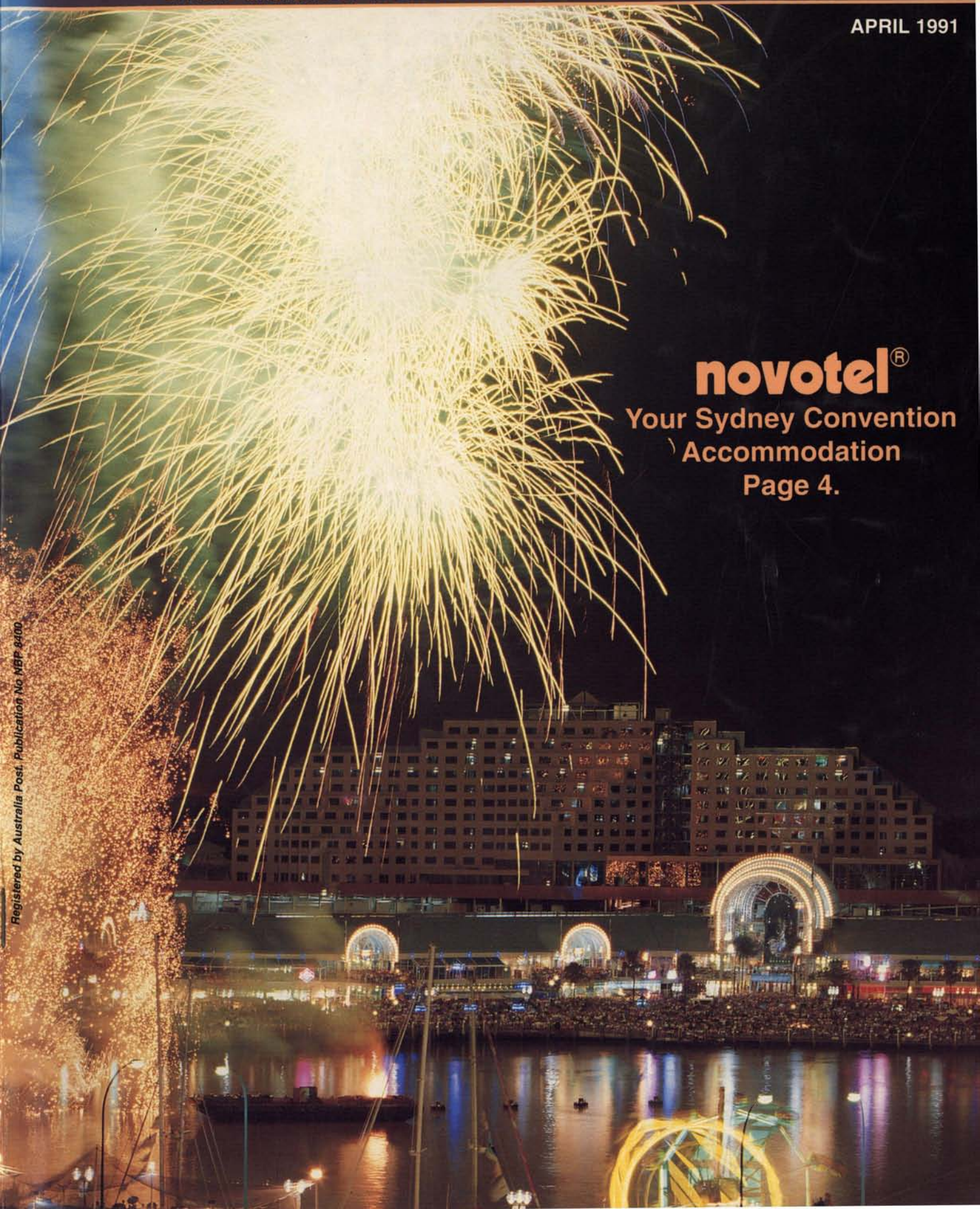


HIRE and RENTAL Industry Quarterly

OFFICIAL MAGAZINE OF THE HIRE AND RENTAL ASSOCIATION OF AUST. AND N.Z.

APRIL 1991

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Secretary: Mr D. Lusty,
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Motueka

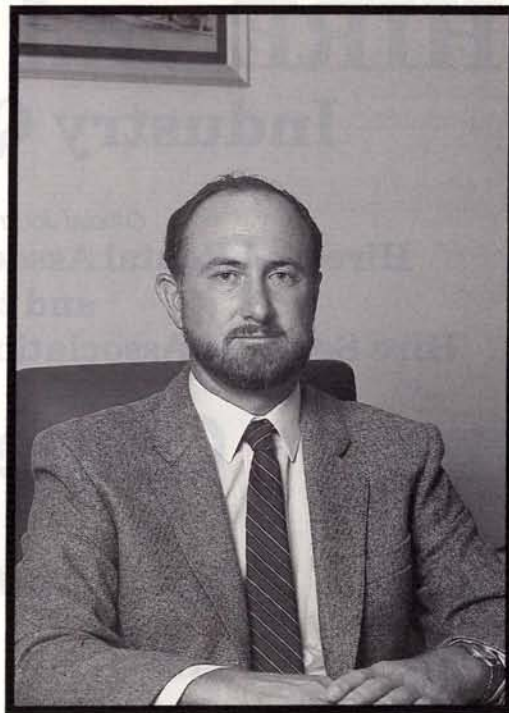
Zone 2 (Lower North Island):

Director: Mr Russell Miscall
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



Bruce Fraser, National President

Presidents Message

Firstly thanks to everyone in the Industry for allowing me the privilege of being National President in 1991 and I trust I can represent the Association in a positive and successful manner.

Congratulations to Pat Pearce for an excellent year in "the chair" in 1990 and to the S.A. Committee for having a great Convention in Adelaide last September.

We are already well into 1991. I wonder how everyone is surviving these very difficult times and how many were prepared for such a large decline and are now in a strong position to take advantage of any uplift when it arrives?

Let me ask you, is this recession as bad as we read everywhere (except Victoria) or were we on such an abnormal high in recent years that now it just appears to be disastrous?

How are your hire figures today compared to three years ago when you thought you were going well?

It's been said before, but I will say it again. Rate cutting will not be the answer to increasing sales or market share. The only way to retain sales levels and market share in a declining market is to increase rates not reduce them. Why do twice the work for no more return.

Due to increased competition our industry has become somewhat segmented with far less overall communication in endeavouring to help each other.

We must now get back to previous eras of this industry by being honest and trustworthy and work together to achieve satisfactory returns on our investments based on replacement costs.

This year the Convention is being held in Sydney at the magnificent Darling Harbour and I urge you to make early arrangements to attend what will be a great event.

Best wishes for a successful year and I look forward to seeing everyone in Sydney in August.

HIRE and RENTAL

Industry Quarterly

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



Contents

President's Message	1
Immediate Past President — Pat Pearce	5
Tough Trade — Jim Brown	11
Cash & Management — Max Williams	14
Legal Expenses — Uninsured Risk	17
State Roundups	20

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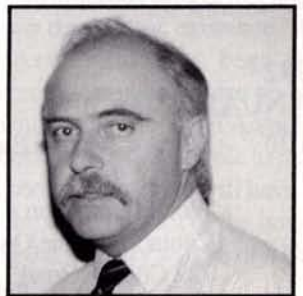
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20th International Hire Convention	23
Party Hire Section	31
10 Rules for Plant Hire	51
New Zealand Report	58
American Rental Convention	61
Advertisers Index	64



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CONTRIBUTIONS AND PRESS RELEASES

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Rose Bay, NSW 2029

Rental Calendar

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

JULY

- 3-5 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
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Kuoni Travel Pty Limited
5th Floor, 39 York Street, Sydney, NSW 2000
Telephone: (02) 290 2577. Fax: (02) 290 2273

NOVEMBER

- 15-17 Hire Association Europe Conference
Harrowgate, North Yorkshire
Contact: Debbie Le Quesne
722 College Road
Erdington, Birmingham B44 0AJ
Tel: 021 377 7707. Fax: 021 382 1743

1992

JANUARY

- 28-30 Hire Association Europe
HIREX 92
Wembly, London
Contact: Debbie Quesne
722 College Road
Erdington, Birmingham B44 0AJ
Tel: 021 377 7707. Fax: 021 382 1743

FEBRUARY

- 24-27 American Rental Association
36th Annual Convention
New Orleans Convention Centre
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IMMEDIATE PAST PRESIDENT'S REPORT 1990

In this year which saw our Federal Treasurer confirming that Australia is in a recession, the Gulf crises and our troubled unemployment figures, could lead one to a pessimistic outlook. I am confident, however, that our industry, despite these events, will continue to prosper.

Membership of the State Associations continues to grow, which indicates that the services provided are in line with the members' needs and our National Convention held each year provides the opportunity for members and suppliers to get together to discuss industry related issues in a congenial atmosphere.

The 1990 convention, which was the 3rd convention hosted by the South Australian Association, had tremendous support from the exhibitors and whilst the number of delegates did not reach expectations, the exhibition, the speakers and social functions were extremely successful.

I take the opportunity to thank the South Australian committee and the professional organiser for a job well done. I confirm my belief that it is absolutely necessary for a professional group to be put in charge of the convention. Of course, each State now employs professional convention organisers and it is vital that our National Association compiles information from each convention so that ultimately we will have a guide for the organisers which will be foolproof.

I know the NSW Association is well under way in its planning for the 20th convention to be held in Darling Harbour and I am sure that given the venue and the dedicated personnel involved, the convention will be an outstanding success. The suggestion from our Secretary that the convention become an allowable deduction for the 1% Training Levy, should be pursued and might be another incentive for our members to attend.

Whilst the Association obtained non-profit status from the taxation office, we were unable to obtain complete exemp-

tion on interest earned on investment and dividends received.

We have now been assessed for the 1989 year and under our financial report you will find that there will be a further allowance for the 1990 year. The State Associations should now follow the same procedure as adopted by the National Association in seeking exemption under 23(h), at worst they will be granted non-profit status.



Pat Pearce, Immediate Past President

During the early part of last year, we obtained a copy of the ARA Safety in Action Manual. The idea was for the National Association to develop a loose-leaf manual, which would be kept up-to-date as safety procedures varied. This will be a matter of discussion at today's meeting and some consideration will need to be given to the cost factor and also whether the Association requires a general guide or a loose-leaf service, which will obviously be more costly.

Lobbyist Peter Cullen gave us food for thought during the convention and subsequently he prepared a paper of what his organisation can do for the Hire and Rental Industry. The subject of removal of stamp duty seemed to attract Peter's attention and perhaps we could have some decision in principle soon.

Peter also suggested that it would be

mandatory to have proper statistical information available if we are considering making submissions to Governments. I trust that this has been given due consideration by the State Associations.

Time has a way of slipping by very quickly and I wonder how many of our members have made full provision for the minimum expenditure requirement of 1% of payroll above \$200,000, which came into effect under the Training Guarantee Legislation on July 1, 1990. This figure will rise to 1.5% in 1992 and any shortfall in expenditure below the minimum requirement will be collected by the Government through the taxation system.

During the year, representatives from the State Associations realised that the issues considered by the National Association required more immediate action and as such it was decided to hold four meetings a year including the meeting during the convention.

It was also agreed that State Associations or individual delegates should not be called upon to contribute to the costs or travel expenses to attend National meetings.

In the two decades of existence, the National Association has been the vehicle to provide a united voice on behalf of the members. The State Associations no doubt have an active role to play but I think sooner or later we will have to face up to the fact that a lot of the issues confronting the industry will be of a National nature.

The Hire & Rental Industry Quarterly magazine continues to serve us well. The improvement in presentation and content is outstanding and I place on record my thanks to the editor, Ken Benson.

In conclusion I would like to thank State Branch representatives for their support and also to our Secretary, Rolf Schufft, for the support he has given me during the year.

I have enjoyed the role as President of the National Association and I wish the incoming office bearers well for the future.

PAT PEARCE

An Industry At WAR

By Michael Roth, RER

(Reproduced from the March 1991 issue of the R.E.R. Magazine from the U.S.A.)

Rate Cutting:

A tough recession and a slumping economy has intensified rate competition and has led to an Industry at War

When General Motors announced the opening of a new plant in Spring Hill, Tenn., south of Nashville, to manufacture its new Saturn cars, local rental people hoped plant construction would bring an avalanche of orders for backhoes, aerial lifts, generators and compressors. But it didn't turn out that way.

GM awarded the construction contract to Boise, Idaho-based Marsh & Knudsen, which, according to Tennessee rental people, awarded the subcontracting to companies from California, Oklahoma, Michigan, New York and Florida. When it came time for the subcontractors to rent equipment for the job, the result, according to Ray Miller of Franklin Rent-All, Franklin, Tenn., was "the worst rate-cutting I've ever seen."

Local rental people say several large rental companies moved into the area in advance to be in a position to rent equipment for the Saturn job. After the job was finished, the largest of these companies folded up and moved to Nashville. Most of the local rental centers which were in the area before the Saturn construction and will continue in the area long after, were shut out of the action. And local contractors, who saw rental rates slashed during the Saturn construction, are now

complaining about what they perceive to be high rental rates.

The Saturn plant incident is illustrative of a problem that has always existed in the rental industry: rate-cutting. With an economy in recession, construction activity decreasing, and contractors as well as rental centers struggling to survive, rate wars appear to be more widespread and pervasive than ever before.

According to many rental people, given the softness of the current economy, the rate situation is likely to get worse. One rental person compared the deteriorating situation to that of airline companies which resort to fierce wars in an effort to boost shrinking sales.

Rental people are concerned that even where rates are not being cut, they are not increasing as they should. In most areas of the country, rates are not keeping up with wages, inflation of basic cost-of-living increases.

"I was recently throwing away some seven- or eight-year-old paperwork," says Scott Mercer, Sun Rentals, Spokane, Wash. "I found that pricing from that time was only about 5 to 10 per cent less than today."

Dale Rundell, sales representative for Safe Way Rental, Austin, Texas, sees the situation in graver terms. "Rental rates around here have stayed the same for at least the past five years, and in most cases have decreased," says Rundell. "Inflation caught up to us a long time ago." Jim Morris, president of Whitlock Brothers, Norfolk, Va., told RER that the current cycle of rate-cutting is the worst he has seen in 25 years in the industry.

RER surveyed rental firms nationwide and found most strongly oppose rate-cutting. However, while some rental center

owners staunchly resist all forms of rate-cutting or discounting, others feel pressured by the demands of the marketplace. Although they may be against rate-cutting in principle and practice, they say too much loss of marketshare, especially during an economic downturn, is more than they can bear.

"For years we never cut any rates at all," says Ron Grasse, Center Rents, Colorado Springs, Colo. "But you get caught in a position where you're losing customers you've spent years getting. We've seen so many customers leave and we know how difficult it is to get them back. They say it costs six-and-a-half times the amount of money to get a new customer than to keep your old ones."

Grasse says that for the most parts he is holding out, refusing to cut a rate. In fact, he used to never cut at all. Now, however, he sometimes gives in. "After a certain point, it's better to get something for the equipment than nothing at all," Grasse says. Also, if the equipment is idle for too long, he adds, a rental center risks losing exposure.

According to Grasse, equipment sitting idly affects the public's perception of one's business. "If a contractor keeps driving by and seeing all the same equipment just sitting in your yard all the time, he might get the idea that you aren't doing your job right and that there must be a reason why people aren't renting from you," he says.

In order to keep up with their rate-cutting competition, many rental centers offer free delivery and special discounts for regular long-term customers. "Sometimes whether or not we give them a discount depends on how much

Continued on Pages 20-21



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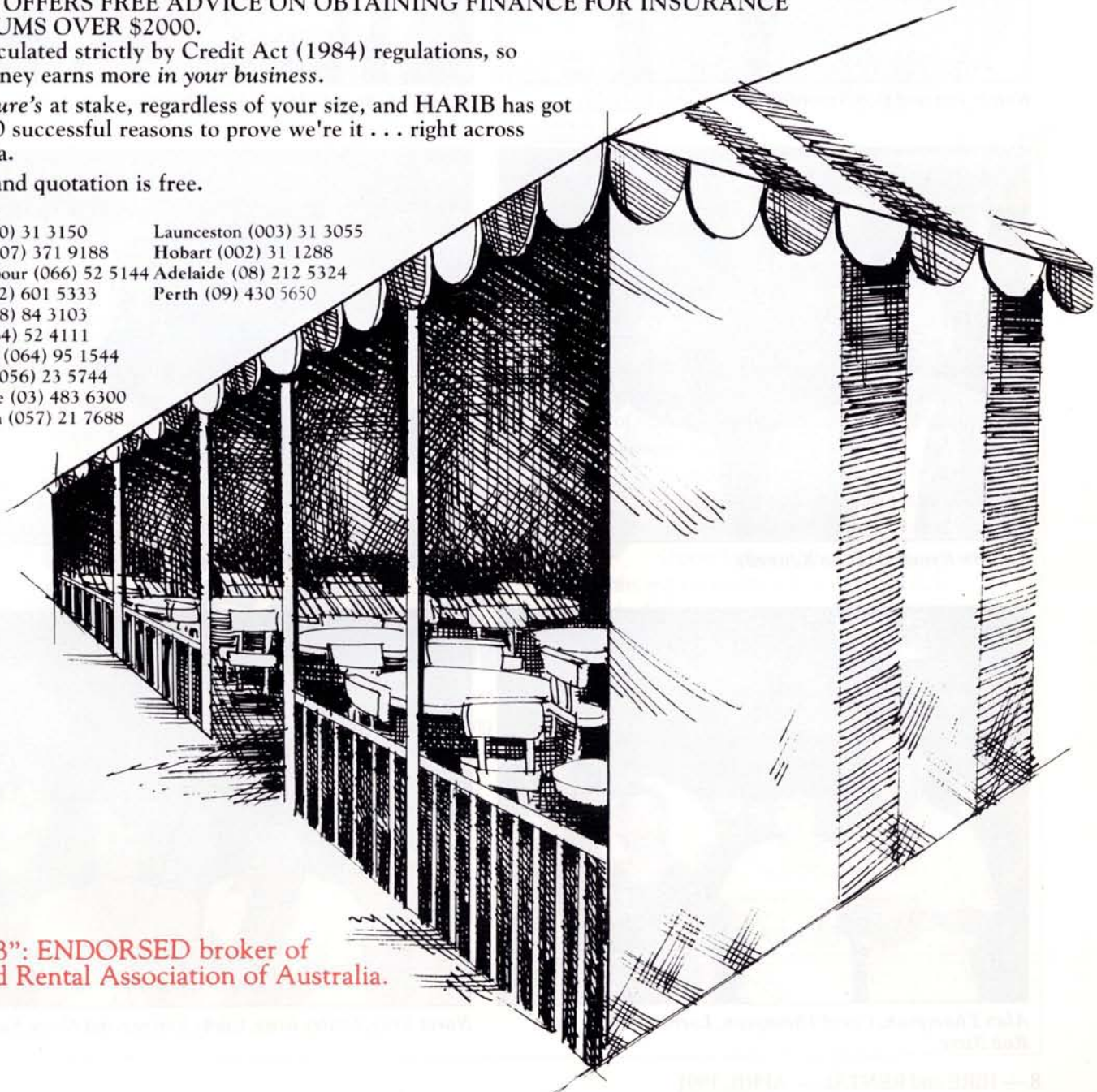
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TOUGH TRADE AS WE WAIT FOR A KICKSTART

by JOHN FITZSIMMONS

Victoria's hire and rental industry has plenty of reasons for concern and not a lot of bright things on the horizon, according to Jim Brown, General Manager of Coates Hire.

While things were either holding up, grim or tough in other States, no State was as bad as Victoria, Mr Brown said.

Addressing the Annual General Meeting of the Victorian Branch of the Hire & Rental Association, Mr Brown recalled, "The hire industry sort of grew from the early 70s on a continuous growth path and didn't hit any sort of brick wall until 1982-83. In New South Wales we just hit a brick wall and went back 30-odd per cent. We thought 'the end has come' and then it happened in Queensland too."

"But this is the first time in Coates' time in the hire industry, that we've gone back together in each State," he commented.

"The worst we'd gone back (overall) before was about 7 per cent but it is now three to four times worse than that."

"Every time we have dropped back, in each State from 1983 on, we've always had another State going alright, but this time we've got everyone going backwards."

"Even now, New South Wales is holding up reasonably well but is expected to fall away also, Mr Brown



Jim Brown, General Manager Coates Hire

said.

"But Victoria — what can you say? This is different from anything we've seen before," he commented.

"We've got a Government that's broke - with little left to sell — a war and a world recession facing us."

For indicators to the industry's fortunes, Jim Brown turned his attention

"We've got a Government that's broke — with little left to sell, a war and a world recession facing us"

(like many others on the night) to the Yellow Pages telephone directory.

In 1980 it listed some 96 general hire outlets in the Melbourne metropolitan area; some 236 in 1990.

The star performer during this period was Whelan who had but one branch in 1980 and seven 10 years later. BE Hire grew from three to eight, Wreckair from five to 10 and Door-to-Door none to three.

The big change, he offered in a friendly jibe at his fellow Guest Speaker, was the exit of U-Hire's five metropolitan and 11 country outlets from the scene — helped by Brambles.

Mr Brown then focused on Federal AFCC records and forecasts of engineering construction activity.

In 1984-85 the AFCC recorded Victorian activity as \$1.1 billion. But its forecast for 1990-91 is lower at \$990 million, and falling through \$788m in 1991-92 to just \$723m in 1992-93!

The AFCC figures have paralleled the hire industry's trends for years and, as we can see, all the red line does is go downhill, Mr Brown observed.

"Coates did some sums on what we thought the Victorian market was worth and reached an estimate for 1988-89 of \$130 million-plus. In 1989-90 we estimated it was worth

\$140-150 million. If we assume country business is worth, say, \$20 million, then the metropolitan business is worth, say, \$125 million," Jim Brown continued.

"If we divide that business into the 236 metropolitan branches, then we get a figure of about \$530,000 turnover/branch."

"Now we know, no risk, that the market has dropped maybe a third - probably worse than that in some instances - compaction and high-reach equipment for instance. That drops the Melbourne market down from \$125m to \$83m. Divide it by 236 branches again and it gives you a figure of \$350,000/branch — a drop of \$180,000!"

"We've driven our prices down by 20 per cent by the competition that exists"

Now, if \$530,000 was realised in good times, and we've had some inflation, maybe \$500,000 per branch will bring us back to reasonable times. Using this arithmetic we only need 166 branches in Victoria at the moment, Mr Brown concluded.

"Hands up for 70 volunteers to drop off."

("Perhaps Brambles can help us out again; they've been generous to us in the past.") (laughter).

"What can we do?" he asked.

"We've driven our prices down by 20 per cent by the competition that exists, more perhaps. We'd have to increase the prices by something like 40 per cent to get back to a reasonable thing."

"And here's an Association that's had Bob Ansett along two times to tell us how to run the industry and look what he did. If he was doing everything so perfectly, why did he have to cut the rates?"

"Obviously some people listened to Bob Ansett. Today, every way possible, we're discounting — half-day rates, free transport, etc. Every day we're doing the Bob Ansett trick and we're the industry leaders!"

"Here's another example," Jim Brown continued. "In 1981 a 100cfm compressor cost about \$5000 without sales tax. Our 'achieved rate' (not the bulldust on the rate card) was then \$40/day."

"In 1991 the same compressor costs \$13,800 and our achieved rate in Victoria is \$67/day.

"The rate has gone up 67.5 per cent while the cost of the machine has gone up by 176 per cent! If we were making the right money in 1980, we'd be getting \$110/day now to get the same return on our investment!"

Continuing the 'return on investment' theme, Jim Brown pointed out that, once, in Coates, he wouldn't get approval to spend \$1000 unless he could get it back within 12 months.

"On our new reduced rates in Victoria, an 80ft high-lift costs \$720/day (if you get it) and if you get 60 per cent utilisation over 12 months, its cost is 2x earnings."

"At the other end of the scale, a 20ft scissor lift at Coates' published rate of \$148/day, at 40 per cent utilisation, its cost is 2.5x earnings, at 30 per cent it's 3.5."

"I can't understand how you make money out of those things because we can't. And when people talk about average fleet replacement costs being four times earnings I just find it hard

to understand."

"We've never faced a recession like this before. I hope we're in the bottom of the curve — but how long is it going to stay flat?"

"What's going to get Victoria out of it? Not the AFCC forecasts."

"This is a very forgiving business. You can stop spending money and, as long as you're not committed to big leases, you can somehow survive. We've seen this in the past and not too many have fallen by the wayside so far."

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"Will Paul Keating hand over the money and give us a massive development surge?"

"I was asked to come and talk about the future of the industry. What I've spoken about is all real. Can anyone tell me any differently?"

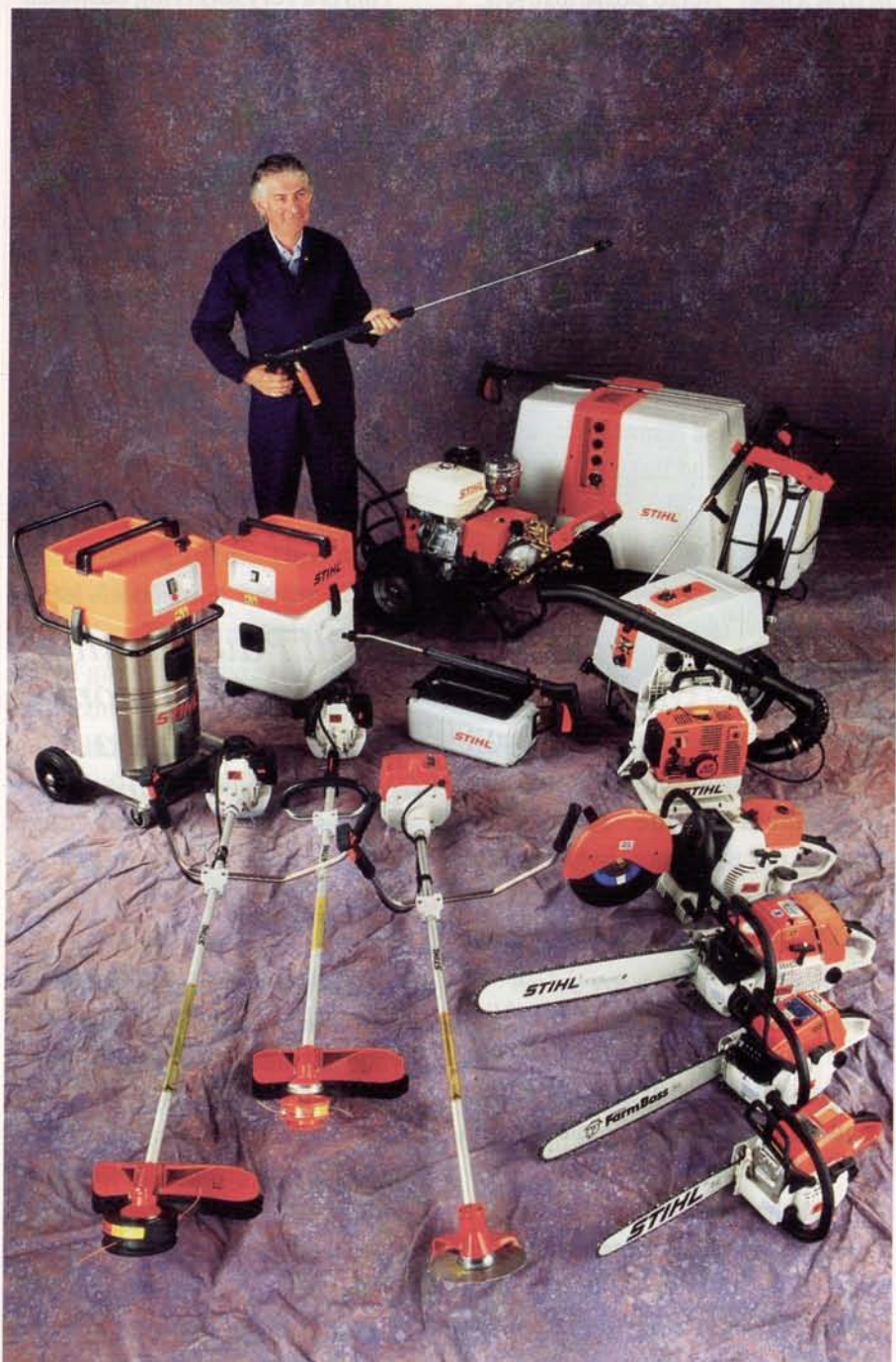
"A lot of it we've brought on ourselves."

Perhaps there's scope for some resort or coal development in Queensland or New South Wales. But Victoria?

"Frankly, there's not a lot of bright things on the horizon," Jim Brown observed.

The only thing to consider is that, like the good years after 1983, confidence returns and something 'kickstarts'.

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CASH AND MANAGEMENT — BASICS FOR SURVIVAL

by JOHN FITZSIMMONS

Basic management skills — with special attention to cash flow and debtors, are the keys to survival in the highly competitive rental industry of the 1990s, according to Mr Max Williams, General Manager of Wreckair.

Mr Williams was a Guest Speaker at the recent Annual General Meeting of the Hire & Rental Association's Victorian Branch, held at the Hawthorn Social Club.

Stressing that his comments were those of an "eight month expert", the new manager of Wreckair said his initial impressions were of an industry suffering too many players and questionable performance, but enjoying big potential.

The Hire & Rental Association also faced a major problem in servicing the diverse needs of the industry, according to Mr Williams.

However, in moving to qualify his comments, Mr Williams highlighted the lack of industry facts and figures — the absence of industry statistics and trend analysis.

Like others, he looked to the Yellow Pages for basic data and profiled the industry as having about 500 operators nationally with some 160 in Victoria. Of these, he observed, only a few were 'corporate', the backbone of the industry being private companies and family businesses.

This says a lot for the way the industry runs, including its pricing structures, but also the way everyone is gathered here tonight (which



Mr Max Williams, General Manager, Wreckair Hire

would be unlikely with a large corporate membership)," Mr Williams said.

But forecasting the industry's fortunes, or improved prospects, proved difficult, even for Wreckair's General Manager.

"Our turnover and profit is down

"Cash alone pays the bills, not inventory, equipment or accounts receivable"

30-40 per cent, our people numbers have dropped from 1070 to 830 and are still falling," he commented.

"We don't see an end to it or a flattening of the curve — not just in Victoria but in most other states. Indeed, we see the industry as down 30-40 per cent with some segments

worse than that."

We are pleased if you are doing better than that. Some others won't make it, Mr Williams said.

"But on the other side of the coin, there will be opportunities and acquisitions. Some will pick up the dregs and make something of it."

Survival, Mr Williams declared, was reliant on getting the business basics right. His address on the theme, 'Where's the industry going?' was entitled 'Backwards to the future'. The message was 'back to basics' management.

The common excuses for business failure are given as slow sales, heavy operating expenses, inventory and equipment problems, and poor location, he said.

"However, the major cause is simply poor management."

Throughout his address Mr Williams emphasised the need for cash flow and debtor control. He pointed out that his company (Brambles/Wreckair) aimed to limit debtors to just 1 per cent of monthly sales turnover.

"Cash alone pays the bill, not inventory, equipment or accounts receivable," he said.

"A shortage of funds is usually symptomatic of other problems," according to Mr Williams.

"Prepare realistic budgets, for profits and cash flow. Cover the downside - not just what you want to hear but also what happens if you

don't hit the daily, weekly or monthly revenues," he said.

"Control your cash. It is the most important thing to say tonight - to every company and person here."

Debtors also came in for plenty of attention from Max Williams, especially those who move around and use up the resources and goodwill of more than one hirer.

"You can work your guts out, your butt off, and you get the guy who doesn't pay you. I can think of nothing worse than that."

"I have no worries about myself, any of my managers, or anyone else, going up and eyeballing any person who owes us money and saying 'give me back the money you owe me'. I cannot understand managers who don't seem to have the guts to go up to people who owe them money and demand their money."

"It's a management role, a person-to-person role and nothing to be embarrassed about."

"They owe you money. Go and get it. We, as an industry, are poor performers on that."

"The advertising expenditure on Yellow Pages (*a subject of earlier debate) is chickenfeed when compared with bad debts. It's your money. We all lose on this point," Mr Williams stressed.

He urged the industry to maintain a strong debtors watch.

Among the pitfalls for management to avoid, Max Williams listed:

- downgrading the need for experience
- sloppy record keeping
- reckless money management
- the failure to plan
- the misuse of time, and
- inattention to marketing.

Healthy organisations are driven by managers who:

- admit ignorance and seek assistance
- improve knowledge, experience and skills

- maintain complete records
- control cash
- market vigorously
- build a tight-knit, motivated team, and
- plan wisely for the future.

Maintaining profitable sales will be a key element in any recession survival package, according to Max Williams.

"So many of us concentrate on things which we are emotionally tied to. We think it's great. We've always been in it. We've always done it. At the end of the day it's got to be profitable."

"Identify where you want to be, how you're going to get there and whether or not you need help"

"If you've got to have a loss leader - that's fine. Have a loss leader if it all works out in your programme. But make sure your overall profitability is right."

"Analyse it, assess it, make a decision but don't ignore it."

"Quit it or fix it. It really is simple," Max Williams stressed.

The need for planning was another area for close management attention.

Maintain good records. Know your financial position. Receive timely, accurate information, Mr Williams urged.

"If you don't know where you're going and you can't position your company - you've got a problem," Max Williams said.

"Identify where you want to be, how you're going to get there and whether or not you need help."

"You shouldn't be embarrassed if you need help. It's a good investment. Wreckair spends a lot of money on consultants — for market

surveys, in advertising and so on."

"Consultants are there to be used. Sometimes we think they're expensive but they're there and they do know what they're talking about. They are worth using."

"You should look maybe six months to a year down the track - planning where you should be in business, what you should be doing, what your pricing policy should be, what gear you should be buying, what gear you should be disposing of."

But, Max Williams pointed out, good managers avoid the misuse of time and successfully make the transition from a 'doer' to a 'thinker and planner'.

You should be planning. But it's terrific when the phone rings. It's something to do - you pick it up, you answer it. In a lot of cases it's maybe not your role, he commented.

Inattention to marketing was another area where businesses fall down, according to Max Williams.

"Build awareness, customer demand. You need a marketing campaign. Do things which are going to get the sales in - a marketing strategy, improve salesmanship, advertising and promotion," he said.

Improve your market position, your location, the quality of your products. Improve the quality of your employees by training and replacement, Mr Williams advised.

"Beware the illusions of profit. Rely on the certainty of cash flow. Without cash flow you've got no company."

"It's all 'mothercraft' stuff, all very basic, but if you don't pay attention to these, then you're just missing the game."

"Get down to it. (Otherwise) why the hell are we in it," Max Williams concluded.

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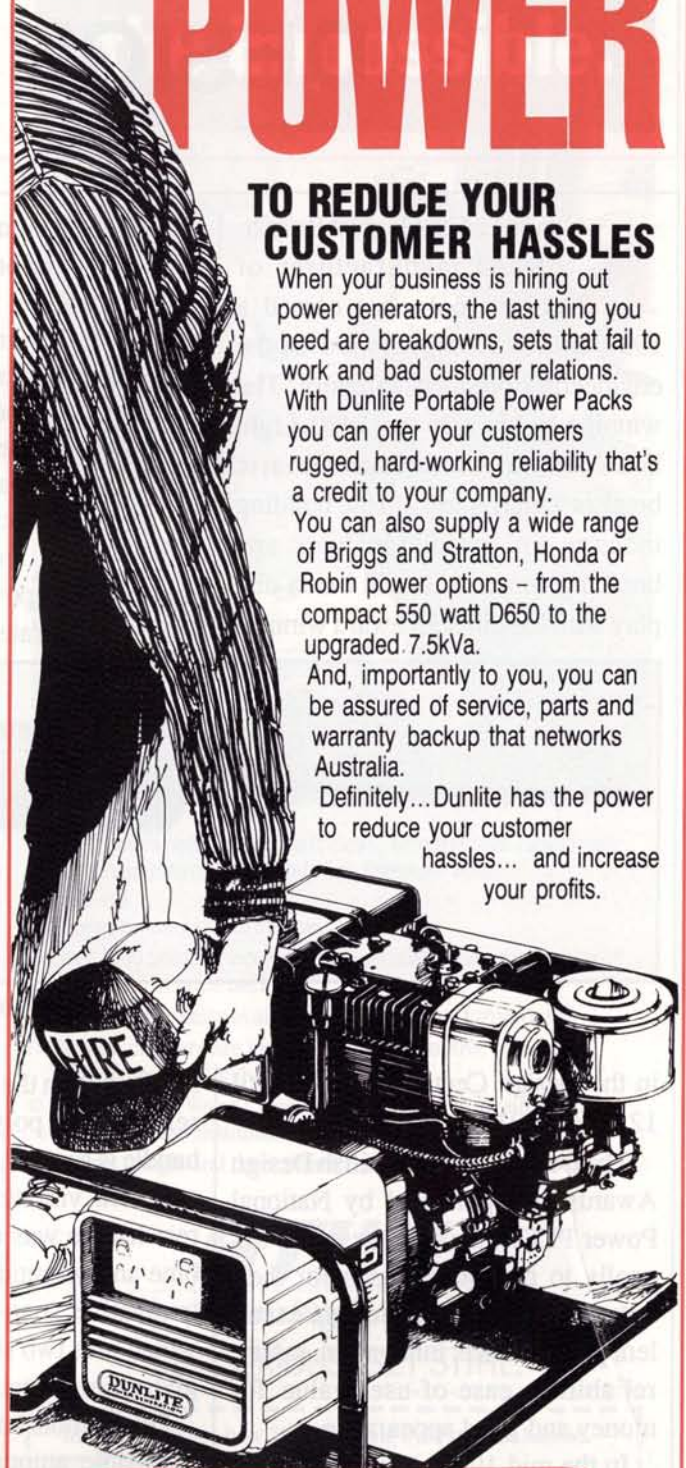
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KANGO WINS 1991 BRITISH DESIGN AWARD

Kango Ltd, the largest British-owned manufacturer of power tools, has earned a 1991 British Design Award in the engineering products category. The winning product is the 1400 Light Breaker, an electro-pneumatic breaker which is used in the building industry for demolition work and breaking concrete. It will be on display with the other 18 award winners

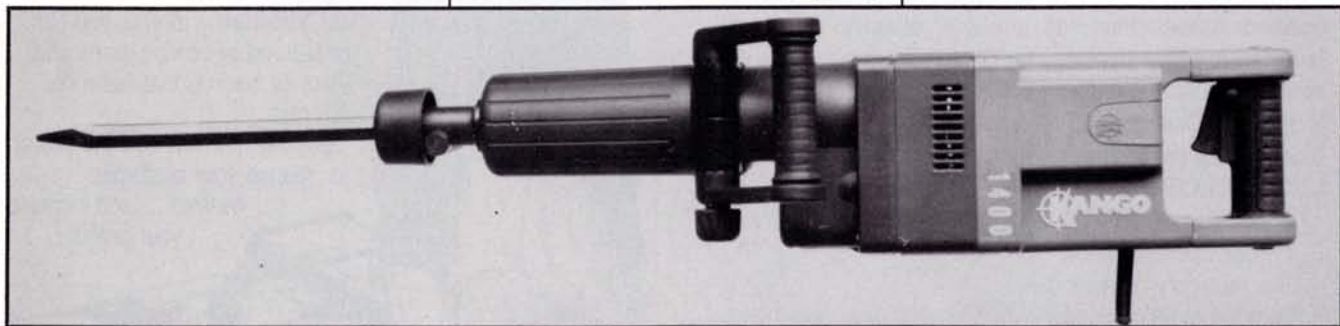
demolition hammers and the power performance of breakers.

With advice from the Design Council's Designer Selection Service, Kango appointed the design consultancy, Products First, to improve the ergonomics of its products as well as create a new product identity across the entire range.

In order to reduce the vibration emitted from power tools, Product First incorporated a soft grip top

ergonomic advantages the material offers.

Kango re-engineered the inside of the 1400 and some of the most outstanding features are hidden from the eye. At the heart of the 1400 is the Kango Inclined Shaft Bearing which prolongs component life, improving reliability, and works with a powerful motor to give mechanical efficiency, improved power-to-weight ratio and superb performance for its size. It has



The Kango 1400 Light Breaker

in the Design Centre, London, until 12 April 1991.

The Design Council British Design Awards are sponsored by National Power PLC. They are presented annually to products chosen for their outstanding all-round design, excellent performance, innovation, safety, reliability, ease-of-use, value for money and good appearance.

In the mid 1980s Kango, based in Woodston, Peterborough, needed to upgrade its products and image in order to compete in an increasingly fierce international market. Kango's research revealed there was a gap in the market between demolition hammers and heavy breakers. The light breaker combines the versatility of

handle within the design. Made from self-skinning polyurethane foam, the handle is comfortable to hold and has excellent vibration absorption. The rear handle was redesigned to combine anti-vibration modules with an innovative snap-together assembly which uses two simple lock plates to give ultimate strength.

Power tools have to withstand an incredible amount of pressure and wear, so it was essential that the most durable materials were used for housing and the advanced technology within the machine. Therefore the use of polymers to replace aluminium on the handles was a big break with tradition for Kango, but essential for the 'modern' image required and the

been designed to have a minimum of working parts — up to 30% less than other models.

With exports of 80%, the Lightbreaker is currently achieving significant sales in Japan — a market that up to 1988 took no Kango products at all.

Kango Ltd is the only British-owned manufacturer of power tools with over 65 years experience in the design and manufacture of electro-pneumatic drilling hammers and breakers. The company is committed to a programme of new product development. In the words of Vic Lilley, Technical Director, "Kango's future is unquestionably in new products. The 1400 Lightbreaker is only the beginning".

Ark Hire Flying High with Tracs

Like many hire companies before them, Ark Hire was born in a "backyard" and in the natural progression that seems to take place in the hire industry, Ark Hire has grown into one of the largest hire companies in the Newcastle area with branches in Gateshead, Raymond Terrace and Warners Bay.

Owners Greg Smith and John Stanning, related by marriage (John refuses to admit to it, though) ventured into business together in 1975 when they began importing an hydraulic jackhammer known as the "Pacemaker" from the U.K. While they were selling the "Pacemaker" to the various councils and hire companies in the area, they discovered most people wanted to rent rather than purchase the equipment. Not being the sort of people to miss an opportunity, they saw the potential and Ark Hire was formed in 1976.

Starting out with their "Pacemaker" and a few other bits and pieces of plant, Greg and John set about building the business. There were some tough times in those early days and they often had to look outside the hire business to supplement their incomes. A lawnmowing service was one source of income, while another more profitable, but time consuming source was the building of houses. While John was running the business, Greg would be sent off for a couple of months at a time building a house and then selling it in order to inject funds into the business.

This novel idea has worked very successfully for them and even as late as last year, Greg built and sold a home in order that they could expand the business.

When the economy took a turn for the worse in the early '80s forcing the collapse of the steelworks, things looked pretty grim for Ark Hire. However, it was once again the entrepreneurial spirit of Greg and John that saw them turn a potential disaster into a success story.

It was at this time that they ventured into "Party Hire". As John so aptly put it, "No matter what state the economy is in, people will always have parties". "Party Hire" is now their core business.

With the business growing at a rapid rate, Greg and John soon realised they could no longer control the business effectively without the aid of a computer system and Greg took on the onerous task of researching available systems. More than once during his exhaustive search for a system, he decided there was no computer system available to run a hire business. One of the most important criteria in selecting a system for their business was always going to be the ability of the system to handle reservations. Greg is firm in his belief that if you control your reservations you will have control of your business. This is what finally led Greg and John to Trilogy and TRACS.

The Reservations system within TRACS is one of its major strengths and is packed with features. Some of these include: warning messages when there is a booking conflict; suggested alternative equipment to hire; kits; packages and many others.

Something that impressed Greg immensely was the flexibility and unlimited options that are built into the system.

After a thorough demonstration of TRACS Greg was convinced the system had everything that was required to run their business. The fact that TRACS was already operational on the front counter at companies such as Conveyor & Hoist, Spot On Hire and Abbott Hire certainly made Greg's decision a lot easier for him.

Ark Hire have been running with TRACS for just on 12 months now and both Greg and John are extremely happy with the way the system has performed. In fact, Greg himself has put an enormous amount of time into setting up the system exactly the way he wants it and any hire company thinking of computerising their business would benefit greatly by talking to Greg before making a decision.

Don't call if it's a fine day though, as chances are Greg will be somewhere high above Newcastle pursuing his passion for hang-gliding and any other forms of flying, despite his recent well publicised accident which saw him escape serious injury by only the narrowest of margins.

Greg is still sporting a broken leg from his brush with death, but true to the spirit which has seen Ark Hire flourish as a business, Greg says he'll be back in the air as soon as the plaster-cast comes off his leg.

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An Industry At War

Continued from page 6

we want them as a customer," says Dale Roesner, Southwest Nevada Equipment, Las Vegas.

Sometimes Rental centers will give in to good customers in unusual situations. "I found myself cutting a rate the other day," says Sun Rentals' Mercer. "A guy wanted my backhoe for an hour-and-a-half so I pro-rated him. He was a long-time customer, and one of my competitors was willing to give him a deal. The customer's job was just a few blocks away and I gave in. But I would never publicly say that I'll match somebody else's rates."

"On a case-by-case basis, we'll give long-term discounts," says Damon Holditch, Austin Rent-All, Austin, Texas. "For good customers, if they get a special rate somewhere else and tell me about it, I might try to match it on a one-time basis. Sometimes I'll say 'Take it, I can't match it'. But, as much as I don't like to do it, sometimes, if I'm going to survive, I have no choice."

When he gives a discount or a special deal, Roesner makes a point of telling his customers that the deal is for one time only. "We tell them that it's a temporary situation caused by the current market and that next time the price is likely to be higher again."

Lost customers

For those who refuse to cut rates, the result can be lost customers. Often, however, these defections are short-term and disenchantment sets in with the discount rental companies when the equipment isn't delivered on time or doesn't function well. But the problem, especially in the current economy, weighs heavily on the minds of most rental center owners.

Many rental dealers say once a company gains a percentage of marketshare by cutting rates, that company will get caught in a spiral of continuous rate-cutting.

"When you rent equipment with the cheapest rates, it doesn't get your loyalty," says Tom Hoxie, Aero Rental, Tucson, Ariz. "As soon as that customer finds a cheaper rate someplace else, he'll just go away again. That's really not the kind of customer you want."

Often these rate-cutting companies come and go, according to Hoxie, but they leave damage behind. The companies that refused to cut rates find that once the general prices in the area have gone down, they can't get them back up again.

"It's a long process," says Southwest Nevada's Roesner. "After the recession or 1981-82, it took around two years to get rates back up." The majority of the rental people contacted by *RER* fear that the current recession's rate-cutting wars will be more difficult to overcome.

Combating rate-cutting

A frequently expressed concern among rental people is that rate-cutting will always be a problem because contractors have become conditioned to think in terms of equipment price, without considering other cost-saving factors.

"I can show the contractors how I can save them labor, how I can save them man hours, how I can get them more dense compaction or any other aspect of performance from our well-maintained equipment," says Safe Way Rentals' Rundell. "But they don't even want to listen. All they want to hear about is rates."

Doug Quelland, Thank-Q Rentals, Phoenix, agrees. "Unfortunately, the American public is geared to thinking in terms of price," he says. "They can go to Home Depot, the Price Club, all kinds of discount houses. They are accustomed to think about price instead of the service they receive."

According to a recent *RER* poll on rate-cutting, the best way rental centers can combat this discount price consciousness is to offer quality service. Above all, this means providing equipment in good condition and replacing or fixing equipment quickly if it does break down. Service also means delivering on time and being willing to obtain equipment a customer needs if it isn't in stock.

Some years ago, U-Haul conducted a survey and determined that, given the choice, most people prefer to go to mom-and-pop-type rental centers where they can get personal service.

"The U-Haul survey shows that Americans prefer to deal with somebody they can talk to," says Quelland. "I'll talk to anybody at any time. I return

phone calls. If somebody's got a gripe, they can call up and talk directly to the decisionmaker. That's why customers stay with me."

Quelland adds that he and his staff talk in great detail with Thank-Q's customers about their jobs, making sure they have all the right equipment and that all the requirements of the job are met.

"Also, we give instruction," Quelland says. "I'll give them as much information as I can. We're open seven days a week, our front counter is warm, comfortable and well-lighted and there are stools so they can sit down and relax."

Sales representatives of rental companies, such as Rundell, and Bonnie Murphy of Houston's Lone Star Rentals, often provide their home phone number and tell the contractors to call any time, 24 hours a day. "They can call me at midnight and I'll be down there in 15 minutes if they have a problem," says Rundell. "We've had calls in the middle of the night and had the president of the company, the vice president and myself there within half an hour helping them to get rolling again. You won't see that kind of service from a rate-cutting national sales chain."

Keeping customers often requires providing something they want even if the equipment isn't in stock. When a regular contractor customer of Suburban Rentals and Sales, Baltimore, Md., wanted a hammer mounted on a skid-steer loader, owner Mike Boulay went out and bought one.

"The customer said my competitor told him they could provide it," says Boulay. "He told me he needed it in two days. I said, 'Give me one day'. So I went and bought it for \$6,000." Boulay was able to rent this piece of equipment for \$1,300 a week. He satisfied the customer, kept the competition at bay and expanded his rental fleet with a new type of equipment which he'll be able to use again.

"Sometimes you have to spend some money to keep the customer from going down the street," says Boulay. "I'm glad that I satisfied him by providing what he wanted, not by chopping my rates."

In many areas of the country, rental center owners agree informally not to cut one another's rates. "It's not a formal agreement, but we have a good working

relationship among the rental centers in this area," says one rental person who requested anonymity. "We all respect each other and try to help each other. We know that when you cut somebody else's throat, you're only cutting your own."

Demographics and the entry of new businesses into the rental market is another factor which contributes to price competition. Max Cromer, of Tri City Rent-All, Taylor, S.C., says that the customer base for the rental industry is not expanding as rapidly as the industry itself. "Studies have shown that approximately 30 per cent of the public rents equipment," Cromer says. "So an increasing number of rental businesses are competing for the same number of customers. Instead of cutting rates, what we need to do is reach out to the other 70 per cent and expand the rental marketplace."

Whitlock Brothers' Morris agrees that the increasing numbers of rental businesses make maintaining one's market-share extremely difficult. When I got involved in the rental business 25 years ago, there were only two rental centers in this area," Morris says. "Now there are at least 50."

One of the principal arguments against rate-cutting is that with a shrinking profit margin, a rental center cannot maintain and service equipment as it should. Many rental people feel if they let a piece of equipment go at a reduced rate, the narrower profit margin will not cover the wear and tear on the machine.

"I tell our customers we have the highest rates in town but the best service," says Aero Rental's Hoxie. "That really makes us the cheapest. What it comes down to is a choice: they can have low rates and poorly maintained equipment or pay higher rates and get equipment in top condition."

Rate-cutting techniques

In a competitive industry, losing out to one's rivals is part of doing business. Austin Rent-All's Holditch expressed a sentiment common to rental people: "I don't mind being outthrustled on service or outthrustled getting a job providing a fair rate. But when somebody spots my machine on a job site, cuts the price by a third and kicks me off, that bothers me most."

Particularly galling to rental dealers is

a technique practiced by some rate-cutters of spotting delivery vehicles bringing a piece of equipment to a construction site, and then following the vehicle to the job site. Sometimes by the time the equipment is off the trailer, the sales person is talking to the superintendent, slashing the price by a third or a half, offering a free week or two and taking the job away from the company that originally rented the equipment.

"I heard about one new rental center in town that follows trucks to job sites, offers to cut rates in half and even return the rented equipment for the contractor," says Suburban's Boulay. "There is nothing worse than renting out a piece of equipment for a long-term job and then seeing it later in the day sitting in your own yard."

According to a majority of the rental people who responded to *RER*'s poll, large national chains are particularly guilty of large-percentage rate-cutting. Dale Rundell says two national chains operating in the Austin area routinely slash rates in half.

"We were asking \$1,600 a month for a 580 Case backhoe, with a deposit for customers who did not have an account with us," says Rundell. "These two companies came into town and went around to every contractor and every job site and said they'd rent them a backhoe for \$800, no deposit, no questions asked, and said they could have the first day free if they didn't deliver within two hours." Rundell says these same companies offered free delivery, not only on backhoes, but on small equipment as well.

Indeed, most rental people interviewed by *RER* consider large rental chains, including foreign-owned companies, to be the first to cut rates. "We find the problem is the large national rental companies rather than the locally owned, locally financed companies," says Austin Rent-All's Holditch. "When they can't beat you with service, they resort to cutting prices. They can hide it in their cashflows for a while. So I'm competing against someone who doesn't care about his true bottom line, but only about making a sales quota."

Respondent's to the *RER* survey added that often new companies practice rate-cutting in an effort to establish a marketshare. These newcomers often attempt to raise prices once they've estab-

lished a foothold. Also, rental people say, there is an increasing number of investors who purchase rental centers with the idea of making a quick profit and then selling out. *RER* contacted several rental centers which had been accused by others of rate-cutting, but none would admit to the practice.

In addition to straight rate-cutting, other, more subtle methods are used. Some of these methods include throwing in small pieces of equipment free when a big-ticket item is rented, rent-one get-one-free discounts, free pick-up and delivery, no charges for weekend use, first week free on long-term rentals, charging only for hours used instead of length of time on the job site, and telling the customer: "Name your competitor's best rate, we'll cut it in half."

Southwest Nevada's Roesener says that rate-cutting could be partly eliminated if rental companies did a better job of training sales staff. "It's the path of least resistance for many sales people," says Roesener.

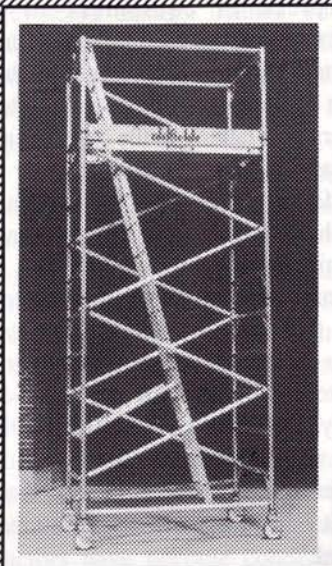
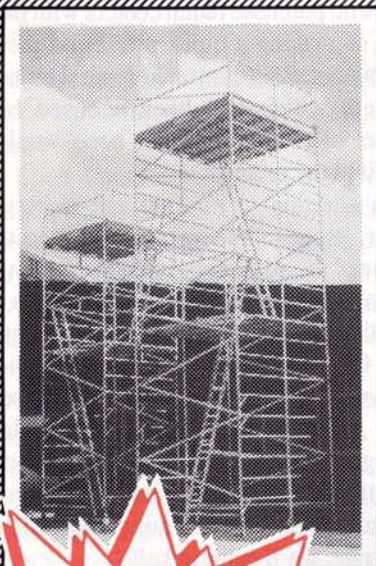
A continuing trend?

The consensus among rental people interviewed by *RER* is that rate-cutting is likely to continue as long as the economy slumps, and that it may not turn around easily when the economy recovers.

"Even in the areas of the country that are booming, they are suffering from the effects of rate-cutting," says Aero Rental's Hoxie. "There is a K-mart mentality dominating the industry. Right now, our industry is in a state of confusion and a lot of people aren't sure which way to go. even when things are going good, there's great resistance from customers who say, 'Last month you only charged \$1,200, how can you cheat me by charging \$1,500?' What I fear is that it will take quite a few firms closing their doors over the next few years before people decide that the only way they can survive is to bring their rates back up."

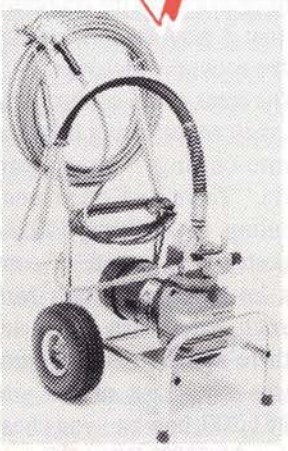
Whitlock Brothers' Morris agrees, and adds that acceleration of the rate-cutting trend will make it increasingly difficult for independent rental companies to compete against the national chains. "I'm already forced to diversify by branching into other areas," Morris says. "If this down-spiraling trend doesn't change, I won't be able to stay in the rental industry."

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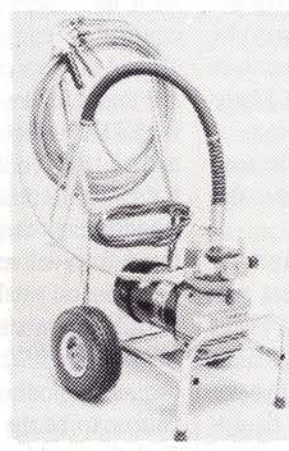
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Electric Powered



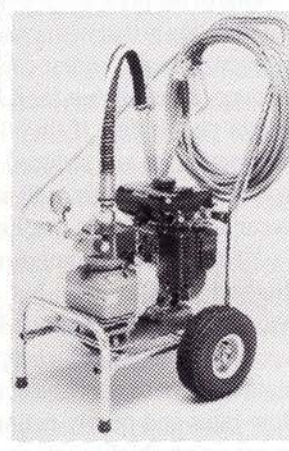
SUPER 60 GE

Petrol Powered



SUPER 70

Electric Powered



SUPER 70 GE

Petrol Powered



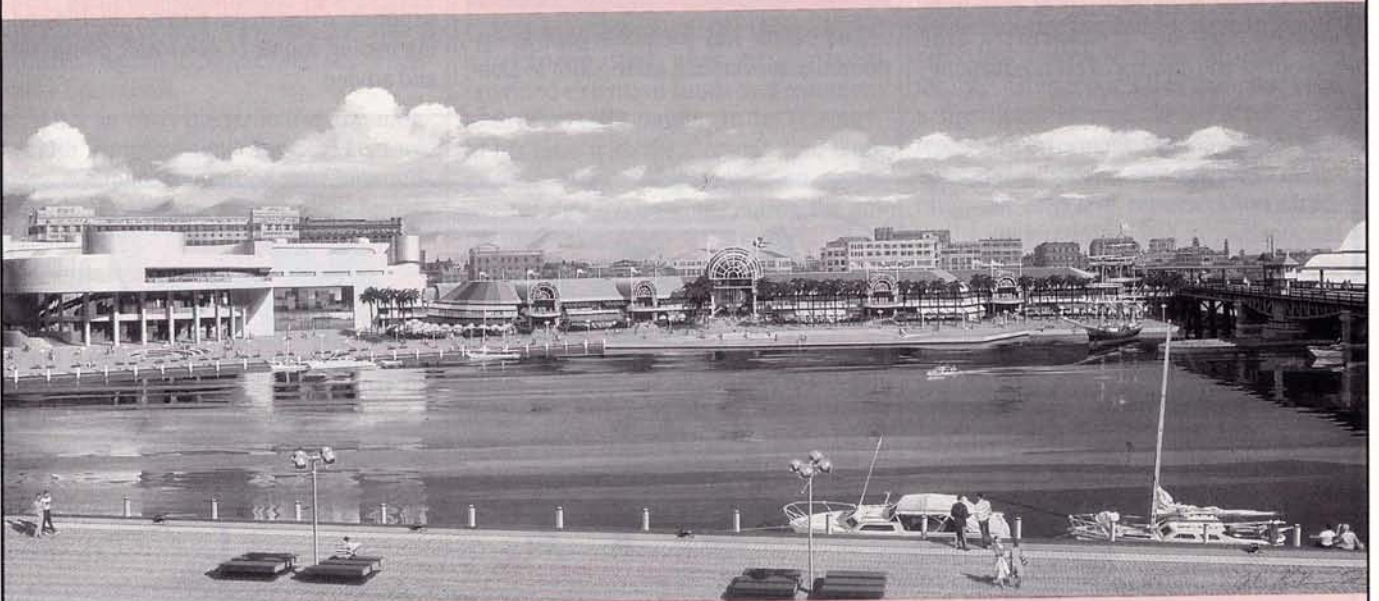
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20th INTERNATIONAL HIRE CONVENTION AND EQUIPMENT EXHIBITION



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

WILL BUTTROSE*KEYNOTE SPEAKER AT THE SYDNEY CONVENTION*

Will Buttrose is acknowledged as one of the best-known and respected business economists in Australia, with an exceptional talent for communicating his views in an interesting and informative manner. Whether addressing the boards of large corporations, legal or accounting firms, small businesses, or speaking to mass audiences on radio or television, Will is capable to interpret economic and financial matters in a language understood by all.

Will's career in the banking and financial markets span almost 30 years. His employment record has been quite diversified including five years with a firm of Chartered Accountants, five years with Custom Credit Corporation, and the last 20 years in banking where he has held positions of head of corporate lending, group treasurer, chief economist, and director of private banking.



His career has included various appointments overseas, taking him to Lon-

don, where he worked for twelve months, to South Africa, Canada and the United States. It is his involvement in the domestic and international investment markets which enables him to speak with authority based on practical experience.

In June of last year, Will addressed the Fourth International Private Banking Conference in Geneva, Switzerland, bringing Australian presence to this prestigious conference.

In July 1990 he was appointed General Manager, Private Banking for NatWest Australia Bank — a wholly owned subsidiary of the London based National Westminster Bank, which is among the largest 20 Banks in the world.

Will Buttrose brings to his clients and audiences a diverse array of talents and experience that make him a valuable and interesting source of economic comment and advice.



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

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Greg Newton is a partner in one of Australia's leading human resource consulting practices, the McKenzie Consulting Group.

McKenzie is highly regarded for its provision of expert advice and services across a broad range of human resource and organisational management issues. These include: Executive Search and Selection, provision of Contract and Temporary Executive Staff, Remuneration Planning and Consulting, Remuneration Structuring, Training and Organisational Development, Outplacement Counselling and Services, Psychological Assessment and Organisational Productivity Analysis.

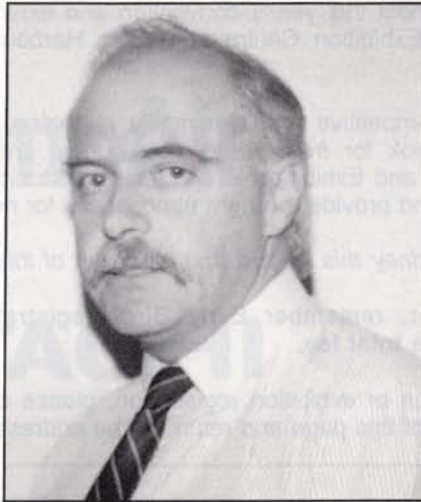
Personally, Greg is regarded as a leading authority in the area of Training and Organisational Development and Remuneration Planning and Surveying.

Greg's expertise has been built up over twenty years of professional human resource management and consulting experience. In addition, Greg has also undertaken extensive formal studies in the area, including completion of a Degree in Education and Psychology and a Master Degree in Vocational and Technical Education.

After an early career in the Commonwealth Employment Service he took over the management of the Commonwealth Government Training Subsidies encompassing the old National Apprenticeship Assistance Schemes and the later CRAFT Scheme, which focussed on the delivery of high quality training to boost Australia's skill standards.

During this time Greg was also instrumental in the development of a specialised training program to develop the on the job training skills of trade trainers in NSW.

Greg Newton



In the late 1970s Greg was appointed Deputy Managing Director of the NSW Apprenticeship Directorate, whereafter he was head hunted to Darwin to manage the Commerce Industry and Trade Training operations of the Northern Territories Training Commission.

In the pursuit of a high calibre skilled workforce, the new government provided extensive funds and resources to develop skills training in the Territory. In his time with the Commission, Greg oversaw the development of co-operative off-the-job training centres, the implementation of Australia's first competency based skill training program and the formalisation of a significant number of adult training initiatives which in the past had not received recognition because of their lack of trade status.

In 1982, Greg changed his career focus out of training into personnel when he joined Master Foods of Australia as

Personnel and Administration Manager. As part of the aggressive international Mar's Corporation, the largest private company in the world, Greg quickly gained experience in the development and management of highly competitive remuneration structures to attract and retain the highest calibre of personnel. He was later appointed to head up the business/marketing operations of a major division of Master Foods, a division which today is market leader with a turnover of in excess of \$25 million.

In late 1985, Greg joined McKenzie Consulting Services as partner to Robin Hilson, a business which has grown significantly to now be an industry leader. Today, McKenzie's clients include some of the largest corporations in Australia with a major focus being on the retail, manufacturing and service sectors.

The 1990s has highlighted to Greg and his team the need to advance Australian industry in terms of its competitiveness and profitability through a major focus on people and performance management, and operational efficiency. While the recruitment side of McKenzie's business has softened over the past few months, Greg reports that there has been a significant increase in the level of interest in performance management and appraisal systems, remuneration planning, tax effective remuneration structuring and training and organisational development issues.

As key note speaker for our Sydney Convention, Greg will be addressing the issue of effective salary packaging, a subject which appeals to us all in both managing the cost of our business and ensuring appropriate and equitable returns for our senior executives and owners.

STOP PRESS—IMPORTANT NOTICE

1. ACCOMMODATION—Kuoni have negotiated again with the Novotel Hotel and have the ROOM RATE REDUCED TO \$150 PER NIGHT INCLUDING BREAKFAST.
2. THE CONVENTION WILL BE ELIGIBLE UNDER THE TRAINING GUARANTEE ACT.
3. THE EARLY BOOKING REGISTRATION RATE IS AVAILABLE UNTIL THE 30TH JUNE not as previously printed as 12th April.



**20th International
HIRE CONVENTION & EQUIPMENT EXHIBITION**
Darling Harbour – Sydney, Australia
22–23 August, 1991

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

The Rental Marketplace is very competitive and continually changing. To keep our rental companies modern and profitable we must look for fresh ideas and pursue creative alternatives to yesterday's methods. The Sydney Convention and Exhibition is an ideal opportunity for us to discover the solutions we seek, gain knowledge, insight and provide the right atmosphere for networking.

So come to Sydney this August and be a part of this great event!

If you intend being an exhibitor, remember Early Bird Registrations before 31 January 1991 receive a discount of 2½% off the total fee.

For further information on convention or exhibition registration, please complete and return the Notice of Intent to Attend form at the bottom of this page and return to the address shown.

PROGRAMME

TUESDAY 20 AUGUST

Delegates arrive into Sydney
11.00pm – 4.00pm
1.00pm – 6.00pm

6.30pm – 8.30pm

Registration
Optional golf and tennis will be arranged for interested parties / Association Meeting Time HA + EWPA Earlybirds and Overseas Visitors Cocktail Party The Venue: Sydney Tower Sky Lounge in Centrepoint

WEDNESDAY 21 AUGUST

8.00am – 4.00pm
9.30am

10.00am

1.00pm

5.00pm
6.30pm – 9.30pm

Registration
First departure Party and General Yard Tour
Second departure General Yard Tour
Lunch – all coaches meet at same location for lunch
Return to hotel
Welcome Cocktail Evening
Hilton International Hotel

THURSDAY 22 AUGUST

8.00am – 9.30am

9.00am – 10.15am

10.15am – 10.45am

Registration at the Convention Centre
Official Opening followed by seminar in the Harbourside Room. (entrance from main auditorium foyer)
Key Note Speaker Ita Buttrose "Secrets of Success"
Morning refreshments in the pre-meeting area

10.45am – 12.00pm

12.00pm – 2.00pm

12.00pm – 7.30pm

8.00pm

Seminar continues with Key Note Speaker Will Buttrose "Hiring into the Year of 2000"
Luncheon will be served in the Exhibition Hall 2
Exhibition in Exhibition Hall 2 (Snacks will be available at the kiosk)
Delegates can enjoy an optional "dine around" of Sydney's amazing restaurants or an optional Harbour Cruise for Overseas visitors.

FRIDAY 23 AUGUST

08.00am – 1.30am

11.45am – 1.30pm

2.00pm – 3.15pm

3.15pm – 3.45pm

3.45pm – 5.00pm

5.00pm
6.45pm – 7.30pm

8.00pm – 1.00am

Exhibition in Exhibition Hall 2 (Snacks will be available at the kiosk)
Luncheon will be served in the Exhibition Hall
Seminar commences in the Harbourside Room.
Speaker Greg Newton
Afternoon refreshments in the pre-meeting area
Seminar continues Key Note Speaker James Strong, "Success through Service"
Meeting concludes
Official Cocktails. Pyrmont Room
Gala Dinner. Sydney Convention Centre.

ACCOMPANYING PERSONS:

(Optional Social tours will be available daily (21–23 Aug))

NOTICE OF INTENT TO ATTEND SYDNEY HIREXPO 21–23 August 1991

Please forward registration papers for the 20th International Hire Convention & Exhibition to the address below:

Name (Mr/Mrs/Ms).....

Company.....

Address..... Post Code

Tel: Fax:

I intend: Attending the Convention [] Exhibiting []

Return this notice to: The Secretariat, Kuoni Travel Pty Limited, 5th Floor, 39 York Street, SYDNEY NSW 2000.

Or contact Catherine Ross/Sharon Bain on: Telephone: (612) 290 2273



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KEEPING THE RIGHT ATTITUDE

Enthusiasm is the key to your entire success. If you have it, you conquer the world. There's nothing you can't do. If you don't have it, then stay at home in bed and make better friends with your partner, for surely, if you go out the door without enthusiasm, you will be defeated.

There are hundreds of reasons why you can't survive against the multinationals or public companies and every reason is justifiable.

They have enormous amounts of cash (well, at least more than you).

Their business plan calls for returns over periods of years (yet you

need to make a profit after a month or you and the children don't eat).

Large companies have many educated and talented people to draw from (you exist on your skills and courage).

They will open right next door and then tell you that they are not after all the business (nice gesture, but it's as hollow as my auntie's false leg).

You must never drop your guard. You can win. You can be the mouse that extracted the thorn from the lion's paw and then bit him on his private parts for practice. There's nothing you can't do when armed

with enthusiasm.

I'm sure that when David confronted Goliath, he was not only overawed by the size of Goliath, but was probably wondering where he was going to get all the rocks necessary for his sling shot to take out the rest of the company.

It didn't matter to David and it shouldn't matter to you. The task is ahead of you. Do it!

*Maurice W. Abbott,
Managing Director
Construction Rentals
Hire Equipment*

SOUTH AUSTRALIAN REGION ANNUAL GENERAL MEETING

The Annual General Meeting of the Hire & Rental Association of Australia, SA Region Inc., was held on the 19th February 1991.

The following Office Bearers were elected:—

President:	Mr Mark Cambridge	CAMBRIDGE HIRE SERVICE
Vice President:	Mr Peter Gouscos	COMPAIR (AUST/ASIA) LTD
Executive Committee:	Mr Gordon Elley	EVENT RENTALS
	Mr John Stevens	RICHARD STEVENS HIRE PTY LTD
	Mr John Quirk	BLACKWOOD HIRE CENTRE
	Richard Cox	COATES HIRE
	Neil Hallett	ADELAIDE PARTY HIRE
	Pat Pearce	ALADDIN OFFICE FURNITURE HIRE CO.
	Mark Rich	WRECKAIR HIRE PTY LTD

Messrs Pat Pearce and Mark Cambridge remain S.A. delegates to the Hire & Rental Association of Australia

Parklands and Clive Tate merger announced

In a joint statement, Clive Tate, Managing Director of Clive Tate Pty Ltd (distributors of Robin Brushcutters) and Neville Zacka, Managing Director of Parklands Trading Co. Pty Ltd (distributors of Tanaka products), announced the merger of their respective brushcutter interests in Australia.

Clive Tate said that escalating distribution costs instigated the move which will keep both products competitive in the market place. Neville Zacka explained that nationwide a significantly large number of dealers already sold Robin and Tanaka Brushcutter products from the one outlet. He expected this trend to continue and to increase as the ad-

vantages of the new distribution arrangement for both products became apparent.

Tanaka and Robin Brushcutter products will be distributed through Parklands' central warehouse at Lakemba, NSW and the company's state branches in Victoria, Western Australia and Queensland. To facilitate the accommodation of Robin stock, Parklands has made substantial changes to its central warehouse. The company has invested in a new computer system to handle the anticipated overall increase in sales.

John Leck of Clive Tate Pty Ltd has been appointed Manager of the Robin Brushcutter Products Division

and will be based in Lakemba. Clive Tate Pty Ltd will continue to manufacture trimmer heads for the outdoor power equipment industry and electric fencing accessory items.

No major changes to marketing policy or pricing of either products is anticipated at this stage. The merger was effective from March 1, 1991.

For further information, please contact:

Mr Ron Zacka
Parklands Trading Co. Pty Ltd
71 Chapel Street
Lakemba, NSW 2195
Tel: (02) 758 2111.
Fax: (02) 759 7844.

SIMON-ABBEY EXTENDS WARRANTY

Australia's largest manufacturer and distributor of powered aerial platforms, Simon-Abbey, has extended the warranty period offered to buyers of vehicle mounted platforms.

Effective immediately, the warranty on structural components has been increased from one to six years and the warranty on selected non structural components from one to three years.

Announcing this today, Simon-Abbey's Managing Director, Mr Charlie Watson, said that the extensions demonstrated the company's faith in the engineering excellence of its products and in the quality of its after sales service and spare parts supply.

Further information:
Charlie Watson — (03) 551 8866

**DON'T MISS THE
SYDNEY CONVENTION
AUGUST 20th-23rd**

SENIOR APPOINTMENT AT WRECKAIR



Mr Peter Emmerson has been appointed to the newly-created position of Divisional Commercial Manager within Wreckair Hire.

Mr Emmerson holds a Bachelor of Economics degree and was previously a senior manager with the Business Advisory Services Group of chartered accountants Arthur Andersen & Co in Melbourne.

As a senior member of Wreckair's management team, Mr Emmerson will be involved in a range of responsibilities relating to the ongoing development of Wreckair's Australian operations, including strategic planning, capital expenditure and geographic expansion.

OLDFIELDS — 75 YEARS OF SUCCESS

Oldfields, an Australian company with seventy-five years of successful trading behind them, specialise in the manufacture and supply of aluminium and fibreglass ladders, airless sprayers and lightweight aluminium scaffold towers.

Oldfields Hire Division provides a full range of lightweight aluminium scaffold — these are ideal for the construction and maintenance industries. They are quick and easy to erect providing safe and fast access to your work area. All users of light duty scaffold will appreciate the light yet extra strong welded frames and the ease and simplicity of erection.

Our range of scaffold sizes will suit all of your requirements and our scaffold is approved by all appropriate Government Departments.

Most aluminium scaffold look similar, it is only when the details are noticed that you will see the Oldfields difference.

Robot welding of the frames, the locking clips, the bracing and the range of frame sizes (with any frame as a base frame) are some of the details that make the Oldfields scaffold stand out from the rest.

All Oldfields scaffold frames can be used as base sections and castors can be inserted into any frame. Your working heights are made from a combination of the available frame heights.

Available heights are: 2.0m, 1.6m and 1.2m; the available widths are: 3.0m, 2.4m, 1.8m, 1.2m and 0.6m.

If you want versatility and reliability, Oldfields scaffold has to be your scaffold system.

Oldfield scaffolds have a huge variety of uses. The possibilities are unlimited - if you need a single mobile tower or access along a run of scaffold, Oldfields scaffold will provide quick, safe access. Fast assembly and dismantling versatility and ease of use make the

Oldfields scaffold system the only choice.

Certain to be the choice of the professional painter, Oldfields Airless Sprayers are a compact and robust unit available in electric or petrol powered units and capable of supporting up to four spray guns. They will spray normal acrylic paint, heavier viscous materials and most industrial Coatings.

Oldfields lightweight Swing Stages and Bosun's Chairs are the right solution for high rise building maintenance. Installed by licensed personnel, reliability and service is guaranteed.

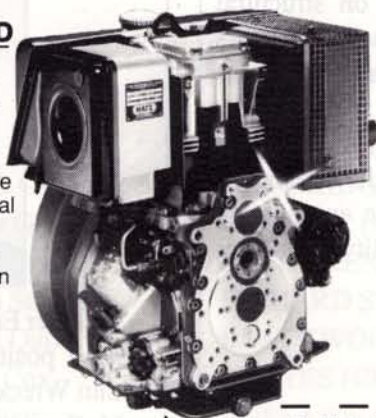
A new development at Oldfields is our range of Tiered Bench Seating. Light and easy to handle, quick to erect, it is suitable for use in schools, theatres, sporting fixtures and many other applications that require temporary seating.

"Make sure it's an Oldfields! The one the real professionals use"

No great shakes!

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**It's
Party Time**

**Let's
Party**

Party Hire Index	Page
Appliance Maintenance Company	34-35
Bay Textiles Pty Ltd	33
Jardine Pacific Aust. Pty Ltd	34
Proloon Sales Pty Ltd	36
Quinns Canvas Ltd	31
Robian Industries	35

Quins supply marquees and other canvas goods all over Australia, from Adelaide

For over 50 years, the quality workmanship, attention to detail, and reasonable rates have been appreciated by Quins clients all over Australia — from northern Queensland to Victoria, and Western Australia.

Faxes and an efficient transport service ensure their clients receive exactly what they order, and exactly when they need it — at Quins they know how important deadlines are!

No job is too large or too small — all clients receive the same service — from marquees to boat covers and caravan annexes. Quins have had some interesting custom-made jobs — like the perfect-fit cover and combined annex for a kombi van, or the flag roof for a local hotel - large pieces of coloured canvas together spelling the word "Port Dock Brewery".

You'll also see a great deal of Quins marquee workmanship at the Adelaide Grand Prix.

Dave Lawrie, Director of Quins, said: "We'll do anything in canvas — we love a challenge! Especially the difficult designs. No job is too small or too large for us.

The Pope's visit to Adelaide provided an interesting challenge for Quins. Their brief was to produce the white canvas podium cover which was an important and spectacular part of his presentation. Quins even helped erect this very large cover in a heavy wind gust — not an easy feat!

The State Bank tent, with its sheer size, colours and logos was a challenge too, and the end result was something of which Quins were justifiable proud.

Kevin Bourke of Bourke Enterprises Hire in Cobram, Victoria says of Quins: "I like dealing with them. They talk straight and get things done. And their workmanship and prices are excellent. We've ordered many marquees from Quins over the years and have had no problems at all - and all this long distance."

With this commitment to their clients, Quins are sure to be around in another 50 years.



At Quins, we manufacture to your specific requirements.

- All sizes - large or small
- Frame or peg & pole styles
- Using Australian - made PVC synthetic or canvas materials

Call or Fax Dave Lawrie or Mark Carragher today, for further information on any canvas goods.

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10 Kyle Place
Port Adelaide SA 5015

BAYTEX INTRODUCE THE ALL NEW ELECTRON MARQUEE

As part of their continuing policy of product innovation and development, Baytex have now added a brand new tent design to their range of rental marquees. This marquee range has been given the name ELECTRON in recognition of the fact that it is almost completely free of sewn seams in its construction, has a space aged "swoopy roof" profile, and is the simplest marquee Baytex has ever produced.

The basis for the new design was the desire to employ the "swoopy roof" profile becoming popular in the U.S.A. and much admired down here in Australasia.

Initial investigations in the U.S.A. revealed that these designs are in most cases computer generated with individually shaped and cut roof panels joined together to produce a roof shape free of wrinkles and stress points. The roof thus becomes a tension membrane and eliminates the need for most of the web reinforcements common in conventional marquee construction resulting in a much simplified roof design.

In most instances these designs were produced by specialist design houses who required quite significant fees for the use of their designs. These fees and the sophisticated patterning involved

made the "swoopy roof" prohibitively expensive to produce in New Zealand in the smaller sizes most likely to appeal to the local market.

Close inspection of the American products revealed that this sophisticated patterning was of little benefit in the smaller sizes of marquee anyway because construction limitations and imperfections created wrinkles and stress points that to a large degree negated the original "tension membrane" feature of the design.

Baytex has developed the ELECTRON with these limitations in mind resulting in an elegant, "swoopy roof" marquee which is very economical to manufacture and incorporates many more unique features than the American models.

By adopting a completely different method of developing the roof panels, the Baytex team have succeeded in gaining maximum advantage from the wider cloth widths common in NZ and Australia and can offer the flexibility of horizontal or vertical stripe patterns in addition to plain roof sections.

One of the principal objectives in developing the ELECTRON, was to take up on the American practice of producing simple, one piece, low cost marquee

roof sections aimed specifically at the Party end of the Rental market.

One of the side benefits of the ELECTRON design is its high level of wind stability. The absence of flat panels in the roof effectively eliminates the shock loads imposed by wind flap in traditional marquee designs and the smooth rounded profiles significantly lower wind turbulence over the roof area. The result is a much more wind resistant marquee.

Some of the other unique features of the ELECTRON are:

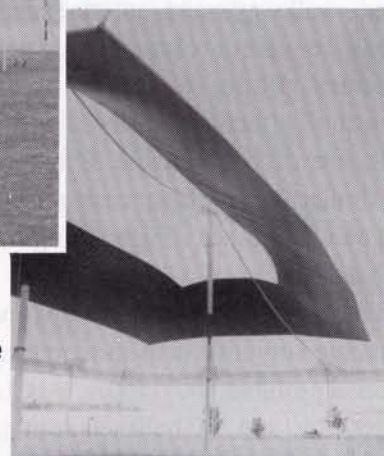
- All new eave construction with smooth rolled edge and with no dirt traps;
- Completely concealed eave reinforcements;
- Unique Baytex guy rope attachments;
- 3 metre wall pole spacings to exactly match Baytex Clipframe Marquees;
- Deep weather proof valances;
- Can be fitted with Baytex Clipframe Base Rail System;
- Supplied complete in a Baytex Heavy Duty Carry Bag;
- Manufacturing efficiencies allow for significant price discounts on quantity orders.

TWICE THE TENT FOR HALF THE PRICE !



ELECTRON

SIZES: 9m x 15m ■ 9m x 9m
7.6m x 12m ■ 6m x 9m ■ 6m x 6m



Baytex **ELECTRON** brings you the new shape, low cost Party Tents for 1991.

The contemporary, smooth, wind cheating, state of the art roof design is effortless to erect and complements the **Baytex** range superbly.

Bay Textiles Ltd, PO Box 2571, Tauranga, New Zealand. Ph (075) 788022 Fax (075) 788978
Australian Inquiries: Mel McLennan, Corporate Marquee Services, 4/46 Gilbert Park Drive, Scoresby, Victoria.
Ph (03) 7640033 Fax (03) 7634673

Cona "Power Savers" — Robust Thermal Urns for the Hire Trade

Cona Ltd, manufacturers of the world-famous coffee brewers for the catering trade, also make all stainless-steel insulated urns as a back-up for office coffee & tea trolley service, which will be of interest to the hire trade as well.

These no-power thermal urns, sometimes known as "multi-pots", are designed to keep hot liquids piping hot, or cold drinks pleasantly chilled for hour after hour. Full width

lids allow easy cleaning and filling, whilst their space-age lightweight insulation belies the strength of their all stainless-steel construction, making them quite portable, longwearing and damage resistant, all features of importance to the hire companies.

Available in round or square shape, their handy 10-litre (65 cup) capacity and 8kg dry weight, allow for ease of handling by catering staff, even if full of liquid.

Cona 'Power Saver' thermal urns sell for \$727,50 for the round model, \$810,00 for the square, including sales tax.

The urns are available from Cona's Australian distributors, Appliance Maintenance Company, Newtown, NSW.

Phone: (02) 51 2594, Fax: (02) 516 2884 or your local catering equipment specialist

New Decorative Lighting from Jardine Pacific

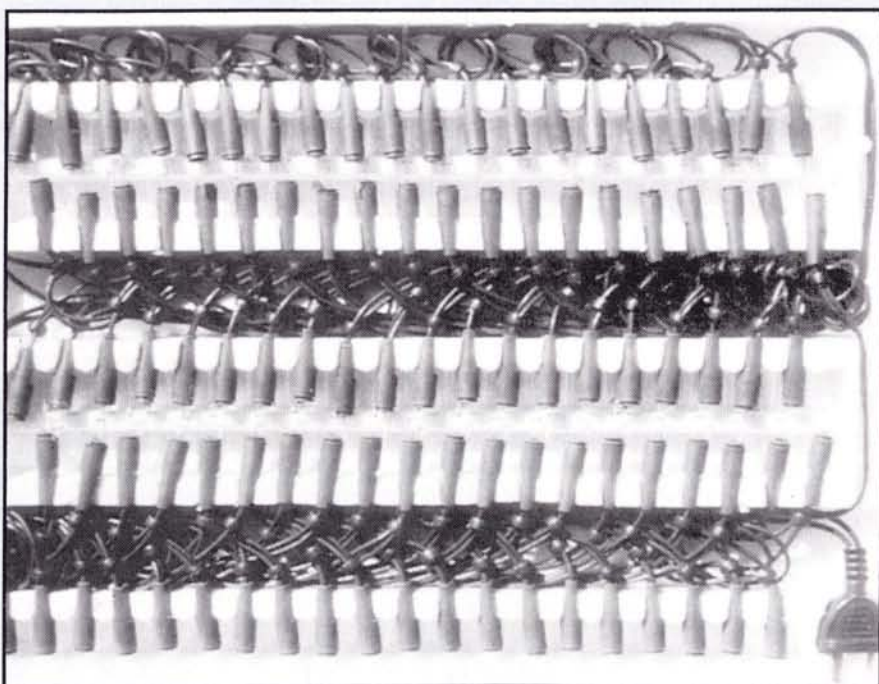
Party Hire companies are continually on the lookout for good, safe decorative lights at attractive prices.

Jardine Pacific on Queensland's Gold Coast distribute a range of party type decorative lights that are ideally suited to hire use and, most importantly, they are fully approved by the Queensland Electricity Commission.

Most popular are the strings of miniature lights used to decorate trees, walkways and entertainment areas in either clear or multi-colours. Fade in and out and 'chasing' effects are available and bulb intensity is variable. If one or two bulbs blow the balance do not cut out as many other similar strings of lights do.

These lights are weather proof and generate very little heat so scorching is not a problem.

100, 140 and 200 bulb sets seem to be most popular and price per set to



the hire industry ranges from \$30 to \$100, which means that after four hires the sets have paid for themselves.

The sets are distributed by:

Jardine Pacific Aust. Pty Ltd,
37 Mungala Street,
Hope Island, Qld 4212.
Phone: (075) 30 8611
Fax: (075) 30 8023.

NEW RANGE FROM ROBIAN

Robian Industries proudly announces its new range of Australian designed and manufactured PVC clad aluminium framed clear span structure systems.

The smaller range utilises a portal frame system with clear span widths of either 6m or 9m, and can be easily extended to any length by adding modular bays. Side height is 2.1m.

Each frame can be divided at the ridge, half of each frame then folds into a singular compact unit for ease of storage, transport and re-assembly.

Erection is accomplished at ground level by two people, without the use of ladders, cranes or special tools, thus reducing working hours and the risk of accident. In addition there are

no guy ropes or associated pegs to restrict space and usage, or endanger people.

Roof and gable covers are installed by a similar system to that used by European structure manufacturers, such as Georges Veldeman, Hoecker and Roder.

The walls attach and lace together in typical marquee fashion, but are secured by bottom walling bars, obviating the need for wall pegs.

An extensive range of options are available, including:

- Arched window walls
- Clear walls
- Double doors
- Liners
- Porticos or hex ends.

The larger structure range 12m to 15m span is similar in construction to that used by European manufacturers.

Naturally all Robian structures are designed and tested to the following Australian Design Standards:-

AS 1170 Minimum design load on structures, Part 1 — 1981, Part 2 - 1983 wind forces.

AS 1250 — 1981, The use of steel in structures,

AS 1664 — 1979, The use of aluminium in structures,

AS 1823 — Quality assurance.

Further information can be obtained from Ian Treloar

Phone: (08) 347 0000

Fax: (08) 286 5100.

CONA — GOOD COFFEE AND GOOD SENSE TOO!

CONA commercial coffee brewers offer an outstanding opportunity for hire companies to provide a better quality coffee service to their more prestigious clients.

Of all stainless steel construction and specifically engineered for the catering trade, these simple to use filter brewers are capable of making up to 150 cups of perfectly brewed coffee per hour, restaurant quality rather than the simple instant coffee product on offer from the old boiling water urn.

CONA's 'Pour-On' brewer comes with two built-in hotplates to keep the coffee hot, in standard form, with other multi-hotplates variations also available, and is fully portable and ultra easy to use. Simply fill the tank with two jugs of water, plug into a power point and the unit will be ready to use in less than ten minutes. Real restaurant quality coffee, ground especially for the CONA is available in sealed packets from any of the better known coffee suppliers, allowing your client to brew fresh, premium quality beverage at the rate of a 12-cup jug every 4 to 5 minutes from cold water.

No cleaning up between brews - just tip out the old coffee and filter and replace them. At the end of the function, undo the drain plug to empty the tank and the unit is ready to travel. Elegant glass decanters are usually supplied with the CONA, with optional robust stainless steel jugs also available.

Full details of the CONA range of coffee brewers, soup and hot food holders, and other catering lines are available from the Australian Distributors, Appliance Maintenance Company, of Newtown, NSW, Fax: (02) 516 2884.



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NEW GAS TO BALLOON PROFITS

Proloon Sales Pty Ltd, a Sydney-based balloon specialist company, is pleased to announce that after a 10-year period there is a new helium gas mixture available in the market place. The gas is called Balloon Mix. It has been introduced in Australia by Linde Gas Pty Ltd and through the distribution network of Proloon Sales Pty Ltd. The gas will fill an important gap in the industry, providing resellers and retail customers with an alternative choice.

There are several benefits with the Balloon Mix package:

- A consistently high purity level
- Increased range of cylinder sizes
- Side entry valves
- Hand wheels to all cylinders
- Carry handles fitted to D and E cylinders
- Greater cylinder capacities.

During the past 10 years Proloon Sales Pty Ltd (formerly Gaspo Products and Promotions Pty Ltd) have helped the Balloon Industry come to grips with their needs and demands. The introduction of Balloon Mix as an alternative is an example of this.

The acceptance of balloons as a source of decoration and advertising from small parties to large promotional activities, is becoming more prevalent. The industry has many ex-



citing directions from which to choose. Retailing to promotional activities is limited only by the enthusiasm of the individual.

Proloon Sales believe there is a great potential for the balloons in the Marquee/Party Hire Industry. Both industries often overlap, which creates the opportunity to provide a further service for the client, either by the way of a do-it-yourself package

or a hands-on decoration. Balloons provide an excellent Add-On Sale.

Proloon Sales Pty Ltd Management and Staff are always available to discuss your balloon and gas requirements, and indeed any aspect of the Balloon Industry.

For more information contact:
Roger Danne on (02) 526 1522
Toll Free 008 25 2280.

TRILOGY PUTS FIESTA ON TRACS

Fiesta Rentals is the latest addition to the growing number of hire and rental companies in Australia who realise the benefits of the Trilogy Tracs System.

Fiesta Rentals, based in Mackay, specialises in party hire and services the Mackay region as well as the numerous island resorts in their area.

Tom and Anita Jacobsen have been

involved in the hire industry for many years in both equipment and party hire. They realised that computerisation was necessary to assist in controlling equipment and credit management.

Fiesta Rentals selected the Tracs System to handle the above key areas as well as its ability to track reservations of equipment - always a major

problem with party hire companies in their peak periods.

The Tracs System will also allow Fiesta Rentals to produce the tracs quotations in a very timely manner with professional presentation.

Trilogy's knowledge of the industry and the customer's needs made the decision to install Tracs a lot easier for Tom and Anita Jacobsen.

KEY PERSON INSURANCE

The overall structure of most businesses has been likened to a three-legged stool — one, by representing the assets or equipment, the second the capital, and the third, the management skills — take any one of the three legs away and the business may well collapse.

For this reason, Key Person Insurance is a topic which has received considerable attention in recent years.

It has been widely accepted by businesses as a means of "risk management", where the worth of top people is recognised. In short, it involves a business insuring against the financial loss it will suffer if a vital employee dies or becomes disabled.

This financial loss could not have been more clearly illustrated than in the public company arena — when Kerry Packer "skipped a beat" last year. Share prices for the Nine Network Australia slumped, but rose later in the day when it was reported that he was to recover.

Whilst it is all very well to talk of larger companies, the same prin-

ciples apply in smaller private businesses and family concerns. Here the principals are asking why they should be saddled with the business debts if a partner dies and worse still, why should a family lose their home to fulfil a guarantee given by a director on a business loan. Sadly, many people fail to understand that without properly establishing legal and financial arrangements in the event of the death of the guarantor, full liability for the guarantee is passed to the deceased's estate.

Whether "Term Insurance" is used to cover the risk in the short term, or whether "Permanent Insurance" with the accumulation of a healthy asset alongside the insurance is more appropriate, depends on each individual business position. But in tighter times such as we are now experiencing, Permanent Insurance provides cash or asset values which can be drawn down on in an emergency.

A concept known as "Buy/Sell" insurance can be established to control the ownership of the business, should a principal die. In summary, it

involves the remaining owner purchasing the deceased's share from the estate, for a specified price. An Agreement is entered into to lay down those provisions, as well as other pertinent issues.

In a similar way to what has been mentioned regarding business guarantees in the event of death, without prior arrangement, the death of a partner means simply that the deceased's interests pass to his or her estate.

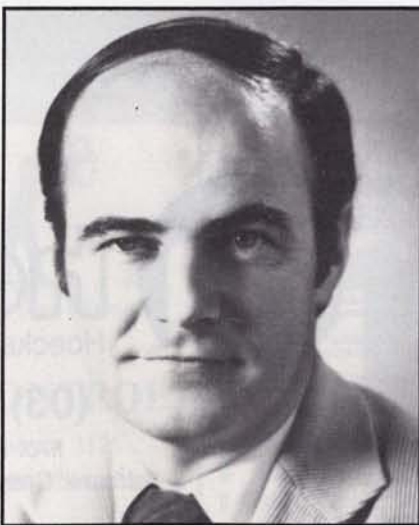
Through the "Buy/Sell" arrangement, this problem is overcome because it spells out and binds the surviving parties to three things in particular. Firstly, that the share of the deceased's business *must* be sold; secondly, the price for the business (with allowances for inflation), and thirdly, the means of financing the sale. "Buy/Sell" insurance was once facetiously sub-titled "Providing an alternative to having to deal with your ex-partner's wife's second husband's lawyer".

For further information, please contact us at HARIB in your State.

Hyster Lift Trucks' Promotion in China

Leading an executive team to China is Hyster Australia's Managing Director, Graham Tribe (pictured) who, with the Hyster Dealer in China, Patrick Ho Company Ltd, will give presentations to Chinese Government delegates.

Items covered during these sessions will include the Hyster Company's history, its vast range of products from small lift trucks to container handling giants, its engineering background and product development programmes, to name a few subjects.



Chinese delegates will include officers from the Ministry of Communication, China Mobile Corporation, China Ocean Shipping Co, China Storage and Warehouse Corporation, China Container Manufacturing Group, Ministry of Hydro Electricity and the Military. In all, some 150 to 200 delegates are expected to attend.

Clive Clayton, Asia Pacific Administration Manager, will accompany Graham Tribe and assist in giving these presentations.

Brambles Equipment Redesign Forklift Service Vans



Brambles Equipment, Sydney Branch, located in Smithfield NSW, has recently taken delivery of an updated design service van, which signals a new era in servicing the wide range of forklifts on hire throughout the Sydney area.

Originally the brainchild of serviceman Steve Crawford, the new van promises many advantages over the old style vans. Access to equipment has been given top priority, compared to the pre-

vious models, which provided access via the rear doors only. Servicemen can now retrieve and replace tools and equipment from either side of the van and also from the rear.

The cab and chassis is a Ford Courier and the body is a separate pantech design manufactured from aluminium.

A tough steel floor has been installed and roller shutter doors are located on three sides.

According to Brambles Equipment, the new service van is well set up with all tools and equipment needed to keep the hire fleet in peak condition — starter motors, oil filters, spark plugs, compressor, gas converter kids and all necessary oils. It is also fitted with a "caddy"

shelving storage system.

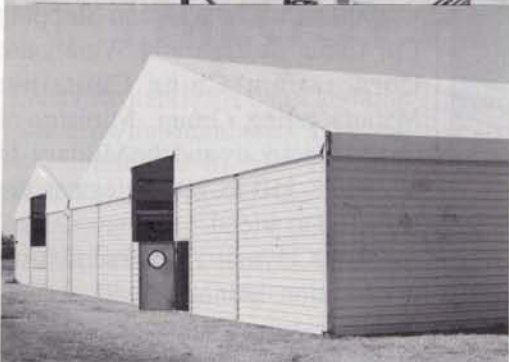
Gary Thompson, operations manager Sydney Branch, said: "One of the extra benefits of this new service van is that when wear and tear demand the vehicle's replacement, we can simply unbolt the 'workshop' and fit it to a new chassis."

This provides a feature that could never be achieved with old style units."

Tony Walters, service and workshop supervisor said: "The new design is a big improvement, as we now have over 500 fork-lifts in the hire fleet here, ranging from small battery operated units to the 48 tonne diesel Hysters. That's some workload when it comes to keeping them operational."

Brambles Equipment claims to have over 2500 fork-lifts for hire. Now available from 22 locations throughout Australia.

For further information please contact:
Peter Ambrose
Brambles Equipment Fork-lift Product Manager, Eastern Region,
Tel: (02) 956 8799
Fax: (02) 956 8821



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New Treatment Agent for Portable Toilets

Portable toilet hire companies have come up with a new environmental-friendly treatment agent, which also provides better hygiene and odour control.

The development was announced by the portable sanitation division of the Hire Association of Australia.

Principal members of the body in NSW, all of whom are using the new treatment agent, are Super Loo, Sani Hire, Port A Loo and Rent A Loo.

Between them, they carry out an estimated 75 per cent of portable toilet hires in Sydney.

The group has been working with authorities since 1980 to promote high standards of hygiene, cleanli-

ness and service in the industry.

“We initiated and developed standards of hygiene and service which once were quite arbitrary,” a spokesman said.

“This has been done in close liaison with State and local government bodies, including the Health Department and the Water Board.

“Recently, we succeeded in finding a non-formaldehyde treatment agent, which provides the greatest hygiene and odour control, without being damaging to the environment.”

The spokesman strongly rejected a claim by a firm, which is not a member of the association, that other companies do not use disinfectants strong

enough to kill highly infectious diseases.

“This claim, which appeared in some suburban newspapers, is not only false, it is completely irresponsible, and capable of causing needless public alarm,” he said.

“Contrary to another claim, association members arrange regular servicing of toilets on building sites and in other work areas.

“In most cases this is done weekly or fortnightly, depending on demand and frequency of use.”

For further information, call Super Loo (601 1766), Sani Hire (743 4140), Port-A-Loo (888 5466) or Rent-A-Loo (688 3055).

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Wreckair Signs Contracts Worth \$1 Million Plus

Wreckair has signed contracts worth more than \$1 million for the long term hire of 33 forklift trucks to companies in Victoria and the South East of South Australia.

The largest contract involves the three year hire of 17 dual fuel GTP 25RD Yale trucks to pallet manufacturer and hirer Chep Australia in Melbourne.

In other recent deals, Chemplex Australia Limited has hired seven forklifts, including three flame-proof Nissan models for four years; a major food manufacturer has hired six Yale and Nissan units for five years and a South Australian food company, Saffries Pty Ltd, has contracted for three Nissan trucks for five years.

Wreckair's Materials Handling Manager in Victoria, Mr John Pudney, said today that in addition to the forklift contracts, Wreckair had also signed a five year agreement with the specialist chemical transport company Chemtrans for a Tenant 235 multi-level dump power

ride-on sweeper.

Mr Pudney said that Chemplex contract involved Wreckair buying seven Chemplex forklifts and then hiring a seven vehicle fleet back to the company.

"In each of the contracts, Wreckair has accepted full responsibility for vehicle maintenance and servicing - and is guaranteeing 24 hours a day, seven days a week service," he said.

Wreckair says that as the recession bites deeper, more businesses are showing interest in selling their forklift fleets back to specialist companies and then entering into long term hire agreements.

"In addition to receiving cash payments for their old vehicles, companies can hire new or newer models and relieve themselves of the financial burden of conducting repair and maintenance work," Mr Pudney said.

"Many companies are now realising the enormous savings that can be made if they hire "near new" units instead of insisting on models which have come

straight from the production line," he said.

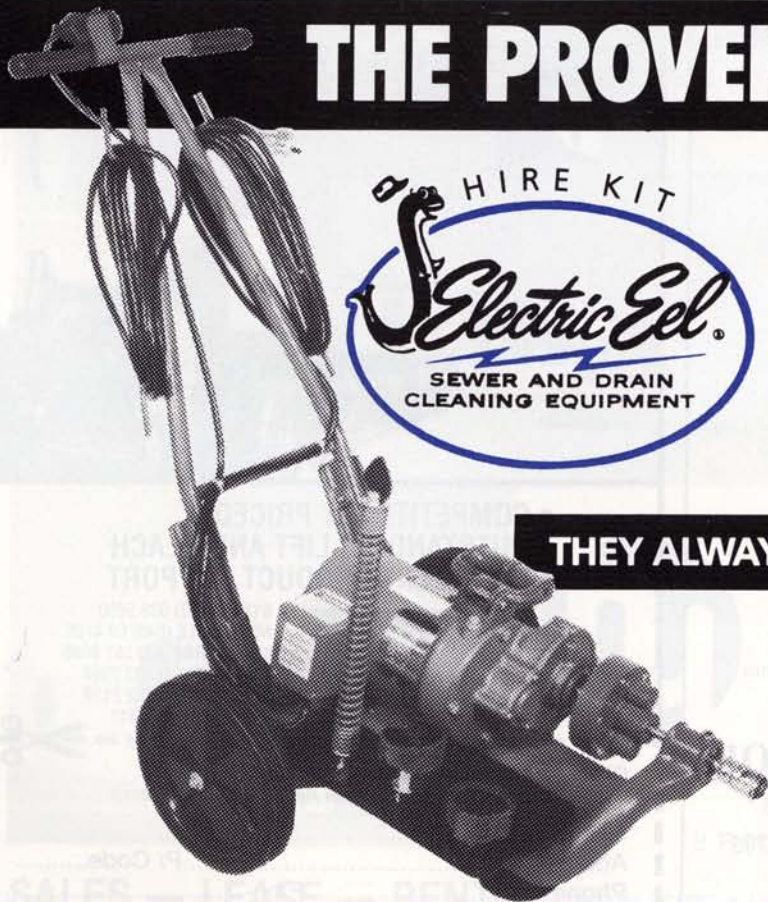
"The sell and hire-back philosophy is now fairly widely accepted by industry because most companies have been forced to work out the relative costs and tax advantages of ownership versus hiring.

"As a result, few companies are now prepared to invest in forklifts and other capital items which, although essential to their operations, do not have the same priority as other pieces of plant and equipment.

"What the recession has taught managers is that cash reserves are precious, ownership carries with it tax problems and borrowed funds are harder to obtain.

"This combination of factors has seen hiring and sell/hire-back agreements become increasingly popular, especially in those organisations which want to see value for money from every dollar they spend," Mr Pudney said.

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Rugged 490 Scrubber Cleans Path With Ease

The new 490 walk-behind scrubber from TENNANT is a highly functional, easy-to-use machine that provides rugged reliability.

The scrubber cleans a 915mm path, covering up to 3,159m² per hour. With its rugged plate steel frame and premium components, the 490 combines maximum cleaning power with performance that lasts.

The machine's twin overlapping 400rpm brushes vigorously scrub floors, providing fingertip control of up to 61kg of down pressure to remove the toughest dirt, grease and grime.

A specially designed water pickup system includes a powerful three-stage vacuum fan and parabolic squeegee with multiple wear edges that leaves floors virtually dry after scrubbing. A simple foot control lifts the unit manually for double scrubbing.

Easy-to-read gauges and simple controls make operator use effortless. Serv-

iceability is also a key feature of the 490. Major components such as the drive train, rear squeegee assembly and the scrub head can be removed in a matter of minutes. The modular design reduces service, time and labour costs dramatically.

For increased productivity, the 490 offers an Extended Scrubbing (ES®) option for up to two and a half hours of uninterrupted cleaning. Solution is filtered and pumped to a separate tank for continued scrubbing.

Other options for the 490 include a vacuum wand for hard-to-reach areas,

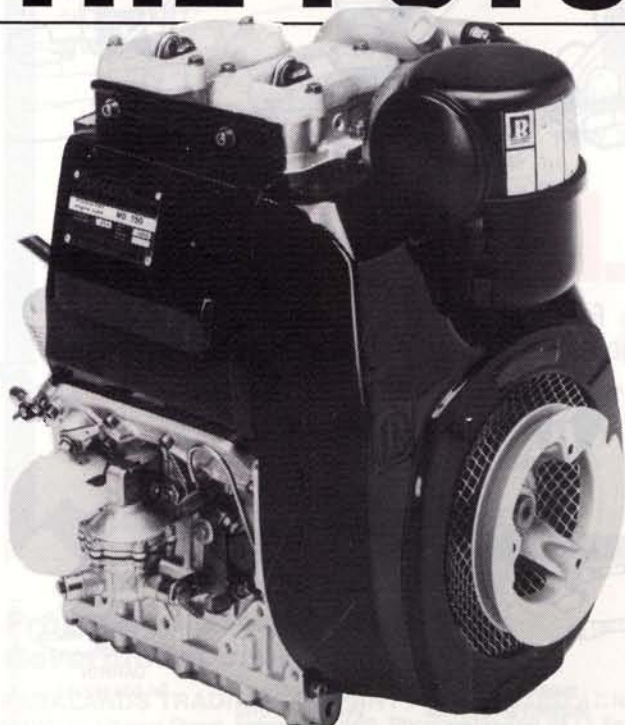


TENNANT's new 490 Scrubber

heavy-duty bumpers and batteries, parking brake, and foam-filled tyres.

The 490 has an 18-month, 750 hours warranty on all components except normal wear items, and 6 months on labour.

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New Brushcutter/Trimmer from Parklands

Parklands Trading Co., Australian distributor for the Tanaka engine powered products since 1968, have recently released their new "Parklander" brushcutter. Described as a quality machine at an affordable price, the unit is extremely convenient to use. The Parklander will operate in any position, which means that it will cut up against fences. And, with one turn of the handle, the unit becomes an

edger. The Parklander has a powerful 1 HP motor - to handle the toughest lawns and what is believed to be the longest bent shaft in its class, for greater reach and operator safety. Other safety features include a large debris shield and a cutting head that runs in a clockwise direction. The advantage of this is that it tends to throw the debris away from the operator and not back against the operator's legs which counter-clock-

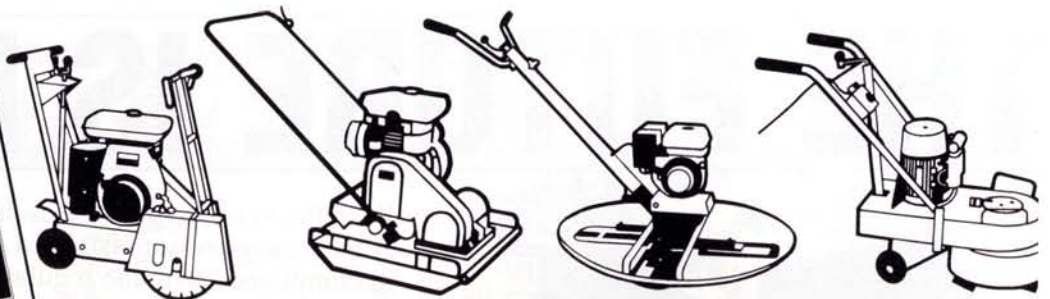
wise trimmers tend to do. Fingertip controls make this brushcutter/trimmer fatigue-free. The parklander comes with a quick release shoulder strap for better balance and a tough nylon blade for mowing. The Parklander, with its nylon blade, is ideal for digging a trench alongside the garden edges or paths, without damaging the concrete. Once dug, this trench is easily maintained with the nylon line — to provide a more easily maintained, professional finish to any lawn.

For further information, please contact:
Mr Ron Zacka
Parklands Trading Co. Pty Ltd



The "Parklander" Brushcutter in use. Converts to an edger in a matter of seconds (inset)

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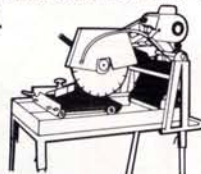
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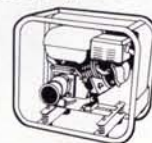
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Tractor and Turf Technology Together in New Combination

The best in compact tractor and turf care technology has been brought together by Iseki Australia to produce a tractor-mower combination at an extremely competitive price.

The company has now married its futuristic Iseki TU320 compact tractor with a new SM60 mid-mounted mower deck.

The resulting combination is a very capable and competitive turf care package. It is ideal for public sector users, contractors, or private owners seeking a comfortable compact tractor that readily converts to agricultural or utility applications.

Largest of Iseki's compact TU Series released only last year, the TU320, places great emphasis on fatigue-free operation and safety.

The tractor is characterised by dramatic 1990s styling, especially easy and safe access to the driver's seat, and particularly simple control layout.

The SM60 mower deck is designed to meet the turf care industry's quality standards.

This excellent deck has now been matched with the 20.5 DIN hp/15.1 kW

TU, utilising a gearbox and mounting system designed for Australian conditions. This fully engineered matching guarantees optimum cutting speeds and takes full advantage of the TU320's standard mid-PTO.

The TU320 provides plenty of power to drive the 1524mm (60in.) deck - even through heavy growth.

The tractor's simple HST one-pedal infinite speed control enables working speed to exactly match any grass conditions.

The mid-mounted SM60 mower deck is forward mounted to oscillate in harmony with the tractor's front axle. It closely follows undulating ground without scalping the turf. It also affords excellent clearance over kerbing and rough ground.

High lift mower blades and a deep mower deck ensure excellent lift and movement of cut grass. An optional PTO-powered turbo blower and grass collection system leaves grass areas neat and clean while enabling clippings to be readily mulched or disposed of.

The mower deck's cutting height is adjusted independently of the lift system.

Either 3-point linkage or hydraulic actuated lift systems can be specified for the TU320/SM60 combination.

"Whatever comparisons you use, this tractor and mower combination has no rival in terms of value-for-money," commented Iseki Australia's General Manager, Mr Frank Devlin.

"No other tractor — horsepower for horsepower, has the comfort and features of our TU320. And the SM60 mower deck — a perfect match for the TU320, provides a mid-mount performance yardstick for turf specialists everywhere," Mr Devlin commented.

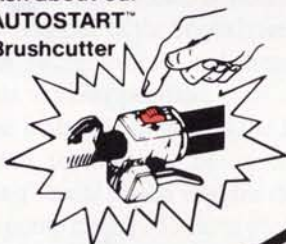
"Technically this combination is superior and its pricing is extremely attractive," he added.

"This tractor and mid-mount mower combination is an excellent example of how our company can provide quality tractor-based equipment packages at competitive pricing," Mr Devlin concluded.

For further information:
Mr Frank Devlin, General Manager
Iseki Australia Pty Ltd
Tel: (03) 359 2166

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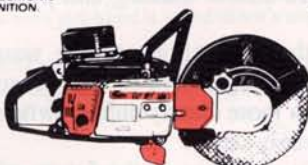
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One of the most popular and reliable masonry diamond cutting saws available today is undoubtedly the Bianco Diamond B Saw, which, as its supplier confidently claims, has the ability to "cut your work in half!"

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

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

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

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

Contact: Bianco Builders Hardware
178 Gorge Road, Newtown, S.A. 5074

Toyota Responds Quickly to Safety

In response to a comment made by a Melbourne Coroner last year regarding industrial accidents, Toyota has upgraded its safety warnings.

It is believed that Toyota is the first and so far only forklift and skid steer loader manufacturing company to take positive steps to act on the Coroner's comments.

Toyota's Industrial Equipment Division General Manager, Mr Ray Lawson, said that while there was no legal requirement at this stage to do so, Toyota felt it made good sense to take certain steps.

"In fact, we have looked upon the Coroner's words as more of a recommendation than a statement.

"We have been in close liaison with the NSW Work Cover Authority and its equivalent bodies in most other states and have developed a new warning and procedure system.

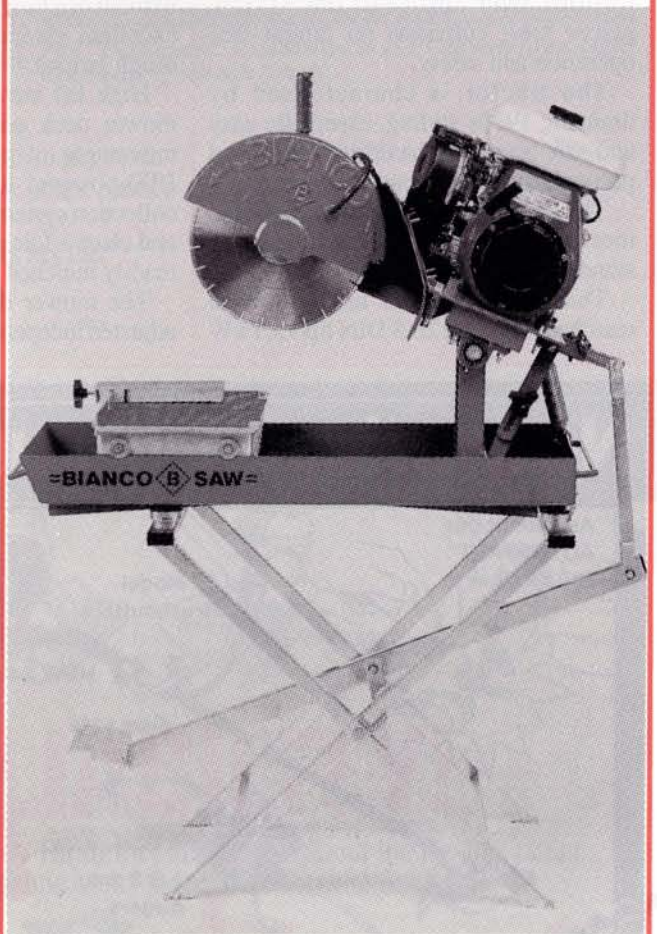
"The result has been the production of new warranty books which outline key points in five foreign languages and certain sections which more clearly define owners and users responsibilities towards safety.

"In addition to this, new machines in the future will be fitted with metal warning plates, again containing safety instructions in English and five foreign languages.

"Their removal and ignorance of the instructions could make users and/or owners liable to action."

Mr Lawson said that he hoped that Toyota's steps would encourage other manufacturers to follow suit and would also prompt more owners and operators to pay full attention to their responsibility for greater operational safety in the work place.

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



Century II release the P&H S60 All Terrain Crane

Century Construction Equipment Pty Ltd, a wholly owned subsidiary of Century II Inc., is pleased to announce the official release of the S60 All Terrain Crane. Initially this unit was released onto the European market and within the first six weeks of release over 24 units were delivered or on order.

The S60 is a four axle, 60 metric tonne capacity All Terrain Crane. The new crane embodies all of the vast experience developed by P&H since 1884. The boom is a monocoque construction with eccentric positioned adjustable non-metallic slider pads. Like all P&H booms, it is welded inside and outside for superior strength. The hydraulic boom extension is controlled by micro-processor which synchronizes the boom telescope system with a digital display of individual boom lengths.

The boom itself is a five section boom which can be extended from 10.35 metres up to 39.1 metres. An optional 16 metre folding lattice jib consists of an 8.5 metre base section and a 7.5 metre removable side folding top section. This is equipped with 2 lifting sheaves (non-metallic), spaced at intervals of 8.5 metres and 16 metres. The complete jib, folded into two pieces, is stored on the right hand side of the boom base section and is swung around and then pinned into its working position.

The hydraulic system is the latest in modern technology being a "load sensing" axial piston variable displacement pump giving 310 litres per minute. This type of system automatically senses the speed and power requirement of the crane and maximises the hydraulic efficiency of the total system. Joy stick controls are standard for the crane operations. The upper cab is fully enclosed all-weather aluminium construction, with full vision safety glass, as well as integrated cab window with windshield wiper and hinged roof window.

The carrier cab is also constructed from corrosion free aluminium and is capable of carrying three men. The power plant for the S60 is a Mercedes Benz Engine OM442A, which is turbo-

charged to give 271 kilowatts at 1900RPM.

The transmission is a ZF 6 WG 201 Automatic Transmission with 6 forward and 3 reverse speeds. The torque converter has an automatic override clutch.

Suspension for the carrier is hydro-pneumatic suspension with lock-outs on all 8 wheels. Level adjustments in longitudinal and lateral direction is automatically reset for travelling by actuating a switch in the driver's cab.

Standard tyres are 16.00 R25 Radial Ply and maximum speed is in excess of

75 KPH. Maximum gross vehicle weight is 48 tonnes which can be reduced to 40 tonne with equal weight distribution to each axle with different machine configurations.

For extra information contact:

Jeff Brundell

Century Construction Equipment Pty Ltd

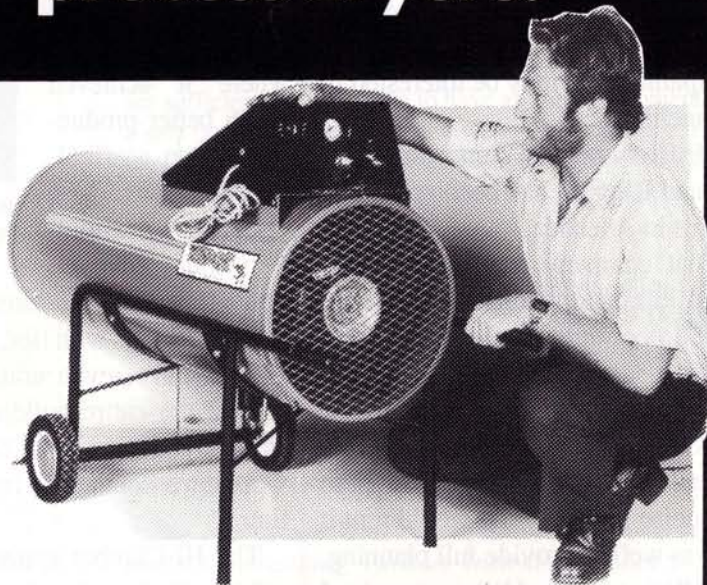
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Campbellfield, Vic 3061

Phone: (03) 3570888

Fax: (03) 357 0468

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W.H. IRELAND & SONS. Bowral Road, Mittagong. Phone 048 71 1100.

QLD. - POULTRY & LIVESTOCK SERVICES. 3 Duffield Road, Kallangur. Phone (07) 44 5711.

S.A. - METCO INDUSTRIAL EQUIPMENT. 237 Richmond Rd, Richmond. Phone (08) 234 0566.

OPTIMA 2760

HI-CLIMBER SEEKS LOCAL AGENTS

HI-CLIMBER Rentals plans to expand the use of its mast-climbing work platform equipment throughout Australia by offering franchises to local agents.

The move coincides with the use of the new system on another two major projects — restoration of the historic Grace Building in Sydney and the building of the Myer shopping and office complex in Adelaide.

Managing Director of Hi-Climber Rentals, Bob Howison, said the system had enjoyed great success since its introduction in Australia 18 months ago.

“Having seen it used on major projects in Sydney, Melbourne and Adelaide, we believe it is time to push on into the other states,” Mr Howison said.

“We would like to hear from companies who may be interested in a franchise.”

Mr Howison said Australian Staging and Rigging had been appointed agents in Adelaide.

That company had already supplied Pilkington Constructions with Hi-Climber units to clad the outside of the new Myer shopping and office complex.

Mr Howison said Hi-Climber Rentals would provide equipment to franchise holders, who would rent it out, as well as provide full planning, installation, maintenance and removal.

Multiplex is the latest major builder to use the Hi-Climber system.

It has employed eight units in the refurbishment of the historic Grace Building for new owner, Shimizu, a large Japanese development company.

The building was built for retailing giant, Grace Bros, 60 years ago and became U.S. military head-

quarters during world War II.

Project manager, Laurie Dunn said: “The external facade is protected by a Heritage Council preservation order.

“We had to gain approval for the work, which includes replacing all windows, loose and damaged tiles, and, finally, patching and cleaning the entire facade.

“The Hi-Climber system was recommended to us by people who had used it on other jobs, where it achieved much better productivity than scaffolding.

“Also, scaffolding would have involved penetrating three times as many openings with ties.

“We have seven units operating around the entire building, and we find they give us great flexibility in working a number of trades at one time.”

The Hi-Climber system was also used in Sydney by Concrete Constructions Refurbishers on 343 George Street; by Phillip Lipman on 139 Macquarie Street (both buildings are owned by the State Authorities Superannuation Board); and by Lend Lease Interiors on No.1 Castlereagh Street.

It has also been employed on restoration work in earthquake-damaged Newcastle and on wall and roof cladding projects, including a Qantas Jumbo Jet hangar at Sydney



Hi-Climber units are being used by Multiplex in the refurbishment of the historic Grace Building in Sydney.

Airport and BHP's new galvanising plant at Hastings in Victoria.

Benefits of the system include increased productivity, reduced job times, added safety and less intrusion on tenants.

Hi-Climber units consist of a motorised work platform running between twin steel masts, which are secured to the outside of the building or, through windows or other openings, to interior anchorage points.

Units can also work free-standing to a height of 20 metres through the use of a mobile chassis fitted with outriggers.

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

Victorian Report

President's Report

I am pleased to report on the activities of the Association for 1990.

The trend towards increasing government regulations and charges affecting our industry has continued, and much time and effort has gone into dealing with these matters and representing the interests of the industry.

Safety issues are most important. Good contact has been established with the Department of Labour, initially on the problems associated with Skid Steer Loaders. The D.O.L. now recognises that our members are collectively the major owners of equipment in the state, and association input is sought on equipment safety matters, whereas previously decisions affecting us were made without any involvement by our industry.

Representations have been made to the Transport Accident Commission regarding the compulsory third party insurance charges applying to access equipment. The result is that some equipment does not require registration of TAC Insurance and reduced charges apply for other equipment savings to members.

Submissions have also been made regarding proposed towing regulations that would have disadvantaged members. These regulations have been relaxed, at least in the short term.

Other on-going matters on the agenda include discussions with police to reduce the level of equipment theft, and negotiations on Stamp Duty payable on trailer mounted equipment.

The Site Services Division have been active throughout the year. On their initiative the Association appointed an Inspector, Mal Wesson, to visit sites and contact councils to promote a better standard of toilets on building sites. This venture has generally been appreciated by councils and has been beneficial to members in protecting their investment in chemical toilets.

The Hire and Rental Insurance Brokerage has operated successfully, offering members the protection required in this industry at competitive rates. Once again, a dividend was paid to the shareholders.

The 1990 Convention in Adelaide was a well run and successful event. This year's convention is to be held in Sydney at Darling Harbour and I recommend to all members to be there if possible. Planning is well advanced and top class speakers and venue have been booked.

Membership of the Association is now 195 including 28 Associates. This is slightly down on last year, perhaps reflecting the tough times we are in. As you will hear from the Treasurer, the Association is in a healthy financial position.

I am now at the end of my time as President. I have found it an interesting and rewarding two years. I wish to thank the Board members and Lois Ziebell and David Angus for their effort and support.

Best wishes to the new President and to all in the industry for 1991.

ANNUAL GENERAL MEETING

The attendance at this year's Annual General Meeting on February 19 was the best we have ever had with 130 people attending. Many thanks to all who attended, it certainly makes the organising of these functions worthwhile when so many support the Association. We also received quite a bit of positive feedback from several attendees and this was most appreciated.

ANNUAL SUBSCRIPTONS

There are still 39 members who have yet to pay their subscriptions for the year. Could you please send your payment today so that I can finalize the membership list and to also help the Treasurer with his books. (If you are one of the few who don't wish to renew your membership, please let me know).

SURVEY OF SKID STEER LOADERS

The Department of Labour is conducting a field survey of skid steer loaders to make sure that they are fitted with appropriate safety features. We believe that our members are sufficiently responsible to have all their equipment in a safe operating condition, and we are co-operating with the Department. If their officers visit your premises for this purpose, we trust you will facilitate their survey.

1991 CONVENTION

Just a reminder that the 20th International Hire Convention & Equipment Exhibition will be held at Darling Harbour, Sydney, on August 20-23. All enquiries should be directed to: The Secretariat, Kuoni Travel Pty Ltd, 5th Floor, 39 York Street, Sydney, 2000. Telephone: (02) 290 2577 or Fax: (02) 290 2273.

INSTRUCTION MANUAL

The New South Wales Association has produced a manual containing various Instruction Sheets for machinery. These books are available at a cost of \$125 plus \$5 postage. If you would like an instruction manual then give me a call and I will send you an order form.

MEMBERSHIP LIST

We welcome to the Association the following new members:

BIG COUNTRY HIRE CARRUM DOWNS P/L
536 Frankston/Dandenong Road, Carrum Downs 3201
Phone: (03) 786 3133 Fax: (03) 785 2544.

* Ken Knights, General

SIMON-ABBEY PTY LTD

98 Fairbank Road, P.O. Box 309, Clayton 3168
Phone: (03) 551 8866.

*B. J. Kiekebosch, Associate

FLEXTOOL... PRODUCT RELIABILITY IN A WORD!

For 40 years an Australian owned company has been providing the Hire and Rental Industry with proven products that have proven performance.

Established in 1951, Flextool (Aust.) Pty Ltd, has manufactured shaft pumps and vibrators designed to withstand all the abuse the Australian hirer can give them, and continually improves its product range to ensure they remain "hire proof".

Flextool's experienced staff have the expertise and practical knowledge to assist with all aspects of their range from service to spare parts. In fact, all branches across

Australia have service workshops to ensure a fast turn around for any repairs, should they be necessary. All workshops are connected to a computerised stock control system that enables overnight delivery from any of their state offices if required.

Proven products, spare parts availability and service capability have enabled Flextool to maintain a national identity with the Hire Industry, as well as with major government departments.

Flextool continues to be a strong supporter of the Hire and Rental Association, and information and service are only as far away as your fax or phone.

New Victorian Representative for Electric Eel

Electric Eel Aust./Seca are pleased to announce the appointment of Dominic Cosoleto to represent them throughout Victoria.

Dominic, with over 14 years experience in equipment sales, will be able to assist Hire and Rental customers with their choice of machines and with their spare parts.

Dominic can be contacted on Mobile 018 361 897 or use our Free Call No. 008 028 584.

Head Office:
191 Wellington Street
Collingwood, Vic. 3066
Tel: (03) 419 6300
Fax: (03) 417 1319.

LINDE HYDROSTATICS IMPROVE HANDLING OF MASONRY BLOCKS

Thanks to the precise control from the two pedal controls plus fully variable forward and reverse drive, the stacking, destacking, loading and unloading of unitised loads of masonry blocks can now be handled efficiently in tough operating conditions.

The **Hydrostatic Drive** eliminates the need for conventional braking systems thus removing the need for expensive brake relining and drum replacement in dusty work environments.

Up to 4.5 tonne capacity, the Linde Hydrostatic is powered by either diesel or LPG. Fuel consumption is exceptionally low since the hydraulic management system keeps en-



Composite blocks released from production, are stacked by the Linde H45 to a height of 5 metres.

gines operating within the most economical RPM range. Noise and vibration are similarly controlled.

Linde forklifts are built to last and so give continuous, dependable service particularly when handling heavy loads, continuously in areas like a concrete works.

Equipped with an attachment a Linde H45 handles up to 35 tonnes per hour.

For further information, contact:—
Phyllis Marston
Linde Lansing Pty Ltd
P.O. Box 161, Lidcombe,
NSW 2141
Phone: (02) 748 0211
Fax: (02) 647 1287

PACIFIC BLASTERS



 We keep Australia Pumping!

JOIN THE PACIFIC BLASTER TEAM

- **PACIFIC SUPER BLASTERS:** Will expand your business and substantially increase your profits!
- **SUITS:** The handy tool for councils, contractors, piggeries and builders.
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2 South St.
Rydalmere 2116
Ph: (02) 638 5600
Tlx: AA24319
Fax: (02) 684 2184

Newcastle
Cnr Union &
Lindus Sts, Wickham 2293
Ph: (049) 61 2611
Tlx: AA28753
Fax: (049) 61 1791

QLD
44 Suscatand St.
Rocklea 4106
Ph: (07) 275 2899
Tlx: AA43921
Fax: (07) 875 1457

VIC
1 Slough Rd.
Altona 3018
Ph: (03) 398 5211
Tlx: AA37917
Fax: (03) 398 6196

S.A.
Cnr Port Wakefield &
Diagonal Rds, Cavan 5094
Ph: (08) 262 2138
Tlx: AA89755
Fax: (08) 349 6689

W.A.
174 Railway Pde,
Bassendean 6054
Ph: (09) 279 4511
Tlx: AA92443
Fax: (09) 279 1608

TAS
123 Albert Rd,
Moonah 7009
Ph: (002) 78 1211
Fax: (002) 78 1285

Kubota's M30 Series — the Thoroughbred Workhorse

The M30 series has become the backbone of Kubota's dramatic move into higher horse power tractors.

Traditionally Kubota has been identified with under 40 horsepower machinery because of its domination of the mini tractor market. Now the company regularly holds number one position in the monthly sales figures for all agricultural tractors. In January 1991 Kubota's 20% market share meant that one in every five tractors was a Kubota... and they are no longer only little ones.

The M30 series is spearheading Kubota's attack on the Australian market with models ranging from 49 to 82 DIN hp (36 to 60.3 kW). As part of their 100th Year celebrations, Kubota released the M6030 DT LE model complete with front end loader. With a retail price of \$33,750, this represents extraordinary value for the farmer who needs to purchase in these tough times.

The M30 range of "utility tractors" is ideally suited to a variety of general farm chores.

Dairy farmers, stock farmers and

small crop or vegetables growers should all find features that suit them. As the M30 Series is a straddle tractor, it appeals to many stock farmers. Vegetable and small crop growers like the superb visibility and are well catered for with the standard creeper speed gear box. Kubota's unique bevel drive front axle ensures impressive manoeuvrability on four wheel drive models. The apparent absence of a drive shaft to the front axle (hidden by innovative design) creates a smooth underbelly, which is important when working over growing crops.

The two smaller models in the series, at 49 and 55 engine horse power, are unusual for their size, as they both feature a six cylinder engine. This makes them smooth but "gutsy" to drive. In Nebraska Tests they turned in a very credible performance.

Other M30 series models are powered by larger capacity 3 or 4 cylinder engines and all models share the same basic specifications such as wet disc brakes, hydrostatic steering and independent PTO.

The M6030 DT (62hp) and M8030 DT (82hp) are also available in orchard version. This is a significantly narrower and lower unit than the standard tractor and is ideally suited where both compact size and stability are important. The range is soon to be enhanced with the introduction of the M7030 DT N which like the M6030 Narrow features Kubota's unique bi-speed turning system.

Kubota's M 30 Series epitomizes the basic workhorse — an excellent tractor, realistically priced, without unnecessary and expensive "frills". Meanwhile, for the more feature conscious farmer, Kubota's M70 Series has rapidly gained popularity.

For further information contact:

Blair Bateman, General Marketing Manager, or Bruce Hawkey, Deputy General Marketing Manager

Kubota Tractor (Australia) Pty Ltd

347 Settlement Road

Thomastown, Vic. 3074

Phone: (03) 465 8899

Fax: (03) 465 0672

Technology keeps Toyota in front

"One of the main reasons we've maintained clear market leadership for every year in the last decade is our superior technology", says Ray Lawson, General Manager, Industrial Equipment Division of Toyota Australia.

"A good example of this technological superiority is the 1991 upgrades to our 1 to 1.8 tonne reach truck range.

"Specific upgrades to the range give owners improved load handling performance, better travel performance, greater work efficiency and extra reliability and serviceability," he said.

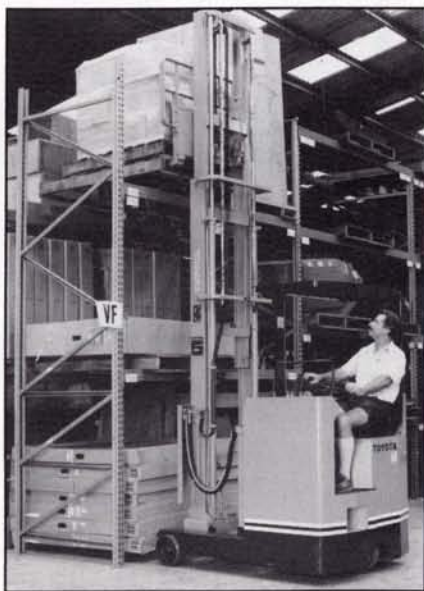
In the 5FBR/E Toyota reach truck range there is a total of seven models, four stand-ups and three sit-downs.

Across the board, lifting speeds have been improved by as much as 20%, travel speeds by 10% and single charge operating times by 10% to make them the fastest and longest performing lifttrucks in their class.

Other upgrades include the standard availability of a multi-purpose computer control system which incorporates a cir-

cuit breaker function, additional diagnostic codes, regenerative braking function, load handling power control and a high power range for the travel power control system.

Important production and ergonomic improvements include illumination in-



creases of 22%, greater visibility and more free lift in the masts, easier operator entry and exit features, availability of wide track, wide frame options, more powerful drive motors and bigger capacity hydraulic pumps.

Toyota points out that while the new trucks do everything bigger, better, faster and more reliably, the machines actually consume less energy than preceding models.

Lawson says that Toyota will not stand still on technology. "We are constantly striving for improvement, even when the industry acknowledges that we already have the best there is."

For further detail contact:

Toyota Motor Corporation Australia

Industrial Equipment division,

2-28 Alexander Avenue

Taren Point, NSW 2229.

Ph: (02) 710 3333. Fax: (02) 710 3366

Fax: (02) 710 3366.

10 RULES FOR PLANT HIRE

(which struck a bell with delegates at the Victorian AGM)

Rule 1:

Never order a piece of plant until you actually need it. Always order one hour after your men have arrived on the site to stop us from getting into the habit of organising the day's work in advance.

Rule 2:

Don't actually name the piece of plant you want. Just give us a hint like 'that little cutting thing' or 'the thing we ordered last year'. This gives the plant manager an opportunity to use his imagination.

Rule 3:

Never say what you actually want the item for. We can always send two or three different sizes for you to try.

Rule 4:

Never give the full site address. Giving it would deprive the delivery driver of discovering for himself some of the delightful scenery on his trip.

Rule 5:

If you find you've ordered the wrong piece of plant, always give us time to load it and get away from our yard before phoning us back. You can then see our driver doing his 'war dance' which can be quite exciting.

Rule 6:

Whenever possible try to make sure that no-one is on site when the driver arrives. This will give him the opportunity to demonstrate his ability to unload plant single-handed; and when you come back he can always re-load it and move it to the correct position. Many jolly friendships can be struck up this way.

Rule 7:

Don't waste your oil by topping up engines unnecessarily. When they are dry they will always make a sort of knocking noise and if the engine does seize up, we can always send you another one within an hour.

Rule 8:

If you're going to use a mixer again tomorrow, it is a waste of time washing it out the night before. A couple of good cracks with a sledge hammer will clear most of it out the following morning.

Rule 9:

Never give an operator an exact description of where the services are located. Vague instructions such as 'go easy over that bank mate, there's a 50,000 volt cable somewhere' will be sufficient to keep him alert for the rest of the day.

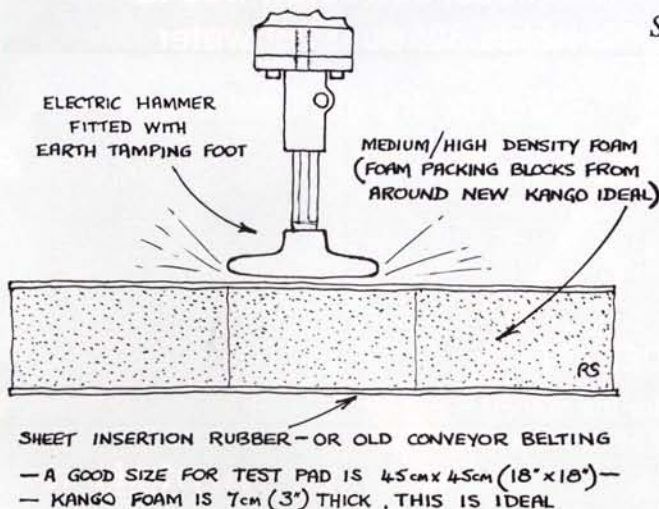
Rule 10:

When you've nearly finished with the piece of plant, give us a ring. Let us know that you might be finished within a day of two. Don't actually quote a date; we like time to make two or three trips to the site to see how you're doing. And if we don't turn up again you can always say you did ask us to collect it weeks ago.

(Attrib. "The Builder")

HANDY HINT UPDATE

Some hirers making up these test pads have mistakenly used polystyrene foam (the stiff white foam used for ice box insulation and for packing around electrical goods etc.). This type of foam is not suitable. The material required is the plastic foam as used in mattresses and chair cushions, etc. This foam is available in all states from either Foamlite Aust. Pty Ltd, or Dunlop Flexible Foams. A full range of densities, thickness and colours are available.




*Submitted by Bob Snowdon
Flextool Queensland.*



Makita

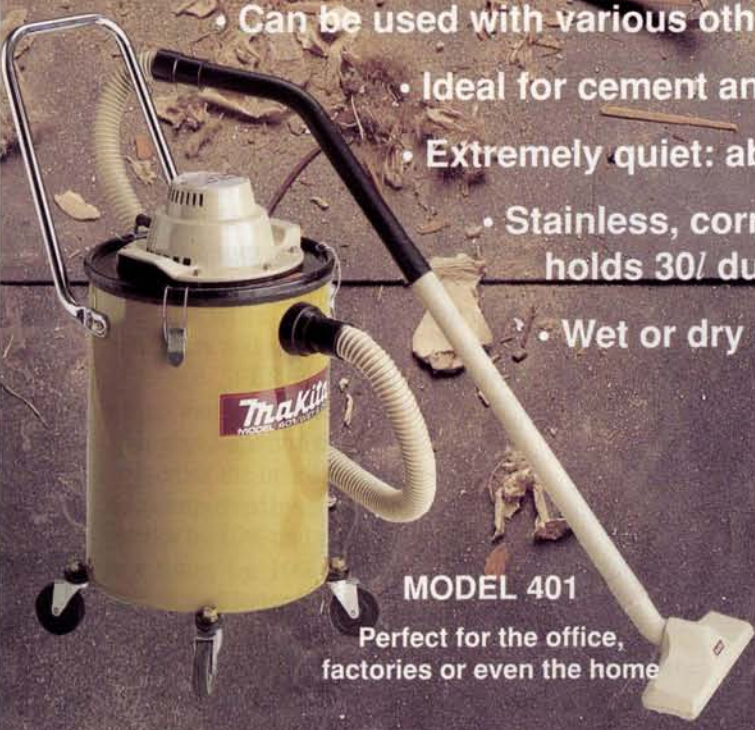
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Vacuum Cleaners

 Double Insulation



- Bypass motor design, ventilation and suction air completely separated
- Two-stage fan for powerful suction at LOW or HIGH speed (404)
- Can be used with various other Makita tools (joint available)
- Ideal for cement and fine dust particles
- Extremely quiet: about 63 phons (Low)
- Stainless, corrosion-free tank holds 30/ dust/25/ water
- Wet or dry applications



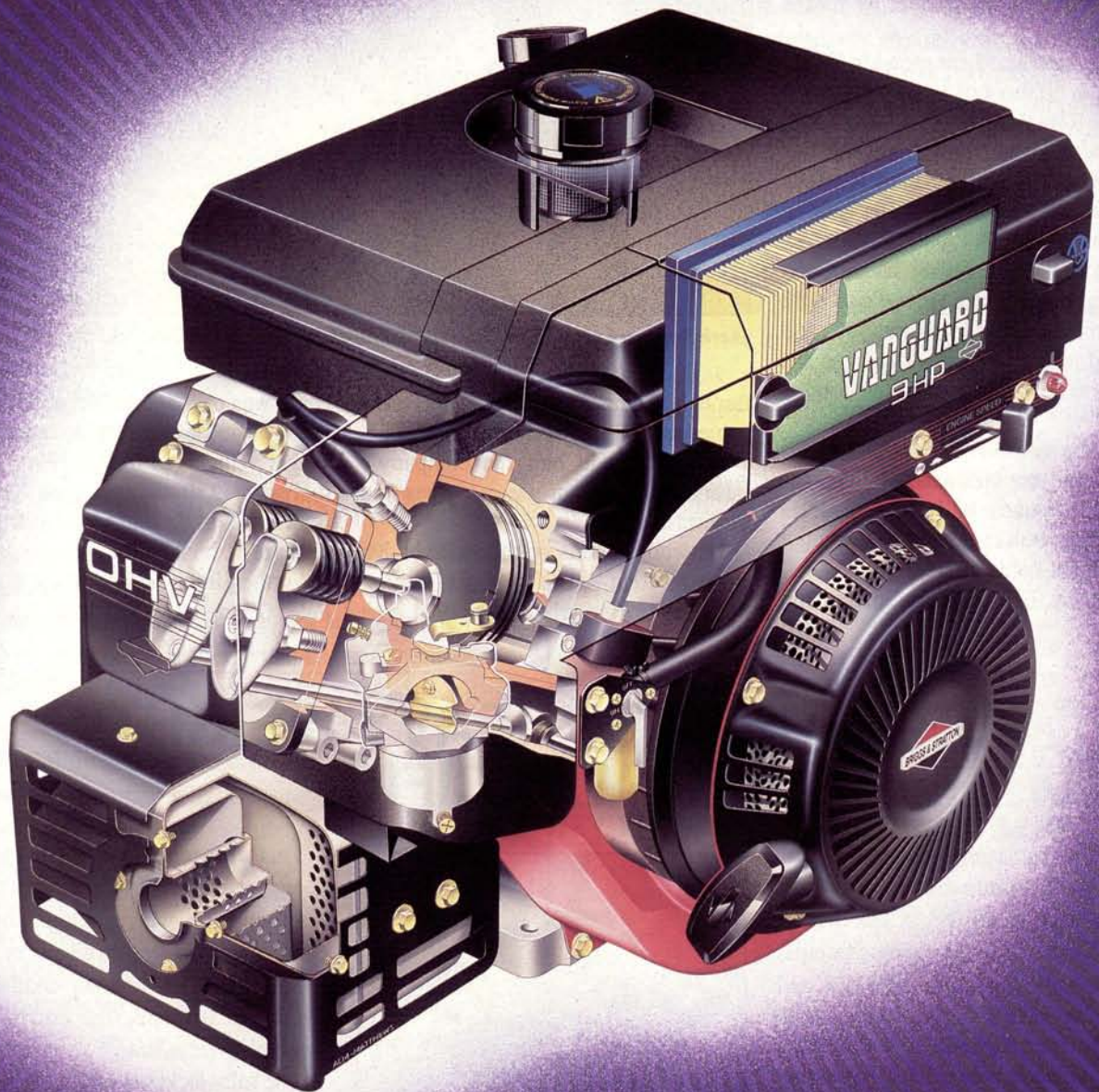
MODEL 401
Perfect for the office,
factories or even the home



MODEL 404
Perfect for hospitals, offices,
hotels, restaurants and general
janitorial applications

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.

VANGUARD - a redefinition of what an engine should be.

BRIGGS & STRATTON

NETWORK RENTALS NOW IN FIJI

The largest Australian-owned vehicle renter, Network Rentals, has linked with the largest Fijian-owned renter in Network's first move overseas.

Network's Fijian partner is Khans Rental Cars.

Kahns introduced car rental to Fiji in 1964 as an offshoot of a taxi company.

Kahns Rentals director, Ahmed Khan, and Networks Rentals managing director Mark Bone, signed the Khans Network Fiji franchise agreement in Brisbane in mid-February.

Network Fiji has nearly 70 cars, station wagons, 4-wheel drives and light commercials at sites in central Suva and Nadi and at Nadi Airport with pickup and delivery to all hotels, motels and airports in Fiji.

Mr Bone said the Network and Khans Rentals' philosophies were similar. Low overheads means both rent vehicles about 20 per cent cheaper than the major international-name hirers.

Network Fiji will be promoted



Mark Bone and Ahmed Khan seal the Network Fiji link in Brisbane

through major Australian travel companies as well as by Network Rentals.

Mr Kahn said half the company's business is with overseas tourists and businessmen.

Network Rentals was founded by Mr Bone as Rent-A-Ute with six second-hand utilities in Brisbane in 1984. The

name was changed to Network and the rental business expanded to include passenger vehicles in March 1990. Today, there are 230 independent Network franchisees in six states with nearly 1500 vehicles.

Further information: Mark Bone or Peter O'Brien (07) 875 1599.

SUBMERSIBLE "HEAVY WEIGHT" FROM PACIFIC

The Pacific Pump Company, distributors of Tsurumi submersible pumps, recently announced the availability of the KTZ heavy duty dewatering pumps.

These units range from 1.5-11 kW and are capable of flows up to 40 l.p.s. with maximum head capabilities of 48 metres. They are ideally suited for construction sites, quarries, mine sites or any stormwater or dewatering application where alloy pumps are not acceptable.

The Pacific Tsurumi KTZ series offer a true heavy duty cast iron pump with hardened hi-chrome impeller and dual silicon carbide oil lubricated seal. All pumps come complete with 10 metres of cable and a motor protector which prevents overheating or overload of the motor windings.

The proven reliability of Tsurumi pumps and their exceptional life expectancy make them an automatic choice for arduous dewatering jobs.



Pacific Tsurumi KTZ Series Drainage pump

This is especially true where the water is aggressive or slightly corrosive. The very situation where aluminium alloy components are "eaten away".

Special PTFE bonded coatings are available for specific corrosive or erosive environments.

The fully jacketed motor also enables the pump to operate continuously without having to be fully submerged.

Tsurumi submersible pumps are available from Pacific Pump Company branches and distributors located throughout Australia.

For further information contact:

Pacific Pump Company
2 South Street
Rydalmere NSW 2116
Phone: (02) 638 5600

THE NEWCASTLE EARTHQUAKE EXPERIENCE

The financial consequences of unexpected events and the issue of underinsurance came to the fore in the aftermath of the earthquake which rocked Newcastle in December 1989.

This event was the largest single insurance catastrophe ever to occur in Australia and because of the huge demand on local resources it will take several years before all insurance claims can be finalized.

Not only was there scale damage to commercial and residential properties, business managers had to face the prospect of the loss of income for a long period ahead.

As assessors were called in and insurance policies checked, the vast majority of those affected by the earthquake discovered they were underinsured.

THE COST OF UNDERINSURANCE

Many people who faced substantial bills for the work involved in demolishing and rebuilding their homes, found their insurance cover was not adequate, mainly as a result of inaccurate property value assessments.

Newcastle's business community faced additional problems.

Many buildings had to be demolished and numerous companies were unable to continue trading.

Insurance brokers have estimated that up to 80% of the companies affected by the earthquake had no insurance coverage for loss of profits and interruption to business. Some now face liquidation.

The extent of underinsurance in the Newcastle area points to the need for all people to immediately review their business and personal insurance and their sums insured.

WHAT CAN YOU DO TO PREVENT UNDERINSURANCE?

Do not wait until your normal renewal date to take action. Immediately review your insurance covers by taking the following action:-

- Carefully assess the Sums Insured you require.
- Ensure true replacement value is nominated, not actual value.
- Obtain an expert valuation to support your insured value.
- Include an inflation factor for normal increases in value and or inflated prices in the event of a catastrophe where

skilled labour charges may dramatically rise.

- Seek professional advice from your Broker/Advisor.
- Review your requirements annually or more regularly if values are fluctuating or business trends change.
- Be prepared to pay for quality cover supported by quality service. Don't allow a cheap premium result in inadequate or no cover in time of need.
- Most importantly, select an insurance company with sound reputation in service and claims payment.

We believe it is our responsibility to help create a greater awareness of the need for effective insurance cover and the risk involved in Underinsurance.

If you think you are underinsured or not properly covered, contact your Association or Oamps Robinson Australia Pty Limited, your Association's Endorsed Broker now, for assistance in determining your insurance needs.

ANNOUNCEMENT

As from 1st April, 1991 Bailey Ladders and Hills Industries Industrial Division will combine to form

BAILEY LADDERS

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“ My Kawasaki has the power to beat the daylights out of the toughest jobs . . . ”



“ With any other brushcutter, I wouldn't dare tackle a job this size - I'd still be at it till well after sundown.

That's what makes a Kawasaki EG35 brushcutter my choice - it has the power I need to get the job done right the first time - there's no having to take a second or third go at things.”



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

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

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

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

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NEW DISTRIBUTION FOR KANGO IN NEW ZEALAND



R D Youngman
Chairman and
Managing Director



T E Richardson
Director and
General Manager



Tony Fairfield
Sales and Marketing
Manager

Kango's new faces in New Zealand

*Youngman Richardson's extensive,
modern premises in Glenfield,
Auckland.*

Youngman Richardson & Co. Ltd, well known and highly respected supplier of specialised building and construction equipment to contractors and the hire industry, have been appointed Kango Distributors for New Zealand and the dependencies in the Pacific.

Bob Youngman and Tim Richardson have a wealth of experience in engineering, manufacturing, construction and marketing in New Zealand.

Bob and Tim established their close association with many industrial sectors in New Zealand during their long period of service with some of the best known engineering organisations in the country.

Bill Lewis, Marketing Manager of Kango Australia, is extremely pleased with the recently established association between Kango and Youngman Richardson.

Bill explained: "The Kango product range has tremendous potential in the New Zealand market but requires the essential combination of application skills, efficient information and technical service, fast spares back up, and most importantly, the right people to make it all work. We are confident of success with our new thrust in New Zealand because the Youngman Richardson team have the same philosophy to servicing customers' needs that has been the keystone to our success in Australia."

Bob Youngman says this attitude has been paramount to the success of Youngman Richardson during the previous 11 years: "It is the quality of personal service that has earned our Company a Pacific-wide reputation second-to-none. Throughout its short history the Company has placed unusual importance on the need to perform far beyond industry norms.

The absolute dedication to service client requirements, above all other considerations, illustrated by the acceptance of an order, same day despatch, personal checks on delivery, satisfaction, prompt spare part provisions, etc., are all reasons why the Company stands tall in an industry line-up. But the Company is the people and we gratefully acknowledge our indebtedness to a loyal, dedicated and willing staff—friends of the Company."

Tim says: "Kango is an exciting addition to our product range. It is not often that a company has an opportunity to gain the distribution for a product that has become a generic name for electric hammers over a 60-year period. Our staff has already had comprehensive training in many facets of Kango's activities and the enthusiasm is at a very high level."

Alek Jankowski, Managing Director of Kango Australia, is looking forward to a much closer involvement in the New Zealand market.

"There is no doubt that Kango will gain far greater market acceptance in New Zealand with the Youngman Richardson team handling the product. A number of new products are due for release shortly, so this is a particularly exciting time for everyone involved in our increased activity across the Tasman."



New Zealand Report

PACIFIC REGION CONVENTION

It was with great disappointment that the Directors found it necessary to cancel the planned Pacific Region Convention in Fiji in April. At the time of registration the Gulf War was having a dramatic effect on overseas travel, particularly from North America and coupled with recessions in the Industry in Australia and New Zealand, the support was not of sufficient numbers to make the event viable.

The Directors thank those people who had supported the Convention by way of registration. A particular mention must be made of the support from the American Rental Association and also Brian Elms of Melbourne. It would seem unlikely that such a project as this will be considered again in the foreseeable future.

1991 CONVENTION — WELLINGTON, JULY 3-5

Our 1991 Convention will be held in Wellington on the above dates, in conjunction with 'Contract Convention '91', which involves the conferences of the New Zealand Contractors Federation; Power Crane Association; Aggregates Association; and ourselves.

A brief outline of the Hire and Rental programme is:

3 July. Morning: Yard and Sightseeing tour; Afternoon: Keynote Speaker from Overseas on Party Hire; Evening: Awards Banquet.

4 July. Morning: Business session

including Annual General Meeting; Afternoon: Visiting Trade Exhibition; Evening: Contract Convention Industry Dinner.

5 July. Morning: Contract Convention Industry Business Session, Opening Address by Prime Minister Jim Bolger; Afternoon: Trade Exhibition.

Over 500 people including partners are expected at these events.



Trade Exhibition

Bookings are now open (and close on 15 May) for trade Space at the Exhibition associated with these Conferences. Judging by pre-registration interest, this will be the largest Trade Exhibition held in conjunction with the Annual Conferences and any company interested in exhibiting is invited to contact the New Zealand Association immediately to enable the relevant information to be sent to them.

MEMBERSHIP

Membership of the Association continues to grow with 6 new members approved at a recent meeting of the Directors.

1992 CONVENTION

The Sheraton Hotel at Rotorua has been selected as the venue for our

1992 Convention. Proposed dates are August 11-13, this being the week prior to the Australian Convention at Surfers Paradise.

CODE OF PRACTICE FOR TOWING LIGHT TRAILERS

A multi-interest group is working its way through a proposed Code of Practice for the towing of Light Trailers as reported in our last New Zealand Report. The committee received well over 100 submissions and is currently reviewing these prior to producing a 'final' Code. Early indications are that the Committee has not taken notice of the dramatic effect the Code will have on hire companies by changing the size of the tow ball.

LEGISLATION

The major legislation currently facing all employers is the Employment Contracts Bill, whereby from 1 May compulsory unionism will be abolished. The legislation calls for employers/employees to operate after that date by way of a contract system between the two parties, with the 'starting' point being the various existing Industrial Awards. A summary of the new law has been sent to all New Zealand members.

TRAINING VIDEOS

The Association has just purchased its first training video in a number of years, this being the ARA video 'Making It Work, Counter Personnel Training', which is available on loan to member companies interested.

CONTRACT CONVENTION '91

Wellington, July 2-5 1991

1991 Contract Convention — Trade Exhibition

We extend a cordial invitation to companies allied to the Contracting, Aggregates, Power Crane and Hire and Rental Industries to exhibit at the forthcoming CONTRACT CONVENTION to be held in Wellington, 3-5 July 1991. The Trade Exhibition will be held in the Conference Rooms of the Plaza International Hotel and adjoining Michael Fowler Carpark

(marquee and outside for larger equipment).

The Convention and associated Individual Organisation conferences are for Delegates from the following organisations:

- New Zealand Contractors Federation;
 - Power Crane Association;
 - Aggregates Association;
 - Hire and Rental Association
- with representation also from the NZ Ready Mixed Concrete Industry and NZ Master Builders Federation. In total it is anticipated there will be 300-400 delegates plus partners at-

tending.

The Trade Exhibition will be open to Delegates on Wednesday through Friday July 3-5 as well as being open to the public on at least one of these days. It must be appreciated that individual conferences will have time set aside within their own programme for delegates to attend the Exhibition and this will vary from conference to conference. There is however an official time between 11.00am-12.30pm on the Friday when all the delegates will be free (and encouraged) to visit the Trade Exhibition.

KANGO 950K — NEW FOR THE 1990s

ACCESSORIES

To complement the introduction of the 950K, Kango have introduced a more comprehensive range of K taper drill bits, and, of course, the 950K uses standard Kango points, chisels and accessories, already stocked in plant hire outlets.

OPERATOR COMFORT

Features like soft grip handles minimise the effects of vibration, and enable the operator to use the machine for prolonged periods.

1050 WATT MOTOR

The 950K series incorporates an upgraded 1050 watt motor which extends brush life, enhances reliability and ultimately improves performance.



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McFarlane Lights the way for Border's Boys

McFarlane Generators went into bat for Allan Border and his team in the recent Benson & Hedges World Series Cricket competition.

With the international day/night series visiting the Melbourne Cricket Ground arena five times during the summer, the current major reconstruction of the southern stand presented a potential problem — no power for one of the all-important light towers.

McFarlane Generators, Australia's largest hirer of portable power stations for commercial, industrial and domestic use, provided the solution — a 500 kVA acoustically-silenced diesel generator.

Demonstrating perfectly the 'transportability' of Macfarlane power, the MCG generator was brought on site for each match and then removed again, to allow construction work to continue.

"The World Series Cricket matches presented an extra complication in the supply of on-site power," Macfarlane managing director Gerald Kay explains.

"Not only did the power need to be portable, but it also had to be silent, because of the proximity of large crowds and also the requirements of the television broadcast.

"Fortunately, Macfarlane has extensive experience over many years with the hire of sound-proofed equipment to film and television production companies."

Macfarlane has an exclusive contract with the project constructors to supply



Macfarlane helped the Australian cricket team shine at the MCG

generators to the MCG site until work is completed, scheduled for early 1992.

This year's Fosters Cup Australian Football League night series matches at the MCG will thus also be played under Macfarlane-powered lighting.

Established more than 40 years, Macfarlane Generators operates nationally seven-days-a-week, 24 hours-a-day.

Its extensive range of hire equipment includes generators, transformers, rectifiers, switchgear, load banks, lighting towers, even cables and electrical leads.

Macfarlane also has new and used generators for sale or lease, plus a comprehensive stock of spare parts for all brands, a maintenance and repair service,

and even its own transportation fleet — which can also be hired!

Whether it's hospitals, office buildings, industrial and construction sites, off-shore oil rigs, musical concerts or sporting events, Macfarlane has the portable power to do the job.

Macfarlane's emergency replacement and repair service also offers immediate response around Australia.

You'll never be on a sticky wicket with Macfarlane!

For information: Gerald Kay
Managing Director Macfarlane
Generators
Tel: (03) 544 1700.

Small Machine does a Big Job

The National distributor of Sumitomo excavators, Summit Machinery & Equipment Pty Ltd, is proud to announce the release of the new F2 series of excavators comprising of models from 6.4 tonne to 42 tonne.

The 6.4 tonne model LS1600F2 will be of particular interest to the hire and rental industry. This unit is a small big excavator, not a mini excavator, and has all the features of the larger models including a Computer Aided Power System (C.A.P.S.) which allows the operator to select the correct operating mode for the conditions and saves fuel.

The LS1600F2 is available with either standard or offset boom and is equipped



with a dozer blade.

Cushion valves are implemented in the hydraulic system which will cushion both arm and boom cylinders at any position in their stroke (exclusive to Sumitomo), thereby greatly reducing stress and wear on pins and bushes. A holding valve is also fitted to the boom cylinder for safety. A two speed travel system ensures good mobility on site, and a front and rear swing radius, the smallest in its class, puts you where the others can't work.

Summit Machinery guarantee first class after sales service through their nationwide network of branches and dealers.

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.

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



Please forward details of registration, exhibition and travel arrangements to:

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Company.....

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I intend: Attending the Convention [] Exhibiting []

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CASTALLOY CONVERTS EQUIPMENT TO COMPRESSED NATURAL GAS

In a recent lease package Brambles Equipment has supplied 19 units to an innovative South Australian company, Castalloy Limited. Of these units, seven forklift trucks and one industrial sweeper were especially converted to use compressed natural gas as a fuel.

Castalloy manufactures high performance alloy goods for the world auto market. These include specialist products for such demanding uses as "state of the art" racing wheels for the Nissan race team, cylinder heads and manifolds for the prestigious German and UK car manufacturers and tough, lightweight wheels for the legendary Harley Davidson motorcycle.

Brian Fraser, materials manager for Castalloy, says: "Castalloy is one of the first companies in South Australia to convert forklifts to use compressed natural gas as fuel".

Because Australia has abundant supplies of natural gas, the conversion can mean cheaper operating costs with this low polluting fuel than with conventional fuels.

"Fuel cost savings of as much as 30% can be achieved," says Brian Fraser. "It is not only ecologically sound, but cost effective as well."

The gas outlets operate like "bowsers" from the gas supply grid, so the company also avoids handling the bulky LPG cylinders.



Castalloy converts rental forklifts to Natural Gas.

Ross Brown, sales manager, Brambles Equipment, Athol Park, South Australia, in conjunction with the South Australian Gas Company, organised the lease package and solved any problems with conversion of the equipment. Compressed natural gas does not liquefy, so the main modification was the addition of a high pressure gas cylinder to the outside of each forklift.

They are also fitted with a warning light on the gauge and a "low pressure" alarm system, to help prevent forklifts (and the industrial sweeper) from running out of gas.

Brambles Equipment claims to have over 2500 forklifts for hire. Now available from 22 locations throughout Australia, they range from light duty, battery operated machines to 48 tonne capacity special purpose forklifts.

For further information please contact:

Peter Ambrose,
Brambles Equipment Forklift Product
Manager, Eastern Region
Ph: (02) 956 8799. Fax: (02) 956 8821

6 HP DIESEL ENGINE ANNOUNCED

The Australian distributor for Ruggerini diesels, AETCO, have announced the immediate availability of a small compact 6 hp air-cooled diesel engine.

The new horizontal shaft engine incorporates all the heavy duty features of Ruggerini diesels, including:

- Oil bath air cleaner,
- Forced lubrication with oil pump,
- Direct injection,
- Fuel pump,
- Fuel filter,
- Recoil or electric starting.

With its modular design, the new quiet engine designated model MD75, is a further extension to the hugely successful range of MD series introduced 3 years



The new 6 HP Ruggerini air-cooled diesel engine, available from AETCO.

ago when the 15 hp model was released. It has a displacement of 327cc and develops a full 5.9 hp at 3000 rpm in accordance with NB DIN 6270.

The new engine, with its universal mounting system, is ideal for generators, pumps, turf care, and small earthmoving equipment.

Backed by AETCO branches in all states, and a nationwide network of dealers, the engine will suit those applications where a heavy duty, reliable and fuel efficient engine is required.

Further information on the above engine is available from AETCO branches in all capital cities.

Compact TENNANT scrubber ideal for restricted spaces

A new 510E battery-powered scrubber from TENNANT is a compact machine with high maneuverability.

Because of its size, the machine is capable of turning in its own length, permitting U-turns in aisles and narrow areas. In addition, the machine is easy to steer and operate, with automated scrubbing functions that make training easy.

A simple push of a touch-control electronic panel controls brush down pressure, adjusting it automatically. Maximum brush contact is provided, ensuring cleaning action on a variety of surfaces.

A special multi position scrub head for cleaning edges is standard with the machine. The scrub head slides out to the



TENNANT's new 510E scrubber, compact and maneuverable

side for cleaning flush against walls and objects. The head raises and lowers automatically when the scrubber starts, stops or is operated in reverse. It also retracts on impact to prevent damage to obstacles.

The 510E scrubs a 1,020 mm path at 5 kph, covering up to 4550 m² per hour. Combined with two vacuum fans, a rear-mounted squeegee draws water from its full width to provide superior water pickup.

High productivity options available include Extended Scrubbing (ES™) for continuous cleaning, pre-sweep™ that picks up loose debris before scrubbing, a vacuum wand, and more.

For information contact: Ronn Ponath
P.O. Box 295
10 Hope Street, Ermington, NSW 2115
Tel: (02) 858 5811. Fax: 858 1995.
Toll-free: 008-22-6843

More convenience for Linde Pedestrian-Operated Trucks

Riding is better than walking, especially over long distances. This applies particularly to the new Linde L16 AP battery-powered high-lift truck with operator's platform. Suitable for use with Stillages and open faced pallets, both moving and stacking of goods is made easy.

The operator is provided with a convenient workstation from which to carry out his tasks, irrespective of whether these involve unloading, conveying, maneuvering, repositioning, displacing, storing or stacking operations. From the vehicle platform, the operator's work is easier and more effective.

The vehicle is simplicity itself to operate, since all the controls are conveniently located on the tiller, enabling the vehicle drive, horn and initial lifting functions to be performed without lifting the hands from the tiller head. The lifting frame can then be precisely positioned by means of the lever located at the tiller pivot point.

Excellent visibility is provided by the



clearview mast, a feature which has proved itself on battery-powered trucks in extreme operating conditions.

Both when picking and stacking, the operator has the load in view at all times.

In contrast to similar trucks, the L16 AP can be driven forwards or backwards from the platform, with no limitations, thus allowing the operator to carry out these functions without dismounting.

The platform itself, which is exceptionally robust, was designed to the latest safety standards. It is generous in area, has a non-slip covering, locks into a horizontal position when mounted by the operator and closes again automatically upon dismounting.

The side supporting arms provide both protection and safety for the operator, as well as the necessary lateral support when the vehicle is turning.

A remarkable feature is the load carrying capacity of the L16 AP, which can, e.g., lift a 1600 kg load to a height of 2.75 m and a 1000 kg load to 4 m.

The battery, which powers the lifting motor (3 kW) and drive motor (1.2 kW) can be recharged by plugging into any 240V socket; it has its own integral charger.

For further information, contact:

Phyllis Marston
Linde Lansing Pty Ltd
P.O. Box 161, Lidcombe, NSW 2141
Ph: (02) 748 0211. Fax: (02) 647 1287.

ADVERTISERS INDEX

Name	Page No.	Name	Page No.
A.E.T.C.O. . . . .	.41	Makita (Aust.) Pty Ltd	52
Austoft Industries Limited	9	Makita (Aust.) Pty Ltd	I.B.C.
Australian Hydraulics Co. . . . .	.39	Oamps International	7
Bay Textiles Ltd . . . . .	.33	Oldfields Pty Ltd	22
Berwick Climate Control . . . . .	.39	Pacific Pumps Pty Ltd	49
Bianco Builders Hardware . . . . .	.44	Parklands Trading Pty Ltd	43
Briggs & Stratton Australia Pty Ltd . . . . .	.53	Proloon Sales Pty Ltd	36
Canning & Son Pty Ltd . . . . .	.45	Quinns Canvas Goods	32
Cranford Products . . . . .	.24	Robian Industries Pty Ltd	35
Detroit Engine & Turbine Company . . . . .	.16	Stihl Pty Ltd	19
Dunlite Power Generators . . . . .	.17	Stihl Pty Ltd	12
Electric Eel Aust. Pty Ltd . . . . .	.40	The Software Link	I.F.C.
Flextool (Aust.) Pty Ltd . . . . .	.42	Trilogy Business Systems	O.B.C.
Hatz Australia Pty Ltd . . . . .	.30		
Hi-Climber Rentals . . . . .	.46		
Hills Industries Limited . . . . .	.55		
Hoecker Structures Limited . . . . .	.38		
Hyster Australia Pty Ltd . . . . .	.13		
Isuzu Diesel Engine Products27		
Kango Australia Pty Ltd59		
Kawasaki Motors Pty Ltd56		

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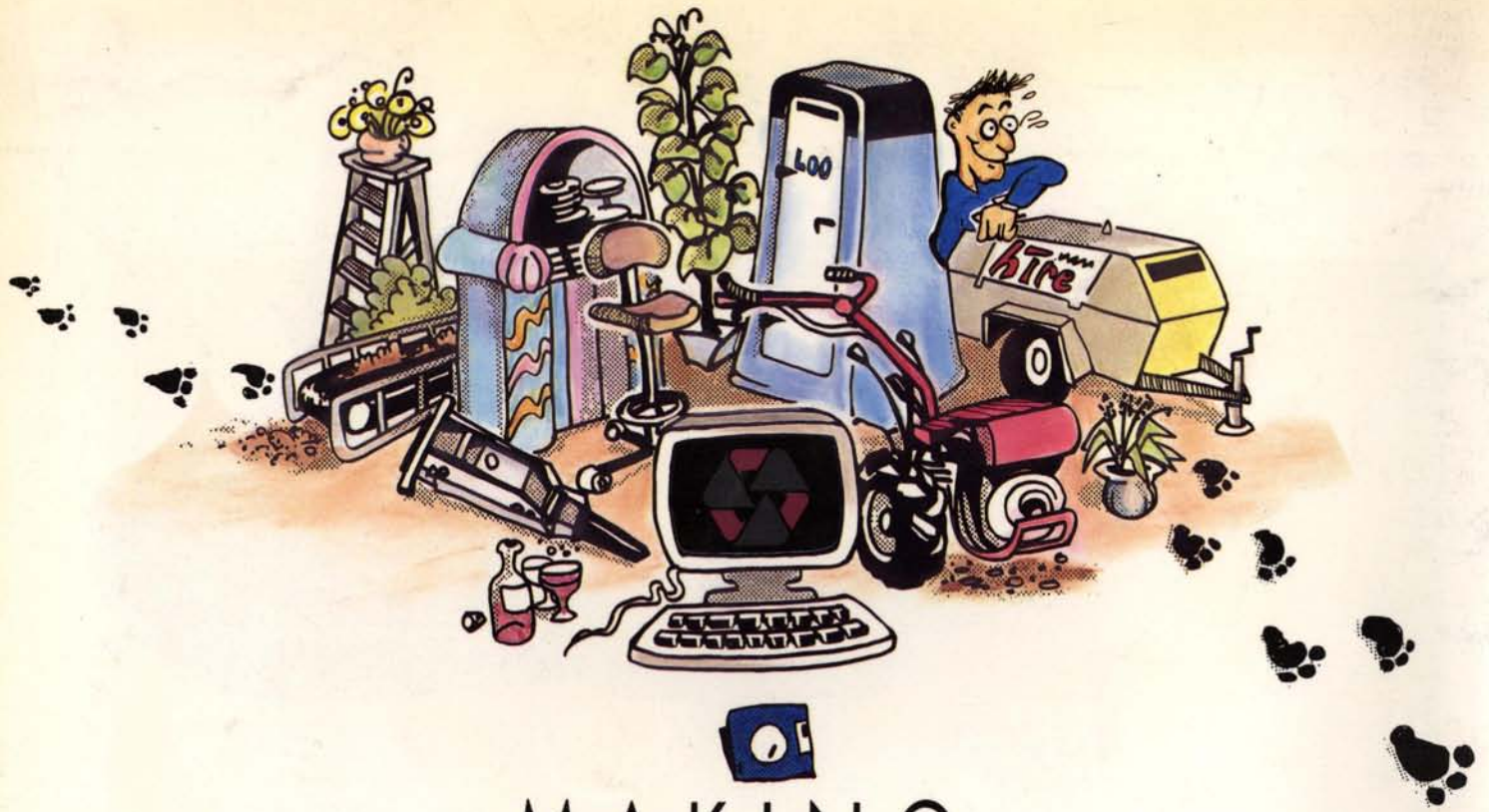
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