

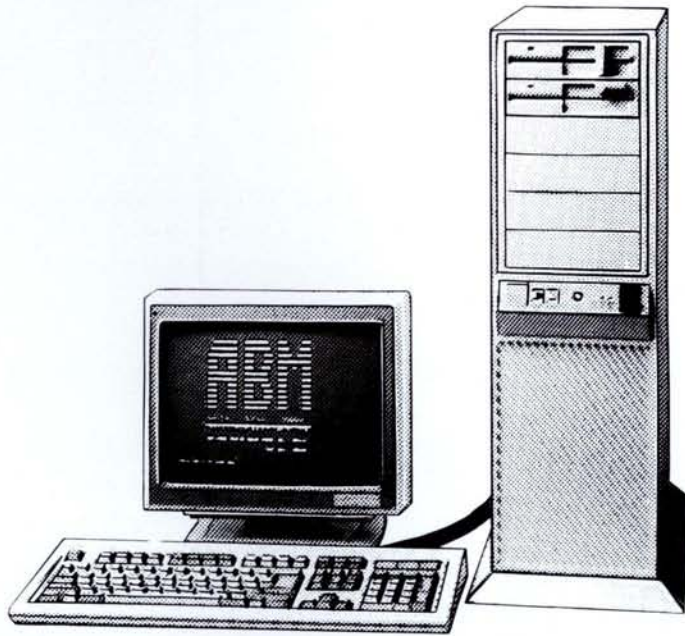
HIRE and RENTAL Industry Quarterly

OCTOBER 1990



Registered by Australia Post. Publication No NBP 8400

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Secretary: Mr D. Lusty,
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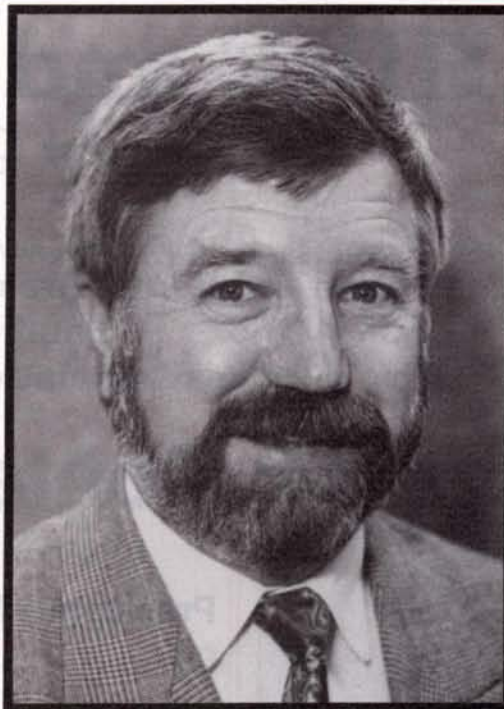
Zone 2 (Lower North Island):

Director: Mr Russell Miscall
New Plymouth
Secretary: Mr A. Mitchell
Levin Hire Centre,
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Zone 3 (Upper North Island):

Director: Mr G. Craven — Auckland,
President
Secretary: Mr N. Charlesworth,
Box 51457 Pakarunga,
Auckland

PRESIDENT'S REPORT



Pat Pearce, National President

President's Message

Another Convention has come and gone, and I believe even allowing for State bias, it was a resounding success.

The only disappointments were the number of delegates, and the poor attendance at the Thursday afternoon workshop.

It is difficult to understand this, when so often we hear "what is the Association doing for us?" The Convention, and particularly that workshop were geared to find out what members wanted done, and how to do it. We would do well to remember an Association is only as good as its members make it.

Those who did visit Adelaide, I feel sure, returned home satisfied that their money had been well spent. Interesting and informative speakers, an extensive and well presented Trade Exhibition, together with an exciting social programme, served to both educate and relax all participants. Some obviously relaxed more than others as could be seen by the delicate appearance of a number of delegates each morning, but they will remain nameless unless the Editor features them somewhere else in the Magazine!

Congratulations must go to Jim Brown, recipient of the President's Trophy, and also to our publishers for the production of the highest standard magazine I have evidenced in my 16 years in the Association. This, together with steps that are being taken by the National Council re various areas of legislation and other matters to assist members, proves the Association is progressing.

So please, all members... attend your state meetings... and let your problems and views be known... and help us improve our Industry so that we all benefit.

HIRE and RENTAL

Industry Quarterly

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



Contents

President's Message	1
National Council Report	4
South Australian Convention Summary	6
Business Finance — Where to Get it	10
Cover Story — Hyster Fork Lifts	14
State Roundups	15
Cullen in Canberra	25

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Hire Loaders — The Volvo Story	32
Party Hire Section	33
20 International Convention & Trade Exhibition	45
New Zealand Report	57
Compressor Preventive Maintenance Program	61
Advertisers Index	72



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Rose Bay, NSW 2029

Rental Calendar

For details of Australian fixtures contact relevant State Secretary from Directory on page 1

OCTOBER

- 22-25 California Rental Association Convention
San Jose, California
Contact Charles Maltese, CRA, 216 N. East Street,
Woodland, California 95965
(916) 666 4337

NOVEMBER

- 16-18 Hire Association Europe Conference
Bournemouth, England
Contact Mike Hanrahan, Hire Association Europe,
722 College Road, Erdington, Birmingham,
England B44 0AJ
(021) 377 7707; Fax: (021) 382 1743
- 21 Victorian Region Field Day
Amstel Golf Club, Cranbourne, Vic, 1pm

DECEMBER

- 1 Queensland Association Christmas Party
Tangalooma Island Resort
Contact: Linda McInnes (07) 371 9996

1991

FEBRUARY

- 11-14 1991 A.R.A. National Convention
35th Annual A.R.A. National Convention,
Dallas Convention Centre, Dallas, Texas
Contact: American Rental Association,
1900 19th St. Moline, Ill. 61265
(800) 334 2177
- 12-14 Hirex 91,
Earls Court, London
Contact: Mike Hanrahan
722 College Road, Erdington,
Birmingham B44 0AJ
(021) 377 7707. Fax: (021) 382 1743

APRIL

- 25-27 Pacific Region Convention — (New Zealand)
Hyatt Regency Hotel
Korolevu Coast of Fiji.

AUGUST

- 20-23 20th International Hire Convention
& Equipment Exhibition
Darling Harbour, Sydney, Australia
Contact: Ms Lynne Gillogly
Kuoni Travel Pty Limited
5th Floor, 39 York Street, Sydney, NSW 2000
Telephone: (02) 290 2577. Fax: (02) 290 2273

Hire & Rental Association of Australia National Council Report

The 1% Training Guarantee Legislation, which came into effect on 1 July, affects all companies with a payroll of \$200,000 or more and meaning that they will have to spend the equivalent of 1% of this on training. Employer groups and of course our own Association, is providing guidance to best utilise training expenditure. The question of temporary or casual staff inclusion in the annual payroll is currently being addressed and those members that attended the convention may recall that lobbyist, Mr Peter Cullen, is pursuing this question on behalf of employment agencies.

It seems that the operative word to any training programme is that it is properly structured, which at this point of time, is fairly loose and certainly has not been defined by the authorities that introduced the legislation. It could mean that conferences and seminars at State and National level and of course international events, such as the ARA, CRA, etc. conventions, may be eligible for consideration as a structured training programme.

Reciprocal arrangements as far as registration fees to our own and overseas national conventions may come to fruition in 1991. This will mean that members visiting, say, the ARA or CRA or an European convention, will pay a common registration fee. We have also extended free registration to overseas association presidents and spouses to attend our convention.

Having in mind the importance of occupational health and safety requirements, the Association is developing a Safety Manual, which will take into account the excellent document developed by the Queensland association, and input from other State associations, which will be in the form of an updatable loose leaf information kit. This information should be available to members early in 1991.

Rolf Schufft
National Secretary.



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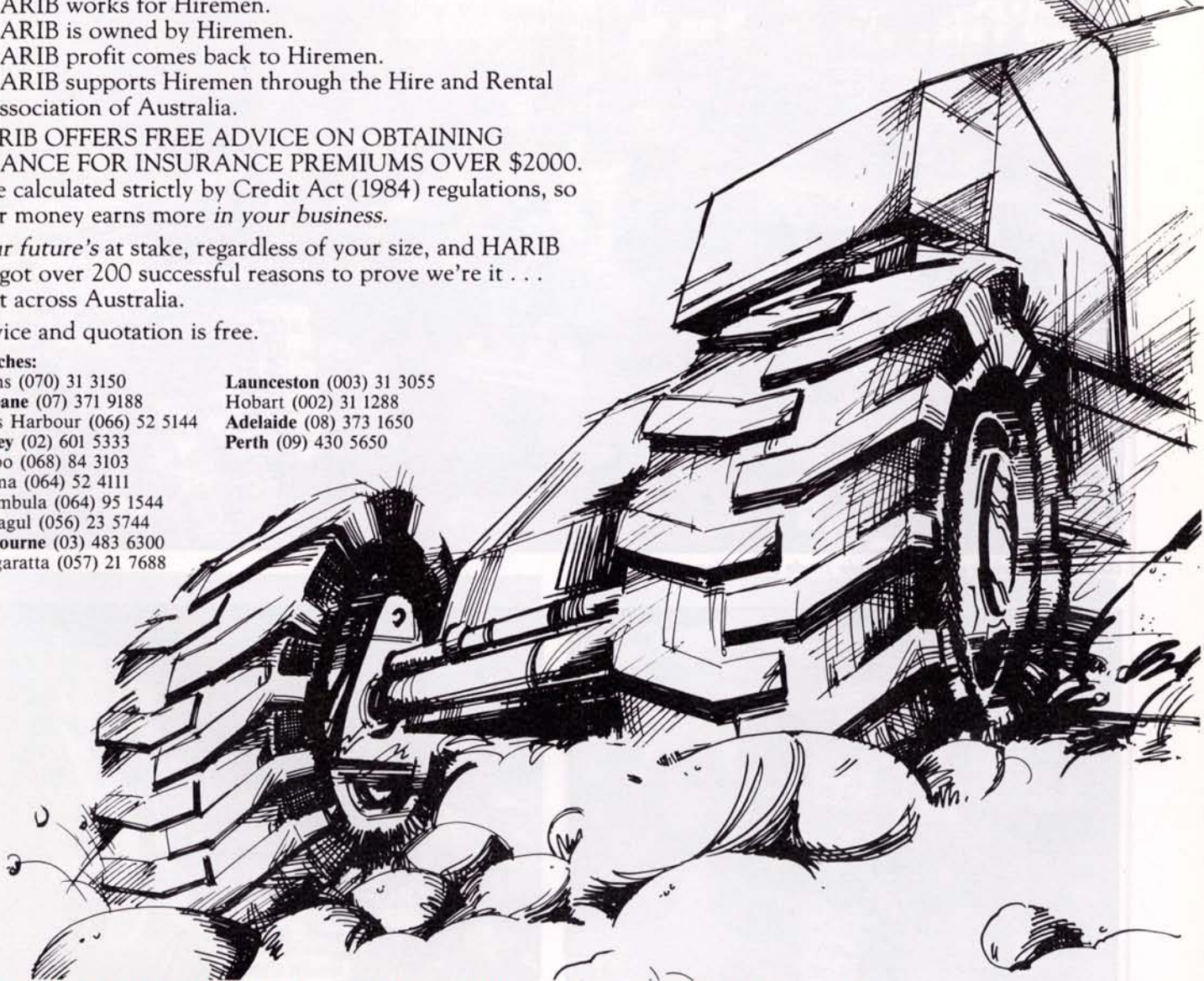
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South Australia Attains Excellence

Some twelve months ago September 10th may have seemed a long way off to the members of the various Committees elected by the South Australian division to stage the 19th International Hire Convention and Equipment Exhibition.

Decisions on speakers, seminar timing, exhibition venue, social events,

etc., all had to be fine-tuned to ensure complete success. With the help of Muriel Ellis and her splendid Convention management team, the combined result was that Adelaide's "Future Directions" convention set a standard that other states will strive to at least equal for years to come.

Multiple choice quality accommoda-

tion within minutes walking distance of both the convention and exhibition was a welcome bonus whilst most exhibitors reported excellent access to the exhibition hall, giving everyone ample time to move their stock and erect their displays.

Anyone pondering over the convention theme "Future Directions", was



General overview of the Adelaide Trade Exhibition



National President, Pat Pearce, congratulates John Stevens on his wonderful contribution to the success of the Trade Exhibition



Putting on the Ritz. Left to right: Julie and Ralph Walker and Donna and Bruce "Champagne" Fraser

quickly enlightened by the keynote speaker, Dr Peter Ellyard. He spoke enthusiastically about the future of the Hire Industry and his ability to assess the areas that should be exploited was of immense interest to those present.

The Hon. John Brown, former Minister for Sport, Recreation and Tourism, provided not only the humour, but a well directed plan on how companies or individuals can set about marketing themselves, their services or products in simple but effective ways. His stories regarding his liaison with Paul Hogan, although amusing, always sought to highlight Hogan's skillful role in the marketing of Australia and how these principles could be used by hiremen to advance themselves.

Peter Cullen, who is the former private secretary to the Hon. Gough Whitlam, spoke of his role as a lobbyist and addressed a number of aspects of the Hire Industry that possibly could be solved in favourable circumstances handled the right way. Dr Peter Steidl ended the session over lunch with a fine insight into the skills surrounding motivation.

Thursday's programme commenced with a number of informed speakers contributing their personal impressions on how to improve the entertainment sector of the industry. Mike O'Reilly echoed the sentiments of a number of the speakers when he expressed amazement at the fact that the Hire Industry was "invisible" to the general public in

terms of what hire companies do for Australia and the lack of publicity of its existence.

Dr Neville Norman, a self-confessed economist with a sense of humour, spoke of the problems with the economy and dealt with the possible solutions. Delegates fired many and various questions to their speaker and in most cases received informed and beneficial answers.

Lois Grant rounded off the formal convention with an informative workshop that involved 100% audience participation.

Whilst these sessions were in progress, accompanying guests were enjoying a varied programme including a day on the farm, astrology and palm reading, boutique shopping, etc.

With regard to the Trade Exhibition, most seasoned members agreed that the facilities were first class and the standard of each display the best in years. It took a long while before the Committee judged Detroit Engine & Turbine Co., and Hitachi Sales Aust. Pty Ltd, dual winners of the Display Award.

To complement all of this, a delightful social calendar was arranged to suit all tastes, from the opening Mystery Tour to the final "Putting on the Ritz" Ball. The social scene once again provided the catalyst to form many new friendships and unite all attending into a happy group.

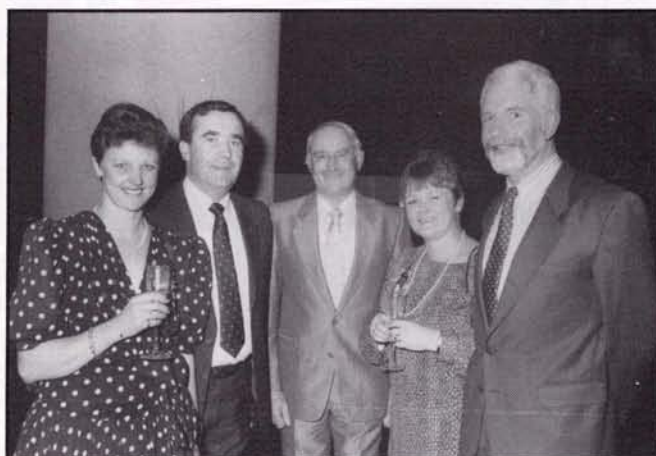
To these who thought Adelaide a little too far to travel, the expertise, warmth and camaraderie will again be provided by the South Australian Division in four years time — be there!



Pit Stop on the Mystery Tour — Left to right: Mark Kelly, Scott Walker, Sandra Kelly, Cheryl Silversmith, Paul Silversmith, Chuck Maltese, Joyce Maltese, Beverley Kardachi, Bob Kardachi.



Worthy recipient of the President's Award, Jim Brown (Coates Hire Sydney) celebrates at the Ball with wife Ann and Brian and Julie Kelly (State Sales Mgr Coates S.A.)



Left to right: Liz and Alek Jankowski, Bill Lewis (Kango Aust. Pty Ltd), Wendy and Kembler Miller (Flextool Aust. Pty Ltd, Melbourne)

The Pits

There was no mystery surrounding the groups pictured here who attended the first night's mystery tour. Everyone voted the outing first rate, especially the stop for drinks at the Adelaide Grand Prix Pits.



Acknowledgements

The Hire & Rental Association S.A. Region Inc. wishes to record its sincere appreciation for the invaluable support provided by the Sponsors, Supporters and Convention Committee listed below:

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- Bob Firth (Executive Officer)
- Muriel Ellis (Convention Organiser)
- Graeme Brodie
- Bob Curkpatrick
- Gordon Elley
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Business Finance — Where To Get It

by Brian Bruton
from *The Commonwealth Development Bank*

Before buying or commencing a business, you will need to make sure you have enough money not only for the initial capital outlays of land, construction of buildings, outfitting premises and purchase of equipment etc., but also for essential working capital — such as wages and property lease, and so on — which will be a drain on your resources prior to income beginning to flow. You will also need to be sure that the business will generate enough cash so that you can pay your creditors, maintain satisfactory up-keep of premises and, of course, enable you to live. To start with, you will probably need to borrow some money.

Choosing the most suitable type of finance or the best financial package can sometimes appear to be quite bewildering. If you are interested in the general features of some of the more common types of finances available to small businesses, such as equipment hiring, read on. Understanding the principles involved can enhance your prospects of being successful.

If you are planning to acquire an asset such as buying an existing hire and rental business or constructing a new storage shed for your existing business of purchasing new equipment, it is worthwhile considering which type of finance is best suited to your circumstances. Most trading banks offer a range of lending options and it is wise to discuss with your bank manager the lending product or lending package which would be best for your business. Your accountant should also be consulted to ensure the terms of the lending



Brian Bruton

facility will work in with the cash flow and seasonal conditions of the business. He or she is also able to advise you in respect to your taxation liabilities for different lending facilities.

Any assessment of the need for financing should always begin with a consideration of whether you are maximising the ability of your business to generate funds internally to finance its operations before seeking funds from outside sources. With such a variety of sources available it is important that you choose the mix which best suits your business needs and capacity to repay.

Types of finance available for small business may be broken into 3 categories:-

- Owners Equity
- Working Capital Finance
- Long Term Loan Finance

Equity

Generally, there must be some equity participation from the owners of the

business. It is important to remember that you will encourage financial backing from outsiders if you show that you are making an adequate financial contribution yourself. One of the major reasons for finance applications being rejected is that the owners of the business do not make an adequate personal contribution (commitment) to the business.

Working Capital Finance

This is generally for short term requirements such as the rental, fuel, wages and miscellaneous day to day running expenses. The level of finance required can fluctuate on a daily basis. Working capital finance should not be used for long term projects such as purchase of new hiring equipment or a motor vehicle.

The cheapest form of finance available to you is from creditors such as fuel suppliers and hardware suppliers. In many cases you will be able to negotiate payment terms with your suppliers, for example 7 to 30 days. Although this form of finance is extremely useful, you must take care not to abuse it — if you do, you could find:-

- that your suppliers refuse to supply you except on a “cash on delivery” basis;
 - that your record as a bad payer becomes known (for example through a credit reference agency) and you cannot obtain new sources of supply;
 - that you will forego any cash discount for early payment offered by your creditors. You should not underestimate the benefit of taking advantage of such discounts.
- A Bank Overdraft may be available

from your trading bank. This facility allows you to alter your financing requirements from day-to-day according to your cash-flow. In addition, interest is cheaper than a term loan. Banks also charge a service fee for use of the facility. Your bank manager will be able to explain more fully the fees and government charges applicable. Trading banks generally require some form of collateral as security for an overdraft.

Long Term Loan Finance

Long term loan finance should be used in order to fund long term projects such as purchase of freehold property, storage, extensions to an existing premises or major equipment purchases. Banks and other financiers generally require the loan to be secured by some form of asset (eg. property, plant and equipment). In addition the lender will usually require personal guarantees from the principals of the business if the finance is being made available to a private company.

All banks provide fully drawn loans,

term loans or some type of small business loan any of which may be available to those engaged in the hire and rental industry. Actually, the range of lending facilities available is quite extensive and terms and interest rates vary from bank to bank. You should talk to your bank manager who will be able to discuss the facility best suited to our needs. Finance companies also provide a range of commercial loans to small businesses.

However, where you own bankers cannot provide finance because of insufficient or unsuitable security, or a longer repayment loan is necessary, an application can be submitted to the Commonwealth Development Bank (CDB). The CDB can provide the whole amount required or a portion in a "package" arrangement with your own bank. Thus, there is no disturbance of existing banking arrangements. Applications can be made through your own bank, (most trading banks are agents for CDB), or direct to CDB.

Lease finance and hire purchase are

both popular methods used by equipment hiring operators for financing motor vehicles and office electronic equipment used in their business, probably because the interest rate is fixed. Your repayments are set over a period generally ranging from one to five years. However, both of these facilities have different taxation implications, and you should consult your accountant for advice regarding which form of finance suits your circumstances.

The CDB is also a major provider of finance on hire purchase or consumer credit terms. Application may be made direct at a CDB office or at any branch of the Commonwealth Bank.

The CDB is a specialist lender to small business and further details of its operations may be obtained by telephoning (toll free) 008-011164 or write to: Brian Bruton, 140 CDB Free Post, Commonwealth Development Bank, GPO Box 2719, Sydney NSW 2001 (no postage stamp is required).

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Great Fork Lift Trucks... Made Better

HYSTER AUSTRALIA PTY LTD has recently announced the release of the enhanced H2.00-3.00XL series of lift trucks from October 1990.

Since the first introduction of the H2.00-3.00XL series in 1981, many improvements and refinements have been incorporated to ensure the product remains one of the best investments any fork lift buyer can make, culminating in the recent shipment of the 50,000th unit purchased to date, ex-Hyster Craigavon.

The changes now being introduced have been developed in response to customer suggestions and input.

As well as engineering and ergonomic improvements, this series has been re-styled. In addition, the H2.00-3.00XL and associate S/H1.25-1.75XL product range now incorporate new graphics, creating a stylish appearance.

The proven reliability of the Hyster H2.00-3.00XL has a long history. It starts with over sixty years of experience in the lift truck business.

Investments in computer-aided design, testing and the most advanced production technology available, in three European plants, have made Hyster the world leader in high quality, cost efficient lift truck manufacture.

Full power steering and tight steering wheel angles make the H2.00-3.00XL trucks fast and easy to manoeuvre in restricted spaces. Seat design makes turning to the rear easy for the driver.

Excellent, all-round operating visibility makes the driver's job easier, giving him more confidence, making him more productive.

The Monotrol is a Hyster exclusive

design, providing smooth, speed and directional control combined in one simple pedal, freeing the driver's hands for steering and mast controls — making load handling simplicity itself.

People around the working area benefit from the low emissions and noise levels.

The IMPCO LPG system meets the requirements of the California Air Resources Board, the toughest lift truck emissions control criterion in the world.

The Isuzu diesel engine produces low

The changes now being introduced have been developed in response to customer suggestions and input

levels of hydrocarbons, carbon monoxide and nitrous oxides, plus a Bosh smoke level of only 0.4 (below 2 Bosch units indicates smoke is virtually invisible with the engine at normal operating temperature).

Angled load rollers on the mast absorb both forward/backward and side loadings eliminating the need for side rollers, improving reliability and reducing maintenance.

The high mounting of the tilt cylinders reduces stress and reinforces mast rigidity. Generous cylinder mounting bracket size gives even more strength and load bearing capacity.

The tilt anchor is specially designed for even stress distribution.

An all welded one piece box structure, stress tested for extra strength at critical points, protects internal components and absorbs load stresses. Enclosed wheel wells give protection against tyre driven dirt and spray. Rugged steer axle mounting gives strength where it counts.

The proven durability of the Hyster steer axle has made it the industry standard. Maintenance requirements are low because no adjustments are needed and wear points have been reduced. It is also well protected by the counterweight. One piece wheel spindles are supported by tapered roller bearings double sealed to resist contamination and give long service life.

Tyre wear is reduced by use of fixed length tie rods which give consistently accurate steering geometry.

The H2.00-3.00XL has less than 29 hours a year total scheduled maintenance for 2000 hours of operation which includes daily checks.

No steer axle adjustments. Easy access and fast routine service times. A standard type transmission familiar to most mechanics. Only 7 lubrication fittings on the whole truck.

For further information on the new H2.00-3.00XL series of lift trucks consult Yellow Pages for your local Hyster dealer or contact:

HYSTER AUSTRALIA PTY LTD,
PO Box 100,
Milperra NSW 2214
Phone: (02) 772 3277
Fax: (02) 771 1255
(02) 792 2516

Having just hosted the National Convention, the South Australian Committee would simply like to pay tribute to these ladies whose efforts in organising the splendid social arrangements made "Adelaide 90" so enjoyable.



The "glamorous organisers", left to right: Meridee Schultz, Dawn Brodie, Gaby Cambridge, Cathy Gouscos, Wendy Farquhar, Sue Pearce, Marie Elley.

Editor's Note:— Keeping the above photograph in mind, readers should buy champagne shares now!



Where do you go when your bank says no?

Wouldn't it be nice if you could obtain finance for your business undertaking even when your own bank can't help with all your needs?

The Commonwealth Development Bank can work with your own bank in arranging a package of finance to meet your requirements AND YOU DON'T HAVE TO CHANGE YOUR BANK. The Development Bank does not conduct normal retail banking so is not interested in asking you to change your current banking arrangements.

When your bank says no to all or even part of your loan requirements for any worthwhile business purpose, ask that your application be referred to the Development Bank.

For further enquiries telephone the Development Bank direct.

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CB 44

TALON

Snorkel

A FIGGIE INTERNATIONAL COMPANY

Bigger & better than ever!

*Some exciting news
for the Elevating Work
Platform industry
is the recent acquisition
of Talon International by
FIGGIE INTERNATIONAL*



R.T. Scissor Range

It is with great pleasure that we can announce that FIGGIE INTERNATIONAL (an American-based Fortune 500 company), owners of SNORKEL/ECONOMY, have taken over the business of Talon International, effective as of 28 September, 1990.

This new organisation will be known as TALON/SNORKEL PTY LTD, with headquarters in Sydney, NSW, and outlets throughout Australia, New Zealand and Asia.

Negotiations have been taking place over the past several months to sell the operations of Talon International (a member of the Crown Equipment Group of Companies) with manufacturing facilities both in Australia and New Zealand.

The Talon Management team has strived hard to find the suitable company to take on the development and marketing of the Talon range of products throughout Australia, Asia and the Pacific region.



12m Truck Mounted Elevating Work Platform



Rough Terrain Series Scissor Lifts to 12m.



12m Trailer Mounted Work Platform

The Talon Equipment already engineered and manufactured for the Australian and Asian markets, will further compliment the worldwide network of SNORKEL/ECONOMY elevating work platform product range.

SNORKEL/ECONOMY are extremely excited about the sales potential of the Australian-designed trailer mounted work platform for the United States, European and Australasian markets, which will further strengthen the existing New Zealand and Australian manufacturing bases.

TALON/SNORKEL will have a full compliment of elevating work platforms to suit all applications ranging from one man elevating work platforms to 10m, slimline scissors, rough terrain scissors to 12m, articulating knuckle booms to 20m and telescopic straight booms to 25m.

The FIGGIE group of companies wish to take this opportunity to introduce Mr Ross Hogan as the newly appointed Managing Director of TALON/SNORKEL PTY LTD.

All existing service facilities and personnel will continue to operate with TALON/SNORKEL PTY LIMITED.

For further information on the wide range of TALON/SNORKEL products, contact the following locations:

SYDNEY	(02) 725 4000
MELBOURNE	(03) 562 1500
BRISBANE	(07) 279 1099
ADELAIDE	(08) 277 3011
PERTH	(09) 277 4577
LAUNCESTON	(003) 264 211
NEW ZEALAND	(09) 274 4069

Lincoln Spare Parts Covered for 15 Years

Lincoln Electric, the company that introduced a three-year warranty for welding machines, announces yet another important step to boost customer service.

Lincoln says that as an extension of its warranty it will now keep spare parts available up to 15 years after the manufacture of any product line has ceased.

This is good news for industrial users.

Parts for all heavy duty industrial and fully automated equipment will be available a full 15 years from last manufacture date of any model.

Together with its extended warranty, customers back-up service and training programs, Lincoln believes the move now makes its service policy the most comprehensive of any local manufacturer.

"We're out to prove that you can introduce technological advances without joining the disposable society," said Managing Director, John Twyble.

Operators can now take even better advantage of Lincoln welder's long running life.

Users of existing Lincoln models which are still being manufactured can be confident of using the machines even longer than 15 years.

To ensure the company can meet the demands of the new policy, Lincoln will up its inventory on components as soon as suppliers stop producing any "buy-in" parts.

Lincoln will also provide full parts support on light to medium duty welders for ten years past the last manufacture date.

This added initiative will also ensure that the company's extended warranty remains the most comprehensive offered by any supplier of welding equipment in Australia.

While some welding suppliers have adopted an extended warranty since Lincoln initiated theirs in 1989, it is believed that the additional parts support will further enhance the

company's standing as market leader.

Their extended warranty already covers machines sold after January 1, 1989, for up to three years.

Called "Lincolncare", the warranty has since been regarded as a benchmark for technological advances in welding systems over recent years.

Should a piece of equipment require servicing under warranty, Lincoln Electric will at its discretion repair the goods, pay the purchaser an amount equal to the cost of replacing the goods, the cost of obtaining equivalent goods, or the cost of repairing the goods.

Manual or semi-automatic wire feeders and welders, including belted and engine driven welders with operating speeds under 2,000rpm, are all covered for 3 years with "Lincolncare" after date of purchase.

For further details, contact:
Lincoln Electric Australia,
35 Bryant Street, Padstow,
NSW 2211
Phone: (02) 772 7222.

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**THE HIRERS
CHOICE
A PROVEN
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Pumps upto 20mm (3/4") Solids

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Telephone: (02) 818 5722

Brisbane
17 Ross Street,
Newstead Qld. 4006
Telephone: (07) 252 2306

Adelaide
Unit 25/937 Marion Road
Mitchell Park, S.A. 5043
Telephone: (08) 298 1388

Perth
3/47 Tate Street,
Bentley W.A. 6102
Telephone: (09) 451 2077

AETCO Releases New Ruggerini Engine

AETCO, the Ruggerini diesel engine distributor for Australia, has recently announced the release of a 3-cylinder air-cooled diesel engine.

Developing 30hp at 3000rpm, the new engine, model MD300, incorporates all the standard features which have become so popular and demanded by customers, on the smaller two cylinder models. These include:

- Electric start,
- Forced lubrication with oil pump,
- Spin on oil filter,
- Diaphragm oil pump,
- Low noise capability,
- Built-in fuel tank,
- Variety of power take-off configurations,
- Smooth operation.

The new 3-cylinder engine can also incorporate twin belts for arduous fire pump duties, where multi-belt drive cooling systems are a necessity.

The heavy duty engine will find particular uses in those applications where a rugged air-cooled engine is a must. These include generators, farm equipment, construction equipment repowers such as Bob Cats, Ditchwitch, Mustang, grain augers, and pump drives, to name a few.

Further details on the new engine are available from AETCO branches in all capital cities.

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MID-RANGE COMPUTER SERVICES

POWER

TO REDUCE YOUR CUSTOMER HASSLES

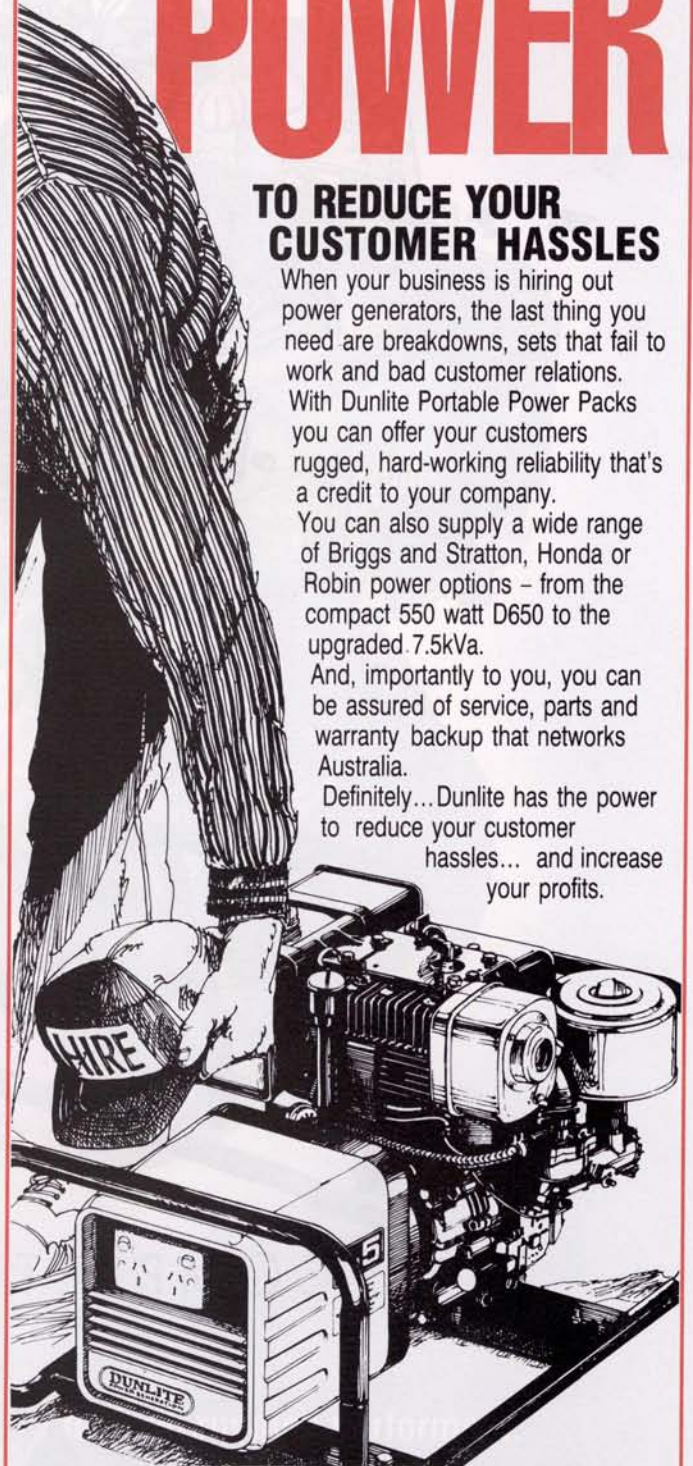
When your business is hiring out power generators, the last thing you need are breakdowns, sets that fail to work and bad customer relations.

With Dunlite Portable Power Packs you can offer your customers rugged, hard-working reliability that's a credit to your company.

You can also supply a wide range of Briggs and Stratton, Honda or Robin power options - from the compact 550 watt D650 to the upgraded 7.5kVa.

And, importantly to you, you can be assured of service, parts and warranty backup that networks Australia.

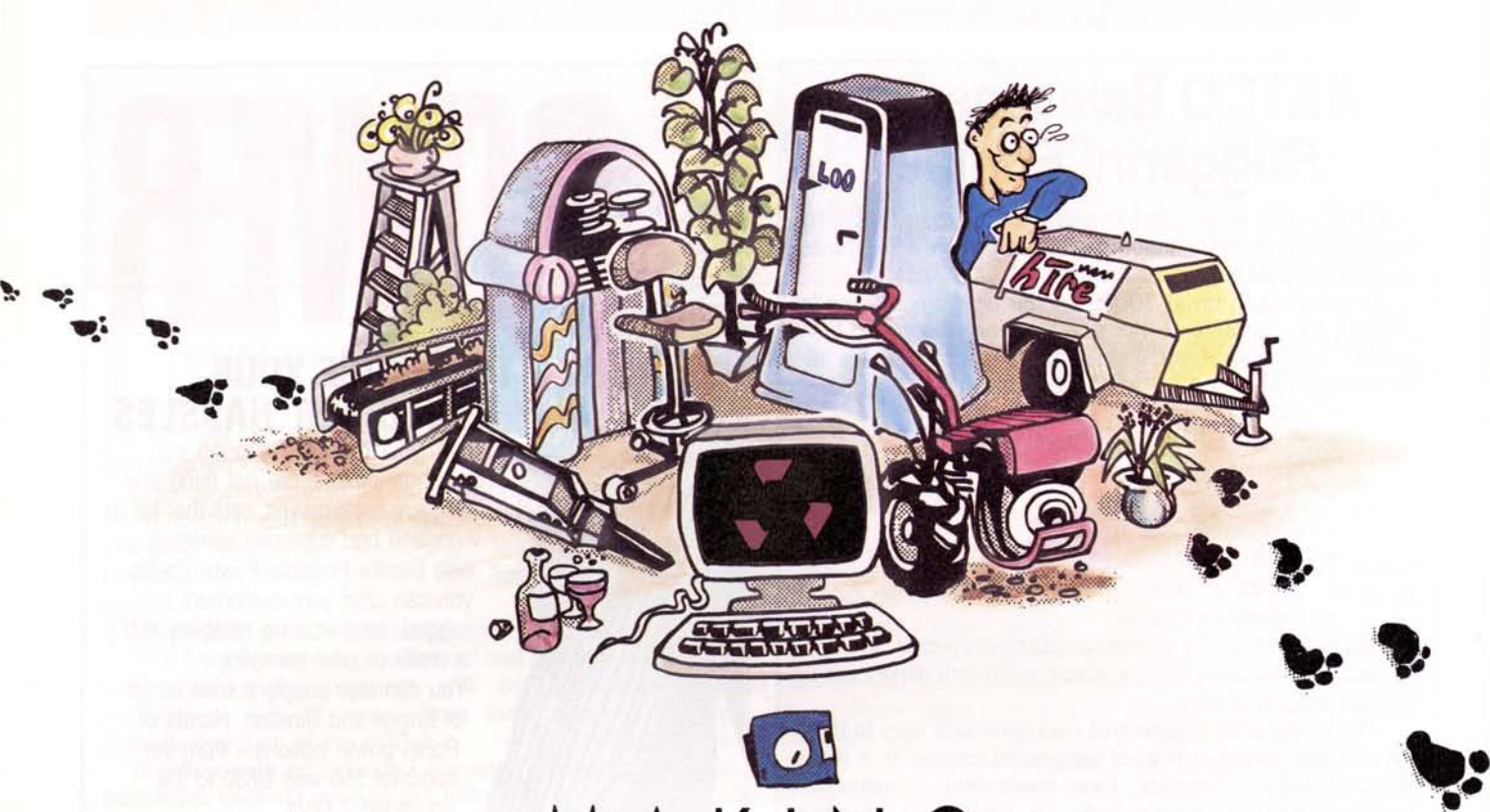
Definitely...Dunlite has the power to reduce your customer hassles... and increase your profits.



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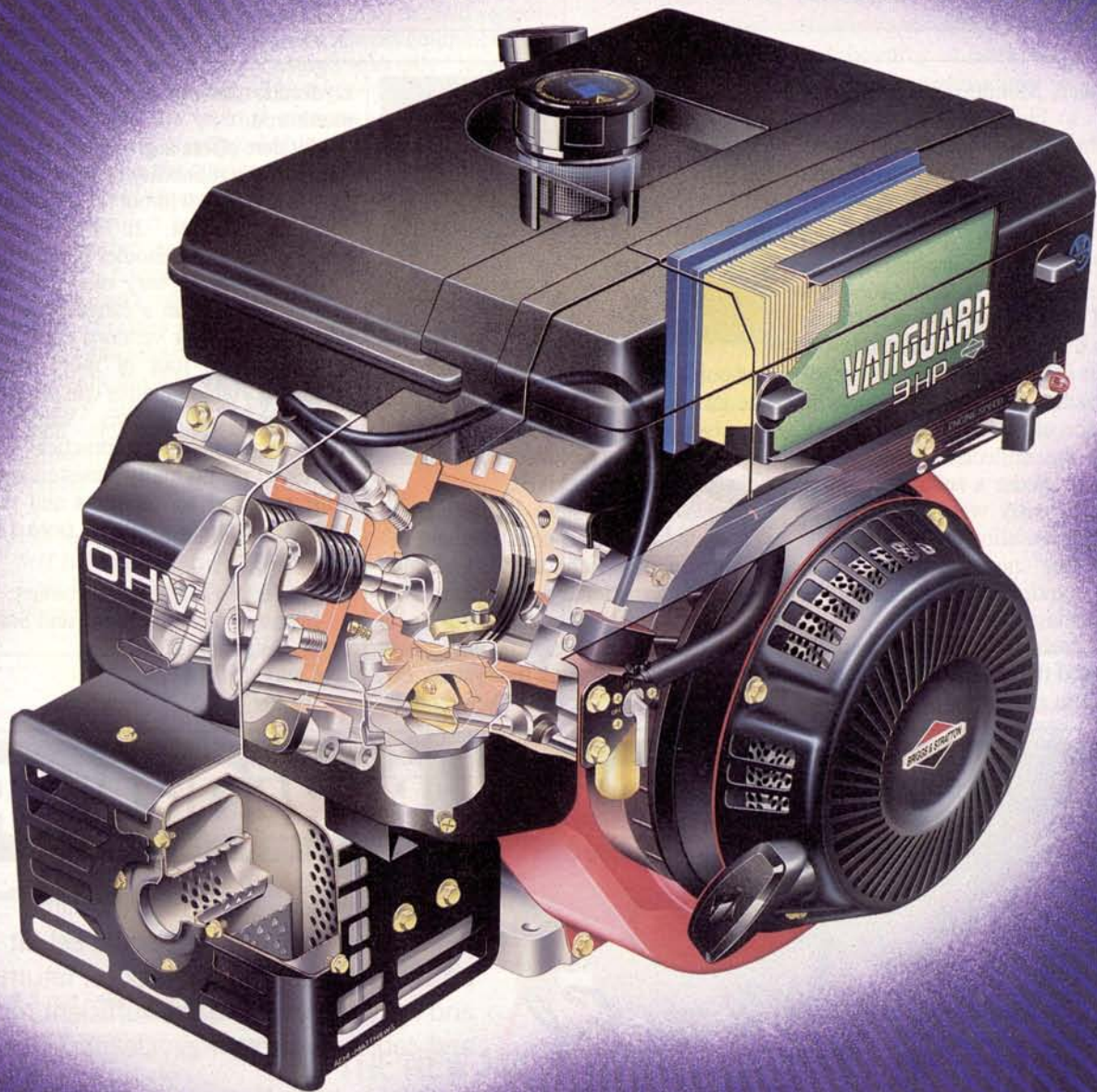


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The first in a new generation of powerful long running performers.

■ Overhead valve design delivers cleaner combustion, with minimal carbon deposits and fewer tune-ups. ■ Designed as a true 2000 hour engine. ■ 16.5 cubic inch displacement (270 cc) highest in its class. ■ More torque - 12.9 ft. lb. peaking at 2,800 rpm. ■ Rotating counterbalance shaft virtually eliminates engine vibration. ■ Laminated steel blower housing and large capacity muffler; reducing noise emission to an absolute minimum. ■ Oversized, front mounted, dual element Air Cleaner - no tools needed for servicing. ■ Oil Guard optional. ■ Magnatron electronic ignition. ■ Cast iron cylinder sleeve. ■ Supported by the finest parts and service network in the world.

VANGUARD - a redefinition of what an engine should be.

BRIDGE & STRATTON

PRESS RELEASE — NEW PRODUCTS

Early Warning of Mechanical Breakdown on the Larger Hire Machines

Metalert Monitoring Technology is a highly reliable system which detects abnormal wear or damage *before* oil lubricated machinery breaks down.

Unique sensors replace the usual drain plugs, and a monitor provides an audible and visual indication of the amount of ferrous particles accumulating within a housing. Four alarm levels are used to indicate the size and quantity of particles. By noting the duration and sequence of these alarm levels, and examining the collected particles, an operator can choose a suitable time for repairs. Such early warnings result in big savings from allowing repairs to be scheduled for normal down time, preserving productivity, and avoiding extended damage.

Current users have overwhelmingly also indicated the reassuring features of the product in providing peace of mind



and confidence that unseen damage will not take a user by surprise. The alerts are given long before any vibration and temperature rises are noticed, of routine oil sample results received.

The Metalert system is patented in eleven industrialised countries and offers world class technology. One of the leading international manufacturers of heavy equipment, Komatsu-Dresser, is already a user of Metalert, and others are currently evaluating the system. Engines, Transmissions, Differentials,

Hydraulic devices are all successfully monitored.

Metalert offers a great opportunity to improve the reliability and productivity of machinery, without sacrificing the servicing budget. It will improve profitability and customer goodwill.

The system is very easy to install, and is available in a range of models. On-board monitor versions continuously scan up to four of more sensors, while a portable monitor can be used to routinely probe sensors, where permanent wiring is impractical or a machine is normally unattended. A wide range of sensor sizes and thread types is currently available from 18mm to 2" diameter.

For further information contact:
Metalert Manufacturing and Sales,
962 Wynnum Road,
Cannon Hill 4170
Phone: (07) 395 7400.

THE PROVEN PERFORMER



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 clearing jobs.

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

THEY ALWAYS ASK FOR THE ELECTRIC EEL

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ELECTRIC EEL (AUST.)

DISTRIBUTORS THROUGHOUT AUSTRALIA

Maintenance is not out of reach

GKN LIGHT ACCESS has undertaken a demanding maintenance contract on one of Newcastle's most important landmarks.

The Eastern Nitrogen Pty Ltd chimney on Kooragang Island reaches 150m above the industrial landscape to safely exhaust ammoniacal gasses. Painting its steel support frame requires the full range of Light Access equipment.

Maintenance crews are using specially designed aluminium scaffolding erected between the frame and the chimney to reach the internal sections up to a height of 68m. Swinging stages suspended from the top of the frame will reach down to the outside parts, while the mobility of a boom lift will provide quick access to the lower areas.

The entire project is scheduled to take two months. The tower's corrosive environment makes regular scheduled maintenance a priority, but the sheer height of the structure and the difficulty of reaching critical areas, particularly between the chimney and its supporting tower, makes work difficult and dangerous.

The solution devised by GKN Light Access allows safe, cost-effective maintenance by combining three types of specialised equipment in a co-ordinated program. Most importantly, it allows the job to be done thoroughly, despite the elevation.

For further information, contact:
 Jeff Britton, Newcastle GKN Light Access,
 Unit 15/16, Kalaroo Road, Redhead, NSW 2290
 Phone: (049) 49 9200.

Pressure Masters Totally Reliable

Pressure Masters, over the past eight years, have become specialist in the manufacture of High Pressure Water Equipment. Our company is recognised as a leader in the hire and rental market, boasting of sales well in excess of 100 units in this extremely competitive area.

Our success is attributed to the high quality built into the manufacturing of our product. Because of the repetitive nature of the hire industry, it requires a product that is totally reliable and able to withstand continuous hard working conditions, our product is able to measure up to these tough requirements.

The most singular important achievement of all is our commitment to customer satisfaction. This is reflected not only by the sales figures but also the service support supplied by Pressure Masters and their agents.

For further information:
 Pressure Masters Pty Ltd,
 22 Wimbledon Street,
 Beckenham 6106, Perth, WA
 Phone: (09) 451 3239. Fax: (09) 451 2774



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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POWER TOOLS YOU CAN DEPEND ON

When you choose Makita power tools, you're also choosing the proven strength and reliability that ensure year after year of trouble-free use.

Most important of all is the fact that all Makita power tools are tradesman tough.

They work harder, better, longer – thanks to the unique Makita motor that's built to last. And that's important to you, whether you're a handyman, craftsman or tradesman.

When you're choosing power tools, choose the ones the professionals use.



Makita

MORE POWER TOOL FOR YOUR MONEY

Cullen in Canberra

by *PETER CULLEN*
Consultant in Government and Parliament
Guest Speaker Adelaide Convention 1990

Even industries closely involved with government frequently do not appreciate all that the government can do for them or, for that matter, to them.

One of the surprising discoveries I made as a result of conversations with members of the Hire and Rental Association, was the wide range of interests members have and the extent to which government policies and initiatives can affect their operations.

I have set out some of the areas where the industry could improve its opportunities in areas where governments have a role to play. The extent of them will probably surprise most readers as it certainly surprised me.

- The need to establish sources of information about pending developments affecting the industry so the industry can provide an input into decisions made rather than being left to react after they are made;
- Stamp duty;
- Possible variation to sales tax;
- Legal responsibility for injury resulting from insufficient experience;
- The training tax;
- Monthly certification of electrical equipment;
- Greater government use of hire equipment;
- Reducing or ending unfair government competition against private commercial operators;
- Mechanical handling code;
- Trade practices in the context of establishing hirers codes of practice and recommended pricing;
- Representation at Industry Commission inquiries;
- Common leasing document;

- Australian Bureau of Statistics involvement in compiling industry statistics.

There can be little doubt that an industry campaign to have governments initiate many of the policies listed above would help expand the industry. When it is remembered that an efficient rental and hire industry results in greater efficiency in other sectors of the economy, such initiatives could create great benefits in national industry overall.



BALL TO BAROSSA BASH



No one would blame Ken and Lesley Nixon (C.M.E. Australia) for giggling at the "Putting on the Ritz" Ball in Adelaide. After dancing the night away they bounced back to lead the way on the Barossa Tour.

New Model Austoft Trencher

Austoft industries Ltd have introduced a new model trenching machine to compliment the range of existing machines.

The new unit will be called a Mustang TR20 and will be powered by a 22kW diesel engine, fully hydraulic, four wheel drive ride on machine.

The machine consists of a one-piece rigid steel frame with removable covers to give easy access to the engine and hydraulic pumps and valves.

The operators work station is ergonomically arranged allowing 90 degrees rotation either side of centre, giving the operator total all round vision while trenching, thus reducing operator fatigue.

The ground drive is achieved by the use of a hydrostatic pump coupled to four wheel motors driving reduction hubs.

The trencher drive system consists of a variable hydrostatic pump connected

to a radial piston motor directly mounted to the head-shaft of the trencher.

The steering system is conventional Ackerman type with steering control motor and hydraulic cylinder.

Optional extras for the machine are a blade mounted under the road borer, complete with water pressure pump.

The second option is a front mounted backhoe, with two control levers providing all movements of the back hoe.

This new machine which has been under evaluation by Telecom Australia has performed well in all conditions.

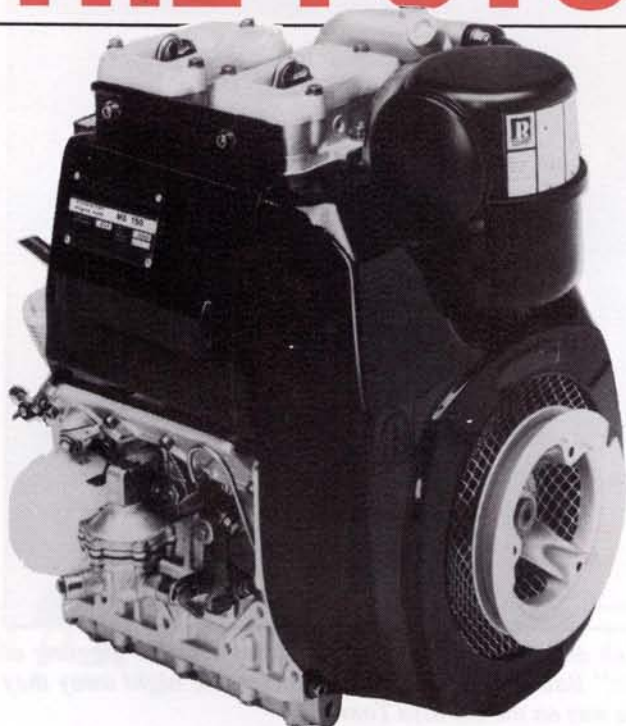


The new Austoft Mustang TR20 trenching machine, powered by a 22kW diesel engine.

Telecom have also taken delivery on 11 of the units for placement around Australia.

The Austoft machines in the past have been rather expensive to purchase, but the TR20 is not only user friendly, it is price friendly.

THE FUTURE IS HERE



With the new Ruggerini diesels tomorrow is here already. A wide range of sophisticated engines manufactured in compliance with the regulations for today's and tomorrow's machines and operators.

Air and water cooled direct injection 1, 2 or 3-cylinder diesels with power range from 3 to 40 kW (4 ÷ 54HP).

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Gleason Logan provide Operating Lease/Rental and Maintenance Packages on all types of cranes, new as well as used.

We can arrange the removal of problems associated with costly crane ownership and leave the major benefits with the customer.

This removes the major problems such as service claims, invoices for parts, ordering hassles, maintenance bills for regular and emergency situations and cash flow problems associated with expensive emergency repairs. Costly repair/workshop maintenance and expensive down time can also be largely eliminated.

With one monthly Operator Lease/rental and optional Maintenance Package Payment, these problems for the crane operating business can be dealt with.

In return the pluses include regular maintenance by qualified personnel. The best means of eliminating costly down time.

Balance sheet benefits include improved gearing by the crane operating company with the equipment off the assets list.

Operating Lease and optional Maintenance Packages can be designed to suit the individual customer.

It's also a means of hedging against spiralling inflation and adverse movements in resale values and interest rates.

It's been our hope that we can provide a means to improve our customer's commercial position and in doing so, be first in consideration for future lease/rental hire or purchasing decisions. Simply put: We provide, you operate.

For further information or quotes, call Chris Logan now on (03) 580 8588. We'll help smooth out the ups and downs of your equipment costs and help you keep them under control.

New Chainsaw Models Expand Parklands Tanaka Range

Australian distributor for the Tanaka range of garden and lawn products, Parklands Trading Co. Pty. Ltd., now have available five new chainsaw models. All the new models feature low compression and long stroke. These features mean that the motor is under little stress, resulting in longer service life.

All Tanaka chainsaws are designed for professional use. All have chrome bores for longer life and double lobe crankshafts for more power and less vibration. With the fuel tank remote from the engine, the saws can be

operated continuously without the problem of "boiling" or petrol vapourising (which makes for hard starting when hot).

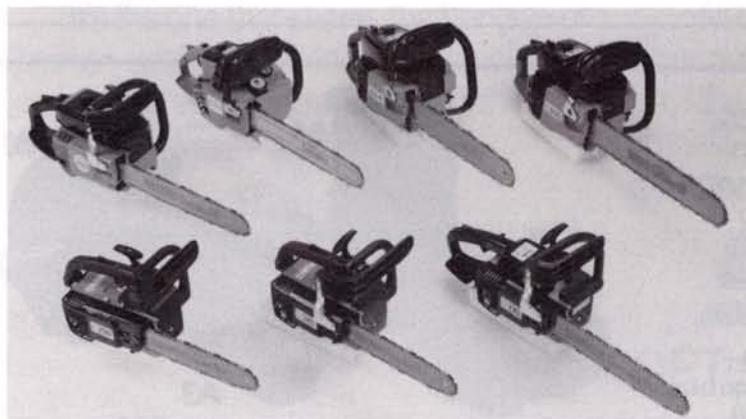
All the saws come with a gear driven oil pump for better chain lubrication. Used for lightweight duty like pruning, fencing and for firewood, the ECS-320 and 330 feature a 15% power boost. Driven by a new 33cc motor, these saws have great balance and are the most powerful small professional saws in their class.

The new ECS-3500 and 4000 are the mid-range saws for firewood or small farm use. These saws are a new design.

They feature a six point anti-vibe system and crankcase protectors. Perfectly balanced, these saws are fully optioned with all the safety features to compliment their powerful engines.

Designed with high torque, these saws develop more than 2hp (1.5kW) and 2.6hp (2kW) respectively, on only 8000 rpm. This means that these models can outperform most "larger cc machines", while providing longer service life. Equipped with 16" (406mm) guide bars, they are ideal for use on hardwoods.

Other models, like the ECS-506 and 655, have all been improved with greater power and efficiency. Ergonomic changes also make them easier to handle. The ECS-655 now has a better power-to-weight ratio for professional use. Weighing less than seven kilograms and producing nearly 4hp (3.35kW), makes this saw ideal for either farm or professional use.



The Tanaka range of Chainsaws, including the new models, available through Parklands Trading Co. Pty Ltd.

For further information, please contact:
Mr Ron Zacka,
Parklands Trading Co. Pty. Ltd.,
71 Chapel Street,
Lakemba, NSW 2195
Phone: (02) 758 2111.
Fax: (02) 759 7844

Victorian Report

Skid Steer Loaders Machinery Safety

More than 90 representing over 30 companies attended the dinner at Hawthorn Social Club, at which Dr John Higgins, of the Department of Labour, spoke about traditional legislation covering equipment and changes over the years. He spoke on the changing patterns of the legislation which will come into effect in July 1991; the relative responsibilities of the various parties; accident reporting; and the action necessary to facilitate these aspects.

Health and safety responsibility lies with the manufacturers, suppliers and hirers. New regulations are being drafted by the Occupational Health and Safety Commission - Health and Safety Act 1991. These regulations will cover all plant and equipment including simple hand tools and will look at equipment in terms of risk category rather than functional category. Three categories are proposed:

- classified plant — high risk and will require training;
- designed plant — medium risk and instruction required;

c. other plant — will include everything else.

Dr Higgins spoke about a defect reporting system whereby manufacturers must be advised of a malfunction in the equipment. Information will also be supplied to an owner to enable the owner to keep it in a safe condition. He also referred to a certificate of competency whereby the employer will be required to provide adequate training to employees.

Earth Leakage Protection

The State Electricity Commission advised that "as from August 1, 1990, connections of builders' supply poles and electrical installations for building purposes in partially completed structures will not be made to the supply mains in the S.E.C.'s areas of supply unless the electrical installation, in addition to complying with the Wiring Regulations, has earth leakage protection provided in accordance with the requirements of the Code of Practice for Temporary Installations on Building and Construction Sites."

Inspector for Temporary Site Toilets.

The Victorian Department of Health has guidelines under which local governments set regulations governing temporary toilets on building sites. Unfortunately not all hire companies (mainly non-members of the Association) install the correct type of toilet, and/or adhere to the specified maintenance schedule, this giving the whole industry a bad name.

They get away with this because virtually no Council Health Inspectors ever undertake field checks, and there is a very real concern on the part of members that union pressure may force change in the regulations to require connection of temporary toilets to a sewer, thus making the considerable capital investment by hire companies obsolete.

Following a recommendation, the Board agreed to employ an Inspector to carry out regular inspections of all temporary toilets on domestic building sites in the greater Melbourne area, including the Mornington Peninsula. Mr Mal Wesson has been appointed for a period of 6 months from June 6, on a two-days per week basis.



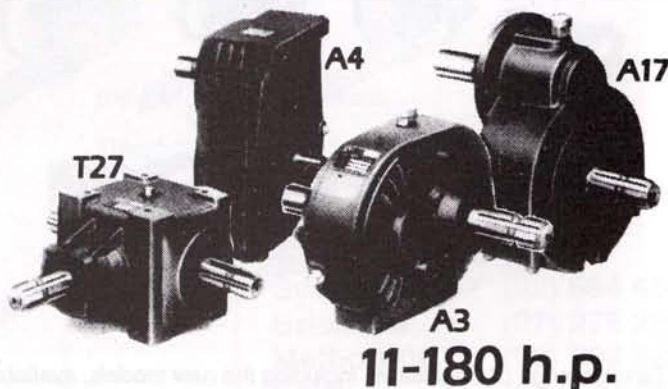
COMER GEARBOXES,
DESIGNED
FOR AGRICULTURE, BUT PROVEN
SUCCESSFUL IN INDUSTRY.

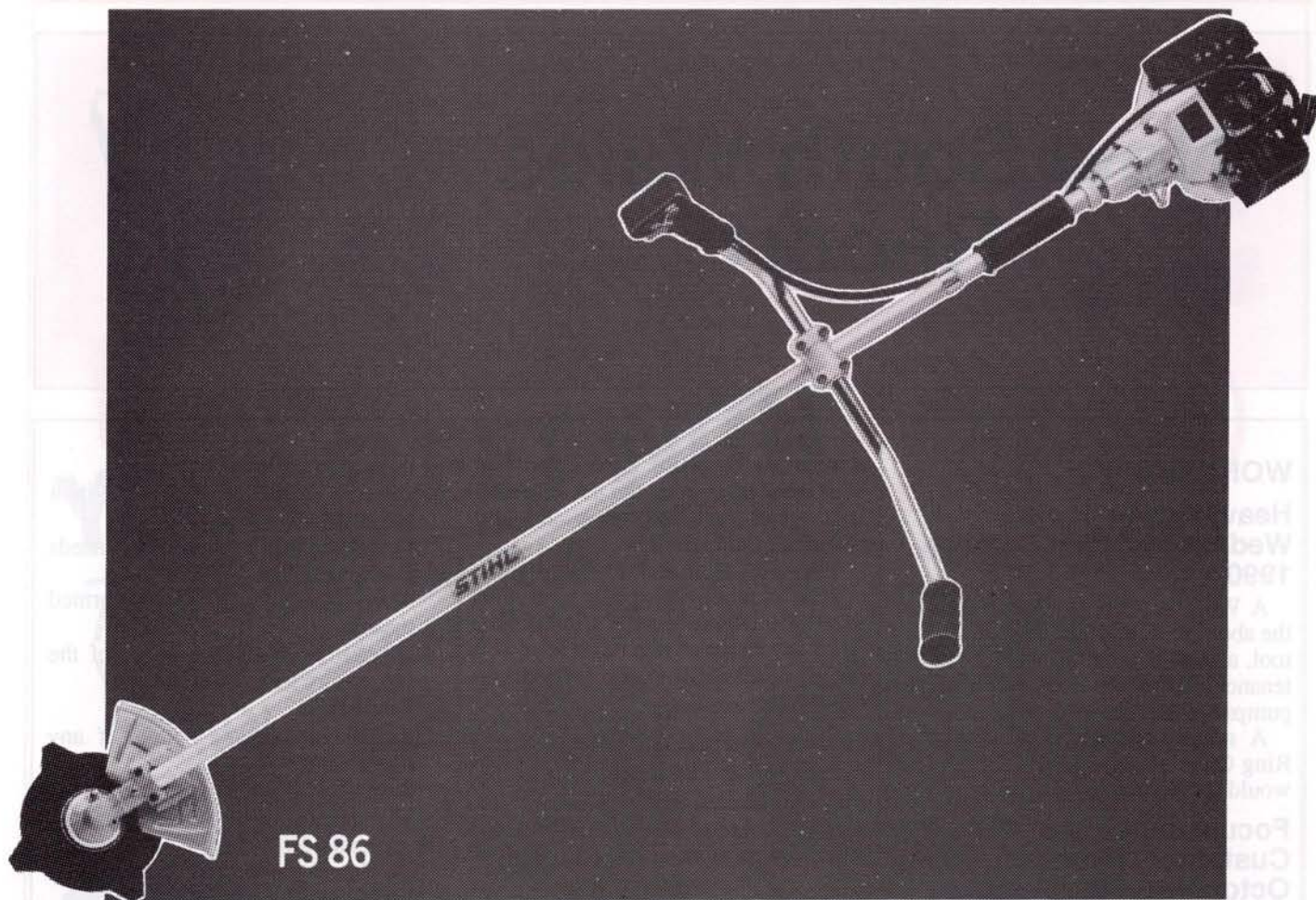
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This Stihl brushcutter is easy to start. And easy to use. Australia's biggest and best equipped dealer network makes

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All of which makes it very, very hard to wear out.

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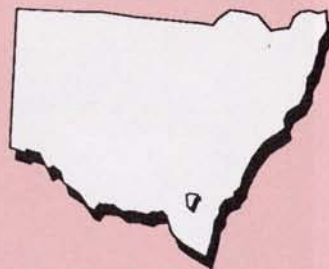
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New South Wales Report



WORKSHOPS

Heavy Power Tools - Wednesday, 24th October, 1990

A Workshop has been organised for the above date, and will be held at Flex-tool, and will cover the care and maintenance of flexible shaft vibrators and pumps and electric hammers.

A notice will be sent out shortly. Ring Chris Stewart on 634 2964 if you would like to attend.

Focussing on the Customer - Monday, 29th October, 1990

A one-day Workshop designed to allow staff to acknowledge that customers are often inhibited and not receiving what they want. Staff must also recognise that customers are both internal and external to an organisation. Staff are encouraged in becoming service oriented and develop creativity and innovativeness when handling customers.

A notice will be sent out shortly. Ring Chris Stewart on 634 2964 if you would like to attend.

DIR Electrical Requirements:

Following a further meeting with the DIR (WorkCover) over the Electrical Requirements for Construction Sites, the DIR have again reiterated that the

Agreement the Hire Association had with them concerning the use of a testing device in lieu of a licensed electrician, still stands.

The Association had received written confirmation of this. We have also asked the DIR to ensure that their officers are aware of this Agreement in a further effort to avoid any problems on sites.

Short Course on Electrical Appliance Testing

The Association has approached the various State and Federal Government Departments to set up a short course on Electrical Appliance Testing. We will keep you informed as to the progress in this area.

Instruction Sheets

The Manual containing various instruction sheets for machinery are now available from the Hire Association at a cost of \$125 plus \$5 postage. Please complete the Order Form and send it back to the Association.

Safety Check Tags for Hire Equipment

As you are no doubt aware, we are now required under the "Electrical Requirements for the Set Up and Use of all Electrical Installations on Construction Work Sites in New South Wales", to have colour-coded tags which specify the following:

- Date of inspection

- Inspection number
- Owner's plant number of item inspected

As well as this a record book needs to be kept detailing:

- Name of employee who performed the test
- Labelled with serial number of the proprietary testing device
- Date of test
- Results of test and details of any repair work
- Date of issue.

All tags must be of a different colour for each month as follows:

January — red
February — blue
March — orange
April — green
May — white
June — yellow
July — blue
August — green
September — red
October — yellow
November — orange
December — white

The Hire Association has had these colour-coded tags printed at a much cheaper rate than the 'mitay' tags currently available.

The tags are on a cellophane roll and the cost per roll is \$11.00 There are approximately 630 labels per roll. If you would like to order these tags, please complete the Order Form on Page 67.

Good News for S.E.C.A.

Sewer Equipment Company (Aust.), (SECA), are happy to announce that they have recently signed a contract with Electric Eel Manufacturing Co. Inc. of the U.S.A. to become Sole Import Distributors of that Company's product within Australia and New Zealand.

SECA have been distributing Electric Eel products here for over 25 years but until the recent signing, it was always just a handshake arrangement. CECA's Manager, Kevin Quealy, said that recent growth and changes in personnel in both companies have made it prudent to formalize the agreement. "The guys

that shook hands back in the 1960s are looking to retirement and we are now dealing with the next generation."

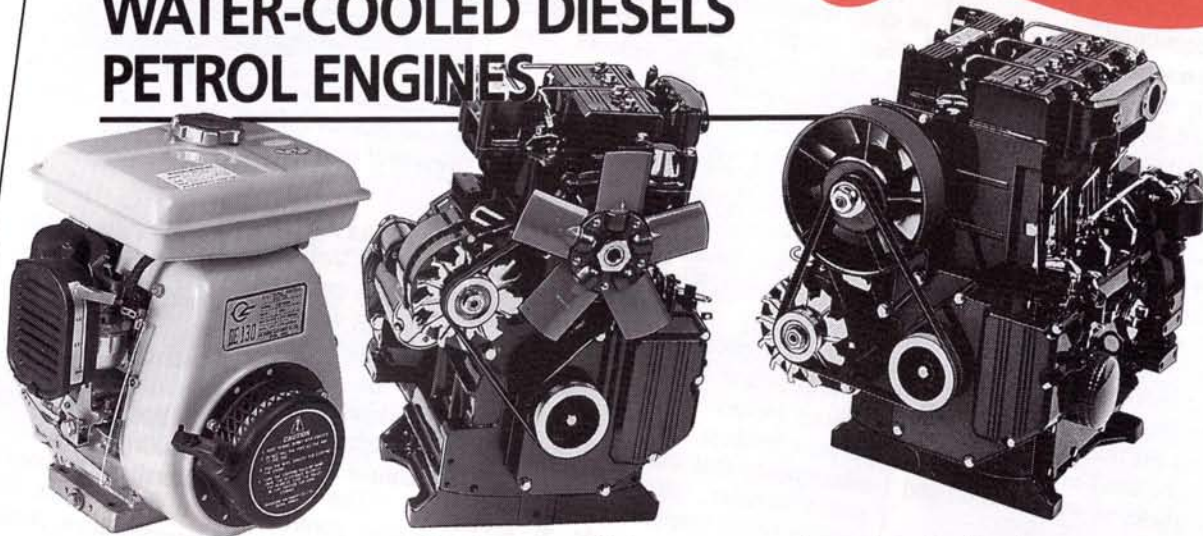
SECA are also pleased to announce their new 008 number for the benefit of those customers outside the Sydney Metropolitan area. The new number is 008-028 584.

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LP121

Yes, you can hire loader productivity, reliability, availability and economy

The real estate investors' dictum for profitability has been voiced in the expression "position, position, position!" Equipment hire customers might follow that with their own demand "productivity, reliability, availability with economy!"

Those four characteristics are what Volvo BM front end loaders are all about. They have been designed and constructed to deliver profits by meeting operators' demands for versatile machines that handle more than just one job.

Versatility is the distinguishing characteristic of the Volvo BM front end loader range, with the L30 and L50 models most suited to the hire industry's customers.

Both can be fitted with materials handling arms and lift truck tyres that will allow them to be used as mobile cranes and fork lift trucks as well as front end loaders.

One example is Barclays Oysters of Forster, on the New South Wales central coast. They turn over around 30,000 bags of oysters (close to 36 million oysters) annually, and use their large Volvo BM 4500 loader to pack pallets onto semi-trailers, move marine craft about the plant, grade tracks and built underwater ramps.

With Volvo BM L30s and L50s the

equipment hire operator can satisfy a variety of customer applications.

Each type of machine features Volvo BM's standard attachment brackets, which utilise stock hydraulics and controls.

The operator does not leave the cab to swap attachments, because the quick release couplers have been designed and manufactured to ensure fast, precise attachment and detachment in all weather and ground conditions.

Volvo BM L30

The compact, versatile Volvo BM L30 is the smallest in the VME range of front end loaders, with bucket capacities from 0.8 to 1.8 cubic metres.

Outstanding manoeuvrability is matched in excellence by the parallel lift arm action for level load control. Options include high lift arms, special purpose buckets and material handling attachments that can convert it into a pallet handler, street sweeper, bale handler or log grappler.

Maximum dump angle at ground level is 78 degrees, while breakout force is 54.8 kN (5.5 tonnes) throughout the lifting range.

"Construction sites are always short of space in which front end loaders can work efficiently," says Mr Peter Kallmin, national product manager for VME Construction Equipment



Volvo BM L30 front end loader, the smallest in Volvo's VME range.

Australia Pty Ltd.

"Our Volvo BM L30 has the ability to keep on working in confined areas, and has versatility unmatched by larger machines.

"Its 4,236-litre, direct injection Perkins diesel engine delivers 57kW (77hp) power at 2200rpm, and peak torque of 776 Nm at 1400rpm.

"The Clark countershaft transmission, controlled by a single lever, has three forward and reverse ratios. A six-speed transmission is an option.

Volvo BM L50

The bucket capacity of the bigger Volvo BM L50 extends from 1.15 to 1.25 cubic metres. Power comes from a Volvo D45B diesel that generates 60kW (82hp) at the flywheel and delivers 315 Nm torque. The Volvo BM powershift transmission has four forward and four reverse gears.

A feature of the Volvo BM L50 front end loader is the fingertip control system that utilises small levers to keep physical exertion to the minimum and reduces the risk of fatigue-related injuries to the operator's arms and shoulders.

(Prepared and issued by Volvo Australia Pty Ltd (02) 417 0011 on behalf of VME Construction Equipment Australia Pty Ltd.)



Volvo BM L50 front end loader fitted with material handling arm for pipe laying application. The unit is powered by a 82hp Volvo D45B Volvo diesel engine.



It's
Party Time

Let's
Party

Party Hire Index

Page

Australian Slim Line Trestles	34
Bay Textiles Pty Ltd	35
Bristile Ltd	40
Compact Disc Juke Box Party Hire	37
Fredman Folding Tables Ltd	36
G.L. Distributors Pty Ltd	34
Johnson & Johnson Australia Pty Ltd	40
Luskey's Pty Ltd	38
Namco Furniture Pty Ltd	34
Polarcup (Aust.) Limited	38
Quinn's Canvas Ltd	37
Sico South Pacific Ltd	38
Space Cover International	36
Westminster China	39

Namco releases new range of Hospitality Furniture

Namco Furniture, a Division of Email Limited, has once again demonstrated its commitment to design and innovation with the release of its new range of hospitality furniture.

Designed and manufactured in Australia, Namco Furniture's perforated metal range can be integrated into almost any decor with an enormous range of colours and finishes.

Free of rust and corrosion, the sturdy, no-joints furniture is ideal for outdoor application.

Whether it is a customized fit-out or the supply of well-designed, serviceable furniture for large scale operation or an upmarket restaurant, Namco Furniture's stylish versatility means

there is a design for virtually every requirement.

Stacking and non-stacking chairs for indoor and outdoor use in a variety of colours and finishes can be easily coordinated with a wide range of folding and non folding tables, stools and bar rests, all available in a variety of base configurations.

According to Victorian Sales Manager, Gerald Comer, this flexibility of design exists throughout Namco's perforated range.

"The range is designed with a focus on adaptability," Mr Comer said. "The perforated range is renowned for its style and practicability."

"The newly-released bar stools are already creating quite a storm on the market place as an ideal complement to the existing range," he said.

Namco's perforated furniture range is a popular choice for the rental market because of its sturdiness and flexibility. Namco has built its reputation on over 40 years of experience in furniture for the hospitality and rental industry during which time Namco furniture has been involved in a large number of national projects.

More information from:
Gerald Comer,
Namco Furniture,
(03) 819 4200.

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AUSTRALIAN AGENT:

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4/46 Gilbert Park Drive,
Scoresby, 3179, Victoria
Phone: (03) 764 0033
Fax: (03) 763 4673

New Concept from Pagoda

Pagoda Spacecover, an innovative newcomer to the Australian marquee market, has created considerable interest in the industry. Pagoda Spacecovers are providing many new opportunities within the marquee industry, ideally suited to both indoor and outdoor exhibition use.

This totally new concept is cleverly designed, so that each are packed singularly into four small bags for easy storage, is very robust and easily cleaned and dried in a very small space.

The system has considerable aesthetic appeal, having something of the flowing lines of vaulting in a Cathedral. It is available in modules which can be connected together and either left open or closed in with side walls wholly or just in part. There are four system sizes from just over 9m² to 36m². The makers have found the most popular size to be the 18m² module.

An essential part of the design is its ability to deflect the wind. The different angles of the roof are arranged so that as the wind blows it forces, so that the pagodas are more firmly into the ground.

Furthermore, the Pagoda can be erected on any surface, no matter how rough, and it can be planned to accommodate any trees or other objects which might be in the way.



Pagoda Spacecovers' attractive "Cathedral"-style marquee, ideally suited for garden parties, exhibitions and corporate promotions.

The uprights are aluminium extrusions and the cover is made of either nylon or PVC, both options giving a unique quality of light to everything exhibited beneath. These materials are available in a range of colours to complement corporate identification.

There are several optional extras, such as side walls and a display system, including lights and hanging attachments for point of sale.

The system is ideally suited for garden parties, exhibitions and corporate promotions giving a fashionable, graceful and eye-catching appearance.

Hiremen may well be interested in the new Pagoda Spacecover System as an extension to their existing operation. Pagoda Spacecovers are now available from Spacecover International Pty Ltd, Phone: 316 5866.



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

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The Party Hire Industry becomes "The Party Hire & Party Shop Industry"

There are numerous party hire outlets around Australia which have already taken this concept up and are trading very profitably because of one reason — the customer.

The customer is having the party or function, and the customer wants to hire and purchase products for the party or function at the outlet which will service their requirements in the best possible way.

I believe that hire outlets in the future that only hire products will, over a period of time, appeal to a smaller market and this market will be a price conscious market. On the other hand, outlets which develop a visible party atmosphere and cater for the customer, will:

- a) Command a more profitable hire price through customers associating their needs being available in one outlet, therefore saving the customer time and hassles.
- b) increase their unit sale to a customer,

sometimes quite dramatically, by supplying a range of products from serviettes, tablecovers, disposable plates, cups, cutlery and platters, to balloons, streamers, party favours, etc.

- c) Provide avenues for future expansion of their business into other untapped areas such as costume hiring, decoration of party and event venues, supplying hotels and clubs, schools and shopping centres with party material.

This is the way now and the reason you're not doing it is most probably best summed up by the following quotation from Roy Z. M. Blitzer: "The only person who likes change is a wet baby."

Okay! I have made my point, but I am not in the hire industry. Hirers tell me that they make more profit from hiring crockery plates and cups, glass glasses, linen tablecloths and serviettes, etc, (I doubt that, but we sell those also)

but I say you make your profit in today's environment by supplying what the customer wants.

If that means change to your outlet, then look at other outlets with an open mind and consider ways that you can turn your available space and staff into a party hirer's shop. Start small, but most importantly, start — create a well-lit, clean environment that you can develop a party atmosphere in, with obliging staff who are able to listen to a customer's requirements and then offer the range of products you can supply from marquees to streamers, and you have created a very happy customer who will tell other potential customers.

"There are risks and costs to a programme of action, but they are far less than the long-range risks and costs of comfortable inaction."

For details phone GL Distributors, Garry Liversedge, on (02) 606 9377.

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Dave Lawrie or Ross Lucas
at

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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:

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Polarcup serves the world in producing billions of single-use products for markets as diverse as Fast Food and Beverage, Vending, Catering (both institutional and wholesale), Food Service, Packaging and Retail.

Millions of dollars are spent each year in upgrading, improving and expanding Polarcup's total manufacturing capabilities to meet the steadily increasing demand for its products around the world.

At present, the global range extends from paper and plastic cups and lids for hot and cold drinks, to paper and plastic plates, take-away food containers, hamburger clams, salad and delicatessen containers, straws, ice cream cups and trays.

Cutlery, paper bags, napkins, hamburger wrappers, serving trays and french fries scoops are marketed to serve the needs of particular countries, but are fast becoming part of Polarcup's global product range.

In addition to the universal range, specific packaging products such as containers for yoghurt, margarine, cheese, dips, spreads, patés, cream and ice-cream are also designed and manufactured for local markets.

In manufacturing, Polarcup applies the strictest hygienic controls and uses only 'environmentally responsible' materials and production processes.

Lars Bergwall, President and Chief Executive Officer of Polarcup makes the point strongly: "Any company that resists addressing the environmental issue today is going to be a loser in the next century — whatever its business."

For further information:

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Vic: (03) 887 0244

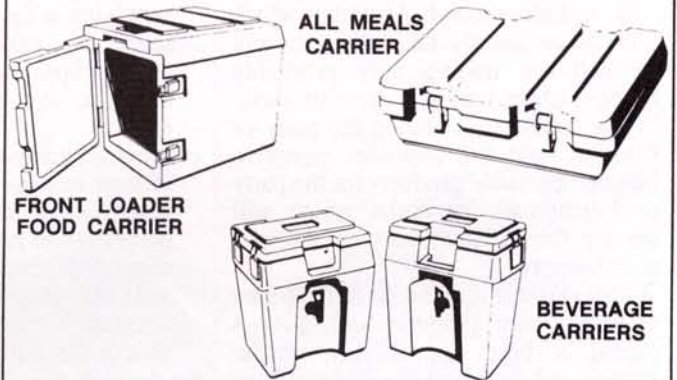
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Duraceram — A Hirer's Dream

Duraceram China was launched in Australia in 1986, and has become the leading crockery brand sold to the catering and hospitality industry where both low cost and replaceability are key issues.

Duraceram is available in both the Astra or Malvern styles in flatware and is supported by an extensive range of holloware. The product is fully vitrified hard glaze porcelain with reinforced edges to protect against chipping, and is completely dishwasher and microwave oven safe.

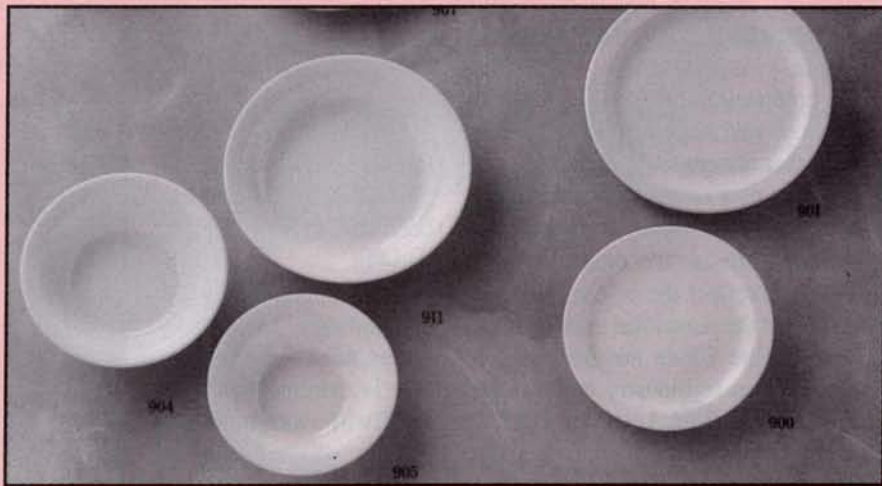
Many hire and rental organisations have their name of logo fired into the porcelain at a cost of only 18 cents per piece on an order of 1,000 pieces (even less for larger quantities).

You need not worry that you can

replace or top up your stocks at a future date, Duraceram offers full stock support through a national network of distributors.

If you are thinking of changing or

buying new crockery, it will pay you to call Howard Roy (03) 598 5588 or Doug MacLeod (02) 211 5179 to arrange a presentation of Duraceram anywhere in Australia or New Zealand.



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

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Bristile Fine China Making History

The history of Bristile Fine China is literally a page out of Western Australian history. It was established in 1921 and is today the only commercial china manufacturer in Australia.

The company uses Australian resources, labour and expertise to produce a product that is uniquely Australian.

With our new range, the "Macquarie Collection", we have commissioned Australian artists to create surface designs that reflect the colour, vibrancy and mood of the Australian environment.

Bristile Fine China are dedicated to bringing together Industry and Art and believe the artists of Australia will help the industry products which are equal to its European competitors.

The Macquarie Collection, launched in August 1989 in Melbourne, was designed to surface area and rim width specifications as defined in a survey of leading chefs around Australia. The requirements and design reflect the food trend at present.

New designs for the Macquarie Collection will be launched in Sydney in June. The designs are by local artists, Sandra Black and Jill Smith.

The Macquarie Collection has proven

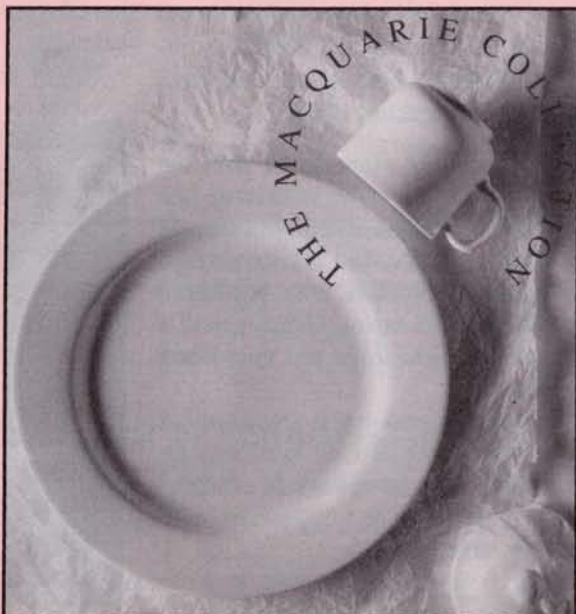
to be extremely successful with the designs being sold to Great Keppel Island Resort, Rottneest Island Lodge, Sheraton Noosa, Victorian Art Centre, to name a few.

The overseas market has also proven to be successful — the product has been sold to New Zealand and Fiji.

The commercial crockery industry has a very strong need for a product that is extremely durable and will withstand the rigours of the industry. Service and availability are also an important factor. Being a local manufacturer, products can be provided and replaced when necessary.

Bristile Fine China offers a design service to its clients. Products can be banded or designed to client specifications. This allows clients to have their restaurant, hotel or company theme coordinated with their tableware.

Bristile Fine China are moving into a new era of excellence. With quality



"The Macquarie Collection", a new line of crockery by WA's Bristile Fine China.

management teams, staff training, research and technology development the company is heading for an exciting and prosperous future.

For details, contact:
Jana Vujnovich,
Product Manager
Phone: (09) 381 4511.

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CONSTRUCTION EQUIPMENT

Makita Power Tools Pursue Continuous Development and Innovation

Ever since it unveiled the first Japanese-made electric planer in 1958, Makita has continually pioneered a vast array of new products, including electric groove cutters, circular saws, and drills. In addition to its wide line-up of electric power tools, Makita offers a diversified range of other products, stationary woodworking machines, including planer-jointers, and table saws, such as gardening tools as hedge trimmers and chain saws, and household equipment, including cordless vacuum cleaners.

Today, over 200 models are available in Australia, irrefutable testimony to

Makita's product development capabilities, its unrivaled technologies, and its ability to tailor products to specific consumer needs. Guided by the conviction that products of unsurpassed quality will dominate world markets, Makita is sparing no effort to ensure optimal quality by continually improving and developing new methods in all areas of its operations, including materials processing, assembly, inspection, wrapping and shipping.

As an integral constituent of these efforts and to develop new products apace with evolving consumer needs,

Makita carries out wide ranging R&D.

At its Research and Development Headquarters, Makita is presently conducting R&D on products centering around electric power tools. Here, Makita's efforts are focused primarily on the development of compact lightweight, cordless, and electronically controlled products.

Makita's research and development also encompasses product design. To this end, Makita uses three-dimensional computer-aided design and computer-aided manufacturing (CAD/CAM) for rationalizing product design.

Malmqvist

MASTCLIMBERS

MASTCLIMBER MASTERCLASS

LESSON 1: OPERATING STANDARDS

Malmqvist Mast Climbers Pty Ltd has been a catalyst in the development of design standards for mastclimbers in Australia. "Every limiting configuration" has been independently tested and certificated.

LESSON 2: MODULARITY

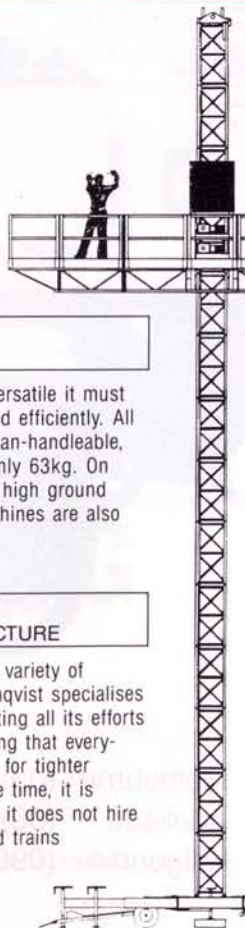
Many claim to be modular. But to justify the claim, a mastclimber must be capable of any configuration—single or twin mast, with variable platform length, chassis or skid mounted—utilising the same mast and platform sections. By this definition, Malmqvist mastclimbers are the only genuinely modular mastclimbers available.



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AUSTRALIA**

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Fax: (03) 796 1166

To learn more call Ian McMaster on
(018) 35 5112 or Pat Shine on
(018) 38 7351 for some individual tuition



LESSON 3: MAN-HANDLING

If a mastclimber is to be versatile it must be capable of being handled efficiently. All modular components are man-handleable, e.g. mast sections weigh only 63kg. On self-propelled chassis with high ground clearance, single mast machines are also highly site mobile.

LESSON 4: SPECIALIST MANUFACTURE

Most companies produce a variety of equipment and plant. Malmqvist specialises in mastclimbers, concentrating all its efforts on this market, and ensuring that everything is produced in-house for tighter quality control. At the same time, it is exclusively a manufacturer: it does not hire direct; it sells, services and trains personnel.

Queensland Report



Thanks to Rod Mansfield

It was with regret that the Association accepted the recent resignation of our President, Rod Mansfield. Rod has been active within the Association for the last few years and has been State President for the past 18 months.

In that time, he has contributed a wealth of expertise and has been firmly committed to the promotion of the Association at both a political and public level. He has endeavoured to keep members abreast of ever-changing legislation.

Rod will be missed by both the Committee and members and his peers, both within the hire industry and the business sector in general.

Welcome to the new President

Ian Kennedy from tilt Tray Transport has been appointed the new president; congratulations, Ian. Ian has been vice president of the Association for the past 18 months. Ian owns a successful tilt tray truck hire company.

Workplace Health and Safety Act

Following the death of an employee of a person who hired a cherry picker last year, and the subsequent manslaughter committal of this person, members are being urged to check their hire contracts with a solicitor and to follow the Policy and Procedure Manual when issuing instructions on the use of equipment. Both verbal and written instruction should be given as well as a working demonstration of the item to be hired.

This person is trying to use as his defence the fact that he had not been

shown how to operate the cherry picker despite having hired it several times in the past.

The Association has held a credit control seminar for members on the 29th September last. Topics for the seminar were:-

- a. How to collect money
- b. Credit Assessment
- c. Recovery of bad debts

Members were asked to come prepared with the questions they wanted answered, so that at the end of the seminar they were able to walk away feeling confident that they know all about credit control.

Christmas Party

Members are being reminded to get their staff together for the Association Xmas party. Tangalooma Resort is the venue and members and their staff will board the Tangalooma Flyer in Brisbane for a leisurely trip across Moreton Bay, watch the sunset and relax in preparation for a night of wining, dining and dancing, or just sitting on the beach watching the stars and letting the worries of the world pass you by. Sounds good? Well, come and join us.

Amendments to Constitution Rules and Objects

As from the 1991 AGM, the Association will amend its constitution to allow for increased fees for country members. Country members will now pay the same as their city counterparts. Country members will now also be better represented by a delegate of their choice attending the AGM and one other Management Committee meeting yearly. The cost of an economy return air fare will be paid by the Association.

Workers' Compensation Premiums for Party Hirers

Following lobbying by the Association, verbal confirmation has been received from the Workers' Compensation Board that premiums for party hirers will now be reduced from the general hire rate of 4.2% to 1.34%

Chemical Toilets

Hirers are reporting that the practice of having chemical toilets pumped out by shire contractors is gradually spreading throughout local shires in the southeast of the state. Intense lobbying seems to be having little effect in removing yet another council levy.

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Form-Quip — Service Second to None

What do Brisbane's Waterfront Place Development, Sydney's Southern Hotel — Darling Harbour, Commonwealth Government Offices and Carlton Ritz Development, Double Bay, have in common? The simple answer is that formwork or scaffolding systems used in the construction of these projects were supplied by the same group: The Form-Quip Group.

At Form-Quip, we are specialists, supplying the Australian market with complete formwork and scaffolding systems designed with unique user benefits which enhance productivity.

Today we are a major force in the construction equipment industry, with a modern, efficient, 4-hectare factory and office complex at Milperra.

We began as a small yard, hiring formwork, later expanding into manufacturing standard and special formwork products and scaffolding.

In 1987 the company changed hands and became known as Form-Quip Australia Pty Limited, locating to new premises at Taren Point. This was followed by a move to much larger company owned premises at Arncliffe, and Form-Quip was on its way to becoming the successful major league player it is today.

The big change, however, was an injection of enthusiasm and forward-thinking. For example, we were the first to offer low maintenance galvanised products to the industry.

With service to the construction industry being the company's major objective, Form-Quip searched for a way to improve on the scaffolding systems then available. An innovative, West German scaffolding system was found to offer more flexibility and thus, greater productivity... Form-Quip wasted no time in acquiring the design and manufacturing rights. In 1988, manufacturing commenced at our Australian workshops and we were soon fulfilling our first contract using this new product, The Bankstown Shopping Centre project.

Two new developments for the company soon followed:

- Our special formwork design and fabrication division was developed, employing and expertly qualified design team (equipped with a CADD facility).
- Then, to expand our range and level of services even further, in 1988 Form-Quip acquired DGN Systems of Queensland (manufacturers of aluminium systems).

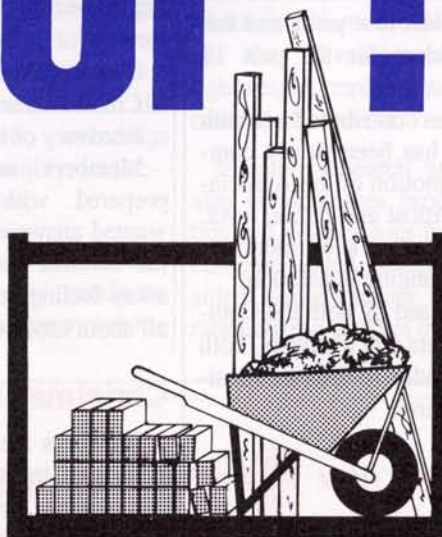
We subsequently supplied the largest complete aluminium formwork system ever installed in Australia, for use on the Brisbane Waterfront Place project.

Nowadays, Form-Quip is working harder than we ever have before. Operating from our new premises at 2 Ashford Avenue, Milperra, our design, manufacturing and installation teams (totalling more than fifty highly qualified people) provide more experience than any other company in our field.

However, our major objective is to service the industry better than anyone else in the business and all our staff work toward excelling in this endeavour.

To support our products and complete our service we added assembly and transportation services for all products. We also supply labour for screen and scaffold installation and operation. This means that whatever service you require, our commitment doesn't stop with the sales or hire contract. It extends right through to service and maintenance, a refurbishment service, plus expert advice on all aspects of formwork, scaffolding and specialist building products... including the logistics of formwork and screen movement on site.

GOING UP?



DOUBLE BARROW 415 DOUBLE BARROW 240 SINGLE BARROW 240

The Electric Builders Hoist from Transmission Technology is designed to operate effectively and automatically in any situation that requires lifting loads to above ground working areas. Bricklayers and roof tilers will appreciate the following features that make these hoists simple and safe to operate:

- Automatic level stop*
- Overload protection*
- Fully galvanised*
- Easy relocation*

The Electric Builders Hoist from Transmission Technology is available in a range of lifting capacities and heights and is the right choice for hirers supplying to industry. Call Transmission Technology and let them show you how easy it is to supply quality Electric Builders Hoists without worries.

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20th International Hire Convention & Equipment Exhibition

National Hire Convention & Hirexpo

Sydney, gateway to Australia, will host next year's convention and exhibition which will be staged at the prestigious Sydney Convention & Exhibition Centre at Darling Harbour, situated alongside the world's most beautiful harbour.

The Convention Centre is within a 2-minute walking distance of Exhibition Hall 2 of the Exhibition Building.

The Monorail links the Hilton International with the Darling Harbour Complex with regular services operating throughout the day and evening.

The Sydney Hilton International is situated in the heart of the city's most exciting shopping and entertainment area. All guest rooms enjoy superb views over the city ranging from Sydney Harbour in the north to Botany Bay in the south. The hotel's San Francisco Grill is known nationwide as a top gourmet venue



NSW president, Bruce Fraser, presenting the promotion video during the Adelaide Convention.

PROGRAMME

TUESDAY 20 AUGUST

- 11.00am— 4.00pm Delegates arrive into Sydney
- 1.00pm— 6.00pm Registration at the Hilton International Hotel
- Optional golf and tennis will be arranged for interested parties
- Association Meeting time HA + EWPA
- 6.30pm— 8.30pm Earlybirds and Overseas Visitors Cocktail Party. The Venue: Sydney Tower Sky Lounge in Centrepoint.

WEDNESDAY 21 AUGUST

- 8.00am— 4.00pm Registration at the Hilton International Hotel
- 9.30am First departure Party and General Yard Tour
- 10.00am Second departure General Yard Tour
- 1.00pm Lunch — all coaches meet at same location for lunch
- 5.00pm Return to hotel
- 6.30pm— 9.30pm Welcome Cocktail Evening The Hilton International Hotel

THURSDAY 22 AUGUST

- 8.00am— 9.30am Registration at the Convention Centre
- 9.00am—10.15am Official Opening followed by Seminar in the Harbourside Room (entrance from main auditorium foyer)
- Key Note Speaker: Ita Buttrose "Secrets of Success"
- 10.15am—10.45am Morning refreshments in the pre-meeting area

- 10.45am—12.00pm Seminar continues
- Key Note Speaker: Will Buttrose "Hiring into the Year 2000"
- 12.00pm— 7.30pm Exhibition in Exhibition Hall 2 (Snacks will be available at the kiosk)
- Delegates can enjoy an optional "dine around" of Sydney's amazing restaurants or an optional Harbour cruise for Overseas visitors

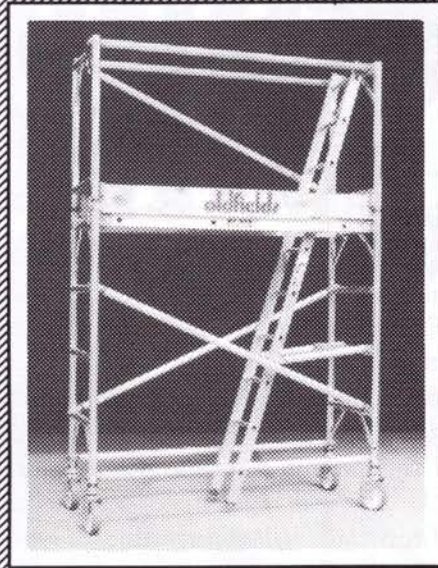
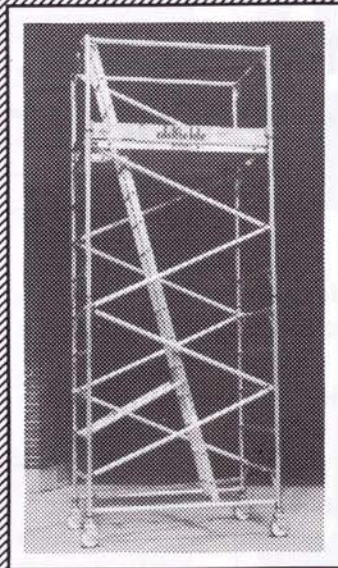
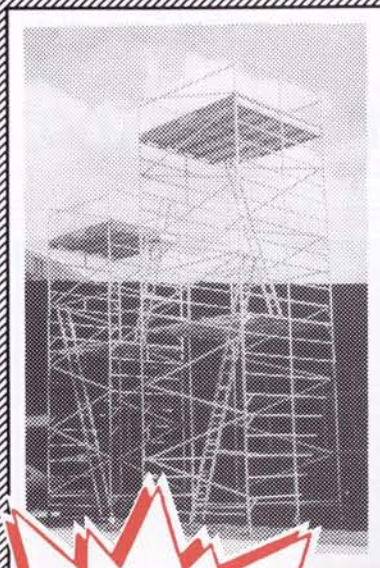
FRIDAY 23 AUGUST

- 8.00am— 1.30pm Exhibition in Exhibition Hall 2 (Snacks will be available at the kiosk)
- 11.45am— 1.30pm Luncheon will be served in the Exhibition Hall
- 2.00pm— 3.15pm Seminar commences in the Harbour-side Room. "Mystery Speaker"
- 3.15pm— 3.45pm Afternoon refreshments in the pre-meeting area
- 3.45pm— 5.00pm Seminar continues
- Key Note Speaker: James Strong, "Success through Service"
- Meeting concludes
- 6.45pm— 7.30pm Official Cocktails. The Hilton International Hotel
- 8.00pm— 1.00am Gala Dinner. The Hilton International Hotel

ACCOMPANYING PERSONS:

Optional Social Tours will be available daily (21-23 Aug.)

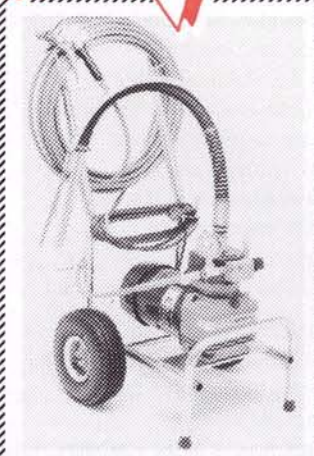
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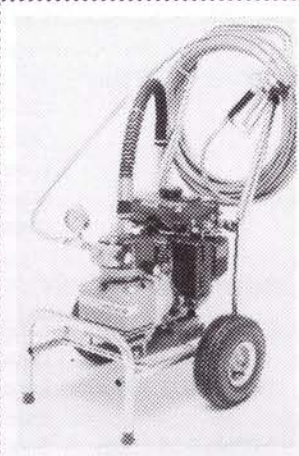
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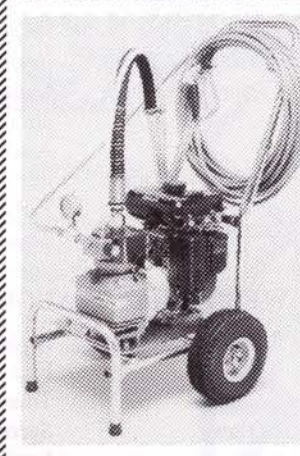
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Dual Award Winning Displays

The task confronting the Committee during the recent Adelaide Trade Exhibition put simply was: "How do we eliminate anyone?" General consensus of experienced hiremen was that each year exhibitions improve, but this year's offering was outstanding. I'm sure that John Stevens

and his Committee agonised long and hard before awarding the two display prizes to Hitachi Sales (Aust.) Pty Ltd and Detroit Engine and Turbo Company. To all others, congratulations on a fine effort.



Noel Ryan and Barry Graue eager to please on the Hitachi display. Their visitors prize of a colour television set was won by Trevor Haskins (Kennards Guildford NSW).



Noel Heritage outlines the value of Detroit Engines to a visitor to the Award-winning display.

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New 'Hylite' Mobile Lighting Tower from Advanced Power

Advanced Power Products Pty Ltd, the dynamic Australian owned power generating company, have released an excellent new range of Hylite Mobile Lighting Towers. These units include features and options which will appeal to regular users of lighting towers in applications including mining, construction, railways, rescue and special events, as well as equipment hire companies.

Hylite Lighting Towers are available in models from 5 to 20kVA, with single and three phase output. They are powered by proven and dependable Lister air cooled, or Kubota water cooled diesels and include a large 60 litre fuel tank. Two auxiliary outlets are provided for powering on-site appliances.

The telescopic mast which extends to 9 metres, supports 2, 4 or 6 lights with outputs totalling 800 to 9000 Watts. Lighting types include Tungsten Halogen, Mercury Vapor, Metal Halide, and High Pressure Sodium.



Precise, hydraulic control of the masts and lights is provided by the control panel which is located inside the lockable trailer. The power cable is coiled and retracts into a protective tube

to prevent tangling or damage.

For long term corrosion protection, both the mast and trailer are fully galvanised. The trailer enclosure is made from heavy duty steel panels whilst the doors are removable to allow better access to the engine and storage areas. Special provision is made for secure storage of the lights and there is ample space for tools and other accessories.

The Hylite allows trouble-free towing at highway speeds or in remote off-road locations as it features torsion bar suspension, drum brakes and 13 inch wheels. Three extendable stabilisers with screw jacks and an adjustable jockey wheel ensure fast, safe and easy trailer positioning. In addition, the draw bar can be removed for storage or use in confined spaces.

Further details may be obtained by contacting:

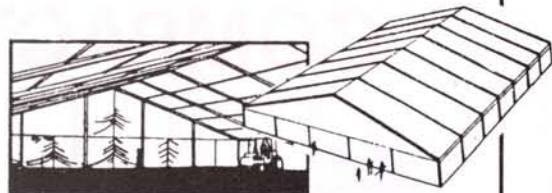
Advanced Power Products Pty Ltd,
27 Shepherd Street,
Liverpool, NSW 2170.
Phone: (02) 600 6555.

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High Comp provides all the necessary data and knowledge to make the range of Dynapac rollers more efficient and more reliable than ever before. From the largest vibrating roller to small hand held rollers.

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

That means they are supported by a national network of 17 branches and a state-of-the-art on-line computerised spare parts system which will source any replacement almost immediately.

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HIRE and RENTAL — OCTOBER 1990 — 49

Hire & Rental Association of New Zealand Inc. Pacific Region Convention — 1991

The Hire and Rental Association of New Zealand cordially invite you to attend the first Pacific Region Convention to be held at the Hyatt Regency Hotel, Korolevu Coast, Fiji. Join with Hire and Rental members from Australia, America and Canada and take advantage of hearing interesting and informative speakers from the Industry as well as enjoy the hospitality of the Fijian people which they are renowned for.

This is a unique opportunity for Members to meet together in an idyllic setting and get to know other Hire and Rental members from around the Pacific Region.

I look forward to welcoming you.

Keving B. Strong,
Executive Director

PROPOSED PROGRAMME (subject to amendment)

Thursday 25 April

Evening Cocktail Reception by the poolside, followed by Seafood Buffet.

Friday 26 April

Morning Business Sessions
Buffet Lunch

Afternoon An opportunity for delegates to view the Trade Displays

Evening Fijian Village Feast and Fish Drive

Saturday 27 April

Morning Business Sessions
Buffet Lunch

Afternoon Another opportunity to view the Trade Displays followed by International Sports Afternoon

Evening Farewell Gala Dinner

Spouses Programme: Garden Orientation Walk (Fijian Garland Demonstration: Half day Shopping/Sightseeing.



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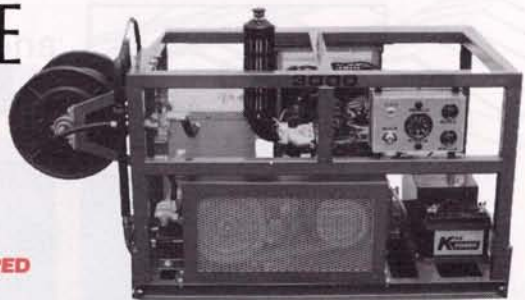
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Trilogy "Tracks" a Future Direction in Adelaide

The 1990 "Future Directions" Hire Convention and Trade Exhibition held in Adelaide recently was another highly successful venture for Trilogy Business Systems.

Last year the Melbourne Convention saw the successful launch of TRACKS (Trilogy Rental and Accounting Computer System) into the Hire Industry. Twelve months on there are over 40 installed sites and TRACKS is now firmly entrenched as the leading computer system for the Hire Industry. This fact was borne out by the steady stream of people flowing through the Trilogy stand in Adelaide. It was also of particular interest to note that of the five computer companies who were at the Melbourne Convention, Trilogy was one of only two companies to attend this year, once again demonstrating Trilogy's ongoing commitment to the Hire Industry.

As a product TRACKS has gone from strength to strength over the past twelve months and this year's Hire Convention saw TRACKS truly launch itself into "Future Directions" with the

advent of Bar-Coding and Card Readers. Both of these products created a great deal of excitement amongst clients and prospects alike. Though labelled as futuristic by some, these products are set to become an integral part of every Hire Yard in the 90s.

Bar-coding can be used to great benefit in many different ways in a Hire yard. Imagine this scenario at stock-take time: With all products bar-coded one person would simply walk around your yard with a portable scanner, scanning all items and quantities. Once this is completed, plug the scanner into the computer and within seconds all files are updated and your stock-take is complete! Speed and accuracy suddenly replace those boring, time consuming, error-ridden stock-takes. Typing and pricing errors on contracts also become a thing of the past with the introduction of bar-coding. In fact you are limited only by your own imagination in what can be done with bar-coding.

The card reader is a very interesting product from two angles. The first being security. Issuing your customers

with a card incorporating all their details serves as an automatic means of checking their identity and eligibility to rent, while also speeding up the whole process of entering customer details into a contract by eliminating the use of the keyboard. This concept is currently being used with success in the video hire industry.

The second major benefit is in the area of service. A personalised card provides a special service for your customers as it will allow your staff to handle their requirements speedily and efficiently. Quality service generally leads to repeat business and we all know that in a "service" industry there is no business like "repeat" business.

The fact that the Trilogy stand was easily one of the most frequented stands at the convention serves to prove that TRACKS is certainly on the right track and if the interest shown in Adelaide is any sort of indicator, then Trilogy and TRACKS can prepare themselves for another hugely successful twelve months.

A.R.A. National Convention Listed in Top 200 Directory

The American Rental Association (A.R.A.) recently was recognized for its 1989 National Convention and rental equipment show, held in Orlando, Florida, in the 1990 edition of the Tradeshow 200 Directory published by Tradeshow Week. A.R.A.'s 32nd annual convention was ranked 78th among the largest 200 tradeshows in the United States.

The association, headquartered in Moline, Ill., received a certificate to commemorate this achievement from

Tradeshow Week, a newsweekly which maintains a database to monitor the tradeshow industry and to project industry growth.

A.R.A.'s 1989 National Convention attracted 10,000 attendees and 648 exhibitor companies that featured 2,149 exhibit booths. Its 1990 show in Anaheim, California, drew 9,000 attendees, 594 exhibitor companies and 2,120 exhibits. At its 1991 National Convention, to be held at the Dallas, Texas, Convention Centre on February

11-14, A.R.A. expects more than 9,000 attendees, 600 exhibitor companies and 2,250 exhibits.

The American Rental Association is an international trade association of more than 6,000 rental business professionals and suppliers in the United States, Canada and abroad. In its fourth decade of operation, A.R.A. unifies rental business to accomplish industry objectives through services, including regional and national conventions, to benefit members and the public.

New Elevator Cuts Cost for Bricklayers

ALL-FAB Industries have announced the release of their new elevator. Designed specifically for the rental market to carry both full blocks and bricks, the new ALL-FAB elevator has eliminated the need to use two different machines on the building site, providing a significant reduction in cost.

ALL-FAB developed their elevator initially at the request of a Melbourne hire company, designing and building it to meet the needs of the bricklayer on the job.

Because one person only is required to move the elevator, which is mounted on 12" wheels, other personnel are released for other tasks, increasing productivity and reducing labour costs.



The 9 metre (30ft) long elevation, light weight and robust in construction, folds in half, making it easily transportable.

The electric or petrol motor is removable, enabling it to be securely stored when not in use.

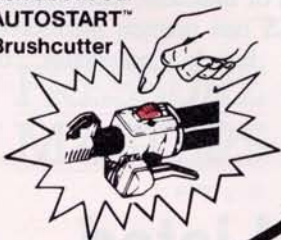
This new elevator is ideal for rental to bricklayers who are interested in increasing their output and reducing their costs.

For further information and free coloured photographs upon request, contact:

Mr Ron Aitken
 ALL-FAB Industries Pty Ltd
 16 Dunn Crescent
 Dandenong, Victoria
 Phone: (03) 794 9886
 Fax: (03) 794 5834

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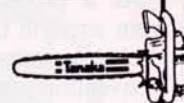
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These extremely small and light, yet powerful 2 stroke engines are built to the exacting standards expected from KAWASAKI throughout the world.

These are the actual comments of Matt Ayres, professional greenkeeper. He finds the heavy-duty EG35 gives him the brute cutting power of a small chainsaw – along with the capability to efficiently deal with grass and weeds, all in the one easy to handle package.

As well as the mighty 1.8 hp ED50, Kawasaki offers a further five brushcutter models – right down to the lightweight .6 hp EG18. There's a Kawasaki brushcutter to suit your needs and budget.

As Matt Ayres puts it: "When it comes to getting the job done, my Kawasaki beats the others – hands down."

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The brickie's best mate

One of the most popular and reliable masonry diamond cutting saws available today is undoubtedly the Bianco Diamond B Saw, which, as its supplier confidently claims, has the ability to "cut your work in half!"

It comes with either a 5hp petrol engine or a 1½hp drip proof, single phase, flameproof electric motor. Both machines are completely portable and the mechanism can be used either on the supplied stand or on your own work bench.

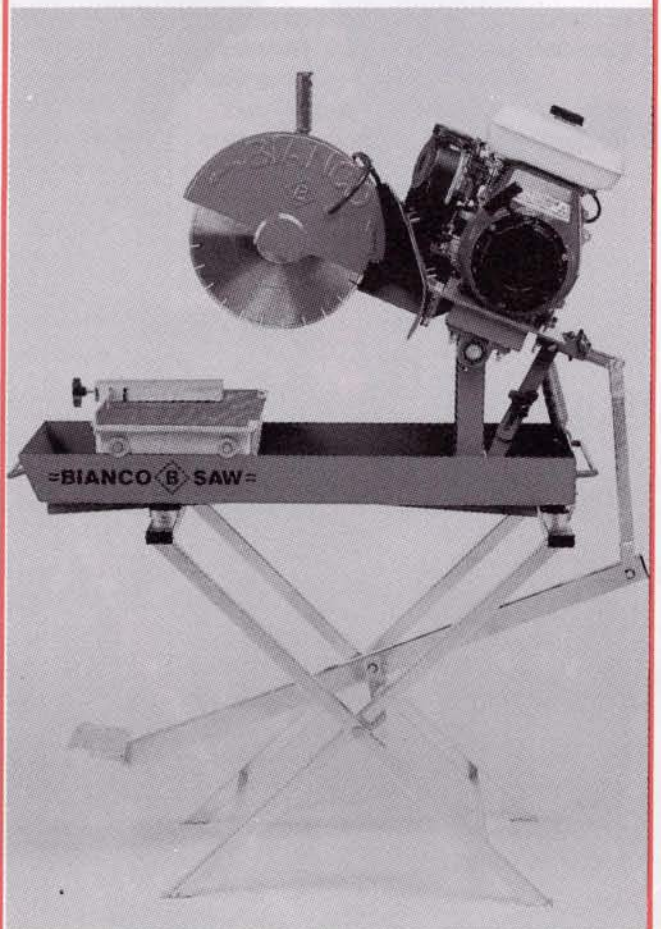
The saw comes in two sizes — one for the 350mm and one for the 500mm blade. It can be used for wet or dry cutting, and accessories include a flexible water pump for use when there is no easy access to water, or when conditions prohibit the use of running water.

It can be operated by engaging either the hand lever or the foot pedal. It's ideal for single cuts, but high volume cutting is made much easier by attaching the angle jig — thereby enabling you to make as many identical cuts as you require from just one adjustment.

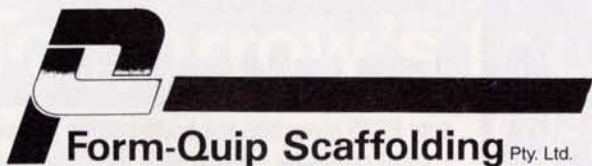
The Bianco Saw cuts your work in half and is a must for all those who work with masonry. Available in all colours for fleet management.

Contact: Bianco Builders Hardware
178 Gorge Road, Newtown, S.A. 5074
Tel: (08) 336 6666 Fax: (08) 336 6429

The Bianco Diamond B Saw cuts work in half!



The Diamond B masonry cutting saw is sold and serviced by Bianco Builders Hardware 178 Gorge Road, Newton, South Australia 5074 Telephone (08) 336 6666 Fax (08) 336 6429



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A Solution for Hire Company Headaches

Most hire company operators will tell you that one of their major headaches is caused by excessive paperwork, record keeping and administration. The average hire business spends hundreds of hours on accounts and record keeping just to keep ahead, and this is often non-productive time, adding little to their bottom line profit.

Computers are now able to take this burden away from company owners, freeing up their time for more productive activities. A computer program has now been designed specifically for Australian hire operations which will save hours of laborious work on record keeping and administration. The program, called "OMNIHIRE", has been

written in non-computer jargon and can be used by most operators within hours of installation. Even though the program is very user friendly, it has the power of some programs many times the price of Omnihire. The program requires virtually no training as on screen instructions take the operator through every stage.

Mr Jim Petrie, director of Omni Computer Solutions, says: "It's almost impossible to go wrong with Omnihire — we have deliberately made the system so that most operators will be highly proficient within a few days."

"We designed the program to suit people with little or no knowledge of computers and we recently installed a 008 line at our office to allow users direct access to our customer service

person who will assist anyone with a problem."

The Omnihire program covers all aspects of hire administration, including customer records, stock records, consumable stock record, outstanding accounts, outstanding plant, advanced plant bookings, end of month/year figures, cost of maintenance, depreciation schedules and a host of other features.

At last here is a program for the hire industry which solves administration and running problems, is easy to use, and all at the sensible price tag of \$3450,—.

For information contact:
Jim Petrie, Omni Computer Solutions,
Phone: (09) 381 7411

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You may have heard of a "Mast Climber" but do you know what one is?

It's not a scissorlift or boom lift; it's not a hoist or a scaffold; it is another type of elevating Work Platform. The problem for Australia was that agreement had not been reached on that basic question before this new type of product was introduced.

Malmqvist Svenska AB, a Swedish manufacturer which is one of the world leaders in the development of this new technology, established a subsidiary in Australia last year and committed itself to an open dialogue with interested and affected parties, such as Trade Unions, Departments of Labour, and other regulatory bodies, etc., in order to resolve the issues BEFORE advancing into the marketplace. Malmqvist Mast Climbers Pty Ltd, the Australian subsidiary based in Melbourne, placed \$1m worth of Mast Climbers on the ground in Australia in order to demonstrate the complete range and flexibility of its product. With a range of Mast Climbers now working in Australia, this flexibility is represented by the smallest, single masted self-propelled mobile Mast Climber operating in Canberra, and "the World's Longest Platform" (30 metres long) operating in Sydney.

This flexibility of configuration comes from its two basic modules, a modular mast to take the machine vertically, and a modular deck to expand it horizontally. Interchangeability of components between models is also a feature of Malmqvist Mast Climbers and, for example, only one size bolt covers the complete product range in all configurations.

This simple flexibility also creates its complexity! The outline above indicates that it may be used in many applications such as the Building and Construction Industry (both for new build and refurbishment), and the Mining, Ship Building, Aircraft and Industrial Maintenance sectors for a range of vertical and overhead work.

Considerable time and energy has been expended on reaching industrial agreements regarding jurisdiction and safe use. Thanks to the co-operation achieved in introducing Mast Climbers, it is now possible to proceed into the marketplace with predictable outcomes.

Malmqvist Mast Climbers Pty Ltd is now dedicating itself to the service and training associated with its product sales, tasks that it sees as key responsibilities for any good local corporate citizen.



KÄRCHER

Kärcher's new compact cleaners **AVAILABLE NOW!** Keeping Australia clean



HDS555C

- Hot, cold & steam.
- 1500 psi.
- Water cooled motor.
- Detergent tanks.
- Low fuel warning light.
- Weight 88kg.

HDS790C

- Hot, cold & steam.
- 2200 psi.(3PH)
- Water cooled motor.
- Detergent tank.
- Low fuel warning light.
- Weight 88kg.

Heave-ho ...and off they go!

Kärcher's new compact cleaners are designed to fit quite comfortably into the back of your customers station-wagon.

Packed with 'customer' features, the HDS 555c and the HDS 790c offer **outstanding hire & rental value.** Combined with an ideal compact size and Kärcher's comprehensive range of accessories both machines are guaranteed to keep your valued customers coming back for more of the same!

For further information contact:



KÄRCHER PTY LTD.

HEAD OFFICE
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Quality Cleaning Systems
(Inc. in NSW)
2/158-168 Browns Road
NOBLE PARK 3174
Tel: (03) 795 4422
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Brisbane (07) 875 1525
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NEW ZEALAND
12A Ron Driver Place
East Tamaki, Auckland
PO. Box 58547
East Tamaki, Auckland.
Tel: (09) 274 4603
Fax: (09) 274 5609

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

New Zealand Report



Change of Officers

Our President for the 1990/91 year is Glen Craven, from Hirepool (Auckland) Ltd, who replaces Trevor Tuffnell who remains as a Director for Zone 1 for another 2 years. Director Max Rutherford decided to step down for the remaining 1 year of his term and his place has been taken by Russell Miscall of Air Hire Centre, New Plymouth.

Constitution changes will allow a fourth Director to attend meetings who will represent each of the Regions in turn.

Life Membership

Members at the Annual General Meeting unanimously endorsed the Directors' recommendation that Life Membership of the Association be bestowed upon Peter Lawrence of Art Davies Ltd. Peter was unfortunately not able to attend the Convention to receive this honour in person, but some suitable occasion will be found to convey to Peter the appreciation of the Industry for his considerable contribution over the years.

Peter has been involved in the Industry for 27 years and took over the Company in the early 70s. He is a founder member of the Association and is a former President.

Peter joins Gordon Dale Noel Weeks as Life Members of the Association. It was pleasing to have both these Life Members and their partners join us at the New Plymouth Convention.

1990 Convention

Our numbers were slightly down

from Full Member Companies, but this did not detract from a very successful Convention at the Taranaki Country Lodge in New Plymouth mid August. We were pleased to especially welcome Allan and Judy Burns, Stephen and Julie Beggs and David and Jenny Salter as delegates from Australia. 42 exhibitors, including two from Australia, provided an excellent display for members to see what is currently available to the Industry from the Trade. A number of local contractors and local body personnel also took the opportunity to visit the display.

Congratulations to Mowac Corporation Ltd, who took the Award for the best display, something which was again very difficult to judge. The future of this Award is to be examined by the Directors following a call for such action at the Annual General Meeting.

Two excellent business sessions dealing with 'Coping with Stress in the Workplace' and 'Employment traps for Employers' enabled members to learn from the experience of experts in those fields.

The Social evenings are always a highlight in their own way and the 1990 versions were thoroughly enjoyable. The first evening began with the Cocktail Party and was followed by an Olde English Style Dinner. Our official entertainment for the evening was from the Gaslight Variety Theatre Group. The talent displayed by five performers plus pianist and compere was amazing and kept the audience enthralled for a good hour.

Wednesday evening began with a happy hour and was followed by the

Casino Evening. Food from four countries was served throughout the evening whilst members gambled their way through the chips on such games as roulette, beetle racing, crown and anchor etc. The auction for the Training Foundation concluded the evening.

The Banquet evening began again with a happy hour and prior to the dinner and entertainment President Trevor Tuffnell presented the following Awards:

Image Awards:

Zone 1 — Greymouth Hire

Zone 2 — Stortford Hiremaster, Hastings

Zone 3 — McEntee Hire Services Ltd, Wiri

Best Trade Display: Mowac Corporation Ltd

Best Literature Award:

Ready Hire Ltd, Tauranga, and Hirepool (Auckland) Ltd.

Discussions took place at various times during the Convention as to whether the Exhibition should take place every year with the Convention. The Associate Members (for the first time) met together at the Convention to discuss matters of interest to them and the topic of holding exhibitions every year was discussed. This is to be further considered by the Directors.

Training Foundation

The Training Foundation benefited by \$3250 from the Casino evening at the Convention and a number of generous donations.

Funds from investments are currently available for Zones to organise and provide training seminars within their areas.

Proposed Code of Practice for Towing Light Trailers

A Committee representing a cross section of users of light trailers has been established to prepare a Code of Practice for Towing Light Trailers, which, when finalised, is intended to receive the endorsement of the Ministry of Transport. Our Industry is facing considerable expense if changes are made (especially to tow ball sizes) which will require modifications/alterations to trailer units currently being used with the Industry.

This Association will be pleased to hear from any readers outside New Zealand who have had experience of any similar Codes or Regulations affecting the towing of light trailers.

National Code of Practice for Marquees and Temporary Structures

A small group of members met together to consider the necessity of a National Code of Practice for Marquees and Temporary Structures. One of the local councils is proposing such a code within its own area and as it was felt that such a code could be taken up by other local councils, there was a need to ensure that the concerns of the Hire and Rental Industry are taken into account.

The Annual General Meeting

authorised the Directors to set up a Sub-Committee to present the Industry's views to local councils.

Convention

Our 1991 Convention will be held in conjunction with a 'Construction Industry' Conference, involving also the New Zealand Contractors Federation, Aggregates Association, Power Crane Association, Ready Mixed Concrete and with representation from the Master Builders and Road Transport Associations. A major part of this event will be a Trade Expo which will run over a 3 day period. This will be open to the 500 plus delegates as well as members of the public. The first brochure for prospective exhibitors became available in September.

The 1991 Conference will be held in Wellington in the week June 24-28.

Public Relations

The Association has purchased (for both its own use and that of its members) a collapsible display stand. It was on show for the first time at the Convention and is being made available for any member who may wish to utilise it at local trade shows, etc.

Members can now wear dress jackets displaying the Association logo. New membership stickers highlighting the

change of the name of the Association, which was agreed to last year, have also been distributed to members, as has the 1990 edition of the Membership Directory.

Telecom Charges

Members in New Zealand face major financial difficulties with a change in policy by Telecom Directories with regards to advertising in the Yellow Pages. In recent years charging has been proportioned monthly and charged on telephone accounts. The new policy will see hire companies (along with all other advertisers) pay through a one-off billing system at the time of production of the Telephone Directory. With some companies spending well into thousands of dollars for advertising, obviously such a policy will have dramatic effects on the cash flows of companies.

We are still working actively on the programme for this Convention to be held in Fiji next April 25-27 and we are currently awaiting replies from the Rental Association in each of the other three countries as to their participation. New Zealand members have received a tour package covering the time of the Convention and it is hoped that members from other countries will also organise tour groups to travel to Fiji.

Trackgrip 45 — Ultimate Performer

Compaction Equipment Sales has recently been appointed the National distributor for the TRACGRIP 45 pedestrian roller

Designed and manufactured in New Zealand, the TRACGRIP 45 is well suited to the hire industry. Some of the benefits of the machine is its maintenance free vibrator system, hydrostatic propulsion (eliminating the old gear box style), ensuring "jerk-free" direction change when travelling from forward to reverse, its excellent edge rolling capabilities, and of course, the machine's sturdy design.

The 45 is powered by a Robin EY28D, developing 5.2kW at 3,000rpm. The machine is already in operation with many hire companies throughout the country, as well as Government Departments and Local Councils.

The TRACGRIP 45 has been designed to give the ultimate performance on the job, with the minimum of maintenance and ease of control for the operator.

Compaction Equipment Sales is also the Australian distributor for the RAMMAX trench compactor, with machines

ranging from the RW700, walk behind to the RW1402 and RW2400.

The RAMMAX machines have already been in operation around the country for many years, and with the appointment of Compaction Equipment Sales as their distributor, the market for RAMMAX can only be expected to increase.

Compaction Equipment Sales has been a major supplier to the industry with a range of compaction equipment over the last ten years and is well suited to advise you best on your compaction requirements.

Ford Compact Tractors — a Step Ahead of Competitive Makes

To be a market leader, your products must lead the industry. The new Ford-Series 20 tractors exemplify that spirit.

From the engine to the driver's seat, these tractors offer features that step up productivity. Great pulling power. A choice of transmissions to match your work. With 540rpm or optional 2-speed PTOs to drive mowers, attachments and implements. And built-in live hydraulics to lift, lower and control implements.

What's more, Series 20 Fords are the first compact tractors designed around standards established by the Society of Automotive Engineers for comfort and ease of operation.

That means your hirers will accomplish more — without enduring the



kind of discomfort most compact tractors inflict on operators.

Ford 1120. Powered by a 14.5hp diesel engine. Simple to operate and highly versatile, it is offered with Hydrostatic transmission or optional 9 x 3 manual transmission.

Ford 1520. Combines 22.7hp engine power with hydrostatic drive or 9 x 3 manual transmission. Live PTO lets you bring the tractor to a stop without

interrupting power to mowers or other equipment.

Ford 1720. A fuel-efficient 27.4hp 3-cylinder engine gives the 1720 plenty of power for a wide range of jobs. It is specified with a synchronised 12 x 12 shuttle-shift transmission.

Ford 1920. A 33.1hp direct injection 4-cylinder engine and 69.9" wheelbase give the 1920 the size and performance of a traditional farm or utility tractor at an economical price.

Ford 2120. Delivers all-purpose utility. Standard equipment includes 41.3hp diesel power, hydraulic draft control and a high-capacity hydraulic pump. The 2120 is offered with a 12 x 4 manual transmission or hydraulic shuttle-shift transmission.

Portables Gain Top Marks at Uni

Portable buildings, more at home on construction and mining sites, were assembled in a huge games-style village to overcome a major accommodation problem created by the Newcastle earthquake.

Seventy-odd bunkhouses, ablution blocks, kitchens and common rooms were brought together to house 200 University of Newcastle students, left homeless because of quake damage to

UNI VILLAGE — home for 200 students at the University of Newcastle, assembled by Prestige Portables



boarding houses in nearby suburbs.

Shed Hire (Northern), Newcastle division of Prestige Portables, organised the village, sub-hiring a number of units from other companies to supplement its own stock.

The village has proved so popular, there is a waiting list, and students are campaigning for it to remain next year.

"This experience has proved the quality, comfort and convenience of modern portable buildings," said Jeff Green, manager of Shed Hire (Northern).

"Living in this sort of accommodation no longer means 'having to rough it!'"

Uni Village, as it is called, provides individual bedrooms, linked by covered walkways to ancillary buildings, including toilet and shower blocks, common rooms and laundries.

A large recreation room, measuring 18 metres by 12 metres, was added recently.

Units are insulated, air-conditioned, some are carpeted, others have vinyl flooring, and the walls are timber-panelled.

The same conditions apply when the buildings are hired for the use of workers in various industries.

Prestige Portables offers portable buildings for short or long-term hire, for a wide range of purposes.

Standard units come in 2.4 metre and 3 metre widths, from 2.4 metres to 12 metres long, in mobile or modular configurations.

Depending on their purpose, they can be stacked side by side or on top of each other to economise on space.

Prestige Portables has branches in Sydney, Newcastle and Brisbane.

For more information:
Prestige Portables Pty Ltd,
15 Rowood Road,
Prospect, NSW 2149
Phone: (02) 688 2688, or
Toll Free (008) 267979



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Compressor Preventive Maintenance Program

TO EXTEND THE RENTAL LIFE OF YOUR AIR COMPRESSORS

Contributed for the benefit of members by Ingersol-Rand Australia Ltd

In addition to periodic inspections, many of the components in the compressors you rent require intermittent servicing to provide maximum output and performance. This servicing would typically consist of pre-operational procedures to be performed by maintenance personnel at your rental centre. The primary function of such preventive maintenance is to prevent failure, the need for repair and, consequently, unhappy rental customers and idle, inoperative equipment. Preventive maintenance is the easiest and the least expensive type of maintenance. Maintaining the compressors you rent and keeping them clean at all times will facilitate servicing.

Refer to the engine operator's manual furnished with the unit for the specific requirements on preventive maintenance for engine and accessory systems.

Schedule maintenance

Always follow the manufacturer's recommended maintenance practices and frequencies to avoid warranty problems. In the event unusual environmental operating conditions exist, the schedule should be adjusted accordingly.

Compressor oil level

The optimum operating level is midway of the oil reservoir sight tube. *Do not overfill.* A totally filled sight tube indicates an overfill condition and requires that oil be drained. Add oil only when the level is near the bottom. Then add enough oil to bring the level midway of the sight tube.

Air cleaner

To assure maximum compressor and engine protection against the ravages of dust, you must keep the air cleaners and inlet properly maintained. Most compressors offer air filter service indicators that should be checked daily.

For specific air cleaner service procedures, refer to your service manual. Basically there are three approaches to air cleaner service: air cleaning; filter

washing; and disposal and replacement with a new element. Although the third is not the most economical, it is the safest and can provide the greatest economy over the life of the unit. Before either cleaning or washing, check to be certain these practices do not void your warranty.

A leak in the housing will NEVER be reflected by the service indicator and eventually will result in damage to the engine or compressor.

Make sure that the inlet is free from obstructions, that the air cleaning mounting bolts and clamps are tight and that the air cleaner is mounted securely. Check the air cleaner housing for dents or damage to the cleaner that might lead to a leak. Inspect the air transfer tubing from the air cleaner to the compressor and the engine for holes. Make sure that all clamps and flange joints are tight.

Instruments

The instrument lamps or gauges are essential for safety, maximum productivity and long rental life of the machine. Inspect the instruments prior to start-up and during operation to ensure proper functioning. Refer to the operating manual for the normal readings.

Fuel tank

The fuel tank should be filled daily or every eight hours if necessary. In order to prevent condensation from forming in the fuel tank, it should be filled immediately after the unit has been operated, for example, at the end of each working day. Using clean fuel is vitally important and every precaution should be taken to ensure that only clean fuel is either poured or pumped into the tank.

Every six months the drain plug(s) should be removed from the tank so that any sediment or accumulated condensate may be drained. When replacing a drain plug, make sure it is tightened securely.

Fuel/water separator

The fuel/water separator bowl should be inspected for a distinctive fluid-colour on a weekly basis, or whenever the engine is difficult to start or loses power. Water can be drained by lifting the drain valve or loosening the plastic plug beneath the bowl. Then air must be purged from the system.

Every six months or 500 hours, or more often if the fuel is contaminated, replace the element. Follow the procedure outlined in your service manual.

Battery

Keep the battery posts and cable connectors clean and lightly coated with a grease.

Safety shutdown system

If your compressor is equipped with a shutdown system, it should be checked every month, or whenever it appears not to be operating properly.

Once a year, the temperature actuated switch should be tested by removing it from the unit and placing it in a bath of heated oil. The high discharge-air temperature switch will require approximately 248F (120C) to actuate. Never operate the unit with a defective safety shutdown switch or bypassing it.

Compressor oil cooler

The compressor lubricating and cooling oil is cooled by means of the fin and tube-type oil cooler. The oil cooler is so arranged that the lubricating and cooling oil, flowing internally through the core section, is cooled by the air stream from the cooling fan flowing past the core section. When grease, oil and dirt accumulate on the exterior surfaces of the oil cooler, its efficiency is impaired. It is recommended that each month the oil cooler be cleaned by directing compressed air, which contains a non-flammable safety solvent, through the core of the oil cooler. This procedure should remove the accumulated grease, oil and dirt from the exterior surfaces of the oil cooler core so that the entire cooling area can transmit the heat of the

lubricating and cooling oil to the air stream.

In the event foreign deposits, such as sludge and lacquer, accumulate in the oil cooler to the extent that its cooling efficiency is impaired, a resulting high discharge-air temperature is likely to occur, causing shutdown of the unit. To correct this situation, you will need to clean the oil cooler, using a cleaning compound in accordance with the manufacturer's recommendations. Use only a dependable cleaning compound. This is of prime importance because different cleaners vary in concentration and chemical composition. After completing the cleaning procedure, the oil cooler must be flushed before returning to service.

Hoses

It is recommended that each month all of the intake hoses to and from the air cleaners and all of the flexible lines used for air, oil and fuel be inspected. To ensure freedom from air leaks all rubber hose joints and the screw-type hose clamps must be absolutely tight. Regular inspection of these connections for wear or deterioration is a definite "must" if regular servicing of the air cleaners is to be effective. Premature wear of both the engine and compressor is a result of dust-laden air entering the engine's combustion chamber or the compressor intake.

All components of the engine cooling system should be checked periodically to keep the engine operating at peak efficiency. Consult the engine operator's manual for instructions and schedule.

The flexible hoses used in the fuel, oil and air lines on these units are primarily used for their ability to accommodate relative movement between components. Secondly, they reduce vibration problems found with fixed piping and permit much more flexibility in routing. Because hose lines are flexible, it is extremely important that they be periodically inspected for wear and deterioration.

Clamps are used to prevent hose cover abrasion through vibration. This abrasion may occur when two hose lines cross, or when a hose line rubs against a fixed point. Therefore, it is necessary that you replace any missing clamps and add new clamps where required to prevent further wear. It is also important to warn your rental customers not to let the operator use the hoses as convenient handholds or steps. Such use can cause early cover wear and hose failure.

Compressor oil filter

Most compressor lubricating and cooling oil systems are equipped with in-line, spin-on type oil filters and bypass valves.

The oil filter must be replaced every 500 hours of operation or at the intervals recommended by the manufacturer. On new or overhauled units, replace the element after the first 50 and 150 hours of operation, then every 500 hours.

If there is any indication of formation of varnishes, shellacs or lacquers on the oil filter element, it is a warning that the compressor lubricating and cooling oil has improper characteristics and should be immediately changed.

Fasteners

Visually check the entire unit in regards to bolts, nuts and screws being properly secured. Spot check several capscrews and nuts for proper torque. If any are found to be loose, a more thorough inspection must be made.

Compressor oil

The lubricating and cooling oil must be replaced every 500 hours of operation or six months, whichever comes first. Refer to the manufacturer's lubrication recommendations for detailed instructions and specifications.

Running gear

Every six months the wheel bearings, grease seals and axle spindles should be inspected for damage and wear (i.e. from corrosion, scratches, metal particles). Replace any damaged or worn parts. Re-pack wheel bearings. Use a wheel bearing grease conforming to specifications MIL-G-10924 and suitable for all ambient temperatures.

Note

Excessive grease in the hub or grease cap serves no purpose due to the fact that there is no way to force the grease into the bearing. The manufacturer's standard procedure is to thoroughly pack the inner and outer bearing with grease and then apply only a very small amount of grease into the grease cap

RECEIVER-SEPARATOR SYSTEM

Warning!

Hot Pressurised Fluid

Before performing any service on the compressor lubricating system:

- Open service valve at end of machine.
- Ensure pressure is relieved, with

BOTH:

- Discharge of air pressure till gauge reads zero.
- No air discharging from the service valve.
- When draining oil, remove and replace (tightly) plug at bottom of separator tank,
- When adding oil, remove and replace (make tight) plug on side of separator tank

In the compressor lubricating and cooling system, separation of the oil from the compressed air takes place in the receiver-separator tank. As the compressed air enters the tank, the change in velocity and direction drops out most of the oil from the air. Additional separation takes place in the oil separator element which is located in the top of the tank. Any oil accumulation in this separator element is continuously drained off by means of a scavenger tube which returns the accumulated oil to the system.

The life of the oil separator element is dependent upon the operating environment (soot, dust, etc.) and should be replaced every 12 months or 1000 hours, whichever comes first.

When replacing the element, the scavenger lines, orifice, filter and check valve should be thoroughly cleaned and the oil changed.

Scavenger line

The scavenger line originates at the receiver-separator tank cover and terminates at the rear of the air end. Once a year, or every 1000 hours of operation, whichever comes first, remove this line, orifice, filter (screen) and check valve. Thoroughly clean these parts, making sure the orifice is not *clogged*, and then reassemble

Excessive oil carry-over may be caused by an oil-logged separator element. Do not replace element without first performing the recommended maintenance procedure.

Exterior finish care

The external appearance of your compressor is important and requires regular attention. It should be cleaned using automotive-type detergents in mild soaps. A wax job is a good investment in protecting the exterior finish of your compressor. Good looking equipment on the job site is good publicity.

WARNING!

- If performing more than visual inspections: (1) disconnect battery cables, (2) open service valve and

Continued on Page 64

TROUBLE SHOOTING I-R PORTABLE COMPRESSOR

CAUSE

COMPLAINT

CAUSE	Short Air Cleaner Life	Excessive Oil In Air	Oil Seal Leak	Oil In Air Cleaner	Excessive Comp. Oil Temperature	Engine RPM Down	Will Not Unload	Safety Valve Relieves	Low CFM	Unit Shutdown	Unit Fails To Shutdown	Excessive Vibration	Won't Start-Run	Alternator Lamp Stays On	Alternator Lamp Stays Off	Engine Temp. Lamp Stays On	Engine Temp. Lamp Stays Off	Engine Oil Press. Lamp Stays On	Engine Oil Press. Lamp Stays Off	*REFER TO SECTION	
Dirty Operating Conditions	1		1		6				3							5					M
Wrong Air Filter Element	6					8			13												P
Defective Service Indicator	3																				P
Inadequate Element Cleaning	2								4												M
High Oil Level		1																			M
Out Of Level - 15°		2			2											7			3		O
Clogged Scavenge Orifice		3																			M
Defective Separator Element		8				9		7	12												P
Scavenge Tube Blocked		4																			M
Defective Scavenge Check Valve		5																			M
Defective Minimum Pressure Valve		7			14				11												P
Contaminated Lube Oil			2																		M
Malfunctioning Seal			6																		P
Scored Shaft			7																		P
Malfunctioning Inlet Unloader	5			3			5	6	9												P
Incorrect Stopping Procedure	4			1																	O
Dirty Cooler					5											6					M
Low Oil Level					3														2		M
Clogged Oil Filter Elements					7														5		M
Wrong Lube Oil			3		4														4		L
Malfunctioning Thermostat					12																P
Defective Oil Cooler Relief Valve					13																P
Recirculation Of Cooling Air					10											11					RA
Operating Pressure Too High			5		9	2		1	8							9					O A
Loose Or Broken Belts					8							1		1		8					M P
Blocked Or Restricted Oil Lines			4		15														6		—
Incorrect Linkage Adjustment						5			5												A
Clogged Fuel Filters						1							5								EM
Incorrect Pressure Regulator Adjustment						3	3	3	6												A
Ruptured Inlet Unloader Diaphragm				2			2	5													P
Defective Discharge Air Temp. Switch										7	1		11								P M
Defective Belt Break Switch										8	2		12			3	4				P M
Defective Engine Oil Pressure Switch										9	3		13					3			P M
Defective Shutdown Solenoid										10	4		14								P M
Malfunctioning Relay										11	5		15								P M
Loose Wire Connection										6			10	2	2		2				W P
Blown Fuse										1			3								P
Low Battery Voltage													2	3							—
Malfunctioning Start Switch													4								P
Defective Safety Bypass Switch																					P
9 Volts At Shutdown Solenoid										12			1								—
Malfunctioning Alternator														4							P
Bulb Burnt Out															1		1	1			P
Broken Engine Fan Belt										4			8			1					M
Malfunctioning Circuit Board														5	3	2	3	2			P
Ambient Temp. -125°F (52°C)					1											4					RA
Ice In Regulation Lines Orifice						10	6	8	14												RA
Sep. Tank Blown Down Too Quickly		6																			O
Dirty Air Filter						6			1												M
Malfunctioning Pressure Regulator						4	4	4	7												P
Malfunctioning Air Cylinder						7			10												P
Leaks In Regulator Piping							1	2	2												—
Compressor Oil Temp. Too High										3			7								TC
Engine Oil Pressure Too Low										5			9						1		TC
Out Of Fuel										2			6								—
Malfunctioning Fan				11								3				10					P
Rubber Mounts Damaged												2									P
Engine Malfunctioning						11				13		5	17			12			7		EM
Drive Coupling Defective												4									P
Airend Malfunctioning					16	12						6	18								P
Defective Safety Valve										9											P

Numbers (1, 2, 3, Etc.) Suggest Order To Follow In Cause Trouble Shooting

M - Maintenance
P - Parts List

O - Operating
L - Lubrication

RA - Review Application
A - Adjustments

EM - Engine Manual
W - Wiring Diagram

TC - See Complaint List

- 3) ensure discharge-air pressure gauge reads zero.
- Use extreme care to avoid making contact with hot surfaces (engine exhaust manifold and piping, air receiver and air discharge piping, etc.).
- Never operate this machine with any guards removed.

Trouble-shooting

Trouble-shooting for a portable air compressor should be an organized study of a particular problem or series of problems and a planned procedure for investigation and correction. The trouble-shooting chart which follows includes some of the problems that an operator may encounter.

The chart does not attempt to list all of the troubles that may occur, nor does it attempt to give those problems that are most apt to occur. To use the trouble-shooting chart:

- A. Find the "complaint" in the top horizontal line.
- B. Follow down that column to find the

potential cause of causes. The numbers (1, 2, 3, etc.) suggest an order to follow the trouble-shooting.

C. A reference for most causes is indicated in the extreme right column and the footnotes. For example: "M" stands for preventive maintenance.

Action plan

A. *Think before acting.*

Study the problem thoroughly and ask yourself these questions:

1. What were the warning signals that preceded the trouble?
2. Has a similar trouble occurred before?
3. What previous maintenance work had been done?
4. If the compressor will still run, is it safe to make further operational checks?

B. *Do the simple things first.*

Most troubles are simple and easily corrected. For example, most complaints are "low capacity", which may be caused by too low an engine speed;

or "compressor overheats", which may be caused by low oil level.

Always check the easiest and most obvious thing first. Following this simple rule will save time and trouble.

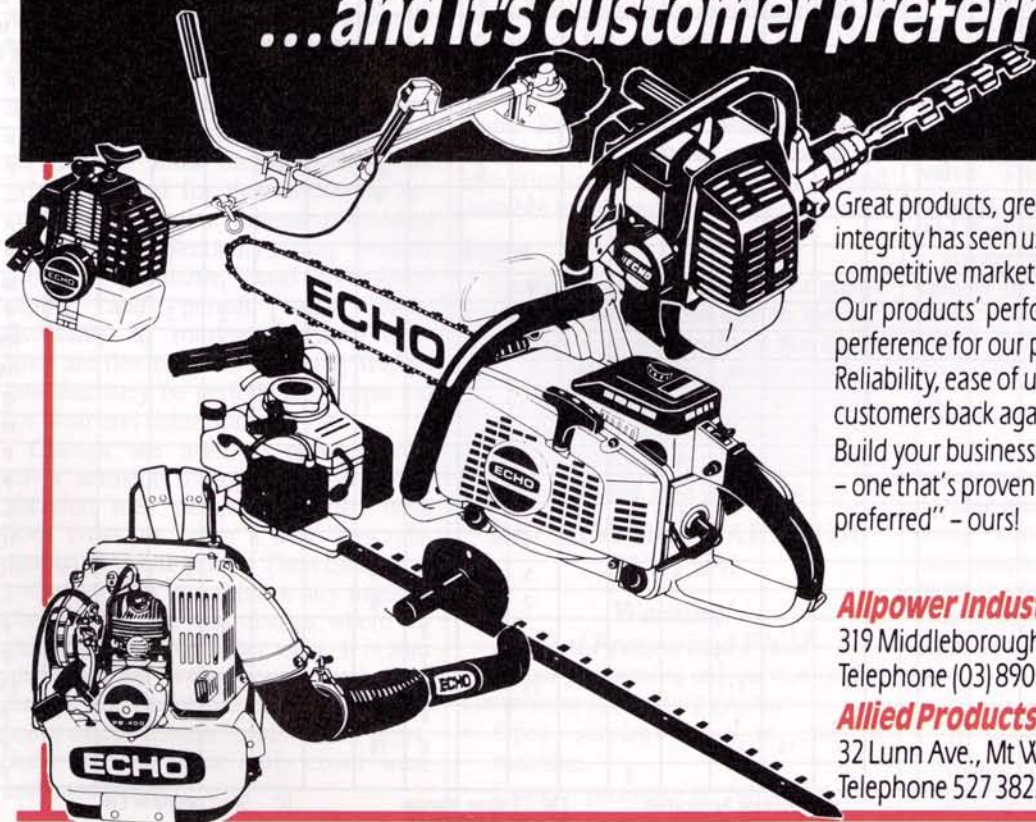
C. *Double check before disassembly.*

The source of most compressor troubles can be traced not to one component alone, but to the relationship of one component with another. Too often, a compressor can be partially disassembled in search of the cause of a certain trouble and all evidence is destroyed during disassembly. Check again to be sure an easy solution to the problem has not been overlooked.

D. *Find and correct basic cause.*

After a mechanical failure has been corrected, be sure to locate and correct the cause of the trouble so the same failure will not be repeated. A complaint if "premature breakdown" may be corrected by repairing any improper wiring connections, but something caused the defective wiring. The cause may be excessive vibration.

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Great products, great service and business integrity has seen us grow and thrive in a highly competitive market for decades. Our products' performance, and customer preference for our products, is well proven. Reliability, ease of use and a great range bring customers back again and again. Build your business on a better product range - one that's proven and already "customer preferred" - ours!

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

Allied Products Company Ltd.
32 Lunn Ave., Mt Wellington, New Zealand.
Telephone 527 3823. Fax 527 1734.

IBA 1666

Dembicon Produces Australia's First All-Purpose Pavement Saw

The first all-purpose compact pavement saw to be manufactured in Australia has been released by leading diamond tool equipment specialist, Dembicon Australia.

Dembicon's managing director, Mr Lloyd Williams, said the new high performance COMPAC pavement saw was one of the most advanced saws produced by the company and represented a breakthrough in saw design in Australia.

"This unit has redefined small saw technology for the 90s and beyond," Mr Williams said.

"COMPAC's unique design offers standards of portability, manoeuvrability and ease of operation unequalled by any previous locally manufactured pavement saw."

Dembicon expects strongest sales of the COMPAC to concrete contractors, hire companies, councils and sawing and drilling contractors.



Australia's new "COMPAC" — Dembicon Australia already enjoying strong sales to concrete contractors, hire companies, councils and sawing and drilling contractors.



The first all-purpose compact pavement saw to be manufactured in Australia — "COMPAC" by diamond tool equipment specialist, Dembicon Australia.

It is a high performance, light weight and versatile unit which saws through floors, roads, footpaths, driveways, parking lots and patios and is also used for decorative outlining in asphalt and concrete.

"This unit has redefined small saw technology for the 90s and beyond"

COMPAC features a strong 1/4" (7mm) ruggedly built yet compact structural steel frame and baseplate with rolled edges for longer life.

Fingertip controls on the folding handlebar include Dembicon's exclusive raise/lower mechanism to infinitely vary blade depth. Its 14" (360mm) blade capacity can cut to a depth of 4-5/8" (116mm).

Sturdy 10" (254mm) rear wheels mean the new unit can be easily walked over curbs and other obstacles.

COMPAC's power source is the dependable Briggs & Stratton Vanguard 8hp petrol engine although optional models available are the 7.5hp Robin, 8hp Robin and 8hp Kohler.

Mr Williams said Dembicon's comprehensive range of conventional and laser-welded diamond blades could be used on all COMPAC models.

Dembicon is Australia's largest diamond tools specialist, supplying diamond tool and blade requirements through offices in Adelaide, Melbourne, Sydney, Brisbane and Perth.

The company is also a major supplier to the South East Asian region through offices in Singapore and Hong Kong as well as on the west coast of the United States.

For further information, please contact: Lloyd Williams, Dembicon Australia
Phone: (08) 297 4022

BP Turns to Portables

MOBILE portable business buildings from hire company, Prestige Portables, have helped BP Australia with its extensive service station upgrading program in NSW.

Shop and cashier areas needed complete refurbishing at many outlets, but the company did not want to lose income by closing down while the work was done.

Prestige Portables provided standard, 6 metre by 2.4 metre business buildings, fitted with steel shelves for display purposes, and a cashier's desk.

The buildings were slid off the back of tilt-tray trucks onto service station driveways or other convenient positions.

Consultant engineering officer, Mike Allen, who ordered the buildings for

BP, said he had used them previously when working for other oil companies.

"They are basic, but quite good for short-term use," he said.

"I am very satisfied, not just with the concept, but with Prestige Portables' attitude and their willingness to please."

Prestige Portables hires mobile business buildings, as well as factory-built, modular buildings for a range of purposes, over short of long terms.

Standard units come in 2.4 metre and 3 metre widths, from 2.4 metre to 12 metre long, and can serve as offices, specialists training rooms, guard shacks, meeting areas, first-aid rooms of ablation units.

Standard, ready-built buildings can be delivered within 48 hours, while made-to-order buildings and complexes can be provided in 10 days from agreement on design.

Portable offices are bright modern, insulated and can be carpeted, air-conditioned and fully-furnished.

Prestige Portables has branches in Sydney, Newcastle and Brisbane.

Prestige Portables Pty Ltd,
15 Rowood Road, Prospect, 2149
Phone: (02) 688 2688 or (toll free) 008 26 7979



A portable business building from Prestige Portables in use at a BP service station.

Ozone Releases New Range of Portable Mancoolers

Ozone Manufacturing has developed a new range of Portable Cooling Products for the 90/91 Australian summer. The comprehensive range covers all industrial applications including the cooling of people, products and machines, as well as ventilating, exhausting and drying.

A key product in the new range is the Portable Mancooler. The model shown is 480mm in diameter and delivers 2,500 litres per second of air. A larger 610mm size is also available.

The Ozone Portable Mancooler provides a powerful air stream which is particularly effective in situations where there is intense local heat. Typi-

cal applications include factories, workshops, garages, foundries, mining,



bakeries and laundries. Usage can be indoors or outdoors. The product features pneumatic wheels, push handle, swivel head and safe-finger proof guards to Australian Standard AS1219. Drilled flanges allow connection between flexible ducting if required. The robust and compact construction is finished in durable powder coating.

All products in the range are Australian made and supported by Ozone's full backup.

For further details, contact:
Ozone Manufacturing Pty Ltd,
6 Howards Road, Beverley, SA 5009
Phone: (08) 268 5401
Fax: (08) 268 5211

HIRE ASSOCIATION OF NEW SOUTH WALES

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FAX: (02) 899 3419

INSTRUCTION SHEET ORDER FORM

I wish to order sets of the Instruction Sheets and Binder.

I enclose my cheque for \$....., representingsets at \$120 each, plus \$5.00 postage

NAME OF COMPANY:

CONTACT NAME:

MAILING ADDRESS:.....
.....

PHONE NUMBER:..... DATE OF ORDER:.....

SAFETY TAGS ORDER FORM

To: Hire Association of NSW, PO Box 613, Baulkham Hills, 2153

FROM: (Name of Company)

ADDRESS.....
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CONTACT PERSON: PHONE:.....

COLOURS REQUIRED AND NUMBER OF EACH:

REDBLUEORANGE

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The Promise of Power

Aggreko's fundamental attitude to its "Promise of Power" has led to the largest generator hire fleet in the world with thousands of locations daily providing the best guarantee of all: that Aggreko will always back its promise with more experience than anyone else.



Canopied "Hushpower" 60kva Generator and Load Bank.

Aggreko Generator Rentals' head office is based in Melbourne with branches situated in Sydney, Newcastle, Adelaide, Brisbane, Perth, Kalgoorlie, Darwin and Tasmania.

Aggreko Generators range in power from 15 to 1825 kva in single units or in multiples to suit the applications required. Also available are Cable, Transformers, Load Banks Resistive and Reactive and Fuel Tanks.

Canopy (Hushpower) Generators

15 kva to 400 kva at 50 Hz single or three phase, Hushpower is Aggreko's contribution to a better environment and better site conditions. 65 dB(A) at 15 metres is typical across the range.

Practical design comes first. Not content with engineering down to the market price, Aggreko has made a decision which ensures high spec. gen-

erators in the hire fleet — a decision which reverses the myth that hiring is a second choice to purchasing.

High standard of construction...

- heavily engineered (105wg-3mm) steel enclosures
- recessed positive-action access handles
- easy cable connection and protected cable routine
- integrated and protected exhaust system with spark arrester residential silencer
- generous fuel storage (at least 10 hours and in many models nearer 20 hours)
- substantial frame with convenient lifting points
- high-quality IP 56 waterproof DIN instruments to display frequency (Hz), phase voltage (V), and phase load (A).
- stainless steel control panel on most models
- simple start/stop controls and a full load circuit breaker with overload and short circuit protection
- automatic protection on overspeed, high water temperature and low lubrication pressure.

Experience make Hushpower Generators the best value, and thousands of sets in operation speak (quietly) for themselves.

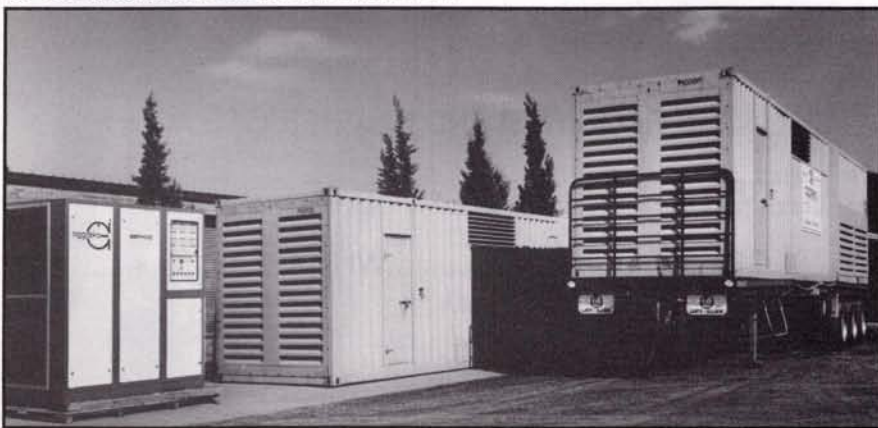
Containerised Generators

250 kva to 200 kva up to 1250 kva in 20ft (6.1m) ISO Container up to 2000 kva in 40 foot ISO Container.

Building engine generator sets into ISO container is now so widely accepted as an effective method of forming a portable plant room, it is hard to believe that only fifteen years ago the norm was a "piecemeal" fabricated steel housing. But it was well before that Aggreko, as pioneer of containerised sets, recognised the wisdom of using a widely accepted, highly rigid "box" which is already the subject of an internationally standard transport infrastructure.

Now, more than a decade on, container generators form the backbone of the largest diesel powered rental fleet in the world. There is, however, much more to it than simply putting a generator in a "box"... and the "Aggreko Container Generator" owes much of its popularity to the fact that it has been developed specifically for use on-location... any location, however hostile.

40" Containerised Generators and Load Bank



Power plant in containers can now be supplied from as little as 25 kva right through to 2000kva and beyond. Taking as prime considerations ease and comfort of operation and cost effectiveness, the standard range starts at 250 kva and rises to 2000 kva.

When multi-megawatt load presents itself, a multi-container group with a complimentary control/switchgear container provides the best solution. Indeed, this solution has proved so popular that 3, 4, 5 and even up to 15 KVA systems have been provided, operated in base load duty mode for offshore topside erection, semi-prime-power for construction site operation and standby for industrial process protection.

Container Hushpower

Noise control for larger generators is relatively expensive if it is correctly engineered — another important reason for hiring and not buying. The container itself is a substantial and rigid box which provided an excellent starting point, but Aggreko has added the ingenuity and quality of construction necessary to dissipate the noise energy whilst still achieving a convenient and comfortable generator housing.

Consider the advantages:-

- Larger power supplies can be ordered from 25 kva to 5000 and beyond
- A few days later... One or more con-

tainers are parked on site

- A few minutes later... The power supply is immediate (subject to cable connection)
- When the sets are not longer needed... Aggreko will just collect them.

Ancillary Equipment

Distribution units single and three phase available. Fuel Tanks, Cable, Load Banks and Transformers.

For further information:—
Aggreko Generator Rentals
Toll Free
(008) 335 268.

New Knuckle Boom for Inside-Outside

A NEW dual-fuel knuckle boom, which can switch quickly between inside and outside work, is the latest addition to Australian Hi-Reach Rentals' large fleet of access machines.

Outdoors, the machine runs on petrol; indoors, non-polluting LPG takes over.

Australian Hi-Reach Rentals has purchased 16 of the Marklift machines in 30KB, 41KB and 45KB models.

Apart from their flexibility, they have more speed than electric powered models, and are quicker and easier to move around.

They also have the capacity to handle rough terrain on construction sites.

Increased gradability enables them to climb slopes of up to 18 degrees, compared with five degrees for electric-powered models.

The dual-fuel models enjoy the normal advantages of knuckle booms with their long reach and ability to manoeuvre in narrow spaces and get up and over obstructions.

This means regular operations can continue while the machine is working overhead.

Knuckle booms are popular with workers because of their safety, compared with traditional methods of



The dual-fuel knuckle boom from Australian Hi-Reach Rentals.

reaching high places.

The 45KB has a work platform height of up to nearly 14 metres and a load capacity of 226kg, while the 30KB has the same load capacity and a working height of nine metres.

With a width of only 1.22 metres, the 30KB can manoeuvre in the narrowest aisles. The larger model is only slightly wider at 1.75 metres.

Two men can work from the machines, using dual joy-sticks. Knuckle booms can be driven in any configuration and, because of the weight of the base, outriggers are not needed.

Australian Hi-Reach Rentals has a fleet of more than 300 access machines

spread between its outlets in Sydney, Newcastle and Brisbane.

They include electric scissor lifts in various sizes, dual-fuel rough terrain scissor lifts, trailer-mounted "cherry pickers", and boom lifts.

With 34 different models, no job is beyond their reach.

For further information, contact:

Sydney — Bill McLeod
(02) 632 5477; Newcastle — Bob Lester, (049) 58 7588; Brisbane — Terry Foster (07) 379 9677.
Australian Hi-Reach Rentals,
575 Woodville Road,
Guildford, NSW 2161.
Phone.: (02) 632 5477

Ford New Holland Skid-Steer Loaders Speed All Kinds of Work

Three Ford models team with a variety of attachments and hydraulic tools — ideal for the rental and hire industry.

Ford Skid-steer loaders have the versatility to handle all kinds of work.

They can shift, load, level, haul, grade, backhoe, trench, backfill, dig, sweep, filter topsoil, dig postholes, and do many other jobs. Often they work at a higher rate of speed than other types

of equipment because they can get in and out of tight spots.

You can quickly and easily change most attachments. The Ford quick-attach system provides two over-centre clamps that allow you to connect and disconnect attachments quickly and easily.

You choose from three Ford skid-steer loaders to match your power and work requirements.

21.3kW (28.5hp) Ford L-455 delivers 885kg breakout force and lifts 624kg to a maximum height of 2508mm. Safe working load 544kg.

315kW (42.4hp) Ford L-555 lifts 793kg to a maximum height of 2845mm. Breakout force is rated at 1282kg. Safe working load 773kg.

42.5kW (57hp) Ford L-785 provides 1841kg breakout force and lifts 998kg to a maximum

height of 3086mm. Safe working load 930kg.

Ford New Holland has now introduced an important new safety feature on its range of Ford skid-steer loaders.

The operator restraint system is now interlinked with the engine starter circuit and loader hydraulics — the machine cannot be started or operated unless the operator is sitting down and belted up.

Ford New Holland describes the new system as a significant safety advance.

It is one of the company's responses to government concerns at injury levels in the industrial and farming sectors.

The skid-steer seatbelt is a single reel lap strap identical in operation to the inertia systems fitted in cars and commercial vehicles.

It is possible for an operator go off the machine and leave the engine running, but the act of releasing the belt activates a spring-loaded cut-off spool which disables the loader hydraulics.

The system is described to be simple and foolproof.



Handy Hint

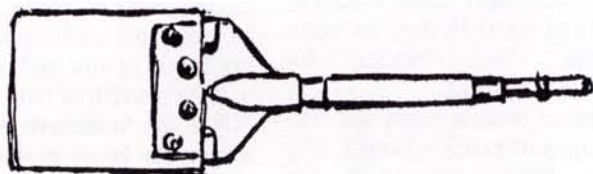
Submitted by Bob Snowden (Flextool) Qld

Many hirers report frustrating attempts at keeping bolts tight on the Kango floor cleaning tool.

On a recent visit to North Queensland, I was shown how to overcome this problem by John Stanwick and Greg Paterson of Prohire at Cannonvale (near the Whitsunday Islands).

Firstly, the holes in the cast yoke are drilled out to clear ½" bolts, then tap out holes in the rectangular backing plate to ½" UNC.

When tightening bolts through yoke into backing plate, be sure that bolts protrude enough through the plate for



KANGO FLOOR CLEANING TOOL

Nyloc nuts to be fitted on the other side. Also make sure, that the Kango gasket is used on either side of the blade.

The combination of tapped holes and Nyloc nuts seems to do the trick.

Editor's note:— The above tip from my valued correspondent has been sighted and approved for publication by the management of Kango Australia Pty Ltd.

New Automatic One-Man Laser Level

The David White AEL 300 is a second generation automatic laser level. It has the same technology as compact disc players and has no safety requirements whatsoever. Using a rugged but simple pendulum self leveling and foolproof control, it enables one man to take levels over a site of 200 metres diameter. The laser has a simple clean design and is powered by 3D sized throw-away batteries. Being a second generation electronic level, David White took a lot of care to design efficiency, thus reducing cost of manufacture and offering large price reductions over previous units without sacrificing quality or performance.

Join the change to Laser Levels

Electronic laser levels are the new labour efficient way of taking levels and over the next 5 years will take over from dumpy levels as the most widely used instrument. There is now a growing demand for hire.

With the David White AEL-300, there is at last an electronic level suited to plant hire.

Benefits to the Hire Company

Increased return and turnover, with an up-to-date labour saving product that is reliable, rugged and easy to maintain.

Benefit to the User

Saves one man, easy to use, eliminates operators sighting errors and communication problems and allows readings to be taken to 100 metres or more.

This product is 100% safe under all conditions and unlike other lasers require NO operator training, NO safety officers and NO safety signs as it uses the same technology as compact disc players. The AEL-300 is very easy to use. The operator is at the workface, not peering through a level and able to both supervise and monitor or take levels at the same time.

We are starting to aggressively promote the AEL-300 but have found a rental demand which is not realistic for us to attempt to satisfy.

Product reasons why the AEL300 is suited to plant hire

It is rugged but simple to use. During manufacture, each unit spends 10 minutes on a paint shaker and is calibrated to within 1/1000 of a millimeter. It comes in a convenient well designed carry case and will stand up to builder/contractor use. The self-leveling system is made of dacron, which is incredibly strong and magnetically dampened. It cannot jam and is unlikely to break during onerous wear and tear situations over its lifetime. Calibration checks are simple and adjustment is easy.

The AEL-300 is not rechargeable, but it runs off 3 "D" cell torch batteries and the receiver has one 9 volt battery. For each hire you should sell a set of batteries. The batteries are easily fitted, thus users and hirers should not be caught with flat batteries.

Financial reasons why AEL-300 is suited to hire

Hirers of laser levels will be looking to reduce labour and will tend to be working on larger projects and therefore will be taking the equipment for longer periods. The cost of making the hire will be the same as for a dumpy level however, the amount of the hire will be approximately double, so the return, less cost, will be proportionally

better. Once users are aware of the benefits of the AEL-300 they will be asking for it and if you do not have AEL-300 in your fleet you may miss out.

Small operators can use the AEL-300 by themselves, but require a second person for a dumpy level, therefore will be happy to pay the extra as they have very little alternative. Several people can use the one AEL-300 at the same time with extra detectors.

Advertising

We will soon be advertising the AEL-300 in the Victorian magazines to the building and construction industry, that the AEL-3 is available from Hire and Rental Association members.

The AEL-300 is available as a special package of \$2995.00, including sales tax. This covers one laser, carry case, C6 Detector, tripod and a staff. To assist you we will personally demonstrate to your staff, run through checking and maintenance procedures plus correct method of use - which is very simple.

Please do not hesitate to contact us as we would be very pleased to demonstrate.

For details:
Jeff Lacey,
Laser Systems Pty Ltd
1/47 Taunton Drive
Cheltenham, Vic. 3192

Gone Bananas over Adelaide

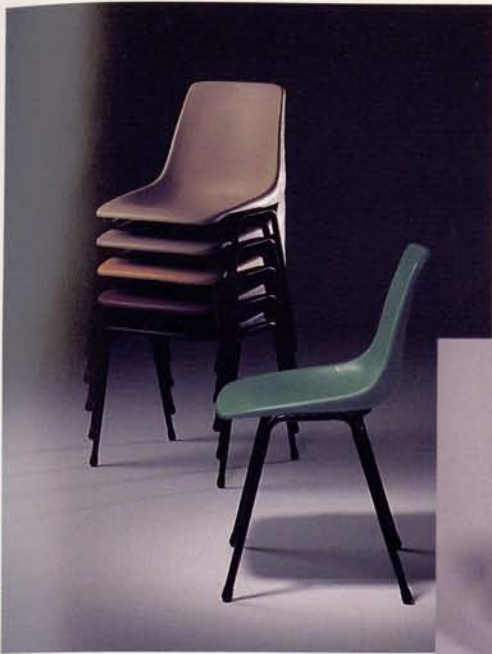
The rigors of travelling from Coffs Harbour to Adelaide certainly didn't deter Bruce and Lorraine Thorsby from enjoying every minute of the Convention programme. Seems the subtropic climate at Coffs is excellent for preparing stayers as they backed up for the Barossa Tour the morning after the Ball!



Bruce and Lorraine Thorsby, All Ways Hire Service, Coffs Harbour, NSW.

ADVERTISERS INDEX

Name	Page No.	Name	Page No.
A.E.T.C.O.	26	Kango Australia Pty Ltd	23
All Power Industries Australia Ltd	64	Karcher Pty Ltd	56
Austoft Industries Limited	13	Kawasaki Motors Pty Ltd	53
Australian Slimline Trestles	39	Komatsu (Aust.) Pty Ltd	12
Bay Textiles Ltd	35	Lister Petter Australia Pty Ltd	31
Bianco Builders Hardware	54	Makita (Aust.) Pty Ltd	24
Blackwood Hodge (Aust.) Pty Ltd	49	Malmquist Mast Climbers Pty Ltd	42
Briggs & Stratton Pty Ltd	21	Midcomp Pty Ltd	19
Commonwealth Development Bank	15	Namco Furniture	i/b/c
Compact Disc Juke Box Party Hire	37	Oamps International	5
Compaction Equipment Pty Ltd	47	Oldfields Pty Ltd	46
Dunlite Power Generators	19	Pacific Pumps Co.	9
Electric Eel Aust. Pty Ltd	22	Parklands Trading Pty Ltd	52
Equipment Hire Service	43	Pressure Masters Pty Ltd	50
Flextool (Aust.) Pty Ltd	18	Quinns Canvas Goods	37
Form-Quipp Australia Pty Ltd	54	Road Signs	60
Fredman Tables	36	Sico South Pacific Ltd	38
G.L. Distributors	34	Stihl Pty Ltd	29
Hatz Aust. Pty Ltd	55	Talon Snorkel Pty Ltd	16-17
Hoecker Structures Ltd	48	The Software Link Pty Ltd	i/f/c
Hyster Australia Pty Ltd	f/c	Transmission Technology Pty Ltd	44
Ingersoll-Rand	41	Trilogy Business Systems	20
Itec Products	28		
Johnson & Johnson Australia Pty Ltd	40		



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175 c.f.m. of air at 100 p.s.i.

Features include:

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- ➔ Fully silenced - suitable for built up areas
- ➔ All steel canopy.



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