

HIRE and RENTAL

Industry Quarterly

JANUARY 1991



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COVER STORY

EXCITING NEW MODELS FROM ISEKI

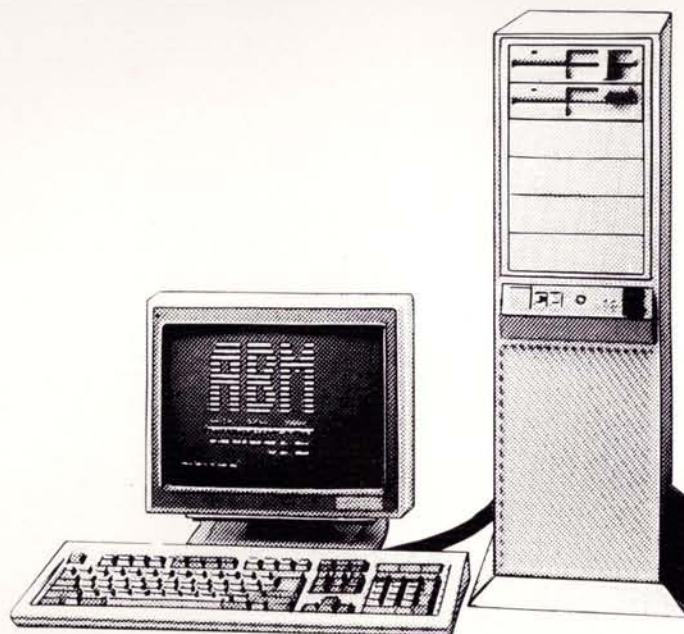
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SYDNEY CONVENTION PREVIEW

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DARLING HARBOUR AUGUST 91

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Hire Association Directory

National Association

President: Pat Pearce (08) 371 0750
Secretary: Rolf Schufft (02) 957 5792
65 Berry Street,
North Sydney 2060

New South Wales

President: Bruce Fraser (02) 525 3333
P.O. Box 613,
Baulkham Hills 2153
Executive Officer: Christine Stewart
(02) 634 2964
Fax: (02) 899 3419

Victoria

President: Michael Conroy (03) 353 4411
Secretary: Lois Ziebell (03) 720 1835
Fax: (03) 729 7936
12 Rachelle Drive,
Wantirna 3152

Queensland

President: Ian Kennedy (07) 266 1766
Secretary: Linda McInnes (07) 371 9996
Fax (07) 371 4117
P.O. Box 1528,
Toowong 4066

South Australia

President: Mark Cambridge
(08) 391 1688
Secretary: Bob Firth (08) 373 1422
136 Greenhill Road,
Unley 5061

Western Australia

President: Mr K. Baldrey
(09) 451 9555
Secretary: Mr R. Lowry (09) 277 4144
Fax: (09) 478 1359
Coates Hire, P.O. Box 154
Belmont 6104

New Zealand

Director: Kelvin Strong (04) 73 6514
Fax: (04) 73 2930
P.O. Box 12013, Wellington

Zone 1 (South Island):

Director: Mr Trevor Tuffnell, Richmond
Secretary: Mr D. Lusty,
238 High Street,
Motueka

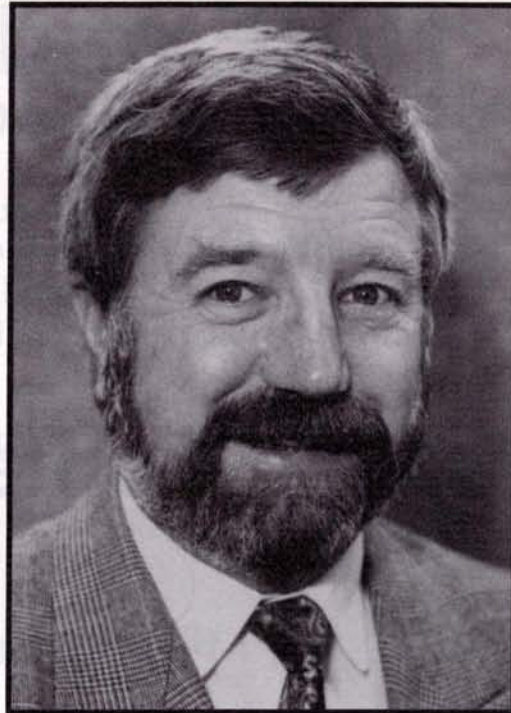
Zone 2 (Lower North Island):

Director: Mr Russell Miscal
New Plymouth
Secretary: Mr A. Mitchell
Levin Hire Centre,
Main Road South, Levin

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

A new year has dawned, and last year's survivors can look back with some satisfaction that they are still around, whilst many of the large conglomerates have fallen.

With difficult times still predicted ahead of us, we should make sure that we have learnt well from the unfortunate failure of others.

A solid base established now will ensure the utmost benefits when better times arrive.

It would appear that there is some change for the better regarding Employer—(union)—Employee relationships and bargaining and we should be sure to have an open mind in this area. With the diverse nature of our industry, it is very difficult to approach this area with a uniform goal. This applies to almost all Legislation affecting our Industry, as so much of it is of a State nature, and makes it almost impossible for us to act as a National Body to achieve benefits for all Members.

To this end, knowing that many Members do not attend any State Meetings a "Letter to The Editor" section is commencing in this issue of our magazine. Please let us know your problems and areas that you feel we might be able to tackle as a National Body for the good of our Industry.

I wish you all a Happy and Prosperous New Year.

HIRE and RENTAL

Industry Quarterly

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



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Suite 2, 29 Newland Street
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Tel: (02) 389 7998

(02) 387 7861

(02) 387 7858

Fax: (02) 389 8348

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EDITOR:

Ken Benson

ADVERTISING MANAGER:

Greg Kelson

PRODUCTION MANAGER:

Terry McOmish

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CONTRIBUTIONS AND PRESS RELEASES:

Please forward to Ken Benson, Editor,
Hire and Rental Industry Quarterly
P.O. Box 308
Rose Bay, NSW 2029

Rental Calendar

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

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
Contact: Kelvin Strong
Hire & Rental Assoc NZ
PO Box 12-013
Wellington North, NZ
Tel: (04) 73 6514

JUNE

26-28 Hire & Rental Association NZ
Convention & Equipment Exhibition
Wellington
Contact: Kelvin Strong
Hire & Rental Assoc NZ
PO Box 12-013
Wellington North, NZ
Tel: (04) 73 6514

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

National Council Report

Well known lobbyist Peter Cullen believes that the industry has good grounds to argue that stamp duty applicable to hired equipment be reviewed by the state authorities.

In particular Mr Cullen suggested that government may consider favourably a system whereby short term hire agreements are exempt from payment of stamp duty. For instance in the most extreme form a wheelbarrow that is hired out twice a day attract stamp duty twice. The minuscule amount of duty and the necessary paperwork involved make the cost of collecting that revenue greater than the amount collected.

A review may well be pursued through the National Association and currently being considered by the State Associations.

The Building Industry Sub-contractor Association is campaigning to have the NSW Government introduce "Security for payment legislation" for the construction industry. The legislation would require a series of fiduciary trusts to be set up to ensure that all monies paid from owner to builder to sub-contractor to supplier and wage earners is used to satisfy all costs associated with the project. This of course includes payment for all plant and equipment hired. If legislation is passed in NSW, other states may follow.

The National Convention for the coming 4 years will be held:

1991	—	Sydney Convention Centre
1992	—	Conrad International — Qld
1993	—	World Congress Centre — Melbourne
1994	—	Perth

The deregulation of the airline industry and anticipated reduced airfares has encouraged the Western Australian members to stage the 1994 convention in Perth. This is the first occasion that our convention will be held in WA and will no doubt attract many members from the eastern states and overseas.

Upon completion of the National Safety Training Manual, the Association may need to develop a Code of Practice for the industry. The authorities in SA have already mooted that such Code will be required.

Merry Christmas and a financially rewarding New Year.

Rolf Schufft
Secretary

AMERICAN RENTAL ASSOCIATION
36th Annual Convention and Rental Equipment Show
NEW ORLEANS, LOUISIANA
23 - 27 February 1992

This fabulous destination offers everything you would expect of that trip-of-a-lifetime. Renowned for fine French and Creole cuisine; the exciting music of Bourbon Street; the paddlewheel boats of the mighty Mississippi; the incredible Mardi Gras; and now the venue for the American Rental Association Convention and Trade Show.

You'll experience the lifestyle of the "Cajuns"; go back in time to the days of "Gone With the Wind" and shop to your heart's content in the many wonderful boutiques.

Plus

New Orleans in 1992 extends to you the opportunity to talk to others who share your professional needs and interests. A place where you can inspect first hand the latest equipment innovations with over 600 suppliers exhibiting rental products. A variety of educational seminars where ideas will flow, will be available for your participation.

New Orleans in 1992 ... Be There !!

For further information concerning registration for the seminars, exhibition details, and discounted travel arrangements, cut out and return the coupon below to **Kuoni Travel** at the address indicated.

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36TH ANNUAL CONVENTION AND RENTAL EQUIPMENT SHOW
NEW ORLEANS
23 - 27 FEBRUARY 1992



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Company.....

Address..... Post Code

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I intend: Attending the Convention [] Exhibiting []

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Fax: (612) 290 2273

Or contact Catherine Ross/Sharon Bain on: Telephone: (612) 290 2577

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HIRE & RENTAL ASSOCIATION OF NEW ZEALAND INC
PACIFIC REGION CONVENTION
25 - 27 April 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.

Kelvin Strong, Executive Director

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Introducing the Hako Minuteman 290 Vacuum Series



The new Hako Minuteman 290 Vacuum Series released by Hako Australia has more power, more convenience and greater productivity. Built tough from their heavy-duty lid assemblies down to their sturdy ball-bearing castors these vacuum cleaners, designed for industrial and commercial use, will provide years of dependable service.

The lightweight 15-litre dry model and 25-litre wet/dry model are compact and portable. Perfect for smaller cleaning jobs. The versatile, high-performance 60 litre wet/dry model is ideal for heavy-duty cleaning tasks. The 60-litre model is available with single or twin motors that operate separately or together to pick up the most stubborn liquid or dry debris.

Polyethelene tanks which are non-corrosive and dent-proof means durability and virtual indestruction. These units are also exceptionally quiet with state-of-the-art, polypropylene lid assemblies which are acoustically designed to minimise noise to 75db. The 290 Series vacuums are also easy to use with a "sure-grip/quick-release" mechanism which makes it easy to connect and remove hoses.

For even greater cleaning effectiveness, these machines use non-woven, polyester bags that are 99.9% efficient at 3.0 microns with 50% more filtration area than standard bags, and with a patented self-sealing intake, a positive vacuum seal for maximum suction power is ensured.

Each model comes with a complete tool kit that has all the accessories for virtually all cleaning applications.

For further information contact:

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Unit J/10-16 South St, Rydalmere, NSW 2116

Phone: (02) 684 2433

Tax Probe Insurance

Companies and individuals targeted for audits by the Australian Tax Office can now obtain insurance cover against the potential cost of an investigation.

The new insurance policy — Tax Probe — provides cover for professional fees incurred during an ATO investigation in the important areas of sales tax, fringe benefits and personal income tax.

Tax Probe provides cover in three brackets: up to \$10,000, \$20,000 and a ceiling of \$50,000. It covers the policyholder for the fees of accountants, taxation agents and legal advisors used in complying with an official audit or investigation.

"Tax Probe insurance is primarily directed to small to medium-sized businesses, and wage and salary earners."

"Any individual or company which lodges a taxation return through a tax agent or accountant can apply for a policy."

Tax Probe reflects the increasing attention the ATO is paying to areas such as sales tax and personal income tax.

A surprise audit by ATO investigators is more likely today than ever before and the professional costs of complying with an audit can be substantial.

"When investigators arrive at your doorstep to probe your financial affairs, you're going to end up out of pocket even if they find that your books are in perfect order," Mr Norman said.

"Because the whole field of taxation is becoming so complex, companies and individuals under assessment need to pay for specialist advice which is expensive and disruptive."

"Even a straightforward investigation can disrupt your business. To minimise this, the company or individual under scrutiny needs to provide the investigators with accurate information quickly, which means paying tax and accountancy experts to assist the investigators."

"Tax Probe insurance offers policyholders protection against these often unexpected costs, for payment of a small premium."

Random audits (or "Special Examinations") by the ATO often mean

government investigators will arrive unannounced as they prepare to go over your books.

While they might move in swiftly, their investigations can proceed slowly — depending on the state of your financial records, the size of your business and the scope of their audit.

It is estimated that a basic taxation "Desk Audit" takes from six to 12 hours, while a "Field Audit" takes from 12 to 40 hours. More complex sales tax audits can take up to three months, although most are done inside four weeks.

Tax Probe policy covers payment of professional fees from the start of the audit or investigation up to a maximum period of twelve months or until the final notice it receives from the ATO, whichever comes first.

The policy does not cover any fraudulent activity.

For further information contact your Association or the local office of Oamps Robinson Australia Pty Limited, your Association Endorsed Broker.

The Hakomatic SBR 50/60

With the problem of removing ground-in dirt, fats or grease from water-resistant hard floors ranging from PVC to concrete, the Hako Hakomatic SBR 50/60 provides the ideal solution.

Battery-operated, the machine achieves wet-scrubbing and drying of medium-sized cleaning tasks in a wide range of situations. The SBR 50/60, available with a 50cm brushhead (cleaning up to 1800 square metres per hour) or 60cm brushhead (cleaning up to 2100 square metres per hour), is self-propelled and equipped with an infinitely variable forward and reverse speed control for ease of operation.

With its intensive scrubbing action, extra wide squeegee and strong suction, surfaces can be walked on immediately after cleaning. Cleaning under shelves, into recesses and right up to walls and skirting, is catered for by the brushhead protruding beyond the machine body,



and adjustable brush pressure ensures that brushes adapt independently to the degree of dirt.

The solution and water tanks are next to one another and immediately above the axle to provide the most favourable weight distribution for ease of handling, and with all controls within the operator's reach, the SBR 50/60 is easy to operate. The stainless steel tanks are

provided with level indicators, overflow shut-off and an easily accessible filter cap, and a flexible hose enables dirty water to be emptied directly into a bucket.

For further information contact Hako Australia Pty Ltd,

Unit J/10-16 South Street, Rydalmere, NSW 2116, or call us on (02) 684 2433.

From the Editor's Desk

by KEN BENSON, EDITOR

From all associated with the production of this magazine, may I wish all our readers a Prosperous New Year, a speedy return to profitable trading and prudent expansion.

Included in this issue are details of several important matters needing your attention. Contained in each individual State Report are the dates and venues of the Annual General Meeting. From newsletters crossing my desk it is evident that interest in these important meetings varies from State to State, but surely it is in your interest to not only attend but nominate for a position wherever necessary. National President Pat Pearce has touched on this subject in

his quarterly report whilst the National Councilors I spoke to in Adelaide all expressed the desire for strong state support to supplement the National body.

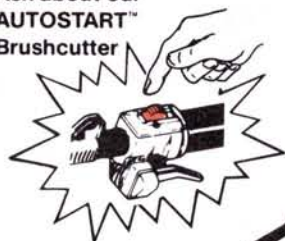
Speaking of Adelaide, conventions come readily to mind. You may have noticed in previous issues that a Calendar has been included to allow you to plan ahead for State fixtures or in some cases overseas exhibitions. Included in this Quarter are profiles of two of the keynote speakers in Sydney during August, together with a programme to help with your bookings. Further to this are references to the Conference in Fiji which is being hosted by the New Zealand Hire Association and co-hosted by Australia,

Canada and the American Rental Association. If that's not enough, I have included an outline for the early birds thinking of travelling to New Orleans to the A.R.A. Convention in 1992.

Finally, you will have noticed in the President's Report that the introduction of a "Letters to the Editor" segment will commence in April. Basically what I am seeking is constructive letters dealing with all aspect of your involvement in the Hire Industry, whether they be frustrating, rewarding, humorous etc. It is your magazine and a healthy forum of ideas can only benefit the members, so drop me a line by mid-March in time for the April issue.

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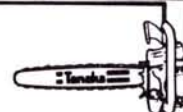


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That's what Frank Merino, professional gardener, had to say about his Kawasaki HE130A - Australia's only truly purpose-built edger. Featuring a powerful 3.1hp engine and ultra-reliable electronic ignition, the HE130A has been designed to take the toughest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

We'll leave the last word to Frank:

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Iseki's New Models Mean Exciting Features for Tractor Buyers

With the release of its latest small and medium tractors, Iseki has set a new standard for tractor features and operator comfort.

Visitors to the Field Days will be able to inspect models from Iseki's new TU (small) and TA (medium) tractor Series ranging in power from 12.9 (17.5hp) up to 39kW (53hp).

There are two models in the TU Series and four in the TA Series. Depending on model, options available include two and four wheel drive versions, manual and hydrostatic transmissions, agricultural and turf tyres, and factory-fitted cabins.

Iseki's dramatic "new era" styling, together with major advances in operator access, comfort and safety, set the tractors clearly ahead in the race to provide the buyer with a real advantage.

Each tractor has a clear, uncluttered flat deck - easy to mount and dismount from, free of obstructions and isolated from vibration. Steering columns can be locked in any one of the three positions on some models - ensuring comfort and safe, effective operation.

Pedals are pendant-mounted to maximise clear deck space and yet remain comfortable to use. Frequently used control levers are beside the operator's seat for easy access. The sloping bonnet permits excellent forward visibility - a benefit to both work and safety. Mufflers are mounted under the bonnet to further reduce visual obstruction.

The diesel engines used are quiet, fuel efficient and vibration free.

Iseki's popular straddle-type tractors from the TX and TE Series are still available for customers who need or prefer this type.

Iseki TU Series - Compact Comfort

Fatigue-free operation and safety were design pre-requisites for the new TU Series tractors.

The new TU318 (12.9kW/17.5hp DIN) is offered in popular four-wheel drive form with either a manual or HST (hydrostatic)

transmission. The new TU320 (15.1kW/20.5hp DIN) is offered in both two and four-wheel drive form, with HST transmission and wheel equipment options.

With easy access to the clear, flat, vibration-isolated deck, high-back seat and excellent all-round visibility, these tractors set new standards of operator comfort. Generous ground clearance combined with a low centre of gravity and efficient wet disc brakes lift primary safety levels. Two-post ROPS safety frames are supplied for the TU Series tractors.

Extra 1990s features also extend the Iseki TU Series' productive capabilities.

For example, Cat I linkage lift capacity has been increased by up to 50 percent over other machines in this class. Linkage component strength has been lifted accordingly.

The option of front linkage kits also extends the Iseki TU Series tractors' capabilities. Front-mounted implements can greatly improve the tractor's effectiveness and productivity.

Optional power steering minimises operator effort.

Each TU Series four-wheel drive tractor has Iseki's bevel gear front axle which transmits full tractive power while providing an extremely tight turning circle.

In addition to the rear power take-off (PTO) standard on all TU tractors, models with HST transmission also get a mid-PTO facility as standard, making them ideal for mid-mounted mowing operations.

Iseki TA Series - Comfortably Capable

In either 'bare' flat-deck form or fitted with a factory cabin, the new Iseki TA Series tractors combine greatly enhanced medium tractor performance with new operator comfort levels.

There are four models in the series: TA530 (22.1kW/30hp DIN), TA537 (27.2kW/37hp DIN), TA545 (33.1kW/45hp DIN) and TA550 at 39kW (53hp DIN). All are available in four-wheel drive versions,

with two-wheel drive versions of the TA545 and TA550 also offered.

For reciprocal work, Iseki's 'triple S' Synchro Shuttle Shift is standard on TA models having manual transmissions. By simply shifting one 'triple S' lever the operator can quickly and easily alternate between forward and reverse movement. This is ideal for front-end loader work, mowing and many other tasks.

The Iseki TA's independent PTO is effortlessly engaged and disengaged by means of a dash-mounted switch.

Like the TU Series, Iseki's TA machines have enjoyed an upward rating of linkage capabilities.

Iseki's factory-fitted two-door cabin is also available as an additional comfort and safety option for the TA models 537, 545 and 550. Two-post ROPS safety frames are supplied in lieu of cabins.

"In developing the "New Era" TU and TA tractors, Iseki paid great attention to the need for operator comfort - a prime user requirement for the 1990s" said Iseki Australia's general Manager, Mr Frank Devlin.

"Iseki aimed at making the new tractors fatigue-free. We also made sure that the safety and access to the new TU and TA tractors is second-to-none in their class" he added.

"With these tractors Iseki has set a new standard in safety, comfort and value. Others can but try and follow our lead" Mr Devlin concluded.

For further information :

Mr Steve Maurice
Marketing Services Manager
Iseki Australia Pty Ltd
1632 Hume Highway
Campbellfield 3061
(03) 359 2166

Prepared for Iseki Australia by Farm Torque & Associates (03) 822 5292

Business Finance — How To Get It

by Brian Bruton

The Commonwealth Development Bank, Sydney

In the last issue we highlighted some of the more common sources of finance that those involved in the hire and rental industry or in fact any small business would be most likely to use. Your bank manager would be able to discuss in more detail the lending facilities which best suit your particular business. In this issue now we will look at some of the information you will need to present to your bank manager when applying for a loan.

When approaching a bank manager or some other financier it is essential that the provider of finance obtain as clear a picture as possible of the functioning of the business and of its management, products, marketing and operating efficiency. It is better to have too much information rather than too little.

The providers of finance generally will expect to see your business plan on how you are going to pay the money back as a yardstick to measure your performance. If you have had no previous experience writing a business plan, your accountant will be able to help you. A business plan will help you to better understand the key financial details of your business and how the business operates.

Loan Purpose

The first thing the lender will need to know is the loan purpose/s. If possible, this should be supported with copies of quotes, contracts, plans and specifications or other evidence supporting the amounts.

Financial Aspects

Lenders always like to know what the owners equity is in the business. In the case of an existing business, they will generally want to see the financial statements of the business for the past 2 to 3 years. The main items of interest are



Brian Bruton

the business Balance Sheet and Profit and Loss Statement. In the case of a private company, you will also need to provide details of your personal financial situation.

Available Security

In return for a loan the Bank will want to know what security you are prepared to offer. Land, buildings, plant machinery, fixtures and fittings, motor vehicles, guarantees from other parties who are prepared to provide security and life assurance policies are the more common types of security offered.

Your Business Plan

The Business Plan should include details about —

- premises from which you intend to operate and whether owned or leased;
- relevant information (especially experience in similar type business) on each member of the management team;
- your business structure, sole trader, partnership or company;
- cash flow projections, occupancy rate;
- your competition;

- past performance (if any);
- financial projections and assumptions relating to your past performance;
- finance projections required and what changes will be necessary if your assumptions prove either pessimistic or optimistic; and
- your assessment of the risks involved. You should take into consideration —
 - the expected level of inflation;
 - the expected rate of taxation;
 - the expected trend of interest rates;
 - capital expenditure and its timing;
 - seasonal conditions;
 - debtors collection period; and
 - creditors payment.

On the other hand, if you are starting a business you will need to estimate your financial data and make certain assumptions. When making estimates, it is tempting to be over optimistic. However, you should avoid this temptation and be as conservative as you can without being unduly pessimistic.

In more complex cases, it may be prudent to have your accountant accompany you at the loan interview to explain in more detail the financial workings of your business operation. It is important to remember that one of the main reasons for a business venture failing to attract the finance that it needs is a poorly presented business plan and insufficient information. This does not, of course, imply that a well presented plan is a guarantee of success.

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).

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.

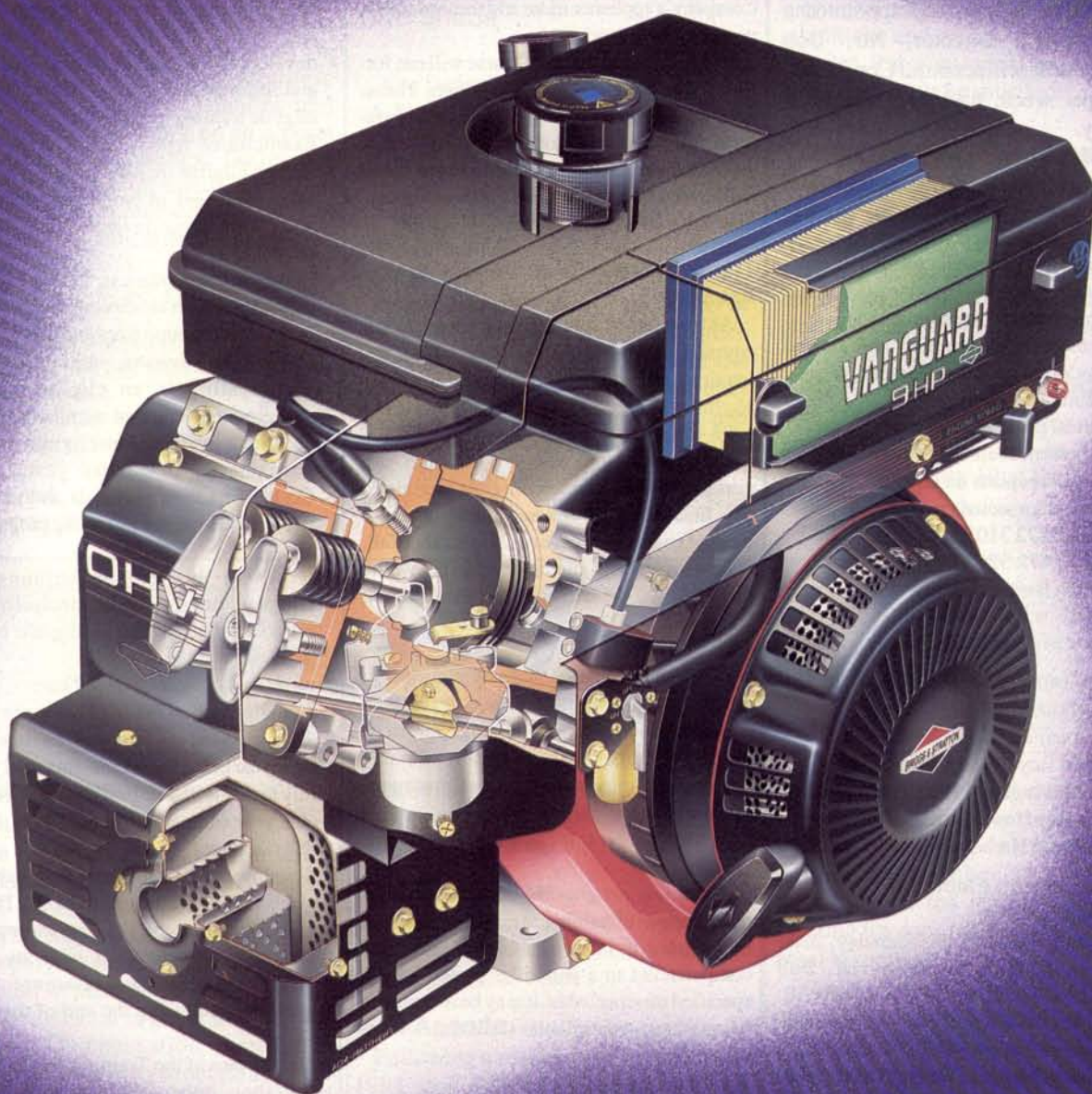


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MORE POWER TOOL FOR YOUR MONEY

VANGUARD

9 H.P. OHV IS HERE!



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.



- a redefinition of what an engine should be.

New South Wales Report

The Hire Association of New South Wales has recently appointed a part-time Director, Mr. Bob Jackaman, who will act as our Consultant, 2 days per week, namely Tuesday & Thursday.

Bob's duties will consist of:-

- Liaison with Government and regulatory bodies on all matters concerning the Hire Industry.
- Liaise with members on all matters.
- Liaise and communicate with other similar related Associations.
- Membership promotion and general development of the Association.
- Training programmes.
- Special projects.
- Be present at all Committee Meetings and give reports on all matters.

Bob can be contacted on:

Phone: 872 3105;

Fax: 872 3213

We wish Bob a long and rewarding association with the Hire and Rental Association of New South Wales.

Dates to Remember

26th February, 1991

Principals' Seminar & AGM

Park Royal Hotel, Parramatta

20th-23rd August, 1991

Sydney Hireexpo & Convention

Darling Harbour, Sydney

Short Course on Electrical Appliance Testing

A Meeting was held on Thursday, 22nd November, 1990, between myself, Bob Jackaman and Frank Cahill of TAFE, regarding the development of a short course on the use of approved appliance testers, namely Nilsen Megger Tester or SafeTcheck.

The Meeting was very fruitful, with the result that TAFE will now proceed to develop the Course content, which TAFE will then submit to WorkCover Authority for their approval.

It is hoped to have this Course up and running by Early to Mid February, 1991. The proposed College will be Granville, but if we have enough response, this course can be catered for in different locations and/or Country Areas.

We need your support for this Course to be successful, if you would like your employees to attend such a course could you please complete and return the attached sheet entitled "Notification of Intention to Attend".

Applicants will need to bring along their Company's appliance tester and some portable power tools to work on.

It is anticipated that the Course will run for four hours commencing 5pm - 9pm. These timings are again flexible and, provided we have prior notification of a more suitable day or time, (say morning or afternoon) from members, and providing we get the numbers, then this can be altered to suit.

Training Guarantee (Administration) Act 1990

As from the 1st July, 1990, employers with payrolls exceeding \$200,000 annually are required to spend 1% of their payroll on eligible training activities. This rate rises to 1.5% from 1 July, 1992.

Employers who spend less than the minimum requirement on eligible training in any financial year become liable to pay a training guarantee charge equal to the shortfall.

Employers with annual payrolls below the threshold will be exempt from the Training Guarantee.

Eligible Training:

Eligible training is broadly defined to encompass, among other things, structured on-the-job and off-the-job training. Similarly, the range of persons who can receive training is wide including owner managers, managers, other employees and cadets.

A key concept is an eligible training programme.

A training programme comprises one or more periods of training. It may, for example, be intended to impart a range of skills and competencies to a particular person over a specified time period or, it may be intended to impart the same particular skills to a number of persons.

Eligible Training Expenditure:

Is any (net) expenditure incurred by the employer which is directly attributable to an eligible training programme and arises solely or principally from an eligible training programme. Net expenditure is total expenditure less any Government subsidy (for example, the Commonwealth Apprenticeship Rebates) and reimbursements from other parties.

Expenditure which is directly related to any of the following activities would fall within (but not limit) this broad definition:

- determining the need for eligible training programmes;
- preparing and reviewing strategic and other training plans;

- developing, providing, evaluating and administering eligible training programmes; and

- developing and administering accounting and information systems in relation to eligible training programmes.

Examples of type of Expenditure which would be Eligible include:

- salary & wages of employees while they are participating in an eligible training programme
- travel, accommodation, meals and child care costs which are directly attributable to periods when employees and other persons (including owner managers) are participating in an eligible training programmes or related training activities.
- Payment of fees for eligible training programmes.
- Costs of training materials and materials which are consumed in training programmes and
- Expenses incurred on buildings and equipment used solely or principally for the purpose of engaging in eligible training activities.

Training guarantee Charge Year:

Liability to the Training Guarantee charge will be assessed on an annual basis with the charge year being the normal financial year, ie 1 July to 30 June. The first "charge" year will be the year ending 30th June, 1991.

Self Assessment:

Employers will self-assess their liability to pay the Training Guarantee charge. This will entail calculating the liability and remitting the charge so calculated with an annual Training Guarantee statement by 30 September, following the end of the charge year.

Note: Copies of the Training Guarantee Bill and the consolidated Explanatory Memorandum are available for sale from the Commonwealth Government Bookshop, Cnr. King & Clarence Streets, Sydney. Ph: 29 6737.

Our Seminars which we have conducted over the past two years, conducted by Ron Mobbs are accepted under the eligible training programme definition.

If you are keen to have your employees attend these seminars in 1991 but would like to see a particular area/topic targeted, that has not previously been covered, then please give me a ring on:

Ph: 634 2964 or Fax: 899 3419

with your suggestions.

Victorian Report

Field Day

The Association held a Field Day at Amstel Golf Club, Cranbourne on November 21. Industry suppliers demonstrated their equipment and instructed those attending on all aspects of use, safety and application. The reasons for staging the day included:

- an important opportunity for staff to learn some technical details of the gear they hire out;
- to allow staff to see gear operating in the field;
- a chance for suppliers to demonstrate the capabilities of their equipment to potential users;
- the provision of a 'non-pressure' environment in which the limitations and safety aspects of gear can be explained;
- an opportunity for associate.

Shipping Containers Used as Site Sheds

The Department of Labour has issued an Alert following an increasing use of shipping containers as sheds on building sites, road making sites and farms.

"Whilst these sheds provide a secure and robust storage facility, some containers are being used as work sheds/rooms, basic office accommodation or shelter. People using containers which have not been suitably modified for use as workrooms etc. may face risks to their safety. Makeshift electrical fittings and lighting, lack of ventilation and limited opportunity for exits all contribute to the dangers.

Containers used for such purposes are part of workplaces and as such safe conditions and work practices must be ensured. Relevant legislation, codes and guidelines must be satisfied."

Trailer Towing Requirements

VicRoads has issued a document entitled "A Brief Guide to Trailer Towing Regulations" to be used whilst the existing complex and difficult to understand Towing Regulations are being clarified and a new brochure prepared.

Annual General Meeting

The Annual General Meeting of the Victorian Region will be held on Tuesday, February 19 at the Hawthorn Football Club.

Queensland Report

Workers' Compensation Premiums

Once again, workers' compensation premiums are proving to be a thorn in the side of hirers. Many hirers have been rated at the highest scale of 4.02% for all their employees without consideration for office staff or managerial staff.

The Association is going to lobby the Workers' Compensation Board and Cabinet ministers to try to obtain a change in the current rating schedule whereby all hire employees are lumped into the same category as Mobile Plant and Crane hire. Most employees are either engaged in the repair of equipment in a workshop, clerical work or driving trucks - none of which constitute the dangers involved in the mobile plant and crane hire business.

Traineeship

Following the success of the pilot traineeship programme in 1990, TAFE will again offer a course for young employees in April, 1991. At a recent meeting between TAFE and the traineeship committee, it was agreed that

the Committee should have more input throughout the course to ensure continuity throughout the programme.

1992 Convention

Planning has commenced for the 1992 convention and Jupiters Casino has been confirmed as the venue.

1991 Agenda

Following a recent spate of thefts, the 1991 committee will examine the Victorian submission to the Police Department and prepare a submission to the Qld. police in the hope that a theft register can also be implemented in Qld.

The Association will be asking interested suppliers to sponsor 2 trade evenings for members next year.

A credit control seminar will be held during the year.

Nominations Needs for Management Committee

Nearly all members of the present Committee, will be resigning at A.G.M. Nominations are being sought to fill all vacancies. I believe most members are

under the misapprehension that there is a large workload involved with being on the committee. This is not so! Being a committee member requires your attendance at the monthly committee meeting for approximately 2-3 hours. A meal is supplied.

The position of President and Treasurer carry an increased workload but 10 hours maximum a month would be sufficient to meet your responsibilities. Interested!! Contact the secretary for further information.

Price Increase For Tags

Please note that there has been a price increase for the ready to rent/do not rent tags following a reprint. The new prices are:-

Ready to Rent	\$6.00/100
Do Not Rent	\$6.75/100

For interstate members, please do not send a cheque with your order as there is a substantial difference in postage rates interstate. You will be invoiced with the supply of the tags to cover the actual postage.



From Australia's leading manufacturer of cane harvesting equipment comes a range of tough, reliable road rollers and trenchers. Mustang, by AUSTOFT.

MUSTANG MUSCLE.

From 7.4 horsepower through to 30+ horsepower, Mustang rollers have the muscle to handle the toughest jobs.

Choose from a host of different weights, rolling widths and capacities – all with the service muscle of the AUSTOFT dealer network.

A. Mustang Tandem Roller. B. Mustang 2-75P Double Drum Roller. C. Mustang TR20 Trencher.

D. Mustang TR14 Mini Trencher. When you want rollers and trenchers that can handle the rough stuff, you want Mustang muscle.

Ask an Austoft dealer today, or phone (071) 53 1077 for a free brochure.

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Fax (071) 53 1797



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HIRE
AND
RENTAL
INSURANCE
BROKERAGE
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JOIN OVER 200 HIREMEN.

"HARIB" INSURANCE BENEFITS GO BEYOND "PREMIUM" \$'s

HARIB arranges top insurance cover for OUR industry.
With insurance due, don't cover yourself short, or pay over the top.
JUST FOUR VALUE PACKED REASONS:-

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

HARIB OFFERS FREE ADVICE ON OBTAINING FINANCE FOR INSURANCE
PREMIUMS OVER \$2000.

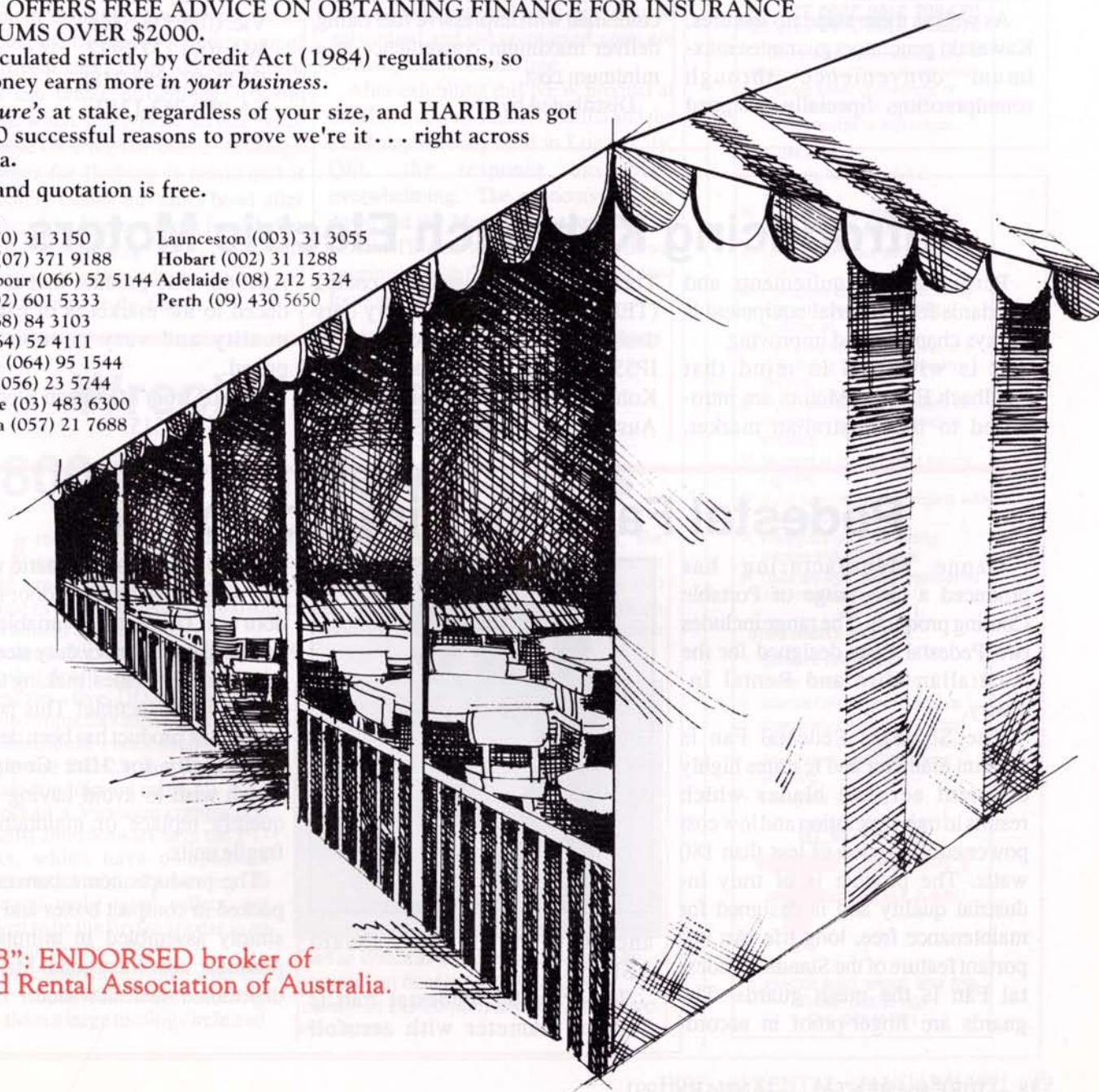
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your money earns more in *your business*.

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Dubbo (068) 84 3103	
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Warragul (056) 23 5744	
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"HARIB": ENDORSED broker of
Hire and Rental Association of Australia.

Solutions from Kawasaki Generators

Kawasaki generators are the solution to your leisure time power problems. With units available from 370Watts to 4000Watts at 50Hz, Kawasaki have a generator to suit your requirement.

Each generator is fitted with AC and DC outlet, push button engine stop, electronic ignition, automatic voltage regulators, circuit breakers and low oil shut off to protect your valuable investment.

As well as these standard features, Kawasaki generators guarantee maximum convenience through soundproofing. Specially designed

cooling induction and exhaust systems on all models work together to reduce vibration and noise to minimum levels. Extra large fuel tanks with gauges on all Kawasaki generators have taken the guess work out of running time, combined with impressive fuel rating deliver maximum convenience at a minimum cost.

Distributed by:



Kawasaki Motors Pty Ltd
NSW (02) 638 7488
Vic. (03) 338 5855
WA (09) 277 7977
QLD (07) 263 2188
SA (08) 363 1219

Introducing Kohlbach Electric Motors

Performance requirements and standards for industrial equipment is always changing and improving.

It is with this in mind that Kohlbach Electric Motors are introduced to the Australian market.

These totally enclosed fan cooled (TEFC) motors are of a heavy duty design with weather protection to IP55. Before designing these motors Kohlbach made a careful study of Australian Standard AS1359 and

AS1360. The product that is introduced to the market is of excellent quality and very economically priced.

Details from Maddison Electrics
(03) 546 7515.

Pedestal Fans for Hire Companies

Ozone Manufacturing has produced a new range of Portable Cooling products. The range includes two Pedestal Fans designed for the Australian Hire and Rental Industry.

The Standard Pedestal Fan is 600mm diameter and features highly efficient aerofoil blades which results in quiet operation and low cost power consumption of less than 180 watts. The product is of truly industrial quality and is designed for maintenance free, long life. An important feature of the Standard Pedestal Fan is the mesh guards. The guards are finger-proof in accord-



ance with Australian standard AS1219.

The Portable Pedestal Fan is 750mm diameter with aerofoil

blades. It features pneumatic wheels and a push handle for indoor or outdoor use. The motor is variable speed or two speed. A heavy duty steel band surrounds the blades, making the unit almost indestructible! This portable and robust product has been designed specifically for Hire Companies which wish to avoid having to frequently replace or maintain more fragile units.

The products come conveniently packed in compact boxes and can be simply assembled in minutes. All products are Australian Made and distributed Australia-wide.

Form It Pays Dividends

FORM-IT FIBREGLASS has been designing and manufacturing portable on-site toilets for many years. The Company considers research, development, product improvement and customer service their priority and these priorities are due to pay dividends for all the users of this facility.

Form-it recently released a new 'foot operated' flushing toilet which requires a minimum quantity of water per flush, reducing the frequency for emptying of the effluent tank. Emptying of effluent tanks can create difficulties in some regions where this type of service is not available on a regular basis. Although the water for flushing is minimised it adequately cleans the toilet bowl after use, therefore hygiene is not impeded to benefit emptying requirements. Maintenance is eliminated as 'users' are unable to damage the pump.

The toilet body, tanks etc., are fabricated in FIBREGLASS, a material that is strong, durable, impervious to contamination, rust and is lightweight. Very important factors in relation to this **MOST NECESSARY PRODUCT**. A 2 year warranty applies to all fibreglass units manufactured by FORM-IT at their factory on the Central Coast of New South Wales. The fittings required are either stainless steel or hot dipped galvanised and the completed units are virtually maintenance free.

After exhibiting this NEW product at the Hire Show in South Australia and the Field day recently held in Logan City, Qld., the response has been overwhelming. The economy may be down but the Management and staff of FORM-IT also have their heads down keeping up with the demand for their new foot operated model.

Wreckair Spends \$800,000 on New Rollers

Wreckair Hire has expanded its compaction fleet in Victoria to more than 80 units with the purchase of 11 new Ingersoll-Rand rollers worth almost \$800,000.

The acquisition involved four SD-70 smooth drum vibratory soil compactors, five DD-25 vibratory asphalt compactors and two PT-140A articulated multi wheeled rollers. The SD-70s and DD-25s are fitted with fully air-conditioned cabs.

Wreckair's Victorian compaction specialist John Stewart says the PT-140As, which have compaction characteristics virtually identical to traditional multi tyred rollers, are believed to be the first to appear in an Australian dry hire fleet.

Unlike conventional multi wheeled rollers whole front wheel steering gives them a large turning circle and

makes manoeuvrability difficult, the "bend in the middle" PT-140As have an inside turning radius of 2280 mm (90 inches), making them ideal for work on housing estates and car park construction jobs.



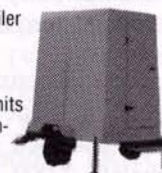
Part of Wreckair's recent additions to its compaction fleet in Victoria: a DD-25 (centre) an SD-70 (left) and the articulated PT-140A.

ON-SITE TOILETS



SINGLE AND DOUBLE UNITS

Mounted on a heavy duty galvanised trailer for mobility. Time saving exercise when two or more units are required on-site.



ON-SITE BORE HOLE TOILETS

This one has been specifically designed to suit the outlying areas where sewer connections or regular emptying of effluent tanks is impossible or impractical.

FEATURES ARE:

- Units are fully moulded in fibreglass.
- Exterior is gelcoated and the interior is flow coated.
- Low maintenance and easy cleaning.
- Fibreglass doors have stiffening ribs with aluminium plating moulded in.
- Doors are fitted with galvanised self closing hinges and locking devices.
- Fly screened vents are fitted for ventilation and insect/weather proofing.
- Skylight in roof provides natural lighting.
- Hand basin is fitted, complete with waste and drain plug.
- Fibreglass units are strong, durable and aid hygiene.
- Units are light, easily transported and installed on-site.

OTHER MODELS AVAILABLE:

- ★ Standard Open Closet.
- ★ Sewer Connecting Toilet.
- ★ Internal Components Complete.
- ★ Completely Fibreglass Moulded Toilet or Heavy Duty Galvanised Steel Frame with Colourbond Sheeting.
- ★ Fibreglass Showers.



Our factory is at:
1 JOHNSON ROAD, WYONG, NSW 2258
PHONE: (043) 53 1355
FAX: (043) 51 2421

New Slice System Cuts Spalling Repair Costs

Time spent on spalling repairs of concrete buildings can be cut dramatically using special gouging torches.

This has been demonstrated by contract engineers, Teamtrade Pty Ltd, when cutting out corroded end sections of approximately 7,000 steel rods from concrete walls and decorative precast window panels of a highrise building in North Sydney.

The corrosion was caused by sections of reinforcing rod being affected by outside moisture and causing surface staining plus some spalling, commonly called "concrete cancer".

Trials of the Arcair Slice system supplied by The Lincoln Electric Company (Aust) Pty Ltd of Padstow, NSW, immediately proved worthwhile by digging out a damaged section in around 20 seconds, compared with 20 minutes using cutting discs and a power tool. The noise level of the process is reduced to practically nil.

The remedial work was done on the architecturally impressive Sharp building in Lavender Street, Milsons Point. Corrosion had occurred where reinforcing rods had been set originally less than 40mm under the concrete surface.

According to Teamtrade management director, Mr Robert Anderson, the real beauty of the slice system is that it allows the operator to cut directly into the spalled area, through concrete and metal, without affecting the surrounding area or weakening the structure in any way.

This also means that the smaller holes made by the cutting torch are much easier to patch (generally around 50mm in diameter in this case).

For Teamtrade, the Slice system offered an avenue into high temperature cutting on a job where oxyacetylene processes wouldn't work and light weight equipment was essential.

The Slice torch will cut materials which oxyacetylene can't, such as aluminium and concrete. Even in applications traditionally handled by oxyacetylene, the Slice system has the edge. It proved to be three times faster than cutting 75mm mild steel and twice as fast on 3mm steel.

The Slice System uses an exothermic process in a torch that feeds oxygen and power to a patented Arcair Slice cutting rod similar to a thermic lance.

The cutting rod is ignited simply by striking an arc between it and a grounded workpiece or striker plate while the oxygen supply is running.

Once the exothermic action begins, the slice cutting rod continues to burn, with or without electrical power, as long as the oxygen flow is maintained.

The Arcair slice System features a comfortable pistol grip and a squeeze lever on the handle for easy oxygen control.

"Our people had no trouble getting used to either the new equipment or technology for that matter," said Mr Anderson.

The height of the building meant that the engineers needed to perform the work from a swinging stage. A further advantage was that the portable slice system could be powered by either a 12 volt battery or a small standard electric welder.

When used with a welding machine on conductive metals, the cutting rod reaches over 5,500 degrees centigrade. but even without continuous current, the slice torch still produces temperatures hot enough to vaporise stainless steel.

Arcair Slice equipment is available from The Lincoln Electric Company, 35 Bryant Street, Padstow, 2211. Phone: (02) 772 7222 or branch offices and dealers in all States.

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For Special Corporate & Domestic Events

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9m² (3m x 3m)

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Camden Hire Make TRACS into the Future

Camden Hire is the latest of a growing list of hire companies to install the TRACS hire system from Trilogy.

Camden Hire are a General and Party Hire company operating out of Camden. Owner, Mike Scarce, who spent 15 years as an engineer with Qantas before venturing into the hire industry, established Camden Hire in 1984. Initially he hired out "plant" only but in late 1985 decided to move into party hire as well. With the high volume of cash customers on the party hire side, the business received a welcome boost to its cashflow. This in turn has enabled Mike to expand the business and soon Camden Hire

will be relocated to a larger more prestigious site in the area.

Mike has always had his "back office" operation computerised but until he came to Trilogy had not been able to find a suitable system for the "front counter" operations. The front counter, as far as Mike is concerned, is the crux of the whole business and any system he installed would have to be capable of handling all the complexities that are part and parcel of the hire industry.

TRACS fitted the bill perfectly and Mike and his staff are looking forward to the day when the painful task of re-writing invoices at the end of each month is replaced by the "push of a button". With the system now

fully installed, that day is not too far off.

Apart from the extremely powerful front counter system, which automatically gives you greater control over the business (via an extensive management reporting system), the most decisive factor for Mike's decision to choose TRACS over other systems was visiting sites that are operating with TRACS on the front counter and actually see it working in a live situation. This coupled with the fact that TRACS is fast becoming the industry standard in the hire industry (over 50 sites installed in the last 12 months) made Mike's decision easier for him.

Victa and You

Victa has always been a name synonymous with quality industrial mowers, rideons and edgers. The Victa Pro 460s and Rear Catchers, Commanders and Mustangs have been for years strong performers and highly productive items in the Hire and Rental business.

Victa has also since 1981 been the sole distributor of Ransomes Turfcare machinery and in 1990 this product range was extended by Ransomes' acquisition of the US based Cushman/Ryan Turf Maintenance Company. This puts Victa in the position of now having the most comprehensive range of Turfcare equipment in Australasia boasting a product range which includes a full range of Sod Cutters, Aerators, and Overseeders and Scarifiers.

All stamped with the quality brand names of Ransomes and Cushman/Ryan which translate into less downtime and higher productivity for you and of course the Victa nationwide network of sales, spare parts and service departments is at your disposal to answer any enquiries.

For further information contact:

Paul Cherry

Sunbeam Australia (02) 789 8791.

Instruction Sheet Manual

The NSW Hire and Rental Association has printed a series of instruction sheets which are available to members at a cost of \$120 plus \$5 postage. The NSW Association will continue to expand the number of sheets as more information becomes available. Each sheet can be easily removed from its plastic mount for photocopying and issuing to customers. The following equipment has an information sheet:

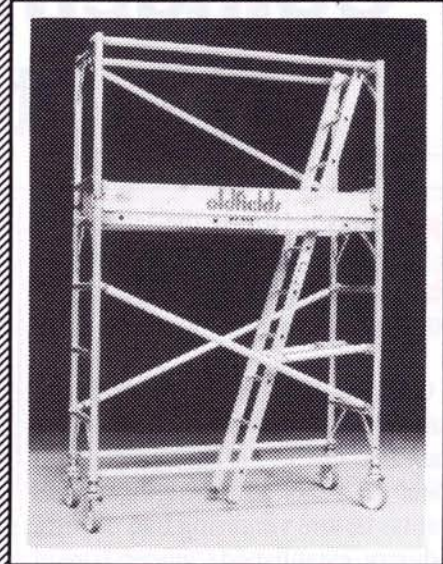
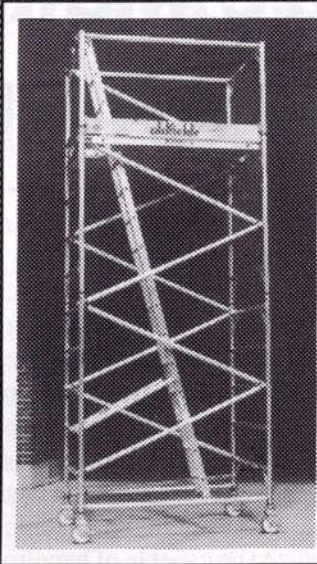
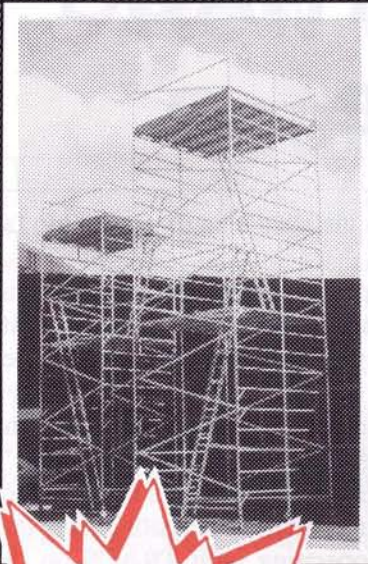
Chainsaws, Elevating Work Platforms, Engine Hoist Use, Floor Sanders, Hilti TP400/TP800, Ditch Witch, Bobcat, Combi Hammer, Rotary Hoe, Steam Team, Steam Stripper Model HTW-5, Using air equipment safely, Using your electric tool safely, DX explosive power tool, aluminium scaffold, electric power tool safety rules, and "cut quik" demolition saw.

Please return your order directly to:

Secretary, Hire Association of NSW, P.O. Box 613, Baulkham Hills 2154. Phone: (02) 634 2964, and include your cheque.

Instruction Sheet Order Form on Page 62.

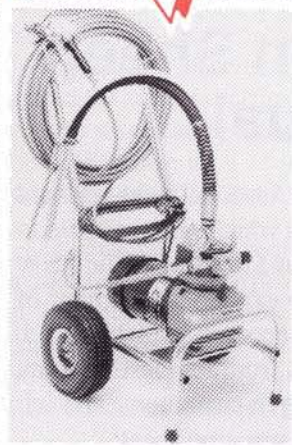
**AT *oldfields* YOU CAN BUY
THE LATEST IN MOBILE ALUMINIUM TOWERS**



Available now

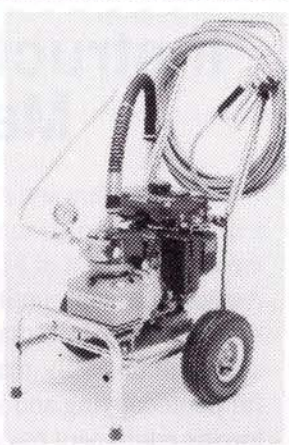
**AND THE LATEST IN
AIRLESS PAINT SPRAYERS!**

The Oldfields Super Series



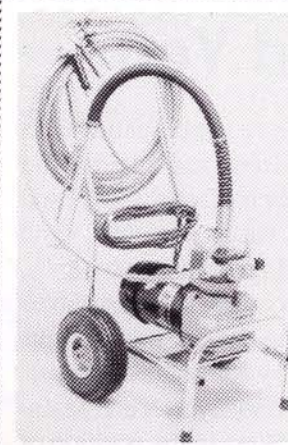
SUPER 60

Electric Powered



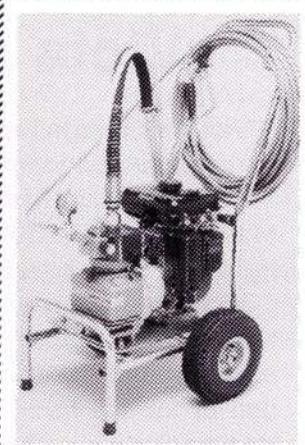
SUPER 60 GE

Petrol Powered



SUPER 70

Electric Powered



SUPER 70 GE

Petrol Powered

**Plus a full range of aluminium
step and extension
ladders.**

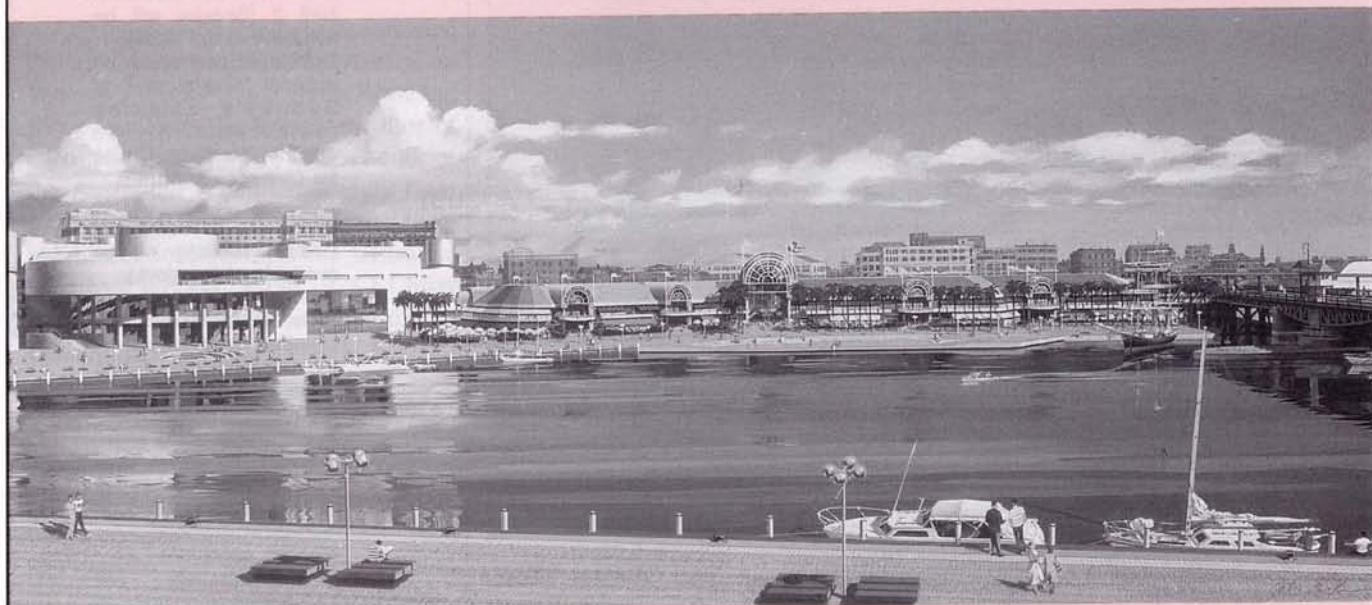
**oldfields
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PERTH (09) 244 2245
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20th INTERNATIONAL HIRE CONVENTION AND EQUIPMENT EXHIBITION



**DARLING HARBOUR
SYDNEY
TUESDAY 20th AUGUST TO
FRIDAY 23rd AUGUST
1991**



Ita Buttrose, A.O., O.B.E. Keynote Speaker Sydney Convention

Ita Buttrose is probably the most well known woman in Australia today. On two occasions she has been voted the Most Admired Woman in Australia.

Miss Buttrose rose to national prominence in the seventies when she accepted a number of high profile editorships with Kerry Packer's Australian Consolidated Press.

As publisher of Australian Consolidated Press, she controlled The Australian Women's Weekly, Cleo, Belle, Bride and Mode, and was the founding editor of Cleo magazine from 1972-75, editor of the Australian Women's Weekly from 1975-76 and from 1976-81 she was Editor-in-Chief of both Cleo and The Australian Women's Weekly. From 1974-81 Miss Buttrose was also a director of Australian Consolidated Press.

In 1981 she became Editor-in-chief of the Daily Telegraph and the Sunday Telegraph when she moved to News Limited, Australia, and was responsible for the complete editorial content of both newspapers. She was also appointed to the Board of News Limited, Australia.

From 1984-88 Miss Buttrose worked for John Fairfax & Sons where she was Publishing Consultant to the Fairfax national weekly, Woman's Day and also Portfolio, a magazine for career women.

During this period she participated in seminars for training editors as well as marketing and promotions strategy conferences for Fairfax magazines. Following the sale of Fairfax Magazines to Kerry Packer and the closure of The Sun in early 1988, Miss Buttrose became Editor-in-Chief of the Fairfax Sunday paper, the Sun-Herald. As well as editing



Ita Buttrose, AO, OBE, Keynote Speaker at the Sydney Convention

the paper, she wrote a weekly column and was also responsible for the newspaper's marketing.

Today, Miss Buttrose is Chief Executive of Capricorn Publishing, a new company set up in September 1988. Its first venture is ITA Magazine, the magazine for The Woman Who Wasn't Born Yesterday.

Outside the world of print, Ita Buttrose has had much experience in the media, making regular television appearances, acting as compere of a television programme and broadcasting with radio

2UE and 2KY in Sydney from 1984 until 1987.

She was voted Variety Club's Personality of the Year in 1984 and the same year won the prestigious Australasian Academy of Broadcast Arts & Sciences' Pater Award as the Most Promising Newcomer to Radio.

As a television presenter she covered the Royal Wedding for Network Ten, narrated a Royal Special before the wedding and has made several other documentary programmes, including the series Our World for Channel Nine.

SYDNEY CONVENTION

From November 1984 until January 1988 Ita Buttrose was Chairwoman of the National Advisory Committee on AIDS and became the focus of much media publicity. The committee advised the Federal Government on the many legal, social and preventive measures to be undertaken in Australia to curb the spread of AIDS. Ita was also responsible for the Government's national AIDS Education Campaign.

Miss Buttrose was made an Officer of the Order of Australia (AO) for services to the community, particularly in the field of medical education and health care, in the Queen's Birthday List of 1988; she has already been awarded an OBE in 1979 for her services to journalism.

Many see her as a role model for success and achievement as a woman with a

highly successful profile in a keenly competitive, male dominated industry.

Ita Buttrose is an excellent speaker who presents as a confident, knowledgeable authority in the areas of her expertise. Audiences are fascinated by the wealth and diversity of her experience.

Miss Buttrose is also: A senior Trustee of the AIDS trust of Australia; Chairwoman of the fundraising committee of the Sacred Heart Hospital, Darlinghurst; Life Member of the Royal NSW Institute for Deaf and Blind Children; Councillor of Women Chiefs of enterprises - NSW Branch; Chairwoman of the Good Shepherd Committee which raises funds for the Shepherd Centre for Deaf Children; A Director of the Australian National Art Gallery Foundation; A member of the Black and White Committee which raises funds for the Royal Blind Society; A

member of the NSW Chapter of the Company Directors' Association of Australia; A Fellow of the Institute of Directors of Australia; A Fellow of the Australian Institute of Management (NSW); A Fellow of the Society of Senior Executives; An Associate Member of the Professional Marketing Association; A member of the Australian Ballet Foundation.

Miss Buttrose is also a patron of The Australian Opera, the NSW Women's Cricket Association, Poetry Australia, The Motherhood Quest for the royal NSW Institute for Deaf and Blind Children, PRYDE (Parents Reaching Youth Through Drug Education), PACT (Protect All Children Today), ABNA (Anorexia, Bulimia Nervosa Association) and CAPS (Child Abuse Protective Service).



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Melbourne:	(03) 547 3033	(03) 547 5689	Sydney:	(02) 666 6955	(02) 666 9112

James Strong

James Strong is renowned as a brilliant strategist, a clever publicist and an articulate public speaker

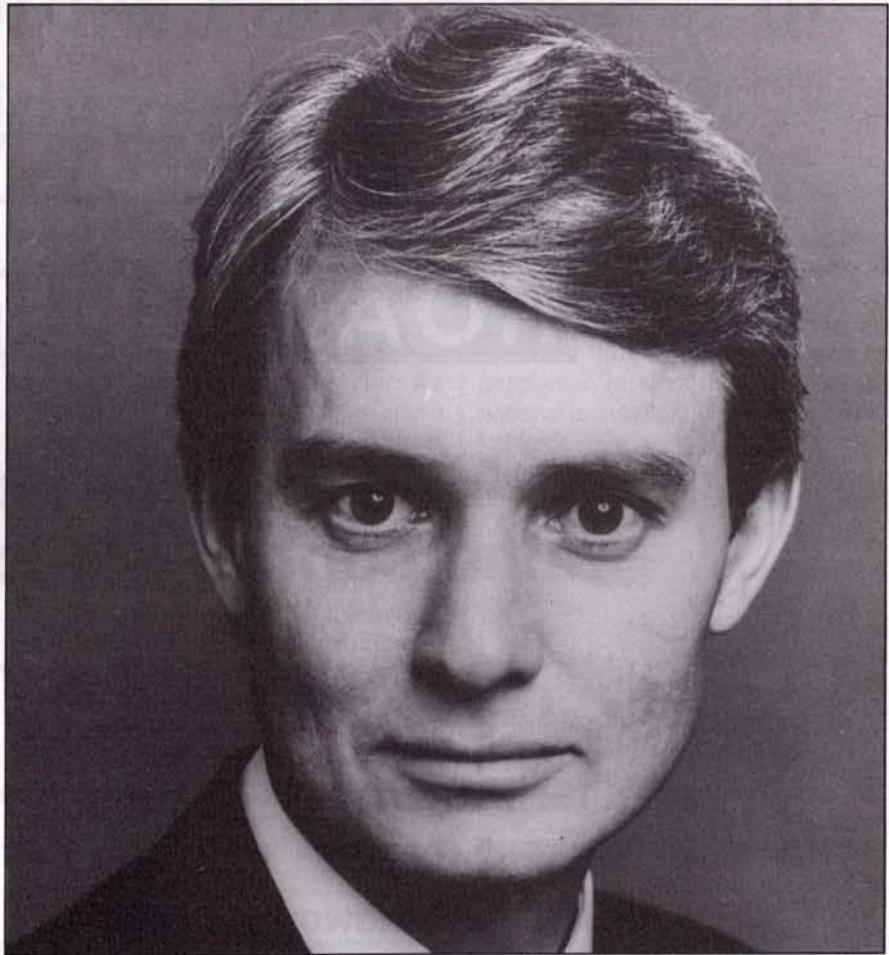
Mr James Strong is currently Chief Executive and National Managing Partner of Corrs Australian Solicitors, a national law firm with offices in Melbourne, Sydney, Adelaide, Perth and London.

Born in Lismore, Northern New South Wales, in 1944, he attended Lismore High School and Tenterfield High School, New South Wales. After training as an Officer Cadet at the Royal Military College, Duntroon, he resigned at the end of 1963 and worked for six years in industrial relations in Brisbane with the sugar industry employer association, before joining the mining company Nabalco Pty Ltd in Sydney in 1970. Nabalco was the Management Company of the Gove Project, then the largest single development project in Australia. It is Swiss/Australian owned and located in the Northern-Eastern tip of Arnhem Land in the Northern Territory.

James Strong held the positions of Chief Industrial Officer (1974), Personnel and Legal Manager (1977), Administration Manager (1980) and in 1981 was appointed Site Manager in charge of the whole Gove Project which includes bauxite mining, alumina refining, export shipping and associate operations. He was also in charge of negotiations for oil supplies from the Middle East together with associated shipping contracts and other raw material supply contracts from Japan.

In 1983 came his appointment as Executive Director of the Australian Mining Council (AMIC), based in Canberra. AMIC represents 140 mining companies throughout Australia in developing and presenting industry policies to Government, the media and the general public.

At the beginning of 1986 James Strong was appointed General Manager of (then) TAA and subsequently Chief Executive of Australian Airlines Limited until September 1989. During that time he



James Strong, Keynote Speaker at the Sydney Convention

engineering the well publicised metamorphosis of the company's name, image and performance. He has described the change of name as a dramatic statement underscoring the move from being a safe and good operating airline with a bureaucratic image, to being aggressive and commercial.

Backing the name change was a broader strategy aimed at pushing the airline into the top end of the market. The success of the strategy has been demonstrated with Australian Airlines dominating the market as the country's leading airline.

Under Strong's leadership, Australian Airlines introduced dozens of training programmes and also examined some of the best overseas success stories in the service industry (Disneyland, McDonalds and Volvo among others) to produce its own success story.

Qualifications

Admitted as a Barrister in New South Wales in 1976.

Admitted as a Solicitor in the Northern Territory in 1982 and in Victoria in 1985.

Directorships

Renison Goldfields Consolidated Limited.

S.E.A.S. Sapfor Limited and its related subsidiary companies.

Community Activities

Inaugural member of the Advisory Council of Tasman Economic Research; Chairman of the Australian Elizabethan Theatre Trust; chairman of the Council of Australian Business Support for the Arts (ABSA); President of the State Library Council of Victoria; Chairman of the Library Development Board of Victoria; President of the Resources Council, The Scout Association of Australia - Victorian Branch; Chairman of a Committee to raise funds for the Victoria State Opera for its new building occupancy.

James Strong's hobbies are running, theatre and music.



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Market Forces Early Release of Additional Model

The intense buyer interest in Toyota's recent entry into the industrial stationary engine market has forced Toyota to launch its latest model three months ahead of schedule.

According to Ray Lawson, Toyota's Industrial Equipment Division General Manager, the new addition to the range is designed to fill a niche market for customers needing a light, but powerful 1.5 litre petrol engine to drive anything from generating sets to pumps.

The new model is called the Toyota 5K and it develops 26.8 kW at 2800 rpm with a maximum torque of 11.5 kg/m at 2000 rpm.

The entire engine weighs a mere 93 kg and consumes as little fuel as 154 grams per kilowatt hour at maximum load.

Ray Lawson said that Toyota's world wide reputation for building reliable,

powerful, long lasting and light weight industrial engines has helped significantly in Toyota's entry into what is a competitive and quite specialised market.

He said that many engine manufacturers were converting automotive engines for industrial use and packaging them with a wide variety of standard output devices such as generators and pumps.

"With our current stationary engine models, we are doing the exact opposite," he said.

"First, our engines are true heavy duty industrial units, field proven throughout the world with literally tens of millions of hours service.

"And second, we are supplying them as stand alone products for serious industrial and users needing heavy duty, dedicated performance. This means that our customers can choose separately the output device they couple to the engine.

This way each customer gets the exact product and performance they need for their particular application."

Toyota Industrial Engines are available direct from Toyota and are supported in the field by Toyota's national industrial equipment distributor network.



The new Toyota 5k stationary engine

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DISTRIBUTORS THROUGHOUT AUSTRALIA

Flexovit Acquires Carborundum Abrasives

Flexovit Abrasives (Australia) Pty Ltd has acquired Carborundum Abrasives Pty Ltd for an undisclosed purchase price.

Flexovit Abrasives (Australia) is a subsidiary of Flexovit International N.V. a publicly listed Dutch company and the acquisition required and has received F.I.R.B. approval.

The announcement, which was made by Flexovit's joint Australian Managing Directors Jeff and Roger Freeman is seen both as a strategic step to improve Flexovit International's sourcing of coated abrasive products and an important opportunity to reduce coated abrasive imports into Australia. Flexovit will also now add coated abrasives to the other Australian made products which it exports.

According to Jeff Freeman, the acquisition of Carborundum Abrasives plant at Thomastown Victoria will compliment Flexovit Australia's range of locally manufactured abrasive products.

"We have been a full line abrasive supplier for some time offering reinforced abrasives, bonded abrasives, coated abrasives and industrial products," he says. "The acquisition of Carborundum will see import replacement of Flexovit's current coated abrasive range with locally manufactured products."

Mr Freeman adds that Flexovit aims to develop world standard coated abrasives manufacture at the Carborundum plant. He stresses that Flexovit International provides strong support in continually improving technology while Flexovit Australia has developed an excellent reputation for product quality and service both nationally and for export markets throughout South East Asia and in New Zealand.

Jeff Freeman believes that the Carborundum acquisition provides another opportunity for Australian industry to prove that, with the right resources in technology and people, it can match the best world standards of quality and service.

Promotions at Wreckair

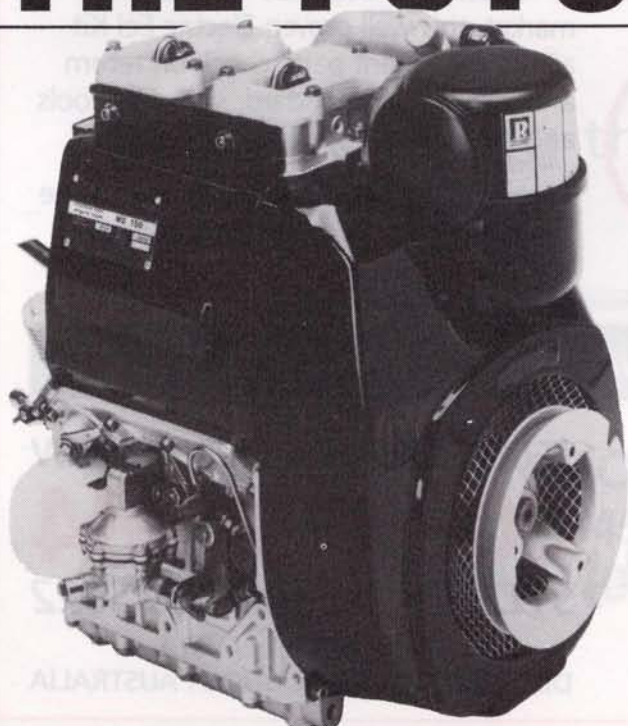
Wreckair Hire has announced the appointment of Mr Michael Conroy to the newly created position of Southern Regional Manager.

Mr Conroy, who joined Wreckair in 1975 and was appointed Victorian State Manager in 1979, has assumed responsibility for the company's operations in Victoria, Tasmania and South Australia.

Wreckair's General Manager, Mr Max Williams, said that Mr Conroy's appointment had been made necessary by the company's continued geographic expansion.

Wreckair has also announced the appointment of Mr Tim Nuttall as Victorian State Manager. Mr Nuttall joined the company in 1976 and was appointed Assistant Victorian State Manager in 1985.

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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.

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**It's
Party Time**

**Let's
Party**

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A K A Meets Challenge

Western Australian based "AKA Stage & Seating" recently completed the tiered seating stands for the World Swimming Championships held at Perth's Superdome complex on 3rd January 1991.

Governed by the new building code of Australia the company set about designing and manufacturing a unique seating system with a capacity of 7000 to meet the above regulations and specifications required by the project architects Peter Hunt of Perth.

The result is an all metal structure that has reduced labour cost by employing a modular system of support requiring no bolts or nuts in its installation. Seating rows measure .915mm wide with 500mm riser increments. The stands are believed to be unique in that "Acute Line of Sight" required for stadium seating allows uninterrupted viewing from any position on the stands.

Chairs are PVC shells and are separate to the tiered levels providing versatility for use both on and off the stands.

The new stands represent another example of the company's ability to meet any challenge in the area of entertainment venue equipment.

AKA's intention is to transfer stocks of its equipment into Victoria and NSW early in 1991.

Further information concerning any of the foregoing maybe obtained by telephoning:-

Malcolm Taylor on 09 351-8499
or
by fax 451-4827.



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Have you ever been to a Party Without Music? Of Course Not!

There are many forms of party entertainment such as DJs, bands, record juke boxes and compact disc juke boxes, but whatever the form, a party needs music.

In the current financial climate the customer has to find ways to not only supply their guests with a good variety of music, but to do it as cost effective as possible. Labour intensive choices such as DJs, bands and even record juke boxes are pricing themselves out of the market for the operator as well as the customer.

With the introduction of the Australian built party hire CD Juke Box the ability to hire a unit at a reasonable rate and still have a healthy profit margin, due to its labour saving design, was a breath of fresh air in the party hire industry.

The portable unit was a great success over the 89/90 party hire season especially for people in the party hire trade, who seemed to have covered all aspects of party hire, such as chairs, marquis, barbe-ques, etc., still did not have a viable answer for the music hire requirements. The portable unit proves a cost-effective solution. The fact that it can be both collected and returned by the customer and thereby saving cost on staff and vehicles was an added advantage.

The advantage of using compact discs is quite obvious. It not only offers a wider range of music for the customer, ranging

from top 40 to classical etc., providing quality of sound and reliability.

For those with a touch of nostalgia in mind you can also buy a '50s look-alike version of the party hire CD Juke Box which will cover the requirements for people who want a '50s juke box as a centrepiece for their party.

Designed to look like the '50s Juke Box used on MTV and numerous television ads, this unit appeals to all age groups

with its rock 'n roll '50s looks. Being only 3/4 of the size of the original and less than half the weight, it is not only a big hit with customers but easy to deliver and set up.

For more information contact:
Brian of David

Compact Disc Juke Box Party Hire
399 Parramatta Road
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Phone: (02) 564 1022.

Quality Cafe & Club Equipment

Quality Cafe & Club Pty Ltd, in William Street, Sydney, has developed in the last two years into a major supplier of institutional glassware.

We have, says Managing Director Eric Frank, developed very close ties with Libbey Glass, America's largest glass factory. Containers are regularly shipped ensuring a constant supply at the very best prices.

Institutional glassware is the answer for the hire and rental industry as it will withstand the rigours of constant use and travel.

Another factory with suitable products is Duralux toughened glass from France. QCC has the full range in large quantities

and with Libbey can provide a total glass inventory.

Besides glass ware QCC has developed the reputation for the largest range of food service equipment in Australia.

Everything is kept, says Eric Frank, from the large Goldstein cooking equipment to cheap teaspoons and toothpicks.

QCC has three branches interstate: Brisbane, Melbourne and Perth. Call any branch and a sales representative will be on hand to advise you how to make money hiring catering equipment.

For details contact:

QCC Sydney. Phone (02) 331 4124.
Fax (02) 360 2397.

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Brass, chrome or epoxy powder coatings enhance the sturdily constructed frames of rod or tubular steel. There are seven colours in the basic range of epoxy powder coatings, and many others are available to suit your specific requirements.

Marshall Furniture's expert advisers can help you choose from the thousands of fabrics in their range, or supply your own...the choice is yours.

All Marshall furniture is made in Australia. Better still, it's all made on their premises. Everything is done in-house- from design right through manufacture to metal finishing and upholstery.

This policy offers many advantages over imported furniture in that they can ensure availability of materials and stock. Lead times are then kept to a minimum. They also have the flexibility to make design modifications.

Most importantly for you they are able to apply the very highest standards of quality control and that is why they offer an unconditional one-year guarantee on every item of furniture to leave their factory.

You'll find Marshall furniture easy to deal with. Short lead times and a

nationwide distribution system minimise delivery times.

There is no minimum order, and they're happy to help with any special requirements you may have.

In fact, advising and problem solving are their speciality. Take advantage of CAD, their computer aided design service. They can generate your floor plan to test furniture layouts, thus making the most efficient use of available floor space. CAD is fast, effective and absolutely free of charge.

Style, reliability and service- these are the qualities that have made Marshall furniture one of the largest manufacturers and suppliers of furniture to business and the hospitality industry in Australia.

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Glad Products of Australia has launched new packaging for their 300 & 600 metre catering wraps. The new packs are smaller than the current pack in both height and depth.

In food preparation areas where space is at a premium, the new Glad packaging will be more convenient to handle and will make dispensing easier.

Glad cling wrap products are made from non-toxic Polyethylene and are microwave oven safe. The sure way to seal in greater profits.

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Catering Hire companies have to meet a broad spectrum of needs to satisfy their diverse clientele. From the basic cutlery, crockery and glassware requisites, to banquetware, displayware and, in some cases, silverplate.

Hacker's Hospitality and Silverplate has become the preferred supplier to many leading contract and party hire caterers. Their range of products, from the budget to distinctive, is unrivalled.

A range which has proved to be ideal for the cater hire industry is the CONTINENTAL CARLISLE range of plastic foodservice products. The range includes portable salad bars, unbreakable

salad bowls and drinkware, and insulated food and beverage transporters.

A popular item is the "End Loader" which carries up to five full size steam pans. Hot food will maintain temperature for up to 10 hours, average heat loss being only 1 degree (F) per hour.

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Graftons Professional Lighting and sound has been supplying equipment to the entertainment industry for over 12 years. The company's P.A.s range from small vocal systems thru to big band P.A.s as well as hiring gear for domestic use such as party hire.

Specialising in Australian monitor amplifiers and speaker systems, Graftons provides all the power and reliability required by singers, musicians and disc jockeys.

They hire and sell disco turntables, amps, speakers and microphones as well as providing an after hour service to clubs and hotels. For any installation work they have highly skilled technicians available for your needs.

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PROUDLY AUSTRALIAN

New Computer System for Kerr's Northside Hire

Kerr's Northside Hire, Geelong's leading General Hire company, is already reaping the benefits of the recently installed Trilogy Rental and Accounting Computer System (TRACS).

Established in February of 1982, Kerr's Northside Hire specialises in Builders, Contractors and Handymans equipment hire.

Having been computerised for just over five years on the front counter and in the back office, Gary and Heather Kerr appreciated the many benefits computerisation gave them.

When Gary learned that the TRACS system would give them more flexibility at the front counter, he was immediately interested.

Since going live in September 1990, TRACS has reduced the amount of time spent doing End of Day functions from 2 hours to fifteen minutes including backup. Month End can now be done in 3 hours including printing invoices and statements instead of 12 hours.

Overall the system saves the company around 60-70 hours of an operator's time each month which directly affects their bottom line.

When asked about this selection of the TRACS system Gary stated that

"he was most impressed with the simplicity of the system and flexibility it gave their counter staff on the front counter."

Additionally, "all our contracts/invoices are entered daily and there is never any backlog of invoices as with the old system, and all the

data flows automatically through to the General Ledger."

Overall the TRACS has enabled Kerr's Northside Hire to operate more efficiently, saving both time and money and will assist them throughout the years to come.

AEG — the Tradesman's Choice

The AEG range of power tools which has been imported into Australia from West Germany for the last 25 years, has become the "Tradesmen's Choice" and established a fine reputation based on quality and performance.

In recent times AEG has developed a range of power tools specifically designed for the tradesman, farmer and home user. This range of tools continue to uphold the AEG reputation of quality and performance, but at competitive retail prices, therefore placing quality AEG power tools within the reach of the serious home handyman. A good example of this is the Impact Drill range, which offers the answer a choice to suit his requirements, from

a basic 400 watt, 2 speed machine, through to the 1000 watt variable speed, reversible model with torque control, full wave electronic speed control, power feed back, no load speed limiter, automatic overload protection, mechanical safety clutch, soft start and is supplied in a metal carrying case.

The range of power tools consists of Drills, Impact Drills and Rotary Hammers, Circular Saws, Jigsaws, Planers, Routers, Angle Grinders, Belt and Orbital Sanders, Heat Guns and Hedge Trimmers.

All products are designed for maximum efficiency and safety, are covered by a 6-month guarantee period, and are backed up by a nationwide service network.

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MID-COMP Pty Ltd has been appointed distributor of OMNIHIRE, the most cost effective IBM PC based software solution available for the hire industry today.

Mr Denis Vaughan, director of MID-comp says "I came across OMNI-HIRE while looking for a solution for a client in the Hire Industry. I was so impressed by the product that I approached the developers in Perth, Omni Computer Solutions, and now distribute Omni Products."

MID-COMP specialises in the installation & support of the IBM Mid-Range computers, used by some of the largest companies in Australia, and has over 18 years of experience in the computer industry.

It is this in-depth knowledge and experience that Mid-Comp is able to offer all Customers.

The Omnihire program covers all aspects of hire administration, including customer & stock records, invoicing & statements, outstanding plant, advance bookings, cost of

maintenance and a host of other functions.

At last here is a program for the hire industry which solves administration & running problems and is easy to use.

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■ 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.

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(Incorporated in N.S.W.)

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■ 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.

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

WHAT'S NEW IN THE HIRE & RENTAL INDUSTRY?

E-Z Dumper

IT'S PORTABLE



THE NEW PORTABLE UTE TIPPING BODY

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

For more information phone Alan Keith (07) 268 7799

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

Belara Hire Shares Some Tips

Firstly, transplanting of nature trees is a fairly common practice these days and the normal method is to dig the hole with a back hoe, set the tree in place then secure it with wire and steel stakes before back filling the soil/sand.

Tying the wire to the tree without damaging it is time consuming and it is not uncommon for the tree to blow over when the stakes are removed because the tree has become used to being supported by the stakes.

Robin and Nita Beckett of Belara Hire on Bribie Island in

Queensland report that stakes and wire stays are not necessary if the soil or sand is vibrated around the roots of the tree with a flexible drive concrete vibrator!

Robin says that full size palm trees are being held by this method in the Bribie area. The secret is to mix plenty of water with the back fill so that the vibrator can firmly pack the sand/soil around the tree roots.

Secondly, when vinyl floor covering is removed from a floor the next job is to remove the adhesive from the underside of

the vinyl (if it is to be reused) and from the surface of the floor itself.

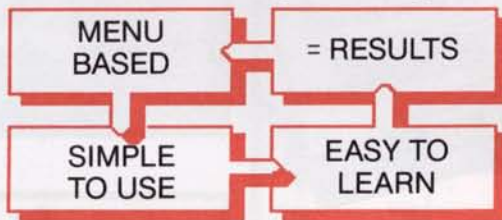
This is normally done by applying solvent to the adhesive which breaks down to sticky, spongy balls of glue - but how to remove these sticky spongy balls of glue?

Robin says blow it off with a high pressure water blaster.

The high pressure water really cleans the glue plug from vinyl in quick time. It will also do the same for the floor as long as the floor is not one that would be damaged by water.

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Pacific Region Hire and Rental Convention

Hyatt Regency Hotel, Korolevu, Fiji

April 25-27, 1991

Delegate's name _____

Spouse's name _____

Company name _____

Postal address _____

Phone no _____ Fax no _____

Accommodation requirements at Hyatt Regency Hotel, Fiji

(If attending the convention as part of a tour group, then do NOT complete this section)

Please tick appropriate days and appropriate column

	Single	Twin	Double
Sunday, April 21			
Monday, April 22			
Tuesday, April 23			
Wednesday, April 24			
Thursday, April 25			
Friday, April 26			
Saturday, April 27			
Other dates — specify			

Registration fee (includes name badges, complimentary convention programme, admission to all seminars and keynote speakers; welcoming cocktail party and seafood extravaganza; Friday and Saturday morning coffee breaks and lunches; Saturday farewell banquet and optional ladies' programmes. All fees include 10 percent Government tax):

USA and Canadian

Per delegate US\$165

Per spouse US\$130

New Zealand and Australian

Per delegate F\$230

Per spouse F\$185

Additional and optional function: Friday evening Fijian Village Feast and Fish Drive

..... tickets at US\$45 each, or tickets at F\$60 each (fill in as appropriate)

Payment

Delegates from the United States of America and Canada forward cheque in US\$ for appropriate amount to:

American Rental Association
1900 19th St
Moline
Illinois 61265
UNITED STATES

Delegates from New Zealand and Australia forward bank cheque in Fijian \$ to:

Kelvin B Strong
Executive Director
Hire and Rental Association of NZ Inc
PO Box 12 013
Wellington
NEW ZEALAND

CLOSING DATE FOR ALL REGISTRATIONS IS 31 MARCH 1991

Hi-Climber Helps Clad BHP Plant

Hek modular, mast-climbing work platform systems, supplied by Hi-Climber Rentals, were used for the first time in Victoria on the construction of a new galvanising plant for BHP's coated plastics division at Hastings.

Dandenong roofing contractor, Hueston Roofing, chose two MSM 1000 units as an alternative to swing stages for the job of cladding the walls and roof in Lysaght's colourbond sheeting, Spandek.

The project, on the edge of Western Port Bay, was difficult because of the height of the building and the windy conditions.

MCWPs made the job safer, quicker and cheaper. Work was possible in marginal weather conditions, with subsequent reduction in down time.

There are two unusual requirements on the building, which is 450 metres long and varies in height from 16 metres up to 58 metres.

Firstly, the end wall sections of the building were so wide that one of the units had to be opened out, by using extra platforms, to a width of 28 metres.

This was four metres wider than on any previous application in Australia, and possibly overseas.

Secondly, in order to clad the end wall of sections of the building, a unit was erected on needle beams which were placed on the roof of the lower section and supported by its portal frames.

Hi-Climber systems can be adapted to handle a range of jobs including curtain wall glazing, brick and block laying, and window changes.

They have a vertical range of 250 metres, platform length from eight to 28 metres and load capacity ranging from 1,400kg to 3,000kg.

Up to six people can work together on a platform, and each user receives full instruction in operation and safety.

Hi-Climber Rentals,
62 Rose Street, Fitzroy. Victoria. 2065.
575 Woodville Road, Guildford. NSW. 2161.
Ph: (02) 632 1011. Fax: (02) 892 1160

POWER

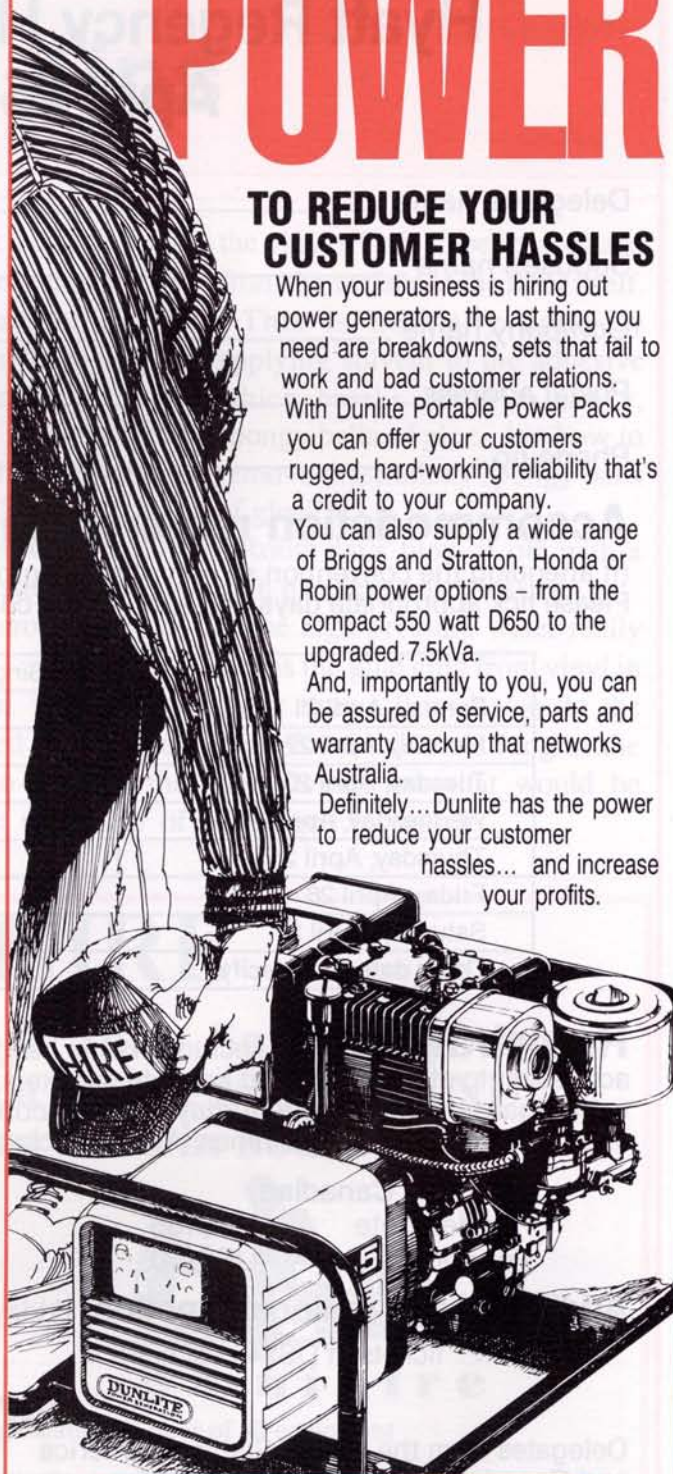
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And, importantly to you, you can be assured of service, parts and warranty backup that networks Australia.

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N.S.W.: D. Jackson (018) 256 975,
Queensland: M. Denny (018) 735 505,
W.A.: R. Atkinson (018) 910 644.

Gerni - The Energy Saver

The Hire and Rental Industry over the last 12 months has seen a lot of pressure for change in the areas of energy savings, environmental protection as well as operator comfort and safety.

Ken Ellis, Gerni Product Manager for Viking Equipment Pty Limited, the Australian distributors of Gerni High Pressure Cleaners, said:

"Hire companies are needing to stay up with the game and rent out higher performance machines that are smaller in size, use less water and energy and are of professional quality construction. The

introduction of Gerni's unique Turbo Laser equipped pressure cleaners has answered all of the above requirements and hire companies all over Australia are finding they are meeting more customer requirements with Gerni machines."

He went on to say "There has been a trend toward hot water cleaners which are ten times more effective than cold water machines to remove grease. Once again, the Turbo Laser allows a smaller, more transportable hot machine to be used with the added benefit that the larger droplets emitted by the Turbo Laser means that the

water stays hotter whilst travelling through the air than the normal fan-jet aerosol-type spray. This means that the boiler doesn't need to be turned up high with a consequent saving on burner fuel.

As the economic downturn begins to bite it will be the companies with high performance and quality machines who will keep attracting customers. Companies that are trying to rent antiquated or badly performed equipment are the ones who will be losing customers when customers are becoming fewer and fewer overall."



POWER CUTTERS

MODEL 264TTA SPECIFICATIONS

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

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

12 MONTH WARRANTY

National Distributor:

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39 Parkhurst Drive, Knoxfield 3180

For more information please phone: (03) 800 1711
or Toll Free 008 338 027

Army gets a blast out of new machine

A new wet sand blaster from Kennards Hire helped the Army to restore war-time gun emplacements at the entrance to Sydney Harbour.

The Royal Australia Artillery undertook the work as part of the development of a national artillery museum, which will be open to the public in December.

There are two gun emplacements on North Head, built between 1935 and 1937, to house two 9.2 inch diameter guns, which had a range of 30km.

The guns were never fired in anger, and were put into storage in 1952 and finally sold for scrap.

A team of soldiers gave the fortifications a "face-lift", with the aid of a Kennards' 2,000psi water blaster and wet sand blaster attachment.

The petrol-driven water blaster removed old flaking paint, mould and calcium, growth from the concrete walls, while the sand blaster was used on the badly-rusted ammunition compartment doors.



A new wet sandblaster from Kennards Hire was used by the Army to restore gun fortifications at North Head in Sydney

Kennards says the Gerni sand blaster can be used for a range of jobs, including descaling and derusting steelwork, removing paint from bricks or concrete,

cleaning up sandstone and exposing aggregate in concrete.

Dry abrasive and water are held in separate compartments of the machine until they are forced together and blasted out at 2,000psi.

A major advantage of the wet blaster is that there is very little dust, unlike dry sand blasters which have been banned by some councils on environmental grounds. The wet type is also more economical to run.

Kennards provides bags of abrasive to suit the particular job. Helmets and other safety equipment, which should be worn while operating the machine, are also available.

Kennards has 14 branches in Sydney, Newcastle and Brisbane.

Wreckair Appointment in Western Australia



Wreckair Hire's Richard Hollows

Wreckair Hire has announced the appointment of Mr Richard Hollows as its Group General Manager in Western Australia.

Mr Hollows has assumed responsibility for the operations of Wreckair Hire and three subsidiaries: Stateside Hire, Stateside Earthmoving and Miniskips.

Mr Hollows, who has more than 25 years' experience in the WA hire industry, joined Stateside Hire as its General Manager in 1981.

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- ★ 32" x 6'8" door access.
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Tel: (03) 571 9488. Fax: (03) 572 1565



New Zealand Report

Pacific Region Convention

Planning is on target for this 'first' in the Hire and Rental Industry; the Pacific Region Convention to be hosted by the New Zealand Association and co-hosted by the Associations in Australia, United States of America and Canada.

The convention programme and registration forms are now available either through Australian State Secretaries or from the New Zealand Association. Those members who made preliminary enquiries about the convention have been sent information direct.

We believe the programme arranged reflects both the environment in which the Convention will take place and the needs of the Industry for the future.

We would be interested in hearing from Trade Suppliers requiring display space at this Convention.

Legislation etc.

The Association has made a submission on a Code of Practice for Towing of Light Trailers. The main contention revolves around the proposal to change the two ball size from 1 7/8 inch to 50 mm and to implement this over a 5 year period. The Industry, from a survey amongst its members has established that in excess of 5000 towable units are

owned and the cost associated with a proposed size change is considerable for little apparent reason (other than to conform to overseas standards). The Industry is also extremely concerned from a safety angle that any changes should be implemented over as short a period of time as possible. The mind boggles at the possible dangers which could arise over a 5 year period.

A Code of Practice for Marquees and Temporary Structures is being proposed by one of the Local Councils and a sub committee of our Association has provided some comments on the proposed Code. It is felt that it is essential to ensure that any Code such as this adequately meets the needs of the Industry especially as the possibility of other Local Councils picking this up is very real.

The transportation of LPG and possible conflict with new transport regulations which came into effect on 1 January were considered by the Association Directors and from investigation the situation does not appear to affect as many of our members as first thought. Endorsement of Drivers licences following attendance at a one day training course is required for those persons carrying hazardous substances in excess of prescribed quantities. In the case of LPG gas the quantity level is 50 litres total water capacity if delivered on a heavy motor vehicle.

By 2 March 1991 every Employer must have a written policy for their workplace with the aim of protecting employees who don't smoke, or those who don't wish to smoke at work, from tobacco smoke in the workplace.

Membership

The Directors approved membership of another 6 members at their recent meeting and another 3 applications have subsequently been received.

1991 New Zealand Convention

The Hire and Rental Convention will be held in conjunction with a major CONTRACT CONVENTION '91 with participation by members of 4 Trade Associations. A feature will be a major Trade Exhibition and as space available will be at a premium, any Australian Trade Supplier interested in exhibiting should register their name with the New Zealand Association now. Bookings open on 1 March next year.

The Convention is expected to attract 500 plus people and will be held in Wellington July 3-5.

Hire Agreements

The Association is to again look at providing a minimum set of guidelines for 'conditions of hire'. A previous attempt did not succeed due to lack of information from within the Industry.

Pacific Region Hire & Rental Convention

Hosted by:
Hire and Rental Association of New Zealand

Co - Hosted by:
American Rental Association
Rental Association of Canada
Hire and Rental Association of Australia

Hyatt Regency Hotel, Korolevu, Fiji
April 25 - 27 1991

BULA. We extend a cordial invitation to ALL members and their spouses from New Zealand, America, Canada and Australia to join with us at the Hyatt Regency Hotel, Fiji April 25 - 27 1991 for the first Pacific Region convention of the Hire and Rental Industry.

An idyllic setting; informative international keynote speakers; friendly Fijian hospitality and the opportunity to meet with Industry people from the Pacific Region will all contribute to make this an event 'not to be missed'.

We look forward to greeting you.

Kelvin B. Strong
Executive Director
Hire and Rental Association
of New Zealand

Notes on the Speakers

Keith Klarin

President - All Purpose Rentals Inc.
Shrewsbury, New Jersey.

President - Klarin Enterprises Inc
(Party Line) Eatontown, New Jersey.

Keith has been a member of American Rental Association since 1969 and has held many positions culminating in being President in 1988. He has contributed monthly editorials to the Rental Management magazine since 1979 and is also currently a Board member of American Rental Dealers Insurance (ARDI).

Keith's expertise within the Party Rental scene will make a valuable

contribution to our Convention seminars.

John Kroeger

Managing Director - International Event Rentals, Melbourne, Australia.

He had more than 30 years experience in the event and media industries. He has worked for the Australian Open Tennis for more than 10 years, and for the Adelaide Grand prix since its inception. He won a free scholarship to Oxford as Commonwealth Relations fellow in 1965. He is an ex-State Committeeman of the Australian Journalists Association.

John's address will give a global summary of current trends in International events with predictions on :

- Types of events and sports that will expand.
- How these developments will affect hire and rental products.
- Television and its dramatic effect on trends.
- How computer services will revolutionise event packaging.

Chuck Greenidge

Greenidge & Associates,
Evergreen, United States of America.
(Further details awaited.)

Programme 1991 Fiji Convention

Thursday 25 April

Evening. Welcoming Cocktail Party and Seafood Extravaganza with entertainment by Fijian Serenaders

Friday 26 April

9.00 a.m. A Pacific Overview of the Rental Industry
Speakers from New Zealand, Australia, America and Canada to present reports on the Industry from their own Country

9.45 a.m. Round Table Discussions involving all Delegates.

10.30 a.m. Coffee Break

11.00 a.m. Party Hire Rentals in the 1990's
Mr Keith Klarin. ARA President 1988

12.30 Lunch

1.30 p.m. Afternoon free to visit Trade Exhibits

Evening Optional Fijian Village Feast and Fish Drive

Saturday 27 April

9.00 a.m. The Importance of Training - from Checkers to Executives
- Dr. Chuck Greenidge, Greenidge & Associates, U.S.A.

10.30 a.m. Coffee Break

11.00 a.m. The Special Event Scene in Australia
Mr John Kroeger, Australia

12.30 p.m. Closing session including discussion on any future Pacific Region Conventions

12.30 p.m. Lunch

1.30 p.m. A final opportunity to view the Trade Exhibition

3.00 p.m. International Sports Afternoon
(including tennis, pitch and putt golf, squash, windsurfing, Beach volleyball.)

Evening Farewell Gala Dinner with Dancing (Cash Bar)

Spouses Programme (Optional)

Shopping in Sigatoka (Friday) 1/2 day
Tropical Garden Tour (Saturday)

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Qld: Wiltrac Pty Ltd (07) 375 5988

WA/NT: CJD Equipment Pty Ltd (09) 277 2011
SA: AJC Sales & Service Pty Ltd (08) 347 1498

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 1.5hp 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

Simon-Abbey Appoints SA Distributor

Access equipment manufacturer Simon-Abbey has announced the appointment of Piber NICHOLLS as its distributor in South Australia.

Piber NICHOLLS, which already has a major presence in mobile plant in South Australia, will sell and service the full range of Simon-Abbey equipment including truck mounts, scissor lifts, articulated and telescopic booms and trailer mounted products.

Piber NICHOLLS' Sales Manager, Mr Bob Davis, said that Simon-Abbey's range of hydraulically operated access equipment "fitted in well" with his company's existing expertise.

The Simon-Abbey product range will be available from Piber NICHOLLS' Wingfield head office and its branch office in Whyalla.

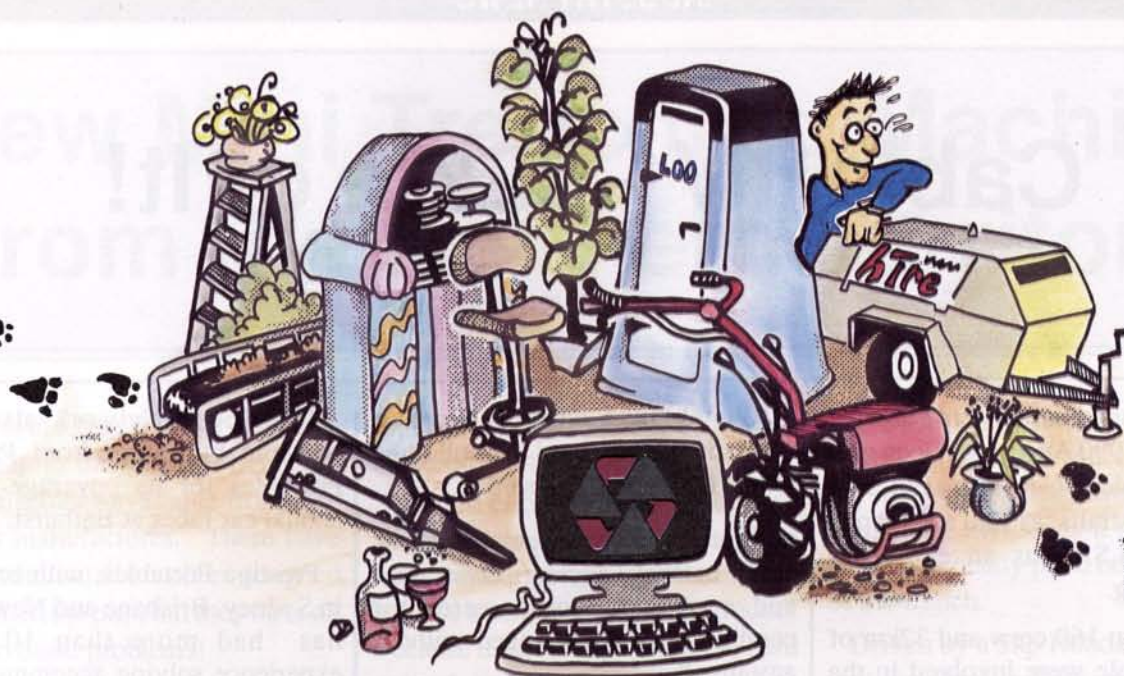
Further information:
Piber NICHOLLS
Mr Bob Davis (08) 45 7777
or
Simon-Abbey
Mr Charlie Watson (03) 551 8866

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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Cable TV - 32km of It!

Network Seven's coverage of the 1990 Australian Open golf classic, which was seen live around Australia, as well as in Japan and the U.S., was an enormous undertaking.

More than 160 crew and 32km of camera cable were involved in the telecast from The Australian course in Sydney.

A mass of cables linked the 18 holes with Seven's own OB units and a village of portable buildings set up by hire company, Prestige Portables, to house commentary and production teams.

The commentators were near the 18th hole, in a specially-built building, with a large, slanted feature window, which provided a golfing backdrop while they were on camera.

Prestige Portables equipped the building with double insulation, special cable hatches, and an awning, gutters and downpipes to prevent rain running down the feature window.

Seven's assistant operations manager, Kerrie-Ellen Scarrett, said the portable buildings were very useful, and Prestige Portables had "bent over backwards" with their service.

"We told them what the situation was, and they tailored the buildings to suit our needs" she said.

"Features like the special window, cable hatches, awning, downpipes and a quieter, high-powered air conditioner were arranged without any fuss."

"You have so many other things to worry about on a big job like this, and it is great when you can leave

The Seven Network also uses portable buildings from Prestige Portables for its coverage of the annual car races at Bathurst.

Prestige Portables, with branches in Sydney, Brisbane and Newcastle, has had more than 10 years experience solving accommodation problems for private and public sector clients.

The company can deliver standard, ready-built portable buildings within 48-hours, while made-to-order modular buildings can be provided in 10 days from agreement on design.

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

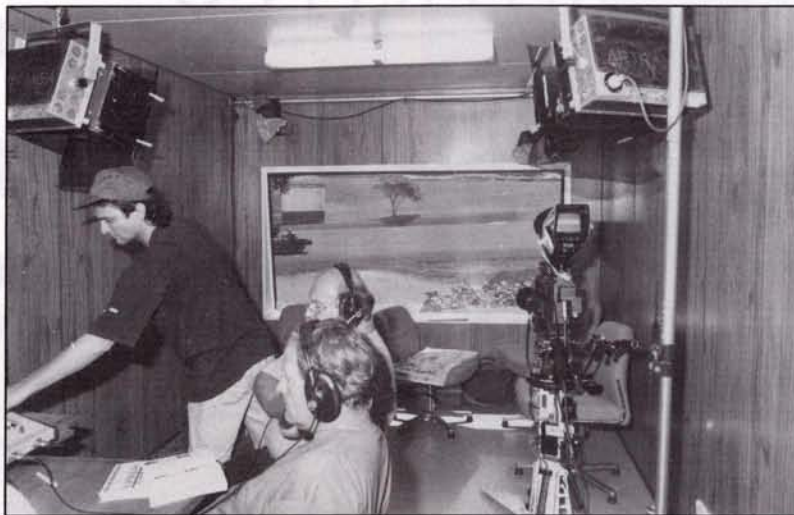
Clients can be given a choice of cladding, fixtures and accessories, such as

awnings and verandahs.

Further Information:

Mark Andrews
Prestige Portables
(02) 688 2688

Kerrie-Ellen Scarrett
Channel Seven.
(02) 877 7777



The commentary building provided by Prestige Portables for the coverage of The Australian Open, with the picture window in the background.

those sort of details to someone else and know they will be done."

Ms Scarrett said one of the reasons for choosing Prestige Portables' buildings was that their name was "not plastered all over the side".

"Their buildings blend in better with our own OB units, which is better for our corporate image" she said.

New Mini Trenching Machine from the Northern Territory

This machine fills a long existing gap in the range of trenching machines available from various manufactures. There have been several small trenchers designed and built in the past, but they have all had two basic problems!

- (1) Normal chain mounted cutting teeth work better when used with heavier machines; and
- (2) Are generally not suitable for harder ground, such as dry clay, laterite, and loose coffee rock!

The frebek by the use of a totally different design overcomes these basic problems and will cut through

ground that usually has to be left to a much larger machine.

A solid circular disc is used fitted with tungsten points, and cuts with an undercutting action which tends to hold the machine firmly to the ground! Because tungsten tips are used, hard ground and small rocks, small to medium tree roots and other foreign objects are usually not a problem.

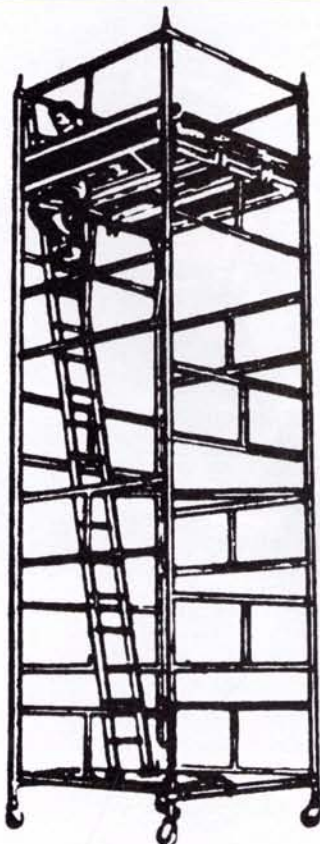
The machine is moved in a forward direction by leaning against the bars which are at a comfortable waist height and in soft ground requires very little effort! Normal distances in good soil can easily be in excess of 300 metres per hour.

Trench depth can be varied from 70mm to 180mm, which is perfect for irrigation lines and pop up sprinklers. Width is a neat 50mm and soil is neatly piled on either side of the trench.

Driven by a 5hp Honda motor this unit weighs just 85kg, and has fold down handles making it very portable! All components are based on standard parts found in most towns in Australia, which means parts are never a problem unlike some brands.

For further information contact:

North Coast Trading Pty Ltd
Box 41910, Casuarina
N.T. 0810



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Designed for the Hire & Rental Industry

NO-BOLT Aluminium Mobile Scaffolding has been designed with quality in mind. Using aluminium with a wall thickness of 4.7mm it is lightweight, yet strong enough to withstand the abuse handed out to hire equipment. A simple design for easy handling, stacking and erecting. Fully D.L.I. approved and guaranteed.

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Start with your basic service. Add aeration. Add overseeding. Move up

to bigger mowing jobs. You'll not only get the best piece of lawn maintenance equipment for each task, you'll also get a dealer who's more like a business partner with proven ideas on how to sell and price your new services.



Ryan Mataway® Overseeder.



Ryan Lawnaire® IV Aerator.

We'll increase your productivity.

Nobody's been in the business as long as Cushman-Ryan. Our products are proven performers that simply do each job better and stay up and running longer than anything else on the market. Period.

You'll increase productivity by reducing downtime and increasing the ease and speed of operation. You'll reduce operating expenses from fewer repairs and lower maintenance costs. Cushman-Ryan equipment doesn't come back to the shop until the job's done, ensuring you get a full day's work for a full day's profit.

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South Australia (08) 375 0300; Western Australia (09) 444 5055; Tasmania (002) 34 7722.
New Zealand: Auckland (9) 399 747.

JSAVIC0351

Hot Blaster for Oil & Grease

The former sales and service headquarters of one of Sydney's biggest car dealers, City Ford, is being converted into a new storage complex for cars and boats.

A major problem which confronted the company doing the remodelling was having to remove large deposits of oil and grease from two levels of the building at Camperdown.

About 52,000 square metres had to be de-greased.

The company solved the problem by hiring two K'Archer HDS70 hot water blasters from Kennards Hire for a period of two weeks.

These machines can blast out water with a temperature of up to 155C at a force of up to 1,100PSI.

They are suitable for use in a wide range of situations, including commercial

kitchens, restaurants, factories, abattoirs and food processing plants.

The temperature can be adjusted from 30C up to 155C or, alternatively, the unit can run on cold water.

Kennards also has a range of cold water blasters, including petrol-powered, 2,000psi machines and a new, electric-powered Gerni, which is fitted with the revolutionary Turbo Lazer nozzle for greater strike force.

Kennards Hire
16 Herbert Street
Artarmon. 2064

(02) 439 3477



The K'Archer hot water blaster from Kennards Hire is suitable for cleaning up a wide range of areas.

A E G Expand HDI Angle Grinder Range

AEG have expanded their range of heavy duty industrial angle grinder with the introduction of a 100 mm (4") unit, model WS 600. It is a compact yet powerful 600 watt machine, weighing only 1.6 kg, designed for one hand operation. It incorporates a spindle lock to facilitate easy changing of wheels and a new quick lever-action wheel guard with safety groove.

The low profile gearbox permits the operator to work in confined spaces and as the motor housing can be rotated through 180° and the side handle fitted either side, the machine is ideal for left handed users.

Introduction at the top end of the range are the 190 mm (7") WS 2300 and 230 mm (9") WSA 2300 angle grinders, which have been upgraded to 2300 watts, utilising heavier duty windings and improved cooling characteristics. Bevel cut gears ensure smooth and quiet operation and the high quality bearing have precision seating and improved dust proofing. Add to this a spindle lock, automatic cut-out brushes and a safety deadman

switch and you have two powerful, lightweight (4.8 kg) and safety conscious machines.

The complete range now covers 100 mm, 115 mm, 125 mm, 180 mm and 230 mm, plus a variable speed 115 mm model.



Metro Class the Mercedes-Benz 1517 Distribution Truck

Mercedes-Benz has just released a new 15 tonne Gvm distribution truck.

Aptly named Metro Class, the 1517 is the successor to the 1217 and 1417 trucks that have earned an enviable reputation for dependability - the 1517 is the first of an exciting new product programme, based on Mercedes-Benz Australia's world-wide sourcing strategy.

This strategy provides local operators with a choice of product that is competitive on all counts.

The 1517 is aimed squarely at the demanding delivery market in both metropolitan and rural areas. It has a 5.96 litre, 6 cylinder turbocharged, direct injection diesel engine and develops 127 kW (170HP) at 2600 rpm and 565 Nm of torque at 1500 rpm.

The 1517 will have the Mercedes-Benz five-

speed synchromesh gearbox as standard and the Eaton 6109 synchromesh nine-speed as an option.

As you would expect in a quality truck from Mercedes-Benz, the spacious cab features comfortable air-suspended seating and a clear, well laid-out instrument panel, including extensive heating and ventilator controls and nozzles.

Clear vision is a must for safety and this is achieved by the large laminated

windscreen, angled side windows and well positioned mirrors.

The doors open 85 degrees, giving easy access to the cab. This will appeal to drivers making repeated delivery and pick-up stops.

When it comes to stopping, the 1517 has dual circuit braking with full air system, 5 cam actuation. The exhaust brake is activated by a foot control.

The front suspension features 11 leaf, semi-elliptical leaf springs, telescopic hydraulic shock absorbers and stabilizer bar. The capacity is 6,500 kg.

Combine these features with the strong and robust chassis, 200-litre steel fuel tank, service and back up by the Mercedes-Benz dealer network and the outstanding warranty and you have a vehicle that represents a welcome alternative to the current competitor offerings.



The new Mercedes-Benz 1517 15-tonne GVM truck will find its way into the Metropolitan and Rural Distribution Market

Rover Utilities take the Rough Stuff in their Stride

Designed for impressive heavy-duty performance the Rover Utilities offer strength and durability in surprisingly lightweight mowers.

Easy to manoeuvre, a necessity in rough areas, and with baseplates of rust-proofed, pressed steel, they are highly practical and efficient yet still provide the quality, even cut expected from Rover.

Both the Utility XL and the Super Ute are powered by ever reliable Briggs and Stratton 4-Stroke engines backed by engine warranties and 5 year 'EasyStart' Ignition Warranty, for years of trouble free operation.

Utility XL:

The XL is powered by the Briggs &

Stratton 3.5 hp (2.6kW) standard 4-stroke engine with 'EasyStart' Solid State Ignition plus compression Release which ensures an effortless start on the coldest morning or after a hot workout.

Large tough wheels allow access to the awkward spots and a single 10-position height adjustment lever enables you to choose the right height of cut for every condition.

A wide 480mm (19") up-to-the edge cut keeps mowing time to a minimum.

For added convenience the low-glare, handle bar folds for compact storage.

Super Ute:

This is the XL's big brother. A big, tough

mower for the big, tough jobs yet weighing only 33 kilograms.

The super Ute features long life Briggs & Stratton Quantum Power 4.5hp (3.4kW) Industrial/Commercial 4-stroke engine and 'EasyStart' ignition.

A super wide 530mm (21") cutting width gets the job done fast and with the 12-position height adjustment it can be done at just the height you require.

With reinforced lower handle bar, large, tough ball-bearing wheels and a rolled leading edge for easier entry into long grass the Super Ute is strong, durable and easy to handle.

Rover Utilities are just the mowers for the rough jobs.

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Redmax Is On The Move

Redmax is a name well known throughout the United States as a powerful force in outdoor power equipment and Redmax will be here in Australia soon, according to Peter Ireland of W H Ireland & Sons Pty Ltd.

Mr Ireland said the Redmax brand name had been chosen by Japanese industrial giant Komatsu as the marketing strategy for the Komatsu Zenoah range of chainsaws, brushcutters, engine blowers, post hole diggers, engine drills, sprayers and pumps.

The Redmax range is imported directly into Australia by the Ireland Group of Companies, located in the southern highlands of NSW at Mittagong and distributed Australia-wide. This year the

family owned company celebrates 40 years operation at Mittagong.

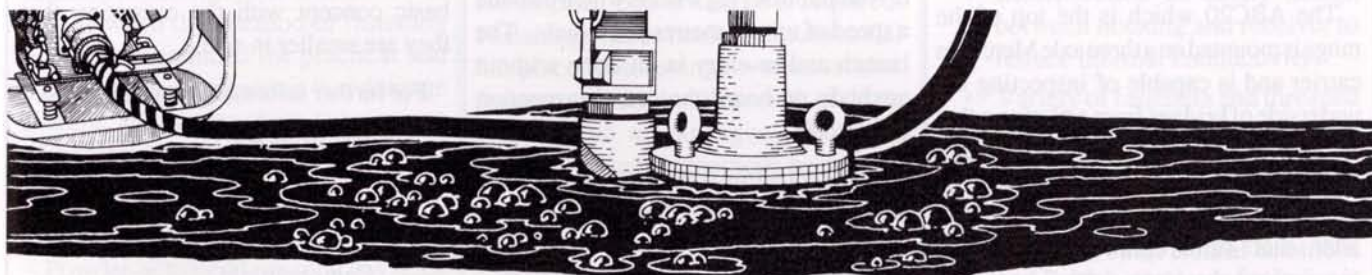
Peter Ireland said the name "Redmax" was particularly apt for Komatsu Zenoah because it represented both the red hot power of their precision built engines and the maximum reliability and performance of the product.

Mr Ireland said the Redmax range of chainsaws from the lightweight, dependable G300TS through the big selling G400/450 with vertical cylinder and innovative sleek design to the top of the range professional saws, the G561 and G621 provided maximum reliability, high performance and lightweight in their respective sizes.

"They are precision built and the whole range features both effective vibration damping plus a number of safety features, which include chain brake, chain catcher, front hand guard, throttle inter-lock, muffler guard and a rear hand guard to name a few," Mr Ireland said.

Mr Ireland also stated that all Redmax products carry a 2 year warranty for domestic or home use and a 1 year warranty for commercial use.

He added that the large and expanding dealer network, plus a full range of parts and equipment available from Mittagong would guarantee Redmax owners trouble-free operation and service backup for the long service life they could expect from their machines.



PUMP THE SLUDGE!

Flextool also pumps water, mud, oil, silt as well as sludge.

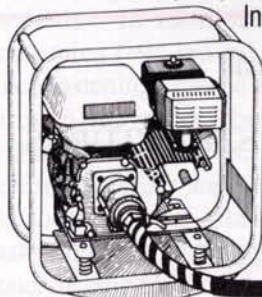
In fact it will pump just about anything that will find its way through the inlet strainer. And it will pump it efficiently and reliably.

Flextool pumps are powered by petrol, diesel, air or electricity.

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and can pump solids up to 20 mm (3/4") diameter.

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Barin Automatic Bridge

Barin SPA of Cittadella, Italy have appointed Century Construction Equipment Pty Ltd as it's authorised distributor of the Barin SPA Automatic Bridge Control for Australia and New Zealand. The automatic bridge control is a device used for inspecting bridges, wharfs and other elevated roadways that are difficult to access using normal available equipment.

There are a total of five different models available ranging from the ATC working platform through to the ABC20 fully automatic bridge control. The Barin automatic bridge control has been patented throughout the world and has been working in the field since 1969.

The ABC20 which is the top of the range is mounted on a three axle Mercedes carrier and is capable of inspecting the underside of bridges from a platform that extends to 20 metres in length. Up to 5 inspectors or 500 kg in weight can be carried on the inspection platform and additional liftable stairs are available to inspect between girders. The unit can be completely launched automatically into the normal working position in 8 minutes and likewise it can be completely packed

and ready to travel on the highway again, also in 8 minutes.

Whilst the Mercedes Benz truck is the standard unit provided, the ABC20 can be installed on any make or model of vehicle. All models are equipped with an automatic levelling device so that regardless of the slope of the bridge the working platform will always be in a horizontal position. The launch and the return are hydraulically and automatically performed with limit switches providing the next sequence to be enacted.

Once the inspection platform is installed under the bridge, the movement of the unit is controlled by separate hydraulically driven stabiliser leg wheels which provide a speed of up to 8 metres per minute. The launch and re-entry is all done without anybody on board the actual inspection unit itself.

Another feature is the horizontal launch which is particularly suitable for railways as it avoids contacting wires. Windbreak barriers of a maximum height of 3 metres are able to be inspected without any problems with the ABC20 unit. All access ladders are provided with safety cages or

hand guides so the operator is able to gain access to the inspection platform with the maximum safety available. An optional spider descender is available which enables the descent of three people with tools to descend along side piers of up to 30 metres from the level of the platform.

Normal items fitted to the ABC20 are

- 3000 litre 7 bars compressor
- pressurised water
- compressed air
- 24volt DC electric plug point (vehicle battery)
- air outlet for pneumatic tools
- set of tools for maintenance.

The smaller units all have the same basic concept with the exception that they are smaller in size.

For further information please contact:

Jeff Brundell.
Century Construction
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42 Glenbarry Road
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Ramset - The Powerful Force

Ramset Fastener's (Aust) Pty Limited has been in the industrial and construction fastener business since 1952, when it was the first diversification of the then Siddons Industries Limited Group. Today, Ramset is proudly 100% Australian owned by Siddons Ramset Limited., with manufacturing plants at Croydon (Vic), Lonsdale (SA) and Auckland (NZ). Ramset has sales organisations established in the UK, New Zealand, Malaysia, Singapore and Hong Kong, and exports to over 35 countries.

Ramset have established themselves as one of the pioneers of powder-actuated fastening systems since World War II when this method of fastening was first introduced for practical and commercial use repairing war damage to ships, and can lay claim to being one of the world leaders in powder-actuated fastening systems development for the construction industry.

Powder-actuated fastening has since become a major fastening method for the construction industry. It's versatility allows contractors to fasten virtually everything from heating ducts to curtain wall panels with significant cost savings over more traditional methods. In most instances, time consuming field lay-out is eliminated since fastenings can be made directly through the object being fastened without drilling holes, aligning and bolting materials together. In many instances, powder-actuated fastening makes drilling, plugging, grouting of concrete and drilling and bolting of steel unnecessary.

Soon to be released from Ramset Australia, is the S75A Indirect Acting tool, arguably the most powerful tool

in its class. It is the latest tool to be designed and developed by the Australian organisation. With the indirect acting tool, the expanding gases of the ignited power load act directly on a piston which in turn drives the fastener into the work surface. The extent of fastener penetration is dependent on the power load level, piston configuration and the characteristics of the material into which the fastening is made. The S75A fasteners will penetrate 100mm thick structural steel and will accommodate 12mm through 75mm fasteners.

The system is completely portable. No external power source is required. Fastenings can be made with substantial "in-place" cost savings over most other fastening methods. As a result of those significant advantages, powder-actuated fastening methods have been accepted as standards in the construction industry.

The S75A Indirect Powder-Actuated tool simplifies the designers fastening problems and offers distinct advantages to the contractor.

- Lower "in-place fastening cost"
The basic cost of a powder actuated fastener is approximately the same as other types of fasteners, but its rapid installation results in total in-place cost savings.
- Speed of installation results in quicker and more orderly job completion.
- the cost of installing powder fasteners is relatively constant where as the cost of using other types of fastening methods will vary due to the job conditions.

- The S75A has a 75mm fastener capacity.
- 9mm diameter shank piston, therefore stronger more durable piston.
- 10 shot charge strip with 3 power loads used (green, yellow & red).
- Ideal for timber frames, form work, battens etc.
- Improved operator comfort provided by the ergonomic designed handle and thermal insulation.
- Auto extraction, and indexing of charge during retraction of piston.
- Incorporation of cavity design between housing and receiver to reduce thermal conductivity.
- Variety of fasteners and threaded studs can be used.
- No special tools required to disassemble and clean the tool.
- the tool complies to both Aust and British standards for indirect acting tools ie: below 100m/sec fastener velocity.
- Tool designed with underslung handle to improve stability during use.
- Many parts designed in engineered thermo-plastics to reduce tools overall weight, while maintaining strength.
- Safety features include compliance with standard drop fire and air fire tests.

The light weight Ramset S75A semi-automatic tool has been designed to incorporate simplicity and reliability. Utilising the most advanced material available whilst providing durability and ease of handling.

Safety Gives Hi-Climber the Edge

The refurbishing of No 1 Castlereagh Street, a 22-storey office block in Sydney's CBD, presented a number of concerns for Lend Lease Interiors.

Safety was the most important consideration, as the job involved removing very heavy old windows.

A secondary, yet important, concern was that the owner of the builder was keen to preserve the views of tenants during the year-long "facelift".

Swinging stages were ruled out because the windows were too heavy to be handled from them; full scaffolding was rejected as an option because it would block the views.

Lend Lease Interiors' answer was to use three modular, motorised work platform systems from Hi-Climber Rentals, who introduced the concept to Australia in 1989.

Each platform carried men and materials quickly and easily to any part of the facades, positioning them at the correct ergonomic height for the job at hand.

Lend Lease Interiors' site manager, Adam Tindall, said the project involved internal and external refurbishing of the office block, which was opened in 1964.

"On the outside, we had to replace the old windows and clean the facades," Mr Tindall said.

"We needed external access for the window replacement because the old windows had to be handled from the outside, and the new windows required a wet silicone join for water-proofing reasons.

"We considered using swinging stages, which are cheaper, but for safety reasons we chose Hi-Climber."

"A Major plus for Hi-Climber was that tenants were not forced to look out over shade cloth and ugly scaffolding."



Hi-Climber in use on the refurbishing of No 1 Castlereagh Street, Sydney

Managing director of Hi-Climber Rentals, Mr Bob Howison, said the Hi-Climber system was rapidly gaining acceptance in Australia, after being used extensively for many years in Europe and the U.S.

Other prominent builders who have used it include Phillip Lipman and Concrete constructions Refurbishers.

"The modular nature of the system enables it to be adapted to suite individual jobs," Mr Howison said.

Hi-Climber has a vertical range of 250 metres, platform length of between 8m and 23.4m, and load capacity ranging from 1,400kg to 3,000kg.

Up to six people can work together on the platform, and each user receives full instruction in operation and safety.

Hi-Climber technicians carry out all installations.

A system can be put together very quickly - an average height of 40 to 50 metres in two to three days."

Hi-Climber has branches in Sydney, Melbourne, Brisbane and Adelaide.

Hi-Climber Rentals
575 Woodville Road
Guildford. NSW. 2161.
Phone: (02) 632 1011
Fax: (02) 892 1160

Toyota's Costs are Only 48% of other Makes!

A detailed 10 month long cost tracking analysis of one of Australia's largest forklift fleets has shown that, on average, the service and maintenance costs of Toyota forklift trucks are only 48% of other makes.

In one category, the 1 to 1.8 tonne reach truck class, the cost advantage to Toyota was a staggering 130%.

The computer controller cost tracking study covered six major makes including Toyota, and was spread across a random sample of 80 units from a total fleet size of 283.

The tracked fleet consisted of a mixture of internal combustion engine forklifts (1 to 4.5 tonnes) and battery electric units (1 to 3 tonnes) whose work type varied from three shift production applications to single shift operation in warehousing duties.

In the sample fleet were 32 Toyota machines and 48 other makes. The average age of all machines was 2.5 years.

The oldest forklift, a 1986 model 2.5 tonne capacity Toyota I.C. had worked over 13000 hours, while the average work time of all machines was 8775 hours.

Across the board, the service and maintenance cost for Toyota, including labour and parts, but excluding tyres, was 69 cents per operating hour.

For all other non-Toyota makes, the average rose by 105% to \$1.41 per operating hour.

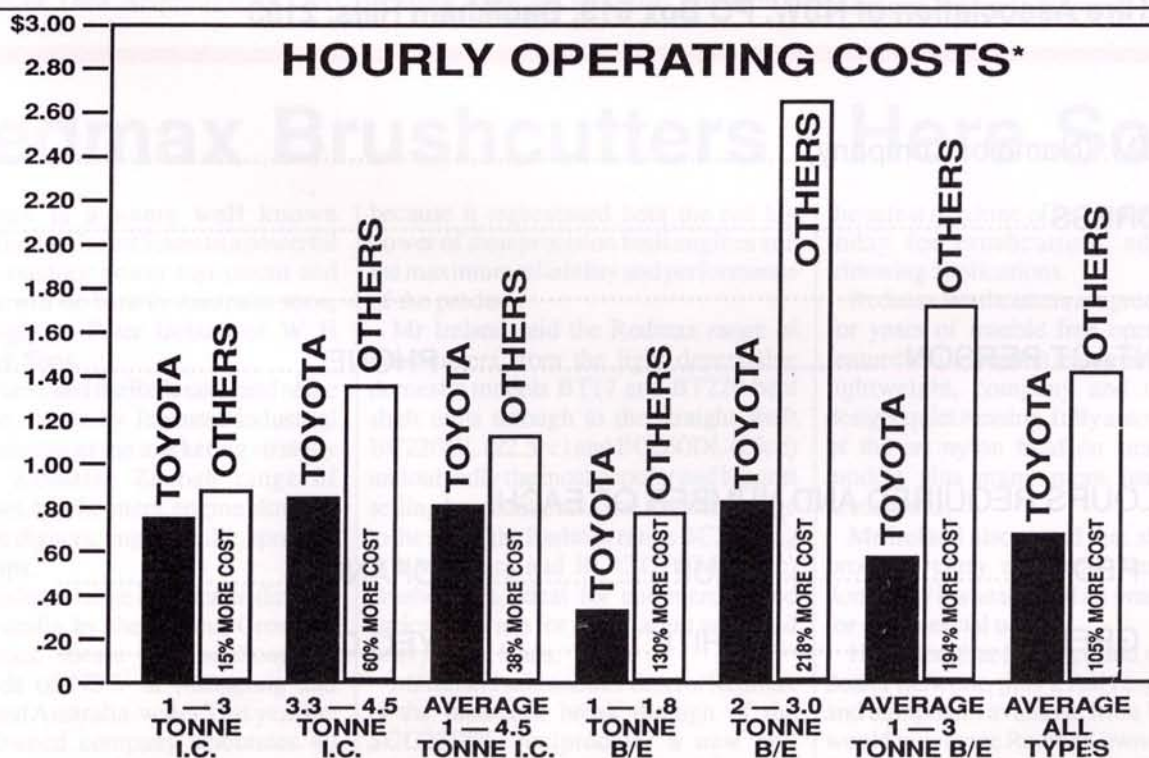
Mr Ray Lawson, General Manager, Toyota Industrial Equipment Division, said that the tracking study clearly demonstrated the superior engineering quality and low parts usage and cost of Toyota forklifts.

"When you consider that the life of the 'typical' single shift application forklift before sale to its second owner is some 7 years or 10,500 hours, the savings through using Toyota can be very significant."

"Using the mean cost figure revealed in our study, this will be well over \$7,000 per forklift. And, this amount does not take into account the huge additional savings accrued from improved production efficiencies gained by the massive reduction in machine downtime."

Enquiries to:-

Toyota Motor Corporation Australia
Industrial Equipment Division
2-28 Alexander Avenue
TAREN POINT NSW 2229
Ph: (02) 526 3333
Fax: (02) 526 3366.



* These costs are from the sample survey.
Costs will vary according to individual operating conditions.

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Nilsen Instruments New Acquisition

Nilsen Instruments acquires sole Australian distribution rights of Keithley Metrabyte and DAC products.

Nilsen Instruments in agreements reached with Keithley Metrabyte, Taunton Mass. U.S.A. and its former sole Australian distributor Novatech Controls has acquired the sole distribution rights of Keithley Metrabyte and DAC products effective 7th November. Novatech Controls who established Metrabyte as a successful product in Australia, have chosen to concentrate on the local production and export of their very successful range of zirconia oxygen analysers.

Nilsen Instruments has sales offices in Perth, Adelaide, Melbourne, Sydney and Brisbane and has appointed factory trained specialist customer support engineers to provide technical and application support to Keithley Metrabyte's existing base of over 1,500 installations and new customers.

The Keithley Metrabyte products comprise of Data Acquisition I/O and

Communication boards for IBM PC, XT, AT PS/2 microchannel and Apple/Macintosh; also Metrabyte, Series 500 DAC Systems, Field Data Loggers, intelligent transmitters etc. Keithley Metrabyte's products are ideally suited to industrial applications including process sequence and logic control, supervisory tasks, information processing from TC's RTD's, strain gauges, accelerometers, low voltage inputs from special applications - sensors including pH, specific Ion, density etc. Research applications also are well catered for by not only a variety of data acquisition board products and associated software, but also by image processing boards for tasks such as cell counting, pattern recognition, morphological studies etc.

The Keithley Metrabyte PICP range of PC Bus instruments on a board are unique and comprise of digital storage oscilloscopes, arbitrary function waveform generators, logic analyzers, digital multimeters, high speed counters etc., which allow the user to form automatic testing rigs (ATE) for electronic

production environments, automatic calibration etc. This form of instrumentation is highly cost effective when compared to conventional GP-IB test rigs which not only require GP-IB control cards in the computer, but also in the Test Instruments as well as user written software. Each Keithley Metrabyte Instrument on a board comes with its own software package which amongst other features provide front panel "mimics" to make operation of the instruments easy for even hardware oriented operators.

The latest Keithley Metrabyte comprehensive 384 page catalogue and technical handbook (Vol.22) is now available. All products are fully described and it provides a valuable technical reference to engineers, scientists, experimenters and technicians. Please contact "Data Acquisition Department", Nilsen Instruments Pty Ltd., P.O. Box 930, Carlton South 3053, Victoria. Telephone (03) 347 9166, Fax (03) 347 3919 for your free copy.

Philip Kreveld, Group General Manager, Nilsen Instruments Pty Ltd.

Redmax Brushcutters - Here Soon

Redmax is a name well known throughout the United States as a powerful force in outdoor power equipment and Redmax will be here in Australia soon, accordingly to Peter Ireland of W H Ireland & Sons.

Mr Ireland said the Redmax brand name had been chosen by Japanese industrial giant Komatsu as the marketing strategy for the Komatsu Zenoah range of chainsaws, brushcutters, engine blowers, post hole diggers, engine drills, sprayers and pumps.

The Redmax range is imported directly into Australia by the Ireland Group of Companies, located in the Southern Highlands of NSW at Mittagong and distributed Australia-wide. This year the family owned company celebrates 40 year operation at Mittagong.

Mr Ireland said the name Redmax was particularly apt for Komatsu Zenoah

because it represented both the red hot power of their precision built engines and the maximum reliability and performance of the product.

Mr Ireland said the Redmax range of brushcutters from the light dependable domestic models BT17 and BT220 bent shaft units through to the straight shaft BC220DL (22.5cc) and BC260DL (26cc) undoubtedly the most popular and biggest selling brushcutters in the Redmax range to the top of the Redmax range BC340DL/DWM (34cc) and BC431DWM (43cc) brushcutters, ideal for commercial and agricultural use for those larger areas and heavy work loads.

Mr Ireland said another first for Redmax is the landmark break through of the SGC220DL reciprocator a new and innovative product eliminating debris and kickback, which makes this Redmax unit

the safest machine of its type in the world today for brushcutting, edging and trimming applications.

Redmax brushcutters are precision built for years of trouble free operation and feature anti-vibration, electronic ignition, lightweight, compact and innovative design, quiet running, fully automatic state of the art nylon head on straight shaft models plus many more features and accessories.

Mr Ireland also stated that all Redmax products carry a 2 year warranty for domestic/home use and a 1 year warranty for commercial use.

He added that the large and expanding dealer network, plus a full range of parts and equipment available from Mittagong would guarantee Redmax owners trouble free operation and service backup for the long service life they would expect from their machines.

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