superannuation Committee determined that none of the existing industry occupational superannuation vehicles met the stringent standards that were required. Most existing funds had relatively poor investment returns and were 'locked-in' to only one of the big life offices. Alternatively, they had exorbitant administration fees, or high insurance cover costs etc. Many were controlled by big unions or big business confederations or big insurance companies - none were designed to provide the depth of flexibility necessary to meet the needs of small business.

Australia's largest independent superannuation consultancy and administration group (The NBC Group) were subsequently appointed to establish and administer a fully 'complying' occupational superannuation fund which would meet all of ASBA's stringent requirements and so would be totally appropriate for small business in Australia. That Fund is the ASBA Superannuation Fund. A Board of Governors was appointed to oversee all aspects of the operation of the Fund. The Board is structured such that there is equal representation of Employers in small business in Australia and members of the Fund.

The ASBA Fund has been specifically designed to cover both Employers/Employees in a broad spectrum of industries, including the Hire and Rental Industry. There are a number of outstanding advantages, not the least of which include Superior investment security, performance and flexibility. The ASBA Superannuation Fund has

been specifically designed to meet the particular needs and diverse requirements of employees working in all sectors of industry. Unlike the vast majority of union or union/confederation type superannuation funds, the ASBA Superannuation Fund provides an outstanding depth of security, performance and flexibility.

The security of all contributions on behalf of employees is assured. The Fund's Board of Governors have elected not to lock-in the investments with just one investment manager, but rather to carefully diversify the investment portfolio across a spectrum of Australia's leading life offices, banks and specialist superannuation investment houses. Each of these organizations have been carefully selected because they provide fully capital guaranteed and/or capital stable investment services.

This highly sophisticated approach to investment of superannuation funds ensures that the assets are not affected by the volatility that would emerge if all of the monies were placed with just one investment manager.

Moreover, the Board of Governors recognises that individual employees will have their own preferences as to the type of investment they would prefer for any additional voluntary contributions they may elect to make. Obviously some employees will want their personal contributions to also be securely invested with capital guaranteed/capital stable investment managers. Others will prefer to accept a little more volatility and slightly higher returns available through only capital stable type investments. Still others (particularly those with many years to retirement), will prefer to invest their contributions in conservatively managed market linked type in-



vestments. These are naturally far more volatile than the capital guaranteed/capital stable type investments but over the long term have historically provided significantly higher returns.

There may even be a number of financially aware employees who would prefer to have their contribution placed with the aggressive, performance oriented market linked managers. While these are the managers who demonstrate the highest level of volatility, they are also the managers who provide the highest average return over the long term - after all, award/occupational superannuation is a long term investment.

To meet this broad diversity of employee preferences, the Fund provides total freedom of choice for each employee to nominate the type of investment they prefer. In fact, the five investment options are

- i) capital guaranteed/capital stable mix
- ii) capital stable
- iii) conservative (core) market linked
- iv) aggressive (performance) market linked
- v) a 50%: 50% split between any of the above four options.

Most importantly, the Fund provides employees total flexibility to change their preferred investment option every year, simply by ticking a box on the relevant form. For employers, there is no work required other than to remit the employees' application forms to the fund administrator.

It will be seen that the ASBA Fund provides 100% security for all compulsory contributions paid by employers as these are automatically deposited in the capital guaranteed/capital stable investment pool. Employees who choose to pay additional contributions to the Fund, in fact have five options available as to the type of investment they require.

Optional insurance cover for death and total and permanent disability. Virtually all union and union/confederation type superannuation funds for award employees have been designed to include a compulsory level of insurance cover providing a benefit to the employee or their dependants in the event of total and permanent disability, or death. The cost of this insurance cover is generally around \$1 to \$1.50 per week, per employee, and this is automatically deducted from the compul-

sory contributions made by the employer. In a couple of funds, employees have been provided with a single option of selecting no insurance cover.

The ASBA Superannuation Fund is vastly different. By simply ticking a box on the application form, each employee is able to select the level of insurance cover best suited to their personal needs, that is if they simply do not want insurance cover they can tick the box indicating nil cover required. For those who are only seeking a small benefit, a special low cover option has been provided at a cost of just 60 cents per week per member. Like the majority of union type superannuation funds, the ASBA Fund also offers employees a \$1 per week insurance cover level. However, the amount of insurance benefit provided is significantly higher than that provided for the same cost virtually any other fund. ASBA have recognised that some employees (particularly those with high financial liabilities, young families, etc), will have a preference for even higher cover than is provided at the standard \$1 per week level. Accordingly, a special high option, at a cost of \$2 per week, has been included in the ASBA fund. It is also recognised that the needs of each individual for insurance cover can vary over time. The ASBA Fund provides each employee with total flexibility to change their insurance options every year at the Fund Review Date (30 June). As with the investment choices, this simply requires ticking a box on the appropriate form.

In addition to the four special insurance options outlined above, the ASBA Superannuation Fund also provides every member with access to a totally flexible range of top-up covers and even non-superannuation insurance benefits. For example, employees may wish to commence special investment or insurance plans for their spouse, children's education, special savings programmes with highly tax advantaged benefits, etc. The ASBA Superannuation Fund is unique in providing these top-up options for members.

Each employee can simply 'tick a box' to elect either Nil Cover, Low Cover, Standard Cover, High Cover, and special "Top Up Cover". The levels of cover are both far higher and less expensive than virtually any other oc-

cupational superannuation fund in Australia. Employees have freedom to change their elected cover option every year.

Direct Control. The Fund's Board of Governors include equal representation of actual employee members of the Fund and ASBA nominated employers. This is a fund run by, and for, small business!

One of the distinct advantages of the ASBA Superannuation Fund is that it has been established to meet the specific needs and requirements of small businesses and their employees. Unlike the majority of other superannuation funds, the ASBA Fund is functionally controlled by a Board of Governors, fifty per cent of whom are nominated employee representatives who are actually participating members in the Fund, and fifty per cent are nominated small business employer representatives appointed by ASBA. Moreover, to ensure that the Fund is administered strictly in accordance with the Trust Deed, an independent professional trustee has also been appointed.

Flexible Retirement benefit options. The ASBA Superannuation fund provides a truly worthwhile range of retirement benefit options for all employees who leave service on or after attainment of age 55. At that time, the employees entitlement will be equal to:

- i) the total of all contributions made by their employer, including all interest and investment income thereon, less the nominal costs of administration and insurance cover (if any) plus
- ii) the total of all additional voluntary contributions made by the employee, including all interest and investment income thereon.

Note: There are never any costs deducted from the employees' voluntary contributions.

Many union and union/confederation type superannuation funds provide very limited options to employees at retirement as to the "type" of benefit the employee can receive. The ASBA Fund however, enables each employee (having regard to their own personal circumstances and tax position at the time of retirement), to select the type of benefit which will be most tax efficient or suited to their personal requirements. This is, employees may elect to receive



their as a lump sum cash payment. Alternatively they may prefer to receive their benefit in the form of a regular ongoing pension, or an annuity. for employees who retire early, there may be substantial advantages in rolling over their benefit to an Approved Deposit Fund. Some may prefer to partly roll-over their benefit and take part in cash, or receive a part lump sum part annuity payment, etc. The ASBA Fund is highly flexible.

**Portable Leaving Service Benefits.** It is a Government requirement that occupational/award superannuation benefits cannot be paid to employees prior to attainment of age 55 unless they are permanently leaving Australia. ASBA however recognise that employees do sometimes change jobs throughout their career and the Fund has been designed to provide genuine portability in that circumstance. Firstly, on leaving service the employee's entitlement will be equal to the total amount accrued in the Fund on their behalf, including employer contributions, employee contributions, all interest and investment income less nominal expenses of administration and insurance cover (if any). If the employee is simply transferring to another small business employer participating in the Fund, they can simply continue their membership by "transferring" from employer to employer. If they prefer, the employee can elect to roll-over their accrued entitlement to any Approved Deposit Fund.

This might be with their bank, building society, credit union, life office, etc. Alternatively, the employee may be moving to a larger employer who participates in a union sponsored or union/confederation sponsored fund. Naturally the employee can transfer their entitlement to that fund if they wish.

Fully computerized administration which ensures that the workload of participating employers is far less than with many other funds.

Highly competitive costs. The administration levy is in fact no higher than that charged by a number of Australia's largest superannuation funds - and it is designed to decrease ever further as the ASBA Superannuation Fund continues to grow.

The administrator of the Fund (The NBC Group) is a specialist independent

superannuation firm whose clientele include a substantial number of Australia's leading Superannuation Funds. They are the only such organisation with offices in every State. The NBC Group ensure your Board of Governors receive the highest possible standards of technical support in all areas of superannuation management. This includes extensive independent investment monitoring and analysis, actuarial services, legal services, communication services, etc etc.

The ASBA Superannuation Fund has been carefully designed to provide the flexibility to accommodate employees of small business. The Board of Governors would welcome the opportunity to answer any questions from ASBA Committee members throughout Australia. For technical information regarding any aspect of the ASBA Superannuation

Fund, please feel free to contact the ASBA Superannuation Fund's Senior Technical Manager, Mr Graham Kinder, or Account Executive Mr Frank Scarra, on telephone Sydney (02) 264 6222 or Interstate "free call" 008 26 3982.

To assist employers to learn more about the Fund, senior professional personnel from The Service Network are available. For information regarding your nearest Service Network contact, please telephone 008 267973. Alternatively, contact your nearest ASBA Committee member.

• • • •

The ASBA Superannuation Fund is the fund established exclusively for small business in Australia and is totally appropriate for the Hire and Rental Industry.

## ZB 600 Accepted Australia Wide

Tutts, the National Kubota Diesel Engines Distributor in Australia has confirmed the great acceptance of the ZB600 horizontal, watercooled 4 cycle diesel engine in Australia.

The ZB600 develops 10.4kw (10hp) at 3200 rpm.

The engine is covered by a full year / 1000 hrs warranty and is completely self contained (ie. radiator, muffler & air filter).

Mr George Beaven, Engine Product Manager from Tutts said "The ZB600 is an excellent power source for agricultural and construction machinery". HR also stated that "it is absolutely ideal for general purpose industrial applications such as refrigeration; in fact, for anything belt driven".

A major feature of these engines is that a specially built-in balancer reduces noise and vibration even at 3200 rpm! There is also a drastic reduction in fuel consumption due to the ideal combustion system. The



ZB600 can also be adapted to PTO - Tutts stock a range of PTO shafts.

A further feature is that the powerful cell starter and quick heating glow plugs mean a quick electric start that is thoroughly reliable.

When you combine all these features with the high degree of parts availability, and Tutts' traditional commitment to service and spares back up; the Kubota ZB600 package cannot be ignored.

For further information on the above please contact:

Mr Raul Rana  
Sales Engineer  
Tutts - 2 South Street  
Rydalmere NSW 2116 -  
(02) 684-4400



## New Yanmar B50 Excavator

TUTTS, the National Distributors of Yanmar Construction Machinery, has announced the release of a New Mini Excavator with an Operating Mass 4,300kg to the Australian Market.

Known as the Yanmar B50, the Excavator is powered by an economical 4 Cylinder Water Cooled Yanmar Diesel Engine, Model 4TN 84L-RBA, that develops 27.2Kw at 2,450rpm.

Some of the features of the Yanmar B50 include:

1. Variable Hydraulic Pumps creating efficient and economical operation - giving the largest digging force in their class.
2. Fastest travel speeds with Shockless Travelling System Rubber Tracks have Yanmar's unique design for a comfortable ride and longer wearing life.
3. Smoother and more responsive Slew control with a Shockless Valve.
4. Superb all round visibility due to neat Front Hydraulic Hose Layout, Rear Slant Engine Bonnet, Rear Side Bumper Overriders.
5. Yanmar Diesel Engine has automatic Air Bleeding - just turn the key to bleed air from the Fuel System.
6. Unique 4 position Hydraulic P.T.O. for Auxiliary applications.
7. The Cabin has a large glass area with a fully opening front window.
8. Spacious Operators Compartment with Ergonomically designed lever layout for ease of operation.

Yanmar Excavators have been operating in Australia for the past 15 years and the B50 Model offers Operators the unique "MOONSALT MECHANISM" with its Three Way simultaneous operation of the BOOM, ARM, and SWIVEL ensuring a smooth and faster operating cycle time.

The Yanmar B50 is expected to be popular with General Contractors, Demolition Contractors, Swimming Pool Builders and Government Authorities. The Yanmar "B Series Excavator" comes with a Manufacturers Machine Warranty of 12 months or 1,000 Hours, and the Yanmar engine has a 24 month or 2,000 Hour Warranty, whichever comes first.

For more information on the Yanmar B Series Excavators, contact your local Tutts Branch or write to:

TUTTS,  
2 South Street  
RYDALMERE NSW 2116

## New range from Homelite

Homelite have recently introduced a new range of generators to the Australian market. Five petrol powered models and one diesel powered unit complete the range, with output from 1.4 Kva to 5.3 Kva. All units are powered by Wisconsin Robin Engines ranging from 3.4 h.p. to 11 h.p., and are housed in sturdy, all weather roll frames. Large fuel tanks are fitted to all models, with running times of up to 12 hours. Extra large, low tone mufflers are a feature on all six models, keeping noise levels down to a low 68 dba on the 1400 watt unit and 76 dba on the 5300 watt unit.

Other features include: 12 volt D.C. output, low oil level warning system, easy accessible oil filter, anti-radio interference spark plug and cap (petrol models), stop switch, non-fuse breaker, A.C. current, rewind start.

Homelite certainly know how to manufacture generators, as a generator was the origin of Homelite some 68 years ago as it was used to power a rural home. Hence the name "Homelite".

For further information on the new Homelite HG generator range, or any other Homelite products, contact Homelite's Australian head office in Melbourne on:

008-036-163 or 03-878-6155.

## Manitou Releases Star Attraction

Leading rough terrain manufacturer, Manitou, have recently released three new models in Australia.

While all models have attracted enthusiastic attention from a wide range of prospects, the MLT626 has been the star attraction, and represents a large potential for the rental industry.

Until now, the telescoping boom equipment has been inhibited in its acceptance in retail because of the limited visibility to the right rear of the machine.

The MLT626 maniscopic has revolutionised the design concept, and has provided the only machine of this type to offer genuine 360 degree visibility from the operators cab.

A 2.6 tonne capacity unit in forklift configuration, this machine has vast potential for use with a wide variety of front end attachments which can be picked up and dropped off by using the standard quick release system.

Attachments include:

- buckets
- jibs
- concrete skips
- grader blades etc.

With its four wheel drive and four wheel steer, the unit readily established its credentials as a very efficient loader, with impressive performance in breakout force, gradeability and traction, and with its low profile and very tight turning circle, restricted sites are ideal applications.

The two larger units have capacities of three and four tonnes with higher lifts and greater reach capability, but like the MLT626, they are designed to be used as multi function units with full digging capacity. All three models have four wheel, two wheel and crab steer modes.



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