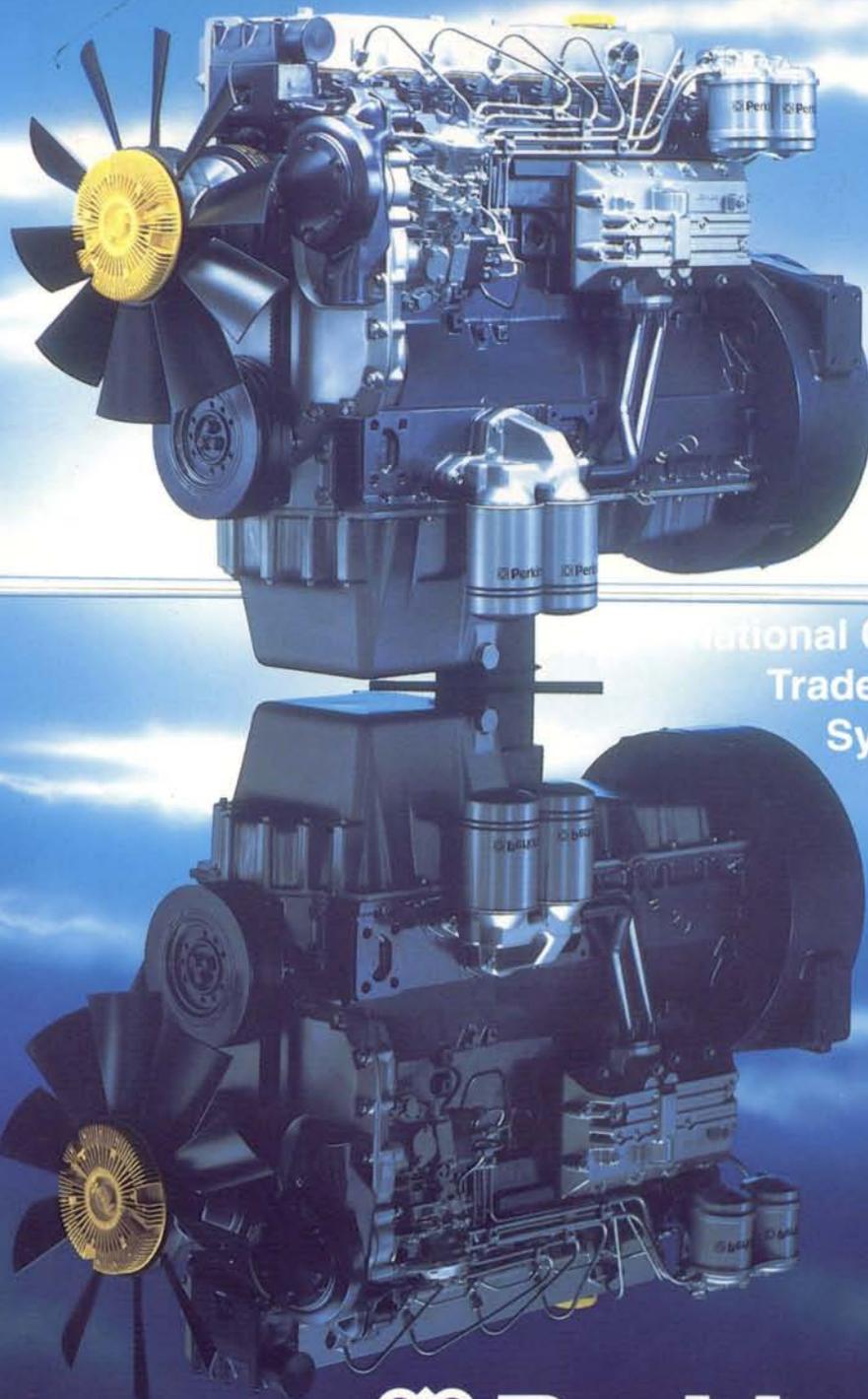


HIRE and RENTAL Industry Quarterly

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

JULY 1991



National Convention and
Trade Exhibition
Sydney 91

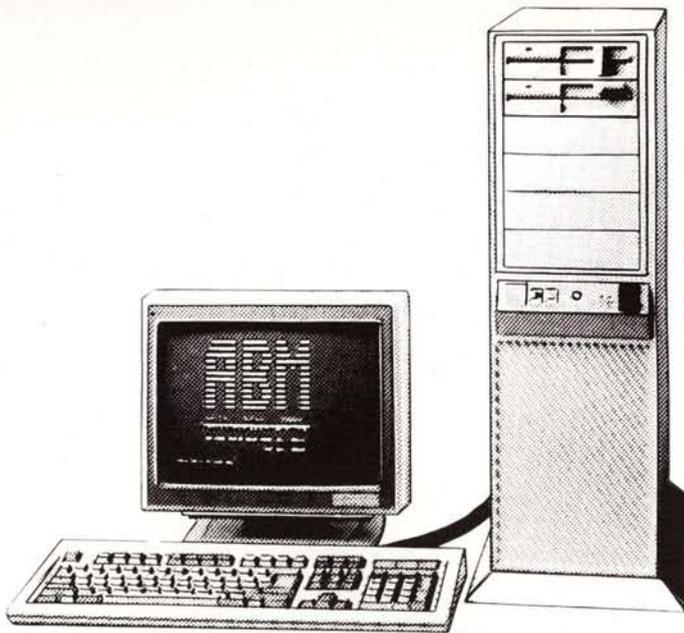
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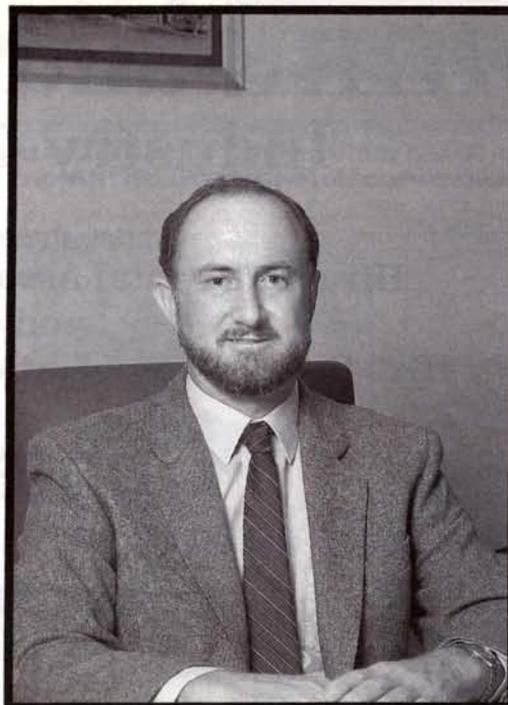
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PRESIDENT'S REPORT



Bruce Fraser, National President

President's Report

How do you write a report as president of an industry that obviously lacks trust, honesty and ethics, resulting in everyone struggling in a "game" of "Grab Market Share" with no real consideration to PROFIT and Return on Investment?

Market share does not put food on the table in the long term. Only profit can achieve that for you.

In case you have forgotten, the greatest advocate of Market Share was Bob Ansett. Where is his business now?

This country is in the midst of a disastrous economic period which has affected everyone dramatically, even those who believed they were in a recession-proof business. And what is it we are doing to survive?

May I suggest — NOTHING!

In fact, we are on a direct course of SELF DESTRUCTION.

UNLESS TRUST, HONESTY and ETHICAL business practices amongst our members return, and quickly, we will be paying for this competitive panic for the next decade and maybe forever.

I know this is like a broken record but as president of the Association I believe it is my responsibility to press home the only real outcome from Price Cutting and Market Share mentality.

This is an interesting, open industry, which gives everyone, large and small, an opportunity to make a very satisfactory return on investment and right now we need more than ever to increase and nurture comradeship, discussion and profit conscious attitudes.

In August we have a great opportunity to restore everything that has existed in the past by attending our National Hire Convention at Darling Harbour in Sydney.

The equipment exhibition has had fantastic support from our suppliers, making this the largest ever exhibition for our industry. Now we have to return that support by attending and, wherever possible in these difficult times, open up those purse strings a little.

I look forward to seeing you at the Convention and invite you to respond to my thoughts either through letters to me personally, or as letters to the Editor, or openly discussing them with me.

Keep having Positive Profit attitudes and you will prosper.

HIRE and RENTAL Industry Quarterly

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

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HIRE & RENTAL Industry Quarterly

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Bondi Junction, NSW 2022, AUSTRALIA

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PUBLISHER:

Classic Publishing Company

P.O. Box 308

Rose Bay, NSW 2029

AUSTRALIA

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SYDNEY CONVENTION & TRADE EXHIBITION ISSUE

DARLING HARBOUR, 20th-23th AUGUST 1991

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PRODUCED BY:

Market Ability
5 Watkins Street
Bondi, NSW 2026

TYPESET AND LAYOUT:

Consett Typeset
6 Consett Avenue, Bondi Beach 2026
Phone: (02) 30 8811. Fax: (02) 365 3734

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CONTRIBUTIONS AND PRESS RELEASES

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HAA NATIONAL SECRETARY REPORT

The Association has engaged Carlingford Consultants to develop a safety manual based on the Occupational Health and Safety programme. Major emphasis will be given to customers safety and the manual will provide useful information on protecting the legal liability of our members and their officers. The manual will be loose leaf and updated on a regular basis. The consultants have been asked to complete the manual by early September.

The Association has made application to the Australian Bureau of Statistics to include a category under the service industry statistics for the Hire and Rental Industry. It will be some time before the application is approved and it is anticipated that the first of the statistics will be available by 1993.

After considerable negotiation, President Bruce Fraser has succeeded in having the forthcoming convention qualify as eligible training under the Training Guarantee Legislation. This should further encourage members to support our annual convention as they are eligible to claim registration, accommodation, fares and salaries.

As from 1 July the Hire and Rental Insurance Brokerage will operate as a division of OAMPS Robinson Australia. This came about by the administrative and cost burdens of issuing prospectuses becoming prohibitive. From 1992 members will receive an annual rebate of their insurance premium as long as they continue to insure with OAMPS and continue as a member of the Association.

ROLF SCHUFFT
National Secretary

ANOTHER WINNER FROM KANGO!

The 20th International Hire Convention and Equipment Exhibition will be the venue for Kango to display their new 430 series electro pneumatic hammers.

The new series is available in two models:

The 430C (the combi-hammer), powered by a 750W motor, uses the standard Kango 19mm hexagon accessories developed initially for the current Models 637, 638 and 501. It also utilises the standard Kango K taper drill adaptor and is ideal for drilling concrete, brick or masonry with solid tungsten carbide drills (max. 35mm) or core drills (max. 76mm).



The 430D has been developed specifically as a drilling hammer, with SDS-PLUS collet chuck, with the facility to use a conventional chuck for standard steel, timber and plastic drilling. The 430D incorporates a "blow limiter" which softens the hammer blow for drilling through fragile materials, but on the "max" setting the 430D will drill concrete twice as quickly as any equivalent machine on the market.

The principal feature of both machines is the availability of optimum power to the maximum drilling capacity. The same 750W motor powers both machines at a relatively low 400rpm, thus generating a very high torque for maximum drilling performance.

The new machines look less like the conventional Kango models which the Hire Industry has related to for so many years.

"There is no future for tools that perform well but look clumsy," says Kango's Marketing Manager Bill Lewis. "In today's sophisticated international markets design has to be right inside and out."

Balanced design, front and rear anti-vibration handles, impact resistant mouldings and a "T" motor configuration, give the new hammers features that the building, construction and hire industries will come to recognise as Kango's new generation of hammers are progressively introduced.

TRAINING GUARANTEE LEGISLATION HAS HIRE PROFIT POTENTIAL

On 1 July 1990 the Government's Training Guarantee legislation came into power. It affects all and it compels businesses to spend on some form of employee training and education. Many conference venues are opting to hire seating and training equipment to meet growing "customer" needs. Individual firms too have become prospective hirers for in-house training sessions.

Sebel Furniture is acknowledged as one of the best known and respected furniture designers and manufacturers in Australia – with an exceptional record for providing high quality, durable chairs and tables to the hire industry. The company recently introduced its new Program Seating System, a highly innovative stackable seating system which is a winner for hire companies wanting a share of the conference, meetings and seminar market.

"Program is best described as a combination chair which utilises a variety of accessories which add to the versatility of the Program System," explained Noel Kennedy, manager of Sebel NSW.

"By using the accessories, you can transform Program Sidechairs into armchairs, tablet chairs and linking chairs. Or any combination you like," Mr Kennedy said.

"Program's design incorporates a revolutionary "live hinge" in the backrest of the chair which flexes for user comfort. It is arguably the first chair custom made for conferences and seminars which suits every body...large or small...and one which actually reduces sitting fatigue," said Mr Kennedy.

"Hire companies around Australia have expressed a great deal of interest in the chair's design and stability, but more importantly, their approval has come from across-the-board hire applications they can put Program to – from party hire, to mass seating requirements and conference and seminars," he said.

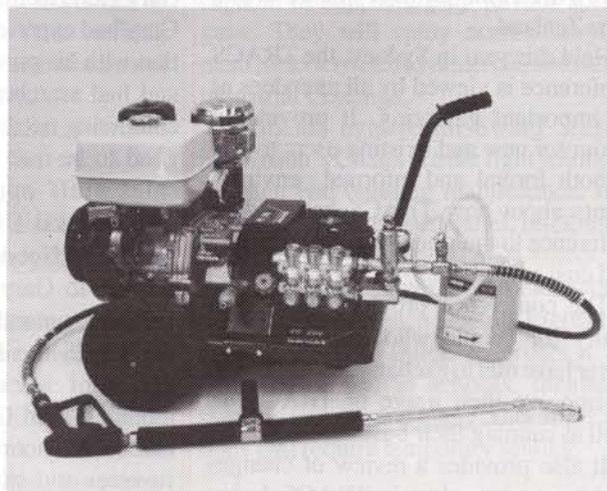
Sebel Program Seating System, along with other Sebel chair and table favourites, will be displayed at the Hire Association's August Exhibition – Stand 141 and 145.

In the meantime, if you would like to see any furniture offered by Sebel Seating, phone Noel Kennedy at Sebel on (02)708 5000 and ask for an obligation-free demonstration.



New Sebel 'Program' seating system installed at a conference venue. Converts to an armchair, a writing tablet chair or linking chair quickly and easily for different hire needs.

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TRILOGY'S 1991 TRACS ANNUAL USER CONFERENCE

THE success of the Annual TRACS Conference is best evidenced by the attendance of representatives from Hire firms all over Australia and New Zealand.

Held this year in Sydney, the TRACS conference is viewed by all attendees as an important gathering. It provides a forum for new and existing users to talk in both formal and informal environments about how TRACS has made a difference to their business, in both time and cost savings.

The conference provides the opportunity for people who may otherwise never have met to exchange ideas on how to improve their usage of TRACS, as well as running their business.

It also provides a review of changes that have taken place in TRACS during the preceding year. This year's conference commenced in the morning with a session on the new features, enhancements and changes incorporated in the latest release. With 25 pages of release notes, users had the opportunity to review the suggestions from the previous year's conference that had been incorporated into the new release.

Trilogy prides itself on software stability, and undertakes a full testing cycle before any software is distributed to users. The cycle consists of intensive in-house testing which is done by support staff in rigid testing conditions. When the software is considered to be performing satisfactorily, it is installed at a user site for "beta" testing. In this environment it is tested under live conditions, and any problem found during this period are remedied by Trilogy with further testing periods for the fixes.

The new range of Versyss hardware on which the TRACS software runs, was unveiled by Jim Maloney, who had flown from Versyss headquarters in London to attend the 1991 TRACS conference.

TRACS users took the opportunity during the conference to address the gathering and present their experiences on selected topics. Attendees had the benefit of four keynote speakers discussing how TRACS has helped them in their

business.

"The Benefits of Changing To TRACS" was the topic presented by Gary Kerr, from Kerr's Northside Hire. Gary had experienced continual frustration with his previous computer system, and had searched for a solution to his computing needs. It almost seemed too good to be true when one of Trilogy's sales staff approached Gary, and demonstrated TRACS functionality and flexibility. Not only has TRACS proved a relief to Gary, but has saved him a weekend a month – directly attributable to TRACS flexible counter system and efficient back office accounting modules. Said Gary: "Month end now takes three hours, including printing of invoices and statements, instead of 12 hours with the old system."

Also from Melbourne, Monica Hindle of Monash Plant Hire addressed the conference on "6 weeks From Start To Counter".

Monash Plant Hire made the decision to change to TRACS because of its features and on-going development. Monica's aim was to achieve a smooth change-over in a tidy time-frame of 6 weeks. This was important because Monash Plant Hire is a large firm, and the transition from their previous system needed to be accomplished smoothly and quickly. Planning, training and communications were paramount objectives in achieving this goal. Taking advantage of a quieter period in Monash's busy firm, and working closely with Trilogy's support personnel to set target dates for each of the items required to achieve a successful change-over, the 6 weeks goal was accomplished.

Two key points that were singled out by Monica as crucial to meeting the time frame and the overall success of the move to TRACS were:

- TRACS Documentation which Monica said is well written and detailed; and
- Implementation Manual which Monash Hire found easy to follow.

For other firms like Jonkers Hire in Queensland, TRACS not only provides

the counter and accounting modules, but is also a powerful management tool. As Phil Moye from Jonkers Hire explained in his address on "Using Just Ask and Some of the Benefits", Just Ask is a data retrieval and reporting application. Just Ask can be used as an auditing tool (for data entry), a management tool and as a marketing tool. For Phil it provides meaningful comprehensive reports – to enhance the accuracy of a manager's decision making process.

This enables a focus on those points that make a difference between a business just surviving or thriving. And to prove how this can really make a difference, Jonkers estimate they are saving \$1.00 per invoice; other firms have indicated similar cost savings!

User expertise and system knowledge is highly regarded by Trilogy and other users alike. It was in this light that Annette Newton-Brown from Conveyor and Hoist attended the Computer Ease Hire System Conference that was held in the USA. In reporting to the group on the USA Conference, Annette was able to compare the requirements between users in Australia and in the USA.

Annette's attendance at the USA conference was particularly valuable as she was able to meet with some large hire firms. One of these firms use TRACS in 25 branches, and is bringing a branch on-line every fortnight. The speed and success of these implementations is due to TRACS flexibility and overall design – which grows as the users' business expands. Annette was also able to report that here in Australia, TRACS is well abreast of world wide trends in the Hire industry, and users can feel confident in the product's future.

Group discussion sessions form an important part of the TRACS conference, for Trilogy to receive guidance from the users as to where the industry as a whole is going and more particularly, what direction users believe TRACS should be headed. Breaking into discussion

Continued on Page 36

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.

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PERKINS — POWERING THE WORLD

BY VOLUME, Perkins is the world's largest independent diesel engine manufacturer.

Last year, close on 450,000 Perkins engines were built around the world. Over 600 manufacturers installed them in 3,000 different applications, from the Challenger main battle tank in the Gulf, to a millionaire's yacht in the Mediterranean. They power skid steer loaders, garnering opals in Coober Pedy, and generating sets running for Greenpeace in Antarctica.

One in four of the world's farm tractors, excluding Russia and China, are Perkins powered. Perkins diesels run irrigation pumps, creating circular 'fields' for the burgeoning dairy industry of Saudi Arabia, and they drive compressors and generators on off-shore oil platforms.

In short, if it moves, pulls, lifts, ploughs, harvests, floats or runs on rails, Perkins almost certainly had the power to drive it.

Founded nearly 60 years ago in a tiny workshop in the centre of the Cathedral City of Peterborough, England, Perkins became the first company in the world to build more than ten million diesels. In fact, that 10 millionth engine was painted in celebratory silver and shipped to International Harvester in Australia - and is almost certainly still in service.

Today, the total number of Perkins engines built now tops the 12 million mark with an estimated half of them still running. A Perkins powered generating set was installed at Harrods, London's most famous department store, to run fire fighting pumps during the wartime blitz. It still stands sentinel ready to drive the store's modern sprinkler system.

It was in 1932 that Frank Perkins



Frank Perkins (1889-1967)

teamed up with a shy but brilliant engineer, Charles Chapman, to found F. Perkins Ltd — literally two men and a boy.

The company set about converting a world that was almost exclusively petrol powered, to Chapman's new fangled high speed diesels.

While Chapman was the unsung retiring backroom boffin, Perkins had the flair and entrepreneurial drive. It was a perfect combination. It was Chapman who designed the four cylinder wolf engine for car conversions. But it was Frank who conceived the idea of driving it to Moscow in 1936 to demonstrate its fundamental reliability. The Russians, so impressed, presented him with a cut glass rose bowl to celebrate, and it remains a treasured possession of the company.

Before Perkins, most diesels were large, heavy and slow revving, suited only for applications such as ships or stationary power. It was Perkins which wrought the world revolution

in high speed diesels which busted gasoline as a fuel in virtually all small mobile equipment. Only the motor car held out as the last bastion, but now even that is falling prey to Perkins' technological advances.

The company's Prima Car Diesel — it broke new technological ground when it was launched — has since earned the Queen's Award for Technological Achievement, Britain's most prestigious technical accolade.

Frank Perkins had perceived the potential for diesel power way before the Second World War. Despite deep troubles in the domestic market, that confidence in its future, prompted him to buy a 110 acre Green Field site on the edge of the city, at a price said to be under 3,000 Pound Sterling.

By any standards, it was a majestic demonstration of faith in the infant diesel.

From the beginning the company worked from a philosophy of tailoring engines to meet specific applications.

It is a philosophy that holds true today. As a result at the Peterborough plant, which has a production capacity of approaching 1000 engines a day, an average batch of identical engines is no more than 150.

Sophisticated options schemes have been introduced along with computer drawing systems enabling customers to choose components to create the engines to fit their machines precisely. This flexibility, the key to Perkins' past success, remains a crucial selling plus today.

Now a business of the North American Varity Corporation, Perkins is part of the same family of

Continued page 9

companies as Massey Ferguson and MF Industrial, both major users of Perkins diesels.

Right from Chapman's early days, Perkins as a company always set huge store on keeping right up at the leading edge diesel technology.

In the past five years it has been passing through the most intensive period of new engine development in its history. No less than 12 new ranges of diesels have been launched for a wide variety of applications.

First came Phaser, a range of four to six cylinder truck engines developed using advanced laser technology borrowed from the nuclear industry.

Then came Prima, the revolutionary high speed direct injection car diesel engine. It enabled Rover's Montego Turbo Diesel to become the first car in the world capable of both 100 miles and hour and 100 miles to

the gallon — though not at the same time.

They were followed by the introduction of 1000 series and 500 series, as well as 100 series, a new range of compact diesels from 5 to 44 BHP, jointly developed by Perkins with a Japanese diesel engine manufacturer.

In the mid 1980s Perkins acquired the Rolls Royce diesel division at Shrewsbury. Suddenly Perkins had access to a power range which took it beyond 250 BHP all the way up to 1500 BHP. Perkins' strength overseas, where it already exported around 85 per cent of its British built engines, gave the former Rolls Royce range access to new industrial markets.

Since then new ranges of the large engines have been introduced — Eagle TX for trucks ranging from 300 to 400 BHP and 2000 Series for industrial applications.

The Shrewsbury factory also had a strong presence in the military market with its Condor V8 and V12 engines installed in equipment such as the Challenger Main Battle Tanks and the Warrior Infantry Fighting Vehicle, both of which distinguished themselves in the Gulf War. Eagle engines also power thousands of British military logistical vehicles.

Later Perkins went on to acquire L. Gardner and Son, a company of enormous repute for hand building automotive and marine engines, that seemed to run forever.

While Perkins has invested heavily in research and product development, as well as expanding its diesel range through acquisitions, it has also been committed to updating its production plants, to ensure that they use the latest technologies to build the advanced engines it has designed.

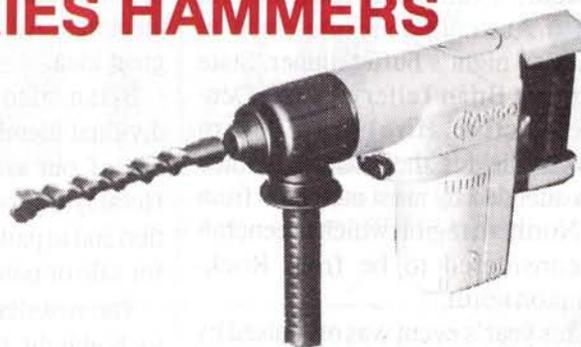
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NORTHERN ROUND-UP

COLONIAL GARDENS RESORT, TOWNSVILLE 8TH-9TH JUNE, 1991

HELD on Queens Birthday weekend each year, the Northern Round-Up is the annual get-together of the friendly Hire and Rental members of North Queensland.

This is the second year that a mini equipment display has been included and the success of these ensures that this will be a permanent feature of future round-ups.

Equipment displayed ranged from heavy trenchers to general equipment and computer packages. This year increased support by Party Hire suppliers was enthusiastically welcomed by those involved in this high growth side of the industry.

Prizes generously donated by Hitachi, Cranford Products and Bosch Australia were presented at Saturday night's buffet dinner. State President Brian Telfer and wife Denise (Active Hire) travelled to Townsville for the occasion which was attended by most members from the Northern region which is generally considered to be from Rockhampton north.

This year's event was organised by John Stanwix and wife Dale (Prohire). This informal meeting was

held in the equipment display marquee and opened by John, who started the ball rolling by addressing the problem of improved communication between the Northern Region and Brisbane Committee.

Long time member and enthusiastic supporter Don Neate (Paramount Hire) is the representative for the Northern group and will travel to Brisbane for two meetings per year. (Don and Margaret Neate were the organisers of last year's Northern Round-Up).

Brian Telfer suggested that to further aid communication we look at the possibility of utilising a tele-conference facility which would allow a group of northern members to talk directly with members at Brisbane meetings. All agreed that this was a great idea.

Brian also suggested that individual members could make more use of our state newsletter (Hirers Herald) to generally pass on information and in particular to advertise gear for sale or purchase by members.

The newsletter could also be used to highlight hard to get items and Donna Anderson (Coral Coast Hire) suggested that the association may be

able to maintain a data base of suppliers.

Brian Telfer will also investigate whether as an association we may join the Queensland Institute of Management.

Don Neate sought the opinion of members as to whether or not with the National Hire Expo being held within a few months on the Gold Coast, it may be wise to cancel next year's round-up. All present were unanimous in support for a round-up next year and Marlene Caldwell (Burdeking Hire) was subsequently elected as organiser (brace yourself, Marlene).

By coincidence the Queensland Liberal Party were holding their State Council meeting at the same venue and John Stanwix asked the Queensland Liberal Leader, Mr Denver Beanland, to speak to us about Liberal direction as far as the Hire Industry was concerned.

The crux of Mr Beanland's speech was on the controversial Tully Millstream project, which is a political football in North Queensland at present.

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B6 - Prime Pump Before Use
B7 - Keep Clear of Blades
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INDUSTRY NEWS



Left: Tony White (Paramount Hire), centre: John Stanwix (Prohire), right: Ian Milton (Cranford Products). John Milton presents Tony White with Oleo-Mac Brushcutter.



Left (floral shirt) Dan Neate (Paramount Hire); next left: Ron Caldwell (Burdekin Hire); Lady: Marlene Caldwell (Burdekin Hire – next year's organiser); right: Modeste Barra (M.V. Barra Hire).



From left to right: Barry McCarthy (Collinsville Hire); Athol Stanwix (Prohire); John Stanwix (Prohire – this year's organiser).



John Stanwix (Prohire) presents Hitachi prize saw to winner, Marlene Caldwell (Burdekin Hire).



Ray Butler (Robert Bosch - Aust.) presents prize Bosch Saw to winner, Patrick Moule (Millins Hire, Mackay).



Equipment Show. Left: Ray Butler (Robert Bosh - Aust.) talks to David Barra (David Barra Hire). Centre: Ron Caldwell (folded arms) (Burdekin Hire) talks to Leonie Barra (David Barra Hire).

Makita

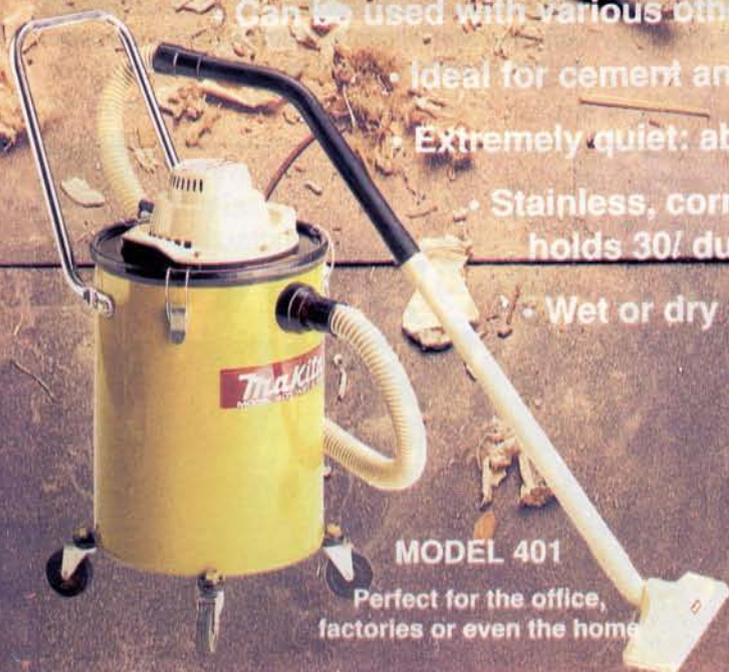
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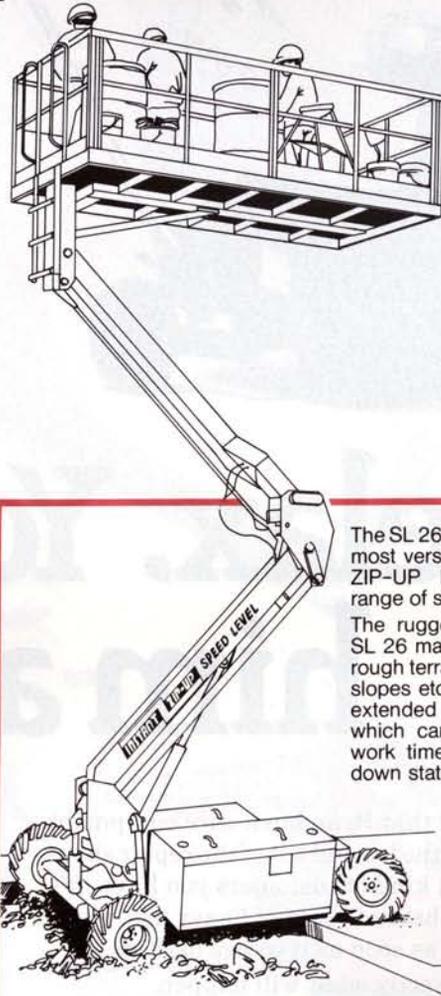


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BRANCHES IN ALL STATES

Samuel Greenberg — Businessman Philanthropist

An Inspiration to the Australian Hire & Rental Industry

A WELL known and well loved American Hirer, Sam Greenberg, of Sam-U-Drive, died on Wednesday, the 24th April 1991.

He had suffered a stroke in Taiwan, where he was accompanying a city trade and tourism delegation. He was flown to North Hollywood, where he died on Wednesday afternoon.

Sam was Australian Hirers' best known American Rental man by far, who proffered friendly, valuable advice and helped more Australians than any other person ever possibly could.

Barry McDonald and the Kennard Brothers called Sam's house their home and they were not the only ones looked after by Sam.

The Stephens Brothers, Jim Brown and the Coates Boys, Des Whelan and his team, the Wreckair Boys, Rob Wallis, Stephen Donnelly and Ken Sims and many others have all received the Greenberg hospitality over many years.

I remember a few years ago, when our current National and New South Wales President, Bruce Fraser, made his first trip to the U.S.A. and couldn't believe the red carpet treatment he received at the airport, due, of course, to Sam being President of the Los Angeles Board of Airport Commissioners. Added to that was the hospitality at Sam's home and his dinner with Sam's great love, the New Horizons Workshop for Crippled Children.

I am sure more businesses in Australia have been inspired and influenced by Sam than any other influences from anywhere in the world. Sam was the ultimate Rental man.

I can still clearly remember Sam's first visit to Australia in 1970 with a group of Americans, which included

such well-known Rental Industry names as Bill Grasse, the late Bob Groffe, Jack Munro and Jack Wanmaker.

The fledgeling Hire Association with Neville Kennard as President hosted a dinner for this group at a now extinct Pitt Street Hotel. When Sam got up to give his well remembered long talk, his colourful language cleared all the female waitresses from the room. (Today, they probably wouldn't have turned a hair).

During that same visit, Neville recalls that he organised what the Americans thought was going to be a stylish day out on the Harbour. In real Kennard-style, an old steel boat arrived and the day was cold, bleak, with a good Sou'easter blowing. The wives were all done up in high heels and furs. The meal was make your own sandwiches Aussie style and, of course, by the time the Yanks had eaten, the Australians went hungry. (Most of you know what size an American sandwich is).

Sam was described in the L.A. Times as follows:

"Sam Greenberg, a colourful San Fernando Valley businessman and member and frequent President of the Los Angeles Board of Air Commissioners, has died.

"Greenberg, who came to the Valley by horse and wagon from his birthplace in Norwalk when he was only 2 years old, was 81, according to his daughter, Sonia Feder.

"A maverick liberal in a conservative area of the city, Greenberg grounded one of the oldest truck and rental equipment businesses in the nation in 1931. Over the years, Sam's U-Drive in Van Nuys, North Hollywood, West Los Angeles and Bakersfield, and the subsequent investments he made with their earn-

ings, made him a wealthy man.

"But it wasn't obvious.

"He drove used cars, refused until recently to accept credit cards, because the banks charged interest fees, wrote all business cheques himself and opened every piece of mail that came into the office.

"He paid cash for his vehicles and equipment and carried only liability insurance on them.

"But he also shared his millions.

"His philanthropies included the New Horizons Workshop in Sepulveda, where last year he helped build a cafeteria that bears his name.

"He was appointed to the Airport Commission in 1973 and served as President for three two-year terms.

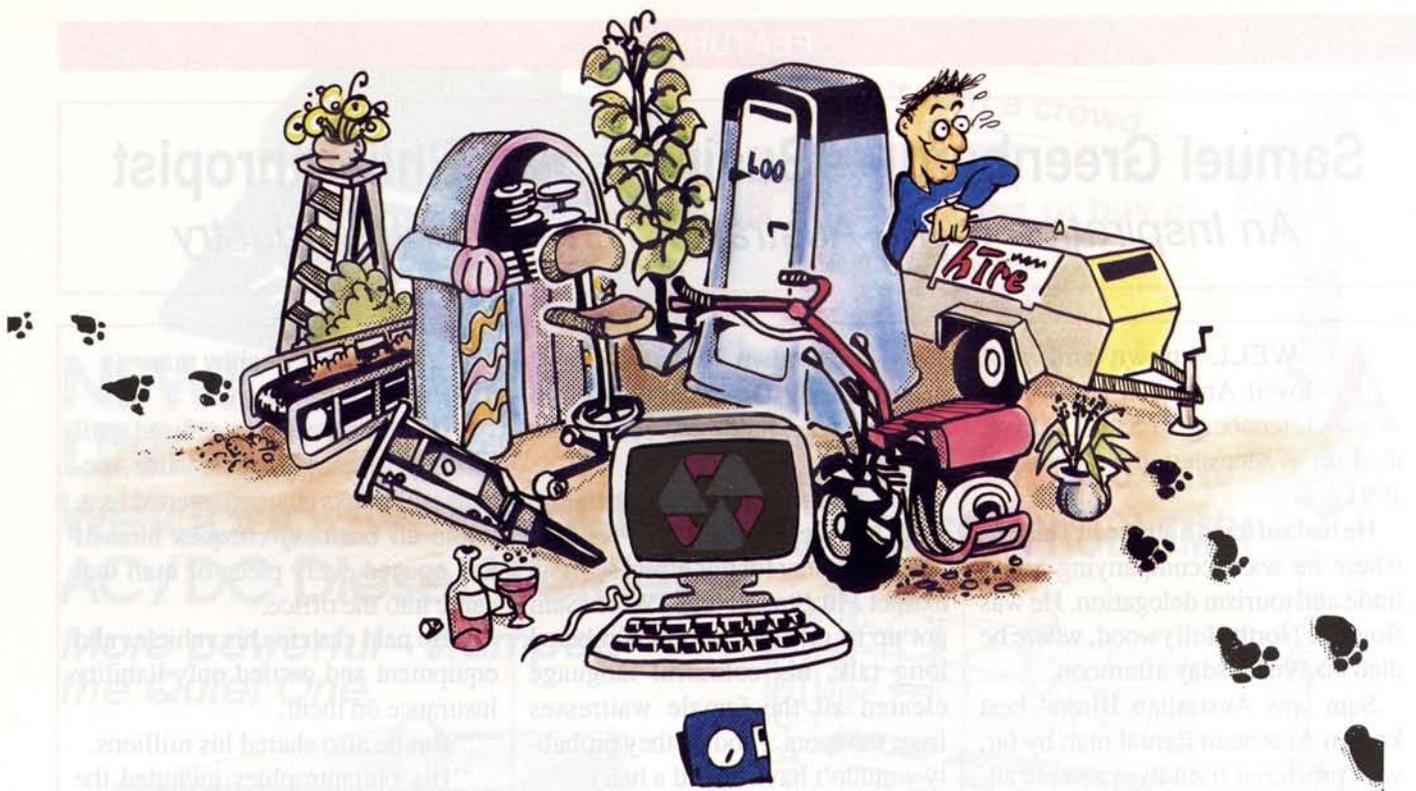
"On Thursday, 25th April, Mayor Tom Bradley said that because of Greenberg's 'tremendous commitment' the airport has 'the best passenger service the city of Los Angeles could provide'."

One visit with my wife, Ann, to Sam's office sticks in my mind, with Sam in his tiny office, lined with keys for all his properties and old stamps to re-use, dressed in his usual short sleeved frayed collared shirt trying to convince me to hand back my Avis Rental car and take one of his, for nothing, of course.

Ann just could not believe this easy going, untidy, friendly, gregarious, helpful man was so wealthy. The only side of Sam that showed was his apparent aim to do his "Goddam" best to help people, no matter from where they came.

Sam will be well remembered and missed by all who came in contact with him, and be recalled as a legend in his time.

JIM BROWN



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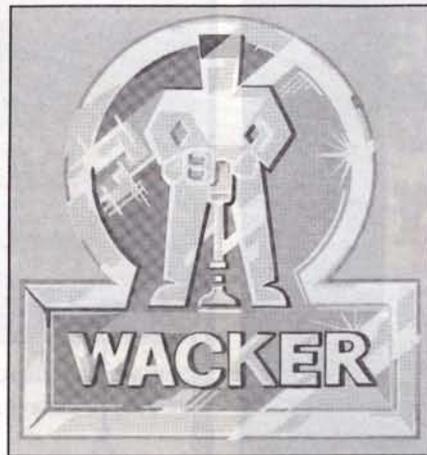
WACKER CLOCKS UP 25 YEARS IN AUSTRALIA

WACKER Australia Pty Ltd, a subsidiary of the 143 years old German International firm Wacker Werke, Munich, is serving Australia now for 25 years.

Wacker, a dominant name in soil compaction and concrete vibration equipment, was founded in Australia on 4th April, 1966.

From a humble beginning in the Melbourne suburb of Collingwood, Wacker Australia has become a leading supplier of Australian manufactured and imported compaction and vibration equipment to contractors, hire companies and government departments.

Over the past years, sales and service branches were established in Sydney, Brisbane, Adelaide and Perth, and a dealer organisation in all



other major cities.

Many of the Wacker products are imported, either from Wacker Werke, Germany, or Wacker Corporation, U.S.A., but Wacker Australia produces some selected vibrating plates, concrete vibrators,

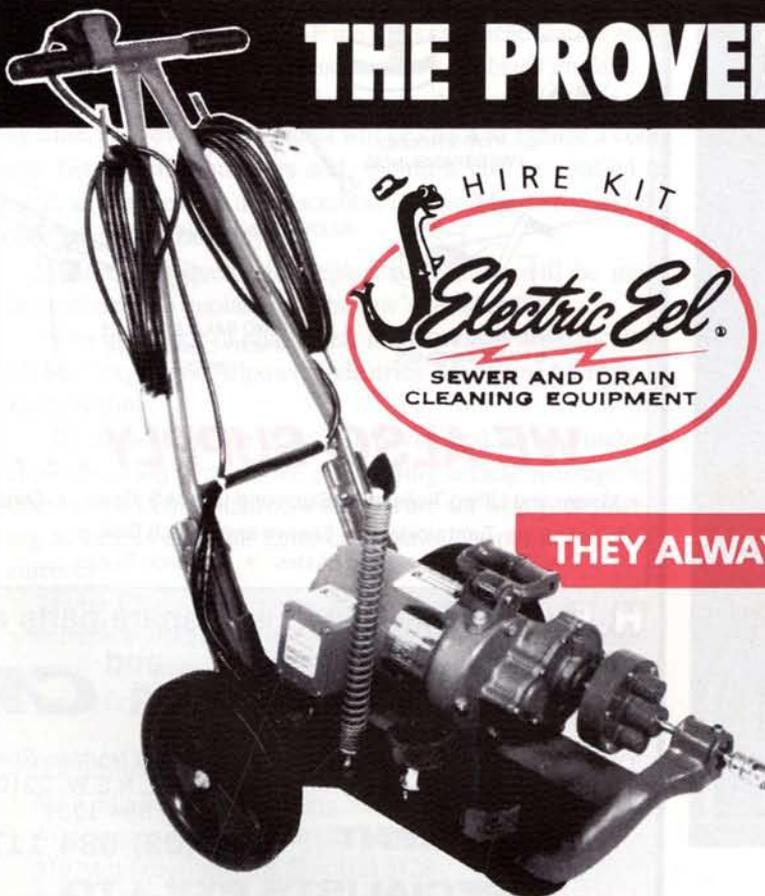
submersible and trash pumps in its own manufacturing division at the present National Headquarters in Springvale.

Wacker's Australian-made products are exported to Germany, U.S.A., Singapore, New Zealand, Papua New Guinea and Fiji.

For further expansion property has been purchased in Dandenong for the establishment of the new National Headquarters for sales, manufacturing and distribution.

Wacker is proud of its 25 years in Australia. Its products are known and respected Australia-wide and it plans to build on its current reputation and performance of supplying and servicing machines of utmost utility and efficiency, combined with optimum quality and long service life.

THE PROVEN PERFORMER



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

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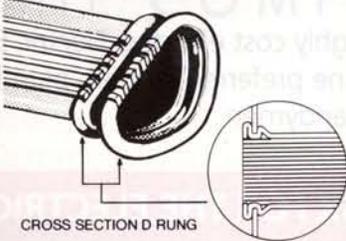
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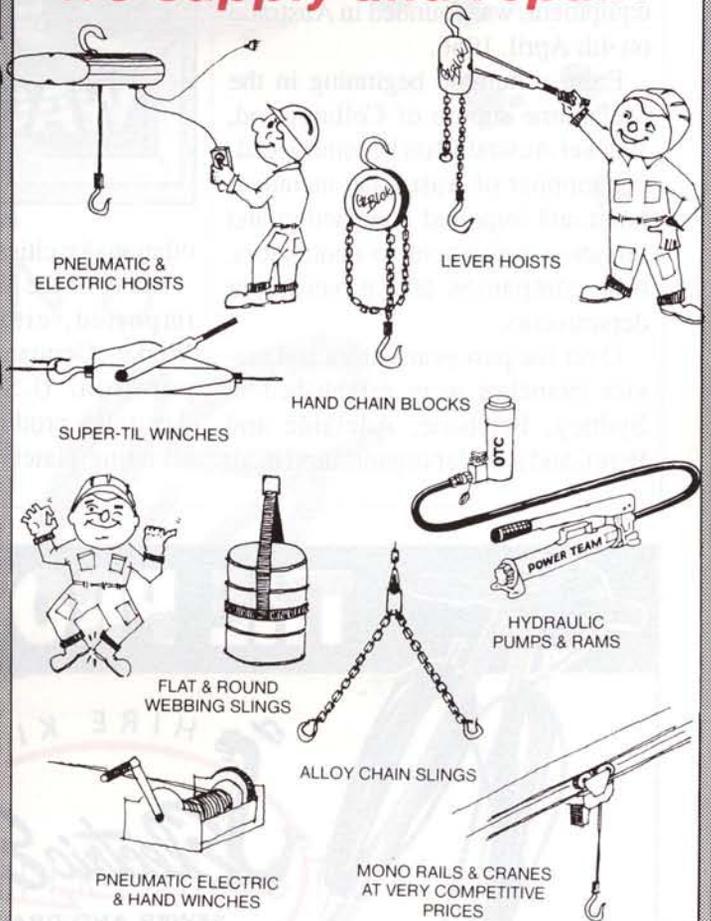
Mote Kennett's unique Double D Swaging process folds end of D Rung back on itself to bind the rung more securely to the ladder stile.

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SAFETY AND SECURITY WITH NEW 'ESP' CHAIN SAWS



Chain saw owners can now enjoy greater safety and security with the introduction by Echo of a system to prevent unauthorised use and theft of chain saws.

Echo calls the system ESP – Electronic Security Pin. No Echo chain saw can be started until its individually coded ESP is inserted and locked into a special socket. Simply removing the ESP completely disables the saw.

Each individual ESP code is linked to individual chain saw Serial Numbers. An Echo will not run and the saw is therefore useless to anyone without the appropriate ESP – whether they be thieves of children.

Echo ESP will prove an active deterrent to thieves and offers a safety bonus in that it can also prevent the accidental starting of saws by children with its clearly attendant dangers.

Without the necessary ESP the saws cannot be started and are effectively useless and unsaleable on the black market.

Replacement ESPs are available from Allpower Industries at any time. However, all requests will be checked against a computer list of serial numbers and, should a saw be notified as stolen, any request for a replacement ESP will be denied and the police advised accordingly.

Legitimate requests for replacement ESPs will be met immediately on quotation of the saw's serial number.

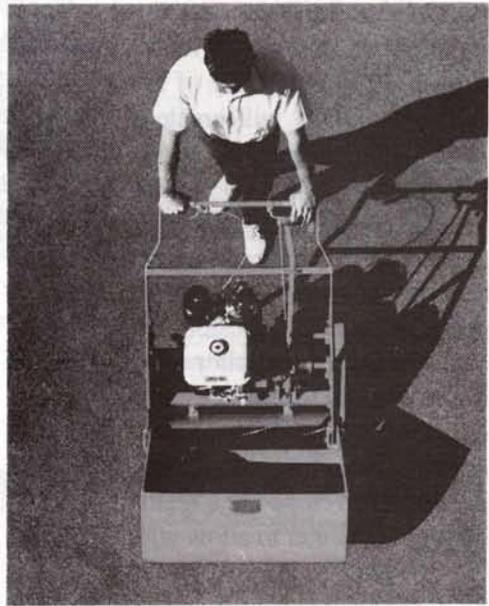
"The incidence of chain theft has increased dramatically of late," explained Allpower Industries' Marketing Manager, Keith Billing.

"By introducing the Echo ESP device and Serial Number cross-checking system, we are sending a clear message to thieves that Echo Chain Saw owners are not worth considering as targets and that Echo chain saws are not negotiable currency.

"Echo Chain Saws enjoy strong customer demand, but with the introduction of our ESP we hope to deny the "black market" segment any satisfaction and add an extra safety factor to Echo Chain Saw ownership," he concluded.

For further information:
Mr Keith Billing, Marketing Manager
Allpower Industries Australia Ltd
319 Middleborough Rd, Box Hill 3128
Phone: (03) 890 3344

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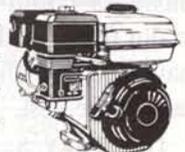
Please send me details:

Name: _____

Title: _____

Company: _____

Address: _____



TO: Honda Australia Pty Ltd, MPE Division,
1954-1956 Hume Highway, CAMPBELLFIELD, VIC. 3061.

Honda Australia Pty Ltd ACN 004 759 611 GNA/HG 669

Customer insolvency — There is an Answer

IF YOU supply major customers with goods or services on account, it is now, more than ever, of extreme importance to consider your financial exposure, should one or more of these customers become insolvent. It is not only the loss of anticipated future business, but the realisation that the customer will not be in a position to repay any of his outstanding debt, that will create a crisis in your own business.

The provision of credit terms to major customers is an integral part of business operating procedures, in fact, the nature of credit terms offered can greatly influence a customer's choice in selecting his supplier.

This is not to say that credit terms should be totally flexible or non-existent for the larger customer. Rather, they should be developed in a realistic and rational manner to allow your business to also benefit from the agreement reached.

There is one aspect, however, that you can neither predict nor avoid when formulating your credit guidelines — the sudden insolvency of a major account customer.

More often than not, when faced with a debtor insolvency, a supplier will very quickly adopt the attitude that the outstanding amount on account is non-recoverable; a classic bad debt.

The major task then would be to take stock of the extent of the loss and quickly devise a method whereby the business could cope with such a major financial deficiency. This may have been a difficult, but achievable task in the past.

In today's tough economic climate, however, any formula for viable recovery is more likely to be a minor miracle.

It is now no longer necessary to make risky business decisions in an

attempt to alleviate such a situation.

A product known as Credit Insurance has been with us for a long time, but many businesses are still unaware of its existence, or the relevant application such cover can have in protecting their operation.

Credit Insurance is simply a modern business tool which provides cover against insolvency of a trade debtor or the protracted default of a trade debtor. The policy also goes beyond this and will give the policyholder access to a comprehensive data base that will provide credit details of major debtors they may wish to supply or information on existing accounts that may be causing

difficulty. Professional advice on all aspects of credit management is also a service offered free of charge to the policy-holder.

The business community will, no doubt, become more aware of the existence of Credit Insurance as current economic conditions dictate the failure of more businesses in the future.

HARIB, your Association's Insurance Broker, has been able to gain access to the Credit Insurance product on behalf of members. If you wish to discuss the relevance of Credit Insurance in conjunction with your business, please contact HARIB on (03) 483 6300.

FINANCIAL APPOINTMENT AT SIMON-ABBEEY

Mr Ross Williams has been appointed financial controller and company secretary of Simon-Abbey, Australia's largest manufacturer and supplier of powered access equipment.

Mr Williams was previously general manager of LaserLab Limited, manufacturer of industrial laser cutting equipment; financial controller of Klocner-Moeller, an importer of electrical switching gear to the mining, entertainment and motel industries; and chartered accountant in the Melbourne office of Nelson Parkhill BDO.

For further information:
Ross Williams
(03) 551 8866.



*Ross Williams, financial controller,
Simon-Abbey Pty Ltd*

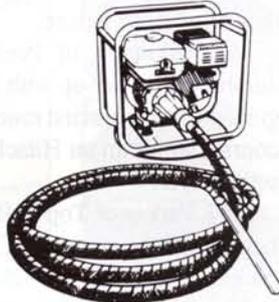
See us on STANDS 127, 128.

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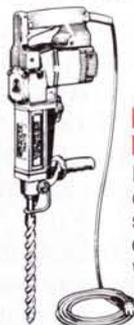
ROLLERS

3 models. Besides the illustrated roller with articulated steering, WACKER supplies a single drum vibrating roller (RS 800A) and a diesel hydraulic roller (WDH 86-110) with sheepfoot drum.



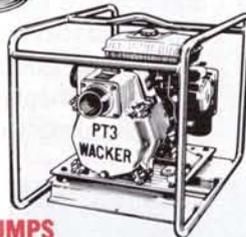
VIBRATOR & DRIVE UNITS

Petrol and electric drive units with 6m long flexible shaft. Vibrating heads from 25mm to 57mm dia. for vibrating and consolidating concrete.



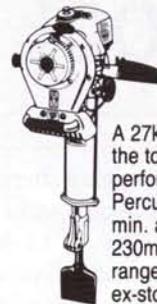
ELECTRIC HAMMERS/DRILLS

For breaking jobs in concrete, brickwork and similar materials. Drilling capacity to 125mm dia. with core bits.



TRASH PUMPS

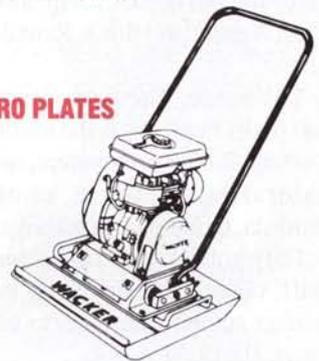
Heavy duty trash pumps that keep working. 2" or 3" petrol or diesel motors. Mixed flow ductile main impeller resists wear and gives greater productivity.



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A 27kg hammer to cope with the toughest jobs. Engine performance of 2.3 kW. Percussion rate of 1270 per min. and breaking depth of 230mm in concrete. Full range of tools available ex-stock.

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WACKER leads the way. Small petrol plates (82kg) to large diesel reversible plates (up to 600kg). Suitable for compaction of granular material, asphalt and brick pavements.

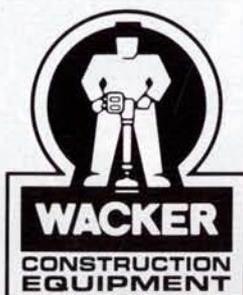
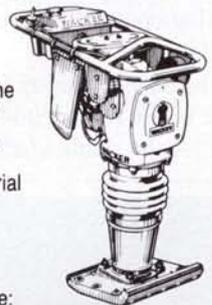


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3 models — BTS 10/11/13. Engine performances of 3.5-5 kW. Designed for power and durability. For horizontal and vertical cutting of bricks, concrete, asphalt, cast iron and metal.

RAMMERS

The team for the '90s. 7 models from 30-105kg, suitable for cohesive material and asphalt compaction. Latest performance features include: Maintenance free air filters, integral fuel filters and operator friendly guide handles.



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FLEXTOOL HITACHI HONDA GOLF DAY

ON a glorious Tuesday afternoon in March, Flextool Hitachi and Honda put on a 18-hole stableford golf competition, followed by barbeque and drinks, for members of the West Australian Hire & Rental Association.

The venue, Hartfield Country Club, just out of Perth, set in the foothills of the Darling Range escarpment, which is a natural bush course amongst the Banksia, Gums and Blackboys.

Fifty golfers, made up of hirers, their staff, clients and suppliers, teed off in perfect autumn sunshine, to take on the tough Hartfield layout.

The group was undaunted by the prospect of having to cover over 8 kilometres before they got back to the bar. The field, including everything from 6 handicap club golfers to once a year and once in a lifetime mug golfers, set out to capture the magnificent Hitachi prizes on offer. Honda Australia supplied 2 golf balls to each player and came to the rescue with ice cold beer and soft drinks at the half way point.

A professional photographer took an action shot of everyone's golf swing. As if the first shot of the day is not nerve racking enough, without it being frozen in time.

The results waiting for the players on their return to the clubhouse provided a few laughs. Particularly where the ball

was still on the tee after the stylish follow through.

Ken Mitchell of Lincoln Electric won the first prize, a comprehensive mini compact Hi-Fi sound system from Hitachi. His 39 points stableford score was a fine effort, after only having played the course once before.

Mike Skinner, of Peel Hire, Mandurah, was runner-up with 37 points. His great effort for his first round ever on this course, won him an Hitachi Radio Cassette Player.

Dick Parker of Top Hill Hire had the best nine-hole score with 23 points, winning an Hitachi vacuum cleaner.

The NAGA trophy, an Hitachi 'Walkman', was taken out by Peter Jeffreys of Allen's Hire with a record breaking 3 points. Peter feels this result may put back his plans to play in the British Open. He may stick to rowing, which, as his build suggests, he is much better at.

Closest to the pin on the par three 6th hole was Rell Stratton of Pressuremasters. Ian Potts of the Main Roads Department, won the longest drive (no pun intended).

Other prizes from Hitachi were presented after the lucky winners were drawn out of the score cards, by Ray Rummer of Hitachi. Giving everyone the chance to go home and boast to the wife.

Hitachi displayed some of their products, along with the prizes, in the

clubhouse, whilst Flextool and Honda displayed some products on the grass outside.

Hirers were able to get a pre-release look at Honda's new range of engines.

The success of the event can be measured by how long people stay afterwards.

Almost everyone sat around long after the barbeque and prizes presentation, drinking and chatting, topping off a great day.

Organiser, Peter Moynihan, Flextool's W.A. Manager, said that even though many H.R.A. members had thanked him during the evening, his phone ran hot the following day with expressions of thanks and comments on how they had enjoyed the day.

The day was born out of a chat with Peter and Noal Ryan, Hitachi's National Product Manager, at the Adelaide Hire & Rental Convention banquet last year. Hitachi, being big supporters of golf, such as the Australian Masters at Huntingdale, and the biggest event of the year at Hartfield, the 'Hitachi Open', got right behind the idea with money and prizes.

WA Hire and Rental Association President, Barry Martin of Belmont Hire, after some doubts about finding enough golfers in such a small association branch, said he was delighted with the turn out.



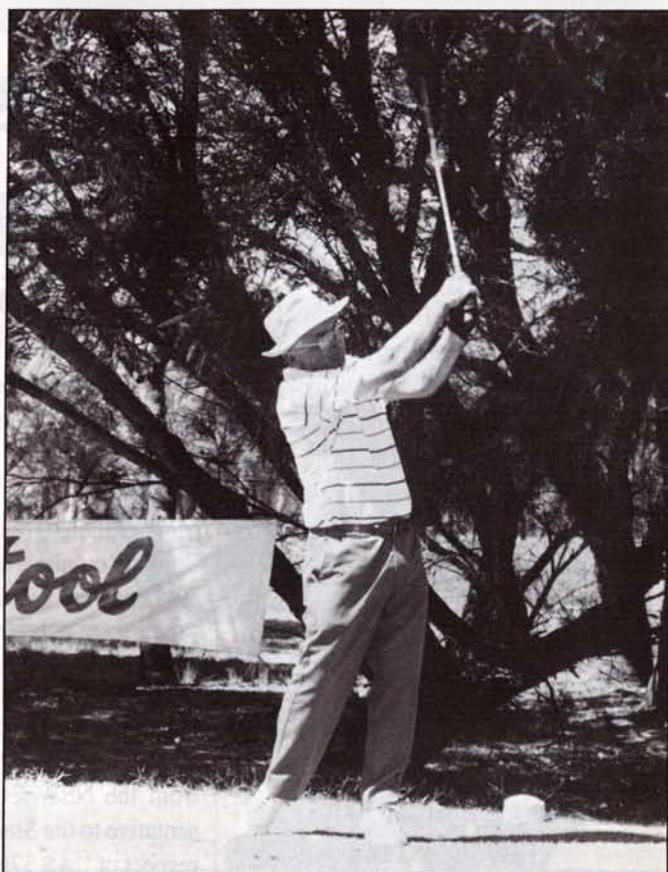
Ray Rummer of Hitachi presenting Ken Mitchell of Lincoln Electric with the fine Hitachi sound system between them. He achieved a first prize score of 39 points. Ken had only played the tough Hartfield course once before.



From the left: Mark Mole and Andrew Woodfin of Coates Hire. Dave Braidwood (Mole Engineering) and Peter Moynihan (Flextool WA Manager).



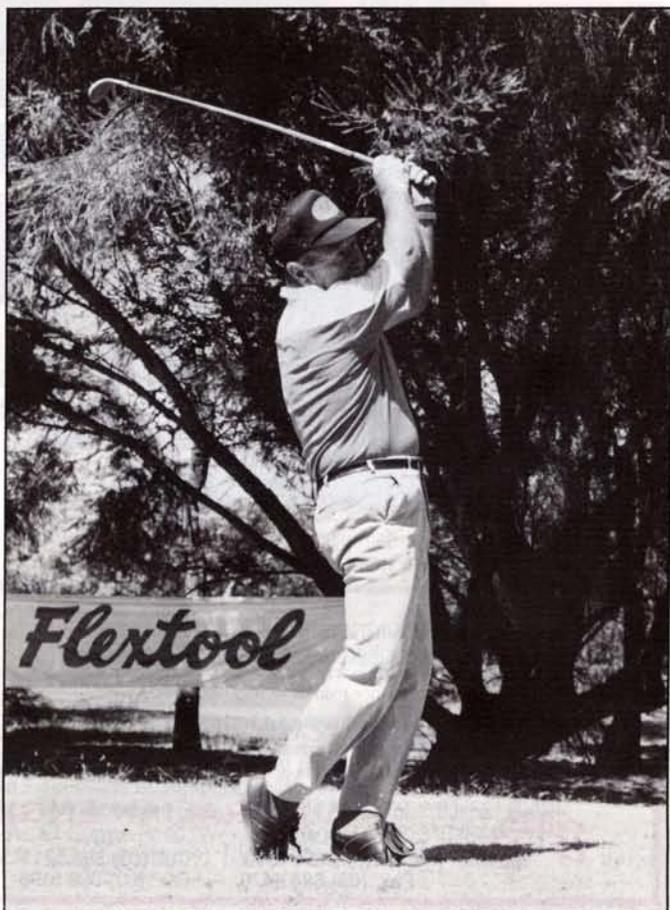
Honda displays its new range of engines.



Organiser, Peter Moynihan of Flexool WA, wearing his other hat. Although as host he was unable to pick up any prizes, no one was going to stop him getting a game.



Barry Martin of, WA HRA president. "Gee, it seems to have gone."



Ken Mitchell, of Lincoln Electric, winner with 39 Stableford points.

New South Wales Report

New Secretary/Executive Officer

Thank you to the Hire & Rental Industry for giving me, Jenny Lohri, such a warm welcome as your new Secretary/Executive Officer.

Having been appointed in April, I have attended two Committee Meetings to date and everything seems to be running smoothly.

Please note that the phone and fax numbers remain the same. However, we have a new post office box number.

**Hire & Rental Association
of New South Wales**
P.O. Box 1163
CASTLE HILL NSW 2154

Short Course Electrical Appliance Testing

The Electrical Appliance Testing short course has been well attended to date, with 180 participants completing the course.

Included in this figure are those companies which have chosen to conduct the course "on site" and I understand this has been very successful.

Representative to Standards Association

In response to a request from the National Committee to appoint somebody from the NSW Committee as a representative to the Standards Association in respect of "AS 3760 - In-Service Safety Inspection and Testing of Electrical

Equipment", Mr Maurice Abbott, Managing Director, Construction Rentals, has been appointed to this position.

Uniform Certification

We would appreciate any comments from other states regarding the thrust towards a "Uniform Certification for all States for Scaffolders, Riggers and Crane Drivers".

Hearing Protection

Since the last issue of Hire & Rental Industry Quarterly, there has been discussion regarding increased "Hearing Protection". Lower levels of the NSW draft document are being applied in another state and we would appreciate copies of any recent legislation for Hearing Protection that may be available.

"AETCO POWER KING WELDERS AND GENSETS"



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

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

Power King Generators 2-15 kva — Petrol or Diesel also available



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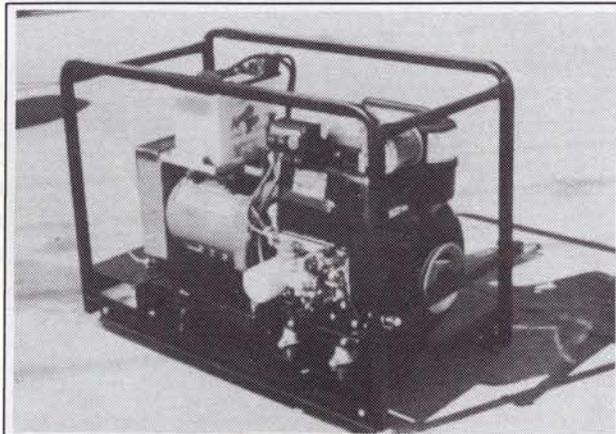
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Fax: (02) 684 4470

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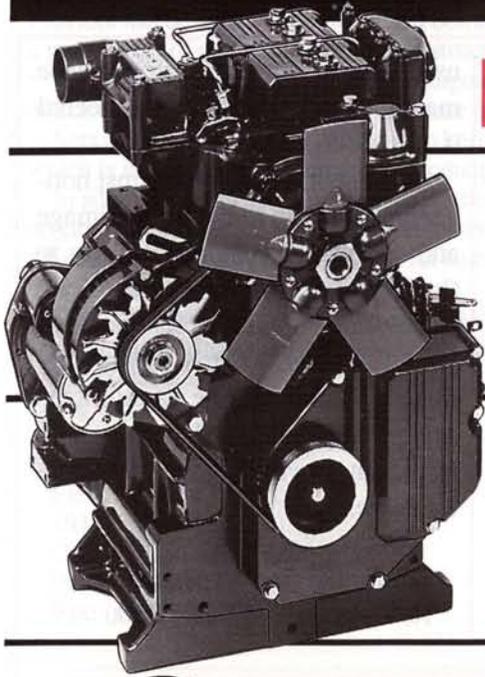


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The matched quality of twin cylinder diesels with the reliability of EUROGEN alternators.

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

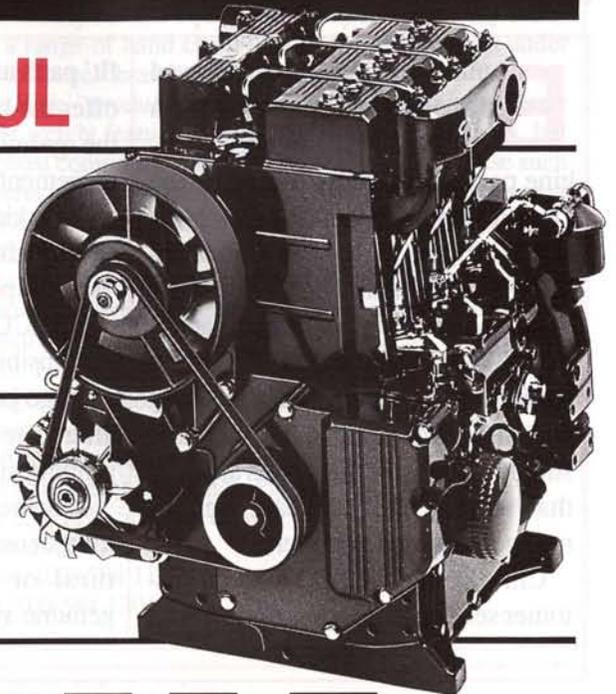
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Vic.: 12/2 Sibthorpe Street, Braeside 3195. Tel.: (03) 587 2988
S.A.: 81 Grange Road, Welland 5007. Tel.: (08) 340 1844
W.A.: 155 Abernethy Rd, Belmont 6104. Tel.: (09) 479 1460

LP120

PERKINS PARTS BULK PURCHASE

Bulk purchasing has allowed for huge reductions on genuine Perkins Diesel engine parts, now being offered by the Detroit Engine & Turbine Company (DETCO), the authorised Australian and New Zealand distributor for the Perkins diesel engine product range.

DETCO, who have a 19-branch network throughout Australia, along with their 120 dealerships, can now supply genuine Perkins parts at prices that will be hard to beat, even by non-genuine part suppliers.

Chris Lewis, DETCO's group customer services manager, said, " 'will

fit' parts unfortunately do not always offer the best quality as provided by the genuine factory approved replacement part. This can reflect badly on a Perkins engine that breaks down shortly after the use of non-genuine, 'will fit' parts."

DETCO understands that their responsibility for a Perkins engine must go beyond the sale and into the after care market to keep the unit running at peak performance.

Whether it is just a minor repair or a major overhaul of a marine, agricultural or industrial application, genuine replacement parts must be

used if the engine is to perform as the manufacturer originally engineered it.

"Competing head on against non-genuine parts to maintain the image and continuing customer loyalty to the Perkins product, has been foremost in our push to combat these 'will fit' parts," Chris Lewis continued. "After all, we cannot keep saying, why risk it, and then do nothing about providing an attractive alternative.

For further details, contact:
R. Thornton (08) 260 2200.

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HAPPY BIRTHDAY

During the 20th Hire Convention and Equipment Exhibition at Darling Harbour, Flextool will celebrate 40 years as a supplier to the hire industry.

Since 1951, when Robert Miller founded the company, Flextool has designed and field tested before manufacturing, a wide range of equipment for the construction industry.

Flextool manufacture all their equipment in Australia, which is a major advantage to the end user and hire company.

Service is carried out by people who know the equipment, which is important in reducing non-productive down-time.

In addition, every spare part carried in stock is made to the original specifications, which will give maximum output and reliability. Flextool still carry spares for some equipment sold over 15 years ago.

Visit the Flextool stand at the Exhibition, see their new product released and get your free copy of the updated "Flex-tool Product Guides".

For further information, contact:

Mr Kemble Miller
Flextool (Aust.) Pty Ltd
191 Wellington Street
Collingwood, Vic. 3066
Phone: (03) 419 6300
Fax: (03) 417 1391

'OZ BLOK' – THE ROBUST ONE

Hoisting Equipment Specialist have been a major supplier of lifting equipment to the hire industry for over 9 years. H.E.S. not only distribute quality hydraulic, manual, electric and pneumatic hoists and jacks, but also offer a complete service facility for this equipment. They have recently introduced a range of hand chain blocks and lever hoists under their "in house" brand name "Oz Blok".

"Oz Blok" products have been developed to incorporate the light weight features demanded by modern industry, but with robust components to withstand the use and abuse such equipment receives in the field. All equipment complies with AS14.18. Test certificates for new or repaired gear are available free of charge.

The spare parts and service division of H.E.S. offers free pick-up and delivery and immediate assessment is available for urgent repairs.

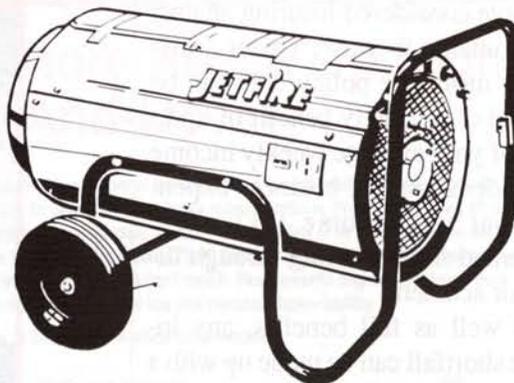
H.E.S. has qualified field consultants who will carry out gear inspections and offer the right advise for special lifting problems.

For further details, contact:
Host Equipment Specialists Pty Ltd
Unit 12/63 Norman Street
Peakhurst, NSW 2210
Phone: (02) 584 1177
Fax: (02) 584 1201

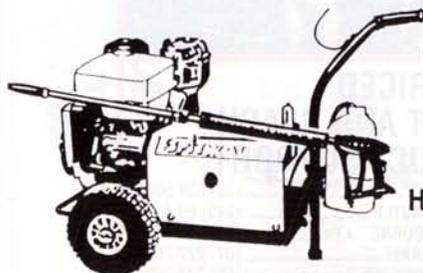
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Brisbane: 1/192 Evans Road, Salisbury Ph: 07-274 1311
Plus Distributors Australia-Wide

SECURING YOUR INCOME IS TOP PRIORITY

ALL INCOME earners should ask themselves this question: if my income stopped or was substantially reduced through accident or sickness, could I continue to support my family?

Two Australian workers in every five can expect to suffer a major accident or long term illness in their working life, yet very few Australians insure themselves to protect what is their most valuable asset — their ability to earn an income.

Protect Your Income

All income earners should place income protection at the top of their financial planning list. Most Australians will budget for medical, household and car insurance, but will not have considered insuring against being unable to work. Under a disability insurance policy, you can be assured of a weekly benefit of up to 75% of your average weekly income (after deduction of business expenses, but not income tax) while prevented from working through illness or accident.

As well as full benefits, any income shortfall can be made up with a recovery benefit during the recuperating period.

Deciding the best and most appropriate Disability Cover

Firstly, you must decide on the amount of cover you need to meet ongoing financial commitments. The bills don't stop because you have suffered an accident or you become ill. Illness, rather than accident, is by far the major cause of income loss.

60% of disability claims in the 35-year bracket are due to illness, and

this figure increased to 70% for those aged 45 years or more.

Recovery periods after an illness can also be lengthy, with about 30% of people in the work force expected to have at least three months off work due to illness or accident during their working lives.

You should also consider the premium payment system, benefit period and qualifying period that suits you best, as these affect the amount of premium you will have to pay. Benefit periods also vary, ranging from two years through to age 65.

World-wide, cover applies 24 hours a day with no limit on the absence from Australia. There are a variety of qualifying periods (the

time before benefits begin), ranging from 2 weeks to 26 weeks.

Some policies include guaranteed minimum benefits for specified illnesses or injuries such as cancer, heart attacks and broken legs. Others provide partial benefits if someone returns to work part-time after having been on a claim.

Most income protection plans include a CPI-linked feature and premium payments are tax deductible.

For further details on the above, please contact HARIB on (03) 483 6300 or your local branch.





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ALUMINIUM BOOMS IMPROVE PERFORMANCE OF SNORKELIFT ATB-60 WORK PLATFORM

Talon/Snorkel Pty Limited is now offering a new version of their Snorkelift ATB-60 with the articulating jib and the telescoping main boom made from high strength aluminium alloy.

As a result of this, the new ATB-60AL weighs 2,700 lbs less than the ATB-60 with all booms made of steel. The weight reduction of 1225 kg achieved improves both the gradeability as well as the platform's rough terrain travel capabilities.

The Snorkelift ATB-60AL platform's unique arrangement of two articulating booms and one telescoping boom makes it extremely manoeuvrable with out-and-over reach capabilities throughout its entire working range from ground level to 66 ft in the air. The boom system also provides additional horizontal reach up high - 20.1m and over-and-down reach

capabilities at lower elevations.

A wide range of features that are standard equipment contribute to precise control of all movements in the air and on the ground, operational safety and low maintenance dependability.

The 7.6m x 1.52 platform with 225kg of capacity, can be hydraulically rotated 180° which permits better positioning of the crew to their work.

Heavy duty, 15 x 19.5 tyres are foam filled and powerful gasoline or diesel are offered as standard equipment with LPG/dual fuel available as an option.

The ABT-60AL is available with either 2-wheel or 4-wheel drive. The 4-wheel drive model has high torque drive hubs at all four wheels. A 3-speed hydraulic drive system permits the operator to choose his travel speed and traction to meet a wide range of ground conditions and makes it possible to climb

grades and travel across less than ideal job site ground conditions with ease.

Available from:

NSW: Talon/Snorkel
Phone (02) 725 4000.
Fax (02) 609 3057

Vic: Talon/Snorkel
Phone (03) 764 9900.
Fax (03) 764 9989

NZ: Talon/Snorkel
Phone 989 168. Fax 989 164

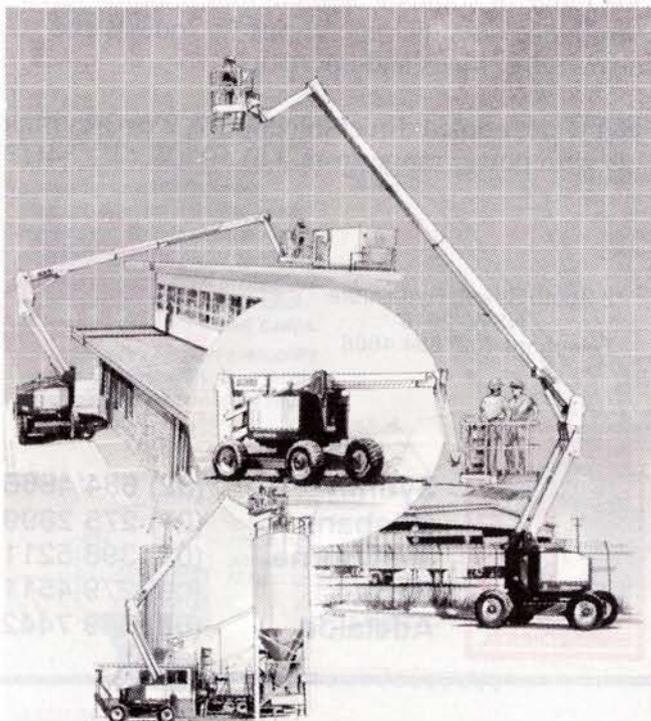
WA: W.A.F.T.
Phone (09) 277 4577.
Fax (09) 277 8738

SA: S.A.L.T.
Phone (08) 277 3011.
Fax (08) 277 0887

Tas: F.R.M.
Phone (002) 76 4211.
Fax (002) 73 1977

Qld: M. & C. Equipment
Phone (07) 279 1099.
Fax (07) 279 1269

ATB-60 Series Platforms Offer More Reach Up High, Out-And-Over, Over-And-Down



An articulating riser boom at the turntable. A long telescoping main boom. An articulating jib boom. A hydraulically rotated platform. Proportional drive, lift on main boom and turntable rotation. Variable speed control of all other functions. All these combine to give the Snorkelift ATB-60 the kind of maneuverability and smooth precise control that other platforms can't match. Plus powerful engines and heavy-duty construction throughout for low maintenance dependability.

Available in 2-wheel and 4-wheel drive models.

- Working Height 66'
- Horizontal Reach 43'1" at 19'3"
- Lift Capacity 500 lbs.
- Hydraulic Platform Rotation Std.
- Water-Cooled Gas or diesel Engines Std.
- LPG/Dual Fuel Installation Optional
- No Tailswing in Work Position

TALON Snorkel

A FIGGIE INTERNATIONAL COMPANY
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QLD — M & C Equipment	07 279 1099	07 279 1269
WA — WAFT	09 277 4577	09 277 8738
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RentMaster will handle all of the transactions required by any rental agency. From automatic billing through penalty letters, pickup and delivery advices, stock valuation, depreciation and bailment reports to Debtors and General Accounting.

Despite all of its power, RentMaster is still the simplest of systems to install and operate. Best of all, it is designed and supported in Australia for Australian Hire and Rental companies.

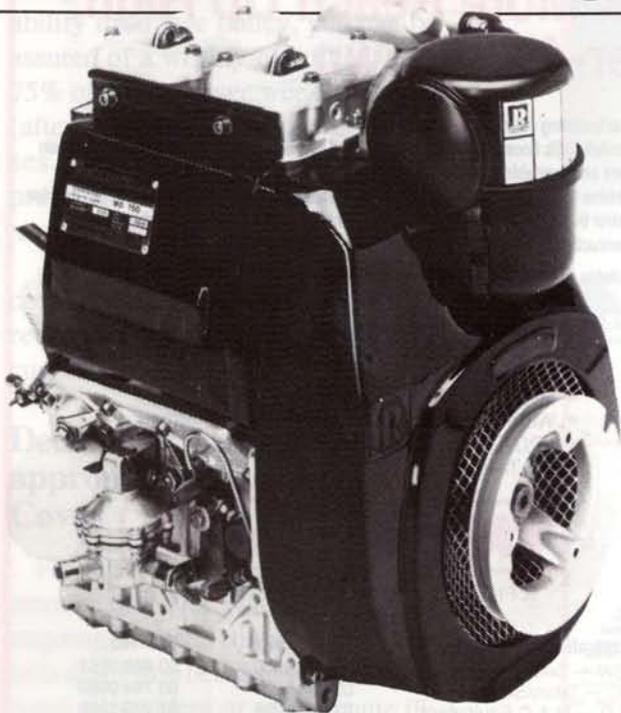
Intech
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For more information on RentMaster, contact
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Phone: (02) 799 6622 Fax: (02) 799 9090

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NEW NISSANS GENERATING INTEREST

NISSAN'S new portable generators have quickly established a strong position among the top selling models in Australia since their introduction less than two years ago.

Suitable for a wide range of applications, the generators feature:

- Maintenance-free operation – a newly designed brushless alternator is used together with a no-fuse breaker and a solid state ignition system to reduce the need for maintenance to a minimum.
- Superb durability – the sturdy frame, cast iron cylinder and forged aluminium connecting rods all attest to the fact that these machines are built to last. The brushless alternator also makes them virtually dustproof and the oil monitoring system automatically shuts the engine down to prevent damage.
- Quiet and clean operation – operating noise is greatly reduced by the adoption of a large muffler, a cyclone air cleaner and newly designed rubber mounts.
- A wide range of options – these include electric starters on some models, four-wheel castors or two pneumatic wheels plus handles or a lifting bar for ease of handling. Automatic idle control, a device which is able to detect the no-load state of the generator electrically and reduces the r.p.m. of the engine to reduce noise and enhance fuel economy, is also available on most models.

Nissan portable petrol and diesel generator sets are available with AC output of up to 5000W and DC outputs of 12V-100W.

Further information: Nissan Generators,
60-62 Alexander Avenue, Taren Point, NSW 2229
Telephone: (02) 540 1666. Fax: (02) 540 1320

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Perfectly balanced, with precision gearing and permanently lubricated parts, Masport's Little Wonder Hedge and Shrub Trimmer is a snappy little operator.



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NEW MID-HEAVY WEIGHTS FROM TOYOTA



Keen to gain an even larger slice of the five to eight tonne lift-truck market, Toyota has put its customary huge effort into developing six new model fork-lifts, whose release in Australia was announced recently.

Toyota's Industrial Equipment Division General Manager, Ray Lawson, said that the new 5 Series machines have been more than three years in development, and represent a total new design from the ground up.

He said that during the design phase, Toyota engineers carefully examined the needs of Australian users and many of the trucks' features reflects this local input.

"The release of the five to eight tonne range was delayed for almost six months in

order to take full advantage of new technologies that would further stamp these Series 5 machines as the very best in their class in the world," he said.

In the new range, there are four diesel powered models with capacities of 5, 6, 7 and 8 tonnes, along with two petrol/LPG units rated at 5 and 6 tonne lift capacity.

To power the fork-lifts, Toyota is offering a model dependent choice of three engines, two diesel and one petrol, whose

power output range from 51 to 88kW. Torque is equally impressive at between 26 and 42 kg-m.

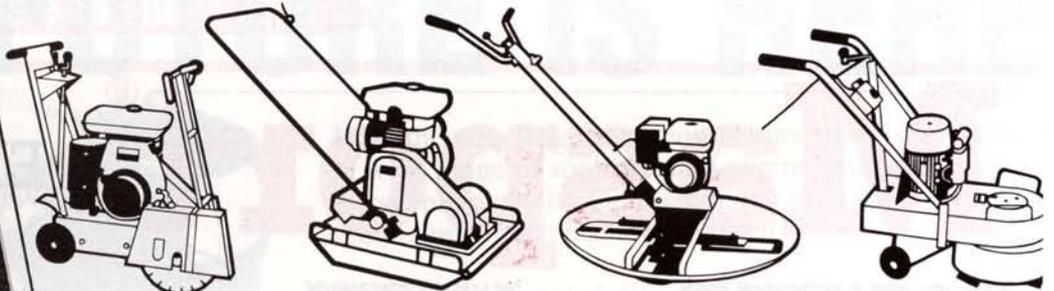
Despite their performance, fuel usage is as low as 116 grams per kilowatt hour, which is up to 30% less than some other machines of similar capacity.

On the ground, the five to eight tonners are very quick, with forward travel speeds as high as 28km/h and no load lift speeds as fast as 500mm per second.

Pre-release tests by Toyota Australia indicate that improvements in operational efficiency as high as 20% can be had with the series, compared to existing models.

While the fork-lifts are very comprehensively equipped in standard trim, Toyota has provided a wide range of options so users can "spec-up" to meet specialised or unusual applications.

Toyota say that although they will not be the cheapest fork-lift on the market, dollar for dollar, they offer users some very real benefits in performance, economy and general efficiency compared to what is presently available.



RENTAL RELIABILITY!

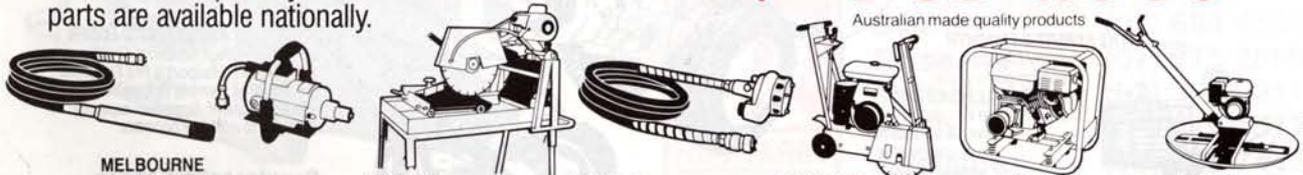
With Flextool's complete range of portable construction, concrete finishing and compaction equipment in your shop, you can be assured that your clients needs, and your profit objectives, are met.

Flextool is proudly Australian and service and parts are available nationally.

For further information about the Flextool range, phone or fax for our free Product Guide.



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Newstead Qld. 4006
Tel: (07) 2522306
Fax: (07) 2525359

ADELAIDE
21/937 Marion Road
Mitchell Park S.A. 5152
Tel: (08) 298 1388
Fax: (08) 296 3201

PERTH
3/47 Tate Street
Bentley W.A. 6102
Tel: (09) 451 2077
Fax: (09) 350 5011

DARWIN
Tel: 008882357

REBESCHINI 6429FLX © 1991

THATCH IS NO MATCH FOR RENOVATING, REJUVINATING SCOTT BONNAR

Fine playing surfaces require constant care and attention. As all greenkeepers know, a build-up of thatch in a green can result in spongy disease prone turf.

The self-propelled Scott-Bonnar Scarifier-Groover, manufactured by Rover Mowers Ltd, makes easy work of maintaining a healthy green.

By simply exchanging blades, the greenkeeper can use the same, easy to operate, machine for regular greens upkeep or major renovation.

The straight blades of the groover allow light rejuvenation of the turf several times a year, without disturbing the playing surface.

The slicing, thinning action improves access of fertiliser, air and water through an otherwise impenetrable thatch to the all important root system. It can also be used for re-seeding and breaking up surface compaction.

Up to 31 blades can be used in the approximately 484mm (19") width cut, with spacing from 12.5mm (1/2").

The ten offset blades of the Scarifier, spaced 50mm (2") apart, are designed for use when major renovation is required to stimulate healthy new turf, by removing a heavy build up of thatch.

Both sets of blades are of hardened carbon steel, but for really heavy duty requirements, tungsten carbide tipped blades are available as an optional extra.

The blades rotate in a clockwise direction, causing a self-propelling action, eliminating the need for a separate power driven system.

Very fine height control to a maximum depth of 32mm (1-1/4") is provided by independent wheel adjustment.

Years of dependable power to drive the Scarifier-Groover is provided by a 5hp (3.7kW) Briggs & Stratton 4-stroke engine with "Easy Start" ignition.

Maintenance and cleaning is kept to a minimum as the machine body is cast from strong, durable but lightweight, rustproof aluminium.

Ball-bearing wheels fitted with a steel scraper provide ease manoeuvrability even in wet conditions.

The Scarifier-Groover is one of the essential requirements for a healthy, properly manicured green.

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CARTON COURT SALES 953217

JLG INDUSTRIES CONTINUES TO INNOVATE FOR THE ACCESS EQUIPMENT HIRE INDUSTRY

A recipe for success in hard times?



The familiar frilled necked lizard logo, unique to JLG's Australian operations, can be seen on most construction sites.



THE JLG "TOP-GUN" 45HA: This is a dual telescopic, articulated boom machine with absolute zero tail-swing. Able to be used in very tight working conditions, it has a maximum working height of 15.65 m (45 ft) and a horizontal reach of 7.1 m (23 ft). The maximum capacity, unrestricted in any boom position, is 227 kg (500 lbs).

For everybody in the equipment rental and construction industries, the last 18 months have been a time of pain and anguish. These industries have witnessed the collapse of many major businesses, most of which have had a profound effect.

One company which has, like most, experienced all of the problems associated with the recession is JLG Industries (Australia) Pty Ltd. JLG is a pioneer in high reach technology and is, arguably, the largest manufacturer in the southern hemisphere. The company is justifiably proud of its Australian-made products and the frilled neck lizard emblem continues to be familiar sight on all construction sites in the country.

Despite the recession, JLG has continued to innovate in the company's approach to marketing and has, therefore, managed to survive, albeit not without a fair share of the aforementioned pain.

Rationalisation, based on market forces, has seen a reduction in the scale of JLG's operations in Victoria. Paradoxically, those same market forces have seen an increase in operations in Western Australia and Queensland.

JLG has, according to the company's management, used these quiet times to improve its engineering capabilities at the Port Macquarie plant.

The result has been that the quality, efficiency and reliability of the JLG Australian-made products, on which

the company has built a reputation that is the envy of many of its competitors, has been further enhanced.

The company has also concentrated on improving customer service, by employing higher levels of in-house training and updating its field service trucks.

One of JLG's biggest innovations, which is designed to encourage the company's customers, in the rental industry, to maintain efficiency and profitability, is a refurbished machine programme, whereby JLG buyers will be able to trade-in older machines against new models.

This will ensure that JLG customers' rental fleets can be kept technologically advanced and ahead of their competition. JLG will refurbish the traded machines at Port Macquarie and then re-sell them with a factory warranty. This programme will reinforce JLG's claim that its products traditionally hold the highest re-sale value of access equipment in the market.

Another innovation, believed to be a

first for the access equipment industry and designed to reduce repair and maintenance costs, is a service exchange programme for replacement parts. Here a customer with a worn or damaged component can obtain a refurbished part immediately while the damaged part is then repaired and taken into stock.

During the 1991/92 period, JLG intends to further strengthen the company's customer service department. It is also intended to expand the scope of spare parts availability, which already has the reputation for being the best in the business. This expansion will support the addition of, at least, five new products to an already large range.

New models have already been added to the Austral-

ian market with the introduction of a new, high powered, JLG 40HA articulated boom lift.

This machine has been designed for very rough terrain use and is constructed to very exacting standards to sustain extremely tough conditions — a go-anywhere, do-anything machine.

While JLG has a large range of equipment that is manufactured in Australia, the company is also able to source specialised equipment, which could not economically be made here, from the parent company in the United States.

These imported machines usually are of very large scale and have a more limited market. One such machine will, most likely, be the new JLG 150HAX. This is the largest self-pro-



THE JLG "TOP-GUN" 40HA Articulated Boom: JLG's latest addition to the "Top-Gun" range. A go-anywhere, do anything machine designed for very rough terrain use. It has 2-wheel drive, zero tail-swing for tight corners and a powerful 28 HP Kubota diesel engine. Capacity (unrestricted) is 227 kg (500 lbs). Horizontal reach is 7.24 m (23 ft) and a maximum working height of 14.02 m (46 ft)



THE JLG 110HX: Large scale machines are often imported from JLG's American parent. This JLG 110HX, which has an unrestricted capacity of 227 kg (500 lbs) and a maximum capacity of 454 kg (1000 lbs) at full stretch, is able to put men and materials to work 33.5 m (110 ft) above the ground. It was re-engineered in Australia to have a special glass fixing platform and a wind velocity meter to warn of hazardous wind conditions.

pelled boom in the world with a massive 47.5 metre working height and a huge 21.9 metre (72 ft) horizontal out-reach.

The first of these was recently delivered to a rental company in France. JLG Industries (Australia) Pty Ltd has also had success in the export of fully Australian-designed machines, manufactured in Port Macquarie.

A JLG 60H boom lift was recently delivered to a shipyard in Sri Lanka while a "TOP-GUN" 40HA and "TOP-GUN" 60HA were both recent arrivals in Singapore.

JLG claims to have a technological lead in the design and manufacture of access equipment in Australia.

It is evident that this lead is intended to extend to customer service as well. It is also evident that this is a lead that JLG does not intend to lose!

Further information:

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

The Bianco Diamond B Saw cuts work in half!



The Diamond B masonry cutting saw is sold and serviced by Bianco Builders Hardware
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Telephone (08) 336 6666 Fax (08) 336 6429



The brickie's best mate

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

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

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

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

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

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

TRILOGY'S 1991 TRACS ANNUAL USER CONFERENCE

Continued from Page 6

groups provides valuable time for attendees to discuss items common to TRACS use in their particular mode of business.

Three discussion groups were convened: Party Hire, Back Office Accounting and General Hire/Front Counter. Each group was headed by a representative attendee.

Party Hire was headed by Ian McGribbon of Carton Party Hire, which has 4 branches. Under Ian's Chairmanship the benefits of the Quotation System, the Reservations System and Ways of Handling Sub-Hire were discussed.

For Party Hire firms in particular the Quotation system provides extra benefits, as a means of following up customer enquiries and generating additional business. The Reservations options is also very useful to busy hire firms in helping to handle peak times and avoid overbookings.

Back Office Accounting was chaired by Phil Moye of the 8-branch Jonkers Hire. Jonkers was the first installation of TRACS in Australia, and Phil has gained valuable experience which he is keen to pass onto other users.

General Hire and Front Counter was chaired by Annette Newton-Brown of Conveyor and Hoist Hire. Annette shared her experiences with the delivery and pick-up options which enables Conveyor and Hoist drivers to plan their daily schedules more efficiently than was possible before TRACS was installed.

In 1991 TRACS Annual User Conference was pronounced a success by all who attended, and enthusiastic lobbying is now underway by representatives for next year's venue.

THE FORD 555C EXCAVATOR LOADER

The Ford 555C is recognised as an industry leader in features that make for better productivity in Tractor Loader and Tractor Loader Backhoes. And features that lead to a more profitable operation.

The 555C backhoe digs through tough ground with incredible speed and its 4-bar loader teams outstanding breakout forces with great lift capacity plus a fully synchronised, power-reversing torque converter transmission speeds shuttle and transport work.

The 555C provides more engine power than its predecessor at 68 hp and the advanced Ford 4-cylinder direct injection diesel provides high torque output over a wide range of speeds.

Also the 555C sideshift backhoe provides massive digging force that can be specified with new-design Ford Xtra-Vator™ hydraulically extendible dippersticks.

The spacious cab provides the best all-round visibility in the industry and has a side-positioned control console that is accessible from either the loader or backhoe operating positions.

Other features that make the 555C an industry leader include multiple disc brakes requiring less effort; in-line boom and dipperstick cylinders producing massive digging force; the 4x4 power reversing torque converter transmission which is fully synchronised with electronic soft shift; steering which recovers from turns automatically because the system incorporates caster as well as camber; backhoe boom design giving the operator better in-hole visibility of bucket action; a single lever controlling all loader functions, including multi-purpose bucket operation; and side positioned control console which is convenient from all work positions.

Ford New Holland has a legacy of industry leadership. They are world pioneers in the development of tractors and excavator-loaders.

In addition to the Series C excavator loader, Ford New Holland offers a range of skid-steer loaders, plus agricultural tractors, harvesting equipment, as well as engines and components for original equipment manufacturers.

Ford New Holland and its dealers are committed to providing the construction industry with superior products and services.

Using computer-aided design systems, Ford New Holland engineers are continually exploring new design concepts capable of increasing excavator-loader productivity. At the same time, quality control technicians are steadily improving the reliability of the company's modern manufacturing systems to meet customer demands.



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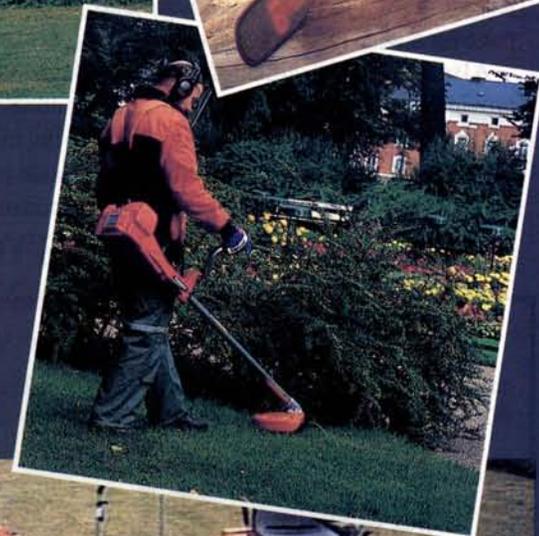
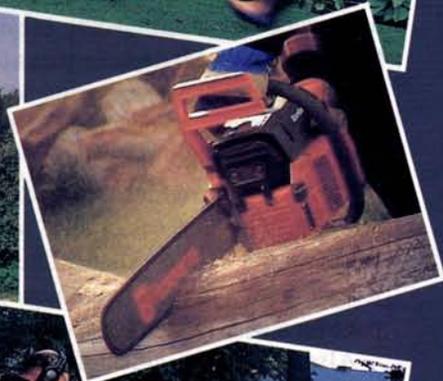
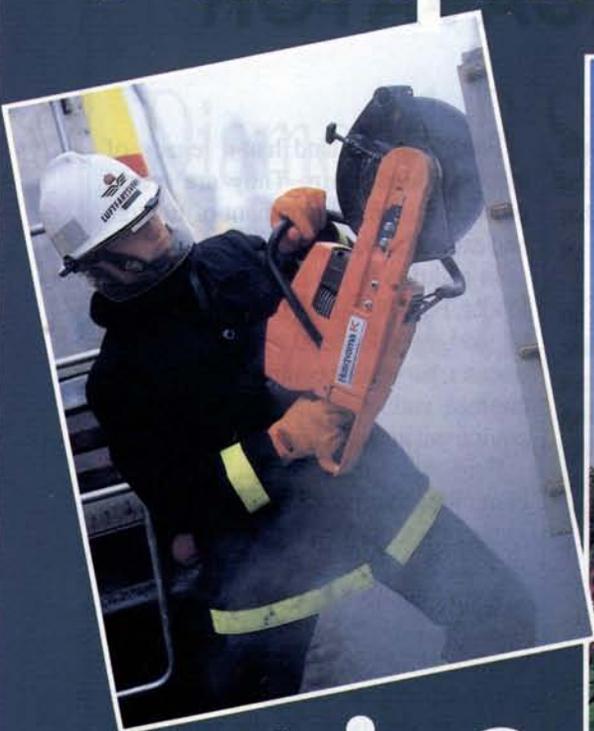
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HITACHI DEMOLITION HAMMERS

Demolishing concrete and similar materials is uncomfortable, noisy and costly! Channelling concrete and asphalt is just as arduous; therefore demands on labour and tool maintenance are prime considerations.

Hammer drilling conduit and construction holes in concrete is just as laborious, and is usually a test of "man against machine".

Over the years we have seen the larger, more cumbersome and noisy, compressor driver concrete demolition hammer give way to the smaller, quieter, more ergonomically and efficient, electric breaker.

Typical applications of the electric demolition hammer include breaking of concrete, masonry and asphalt. Digging hard clay, tamping, channelling, grooving and floor cleaning. Star picket fencing and vibrating application, also form part of the ever increasing wide applications of demolition hammers.

Increased research and development has led to greater operator comfort, more reliable and trouble-free operation, and less maintenance. Higher quality hammers are designed with secondary hammer and striker mechanism, which place the vibrating, reciprocating action at the

"work end" of the tool, rather than at the operator end. In other words, the workman "steers" the hammer rather than pushes the tool into the job. Efficient, ergonomically designed shock absorbing handles reduce operator fatigue and play a part in reduction of maintenance.

Most of the Hitachi range of demolition hammers are equipped with shock absorbing handles, grease packed lubrication, and larger electric motors which "demolish the job, NOT the tool".

Rotary hammer drills also play an important role in the construction and building industry. The tools are

PARTS AIN'T PARTS

Intense behind the scenes activity has resulted in major price changes to genuine Perkins parts being announced by the sole Australian and New Zealand distributor for Perkins engines, Detroit Engine and Turbine Company (DETCO) recently.

Chris Lewis, DETCO's Customer Services Manager, stated that in recent articles, the non-genuine competitors have been heard to say:

"We've had a competitive price policy for many years, not just in recent times."

Chris Lewis, himself a veteran of over 15 years in the diesel engine parts market, not only in Australia but overseas, rejects outright these comments and states that DETCO has brought into play their full purchasing power and national organisation

to benefit the end user of any of their franchise lines, which include Perkins, Detroit Diesel and Allison Transmissions.

He further stated that DETCO's whole concept of pricing Perkins genuine parts is consistent with their philosophy of providing only top quality genuine replacement parts at the most competitive prices.

Mr Lewis went on to say that some non-genuine suppliers were indicating that they source parts direct from the manufacturer and therefore received top quality at rock bottom prices.

Unfortunately, this is not necessarily the case as most engine manufacturers (Perkins is considered a leader) have very sophisticated

checking and inspection procedures that ensure that each and every part is manufactured to their high exacting standards.

In the specific case of Perkins engines, they regularly reject full shipments of parts which do not meet these engineering standards and which then probably find their way on to the open market.

DETCO, who are the sole authorised Perkins distributor for Australia and New Zealand, boast a 19 branch and 120 dealer national network which offers genuine support and service to their customers, enabling not only the product but the part to be where it is required at the right price anywhere throughout Australia.

capable of initially drilling solid or core cut holes in concrete and similar materials, and convert to an efficient and convenient demolition hammer.

Again, there are operator comfort and maintenance considerations. The modern electro-pneumatic rotary hammer drill/demolition hammer must be designed with grease pack lubrication, have access to auto stop carbon brushes, and accept standard drill and hammer accessories. Operator safety and comfort must be considered in the design of rotary hammer drills. Pistol grip shapes, with adjustable side handles, double insulation construction, built in torque over load safety clutch, and shock absorbing handles, allow the operator to work comfortably and efficiently.

Ergonomical construction with built-in safety features must be

coupled with an efficient high powered modern electric motor. Drilling a 50mm hole in high tensile concrete for a *prolonged* period of time is not efficient. The modern electro-pneumatic rotary hammer drill must drill that hole quickly and cleanly, safely and efficiently. A larger capacity electric motor, coupled with a modern technologically designed striker and hammer mechanism, will combine efficiency with comfort.

The Hitachi range of rotary hammer drills accept the challenge of efficiency and comfort. The range is equipped with essential standard accessories, including robust carry cases. After sales service is available through a large network of experienced and dedicated specialist Hitachi Power Tools Service Engineers.

For more details on the range of construction strength Hitachi power tools, contact your local specialist power tool dealer, or contact below for a dealer nearest to you.

NSW: (02) 666 3088

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Demolish the job not the tool !!

Specifications

Model	H 65SA
Power Input	1500 Watts
Full Load Impact Rate	1400 B.P.M.
Overall Length	726mm
Weight	16 kg
Standard Accessories	1 Bull Point, 1 Steel Carry Case, 1 Wrench.

- Anti Vibration Handle for less Operator Fatigue.
- Triple Dust-Proof Design Ensures Longer Service Life.
- Heavy Duty Forged Steel Retainer.
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It took many years of research and product sourcing to find the best possible product for today's safety market.

Together with these products had to go something else, and that was the highest possible level of service, not just to the big safety users, but to the man who just wants a pair of gloves for gardening.

Due to changes over the years in the way in which some products and services are manufactured or carried out, there is a greater danger in the work place. For example: higher buildings, bigger machinery and more awareness of toxic chemicals.

At Absolute Safety we not only sell safety equipment, but we make sure that

it is the right equipment for the job. If needed, we will give training in the use of the purchased equipment.

We can offer services to the users of chemicals such as paints, cleaners, gases, fumes, manufacturing chemicals, inks, dyes, glues, resins, herbicides and pesticides, or any chemical you care to name. We will have all the information on a data base system, which enables us to access information on hazardous codes, synonyms, formulae, handling, storage, disposal, spillage, plus fire hazards and fire fighting personal protection, characteristics, applications, symptoms, health effects and first aid.

From this we can give accurate and concise information on the right safety equipment and the correct way in which to use it.

We realise that most people do not know that they need safety equipment

when they are about to start a job and this is where our top quality service is second to none.

If you need something in a hurry, we will get it there. We know the cost of having personnel waiting for equipment and the even bigger cost if someone is injured due to having the wrong equipment or not using it properly.

Some of the equipment we handle include: Respirators (Airline B.As.), Head and Face Protection, Hearing Protection, Clothing and Boots, Special Body Protection. Signs (Hazchem, Building, Custom), Fire Extinguishers, Welding Equipment, Gloves, First Aid, Cleaning Equipment, Harnesses (Belts, Lanyards, etc.).

For more information ring Carey, Russel, Dave, Andrew or Dennis on (03) 543 7888, 008 333 187. Fax: (03) 544 4919.

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The Hako Minuteman Series 700 Heavy-Duty Air Vacs, from Hako Australia, uses compressed air and the Venturi principle to create a vacuum of exceptionally high flow and high status lift capable of lifting or moving an extensive variety of solid or liquid materials.

Series 700 Air Vacs operate without electricity and have no moving parts, thus simplifying maintenance. Also, all vacuums in the 700 Series are equipped with silencers for reduced noise levels. Convenient and easy to use anywhere, you have an airline of proper size, all Hako Air Vacs are equipped with quick disconnect fittings and an input air pressure control valve.

The Hako Minuteman Air Vacs offer

a selection of models and sizes to satisfy specific industrial applications ranging from the clean-up of sand, gravel, aluminium chips, flour, coolants, oil, grease and chemicals. Ranging from the 15 litre portable table top model through to the extra heavy-duty 165-litre model, there is an Air Vac in the line to get the clean-up or recovery job done in almost any industrial setting.

Most Air Vacs are available with painted or stainless steel drums, in a selection of filter arrangements, a number of Venturi and hose sizes for wet, dry and wet/dry pick-up. And no motor, cords, connections or moving parts mean continuous service without costly inconvenient maintenance requirements.

For further information please contact Hako Australia Pty Ltd
Unit J/10-16 South Street
Rydalmere, NSW 2116
Phone: (02) 684 2433.



The Ford 555C Tractor Loader Backhoe breaks new ground.



In the industrial tractor business, Ford had been setting the standard for years. With tough, efficient machines that know the meaning of hard work.

Now they're moving those standards another notch higher.

Ford New Holland now introduce the new Ford 555C series - a tractor, loader, backhoe model featuring major improvements:

- Power boosted to 68hp
- New design backhoes give more bite
- New Front End Loader to give greater lift capacity
- New fully-synchronised, power-reversing transmission cuts down shuttle and transport time.
- All-new cab design provides even better visibility.

The new 555C excavator-loader is the latest in a wide range of top models from Ford New Holland. They'll do a great job for you.

See the full range of Ford tractor, loader, backhoes and Ford Skid Steer Loaders at your FNH Dealer.

**The best team
on the ground.**



DETROIT — 100% SERVICE

DETROIT Engine and Turbine Company (DETCO) is the largest engine house in the South Pacific. Its success has been built on supplying and maintaining some of the finest diesel engines and automatic transmissions in the world, plus applying the same engineering excellence that created these products, to their continuing maintenance and support.

Chris Lewis, Detco's Group Customer Services Manager, stated: "When it comes to service, our aim is 100% peak performance, nothing else will do."

Detco, who sell and maintain the Perkins, Detroit and Wartsila diesel engines, as well as the Allison transmission range, enjoys a branch network which covers Australia as well as New Zealand. Detco are equipped with the technology and the people to

keep every engine or transmission supplied by them at optimum operating levels.

Chris Lewis further went on to say: "By using the latest electronic test equipment, technicians can electronically listen to any Detco product to assess wear characteristics and product maintenance needs, plus with a single network we can link all branches to a computerised parts system. This ability allows the right part to be never far from where it is needed."

Detco undertake extensive training from the moment a new engine is commissioned. This is followed by regular service procedures to keep it running at peak performance, in or out of warranty." Chris stated that as part of the overall service Detco offers their customers, is an emergency

breakdown and repair facility which provides on the spot service around the clock, 24 hours a day, plus an oil analysis programme for up to the minute assessment of engine wear and performance.

Couple this to an extensive parts department which enjoys computer based supply links, not only throughout their 19 branch network, but also with suppliers in the U.S.A. and England. This means that Detco guarantees to deliver the right part at the right price anywhere within Australia and New Zealand.

"Downtime is bad time", stated Chris Lewis. "So we are determined to go that extra mile to keep our customers' engines or transmissions on the road working for them."

For further details contact:
R. F. Thornton (08) 260 2299

You'll burn out before they do.



Specifications

Model	DH 22VB
Capacity	Concrete : 22mm Steel : 13mm Timber : 32mm
Power Input	700 Watts
No Load Speed	0 ~ 1000 R.P.M.
Full Load Impact Rate	0 ~ 4200 B.P.M.
Overall Length	323mm
Weight	2.6 kg
Standard Accessories	Carry Case, Side Handle, Depth Gauge, Chuck Adaptor

- SDS+ Drive
- Variable Speed
- Lightweight & Compact
- Auto-Stop Carbon Brush
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HITACHI
QUALITY POWER TOOLS

NEW SMALL SUMP PUMP FROM ITT FLYGT

A new 0.3 kW, medium duty, electric motor-driven submersible sump pump has just been released by ITT Flygt Limited. Called "Mini 10", this small, lightweight pump is ideal for draining water in commercial, industrial and domestic applications. The pump will take water up to 40°C and is controlled by an automatic float switch.

Easily transportable, the unit weighs only four kg and will plug into any 240 volt single phase power point. A capacitor is incorporated in the pump, saving the need for a costly starter and making the unit a true plug-in. Outlet is 1¼".

Capable of 2900 rpm, the Mini 10 will pump from 5 to 140 litres per minute, with heads of six to one metre. The motor is continuously rated and is equipped with built-in



The Flygt "Mini 10" submersible sump pump

thermal cut-out to stop the pump in case of overload.

Though small, the pump is ruggedly built. Pump housing and stator are made out of AISI 304 stainless steel. The shaft is also stainless steel. Cover, impeller and internal diffuser are made of reinforced plastic. Two mechanical shaft seals provide added protection and the rotor is isolated from the stator by a stainless steel jacket.

With a list price of under \$300, the Mini 10 is also quite affordable. The unit is supplied with five metres of cable.

For more information, please contact:
Mr Chris Olsson
ITT Flygt Limited
Unit 31, Slough Estate
Holker Street, Silverwater 2141
Phone: (02) 647 1855.
Fax: (02) 648 4701.

LINDE BECOMES WORLD NO. 1

The authoritative *Fördermittel Journal* has again published the World Ranking of Fork-lift Producers.

The Linde Group has taken the overall lead since their acquisition of Lansing Ltd in that year.

Previously Balkancar, who supplied mostly Eastern European countries, had been overall market leader.

Managing Director of Linde Lansing Pty Ltd, Des McEvoy, commented: "It feels great for all of us in Australia to be part of the dynamic Linde Group. We had the pleasure in 1989 of introducing the Linde Hydrostatic Fork-lifts to Australia. I'm sure their success in 1990 and this year will help Linde maintain their market leadership."

For further information contact:
Des McEvoy, Managing Director
Linde Lansing Pty Ltd
12 Carter Street, Lidcombe, NSW 2141
Phone: (02) 748 0211.
Fax: (02) 647 1287

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LIQUIDARC SHARPENS SUPPLY TO CUT COSTS

LIQUIDARC Pty Ltd has created a centralised unit, Liquidarc Wholesale, to streamline supply of their equipment through distributors in all States.

This new section will supply all Liquidarc MIG and TIG welding equipment, safety equipment, gas cutting kits and accessories directly from their main plant in Padstow, Sydney.

Direct supply from the departments stops "double handling" in invoicing, order processing, stock control and packing, which helps to keep overheads down.

Customers are seeing the benefits

of these savings at distribution outlets for Liquidarc products across Australia, in many cases at the lowest price in the market.

By centralising their supply operations, the company is also able to give more precise information on stock levels and fill orders more quickly than ever before.

Liquidarc Wholesale is headed by Mr Eric Sullivan, former technical representative with the company.

Mr Sullivan holds several technical qualifications and has completed a four-year management certificate course.

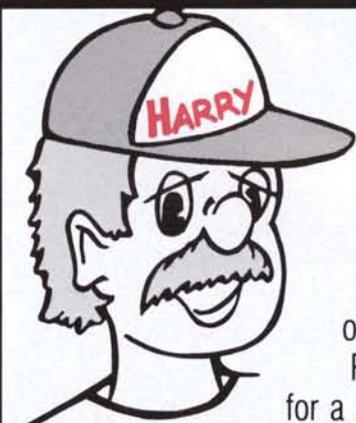
He has also brought to the position

a wealth of experience gained from decades working in the supply side of the company.

"With all existing stocks at our fingertips, we can be sure to have the right stock in the right place, promptly, at the minimum cost to the customer," Mr Sullivan said.

**CONVENTION
BOOKING COUPON
SEE PAGE 72**

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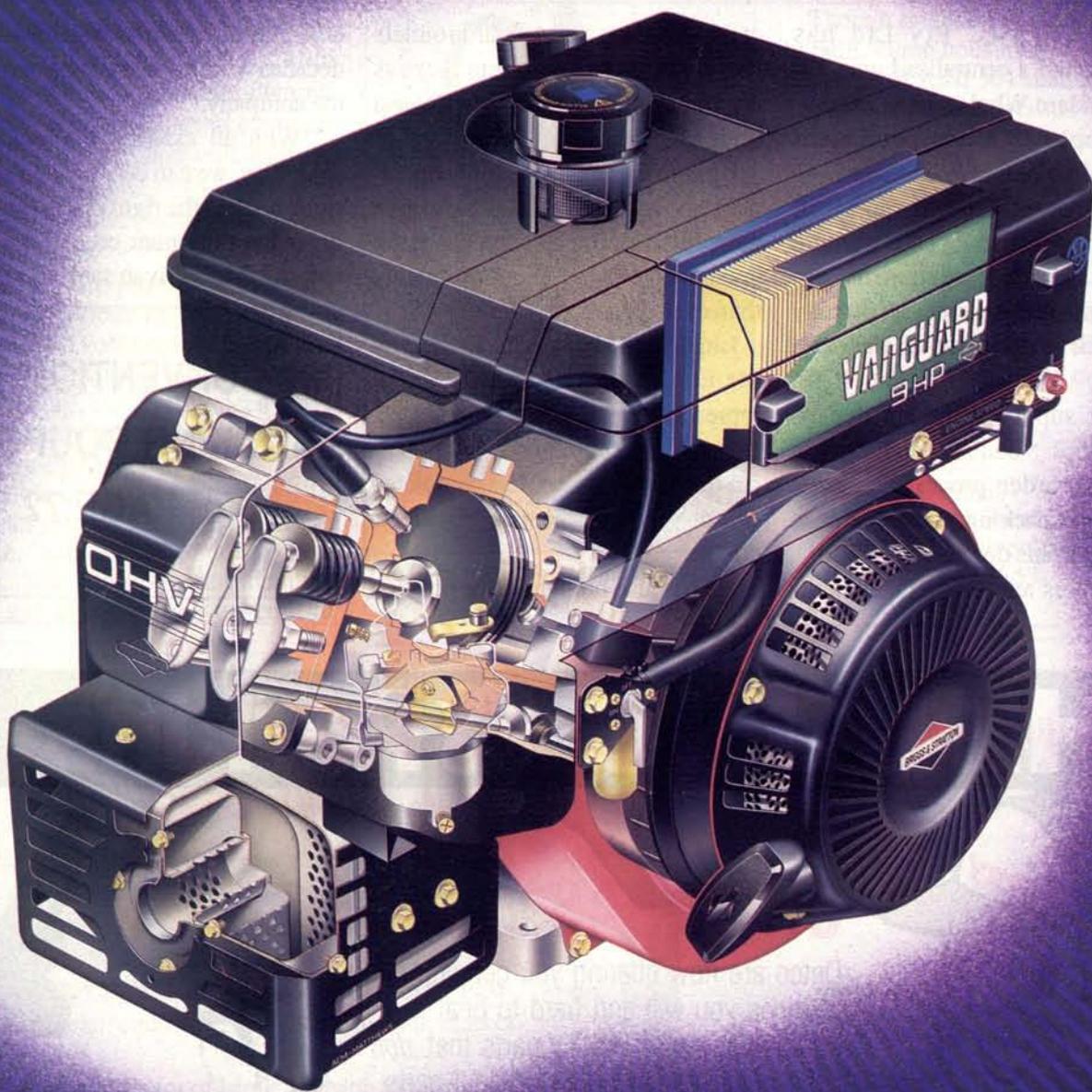


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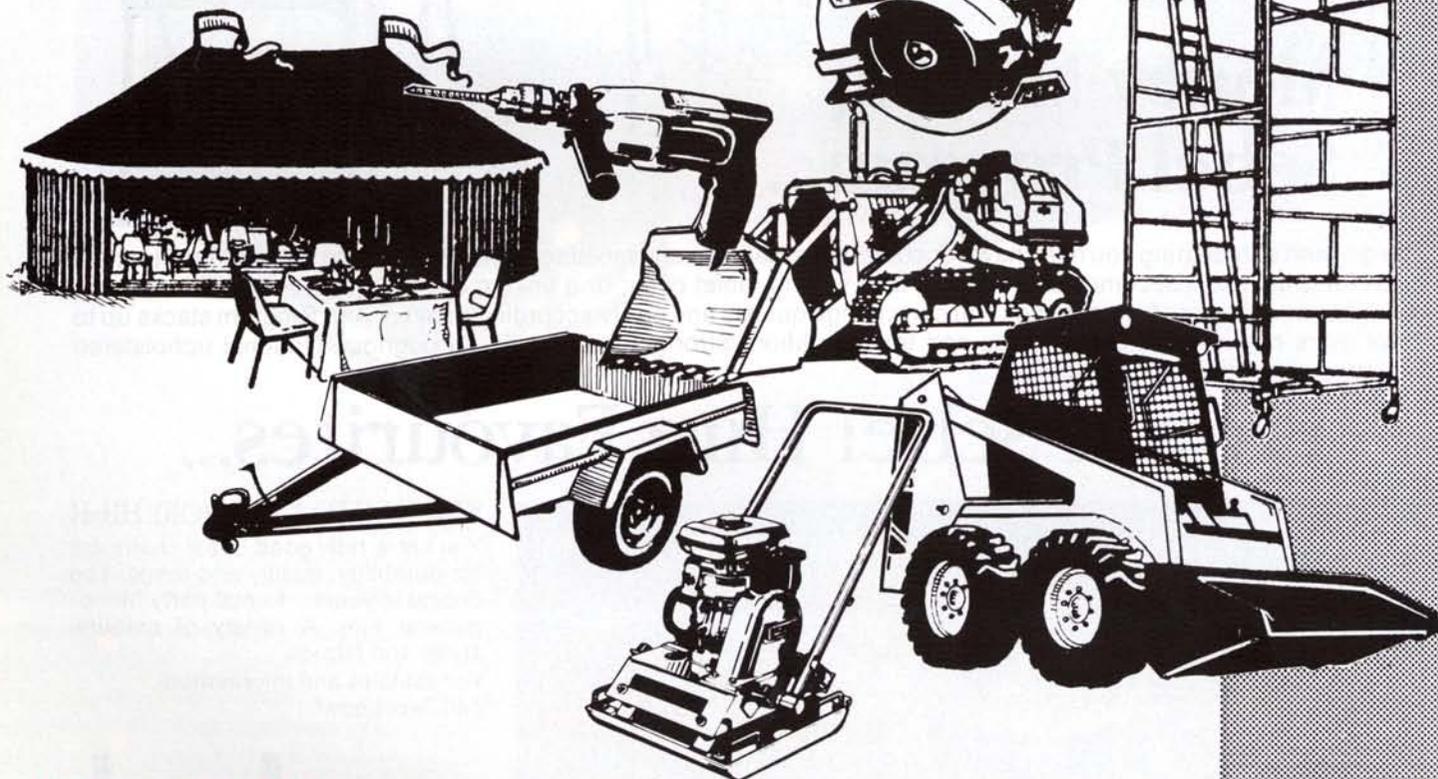
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HARIB - ENDORSED BROKER OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

Ingersoll-Rand's New DD-32 Vibratory Roller Maintains High Performance Standard

Ingersoll-Rand's new Double-Drum Vibratory Compactor, the DD-32, is the latest from the company's stable of small to medium sized machines. The DD-32 offers the best combination of weight, drum width, frequency, centrifugal force and amplitude for applications such as municipal and utility asphalt paving projects.

The roller is fitted with the latest series Deutz air-cooled F3L1011 diesel engine rated at 36.6 kW at 2,800 rpm. Both the machine's drums are powered by direct hydrostatic drive motors. The DD-32 has an outside turning radius of 4,265mm, a high curb clearance of 585mm and an articulation angle of approximately 28 degrees allows the machine to operate in restricted areas.

Operator controls are logically located with drum vibration manually



controlled by a thumb button on the propulsion lever. Automatic controls for the vibration and water systems are standard equipment.

The roller's pressurised water spray system includes a pump and spray bars with manually serviceable nozzles. Water is filtered twice and variable flow control is standard. The

system has three positions, on, off and automatic. When switched to automatic, the water spray jets operate while the roller is moving.

For safety, the operator's platform is fitted with a skid-resistant mat, safety rails and kick plates. Heavy duty rubber shock mounts on each drum isolate the operator's

seat from vibration.

Further information on the DD-32 is available from:

Ingersoll-Rand (Australia) Limited
81 Egerton Street,
Silverwater, NSW 2141
Phone: (02) 648 5055.
Fax: (02) 647 2504

TUTTS' NEW MUSTANG TR14

A NEW, fully hydraulic pedestrian trencher has been released on the Australian market by the Tutts Machinery Group in Sydney. The machine is Australian made and manufactured by Austoft Industries Limited of Bundaberg in Queensland.

The trencher consists of a robust steel frame and a light-weight fibreglass top cover with easy access to the 11hp Honda engine and the hydraulics.

The ground speed during trenching operations is automatically sensed by the manual flow regulator and automatic crowd speed control. This uni-



que feature greatly reduces the operator's workload.

The automatic ground speed is provided through a hydraulic fixed displacement high torque, low speed, hydraulic motor through reduction gears. The trencher drive is through a fixed displacement gear pump and fixed displacement, low speed hydraulic motor assisted by a high

speed flywheel.

The Mustang TR14 trenching capacity is 600mm deep by 75mm to 150mm wide. Optional accessories available for the unit include a back-fill blade, under road borer, and dual drive wheels.

The Mustang TR14 is an economical, highly reliable trencher, designed and engineered by a specialist Austoft engineering team. The machine will have applications with plumbing contractors, electricians and plant hire companies.

For a free brochure or demonstration of one of the Mustang TR14 trenchers, please contact:

TUTTS
2 South Street, Rydalmere 2116
Phone: (02) 684 4400.
Fax: (02) 684 1501.

“ 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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The Power behind the pros

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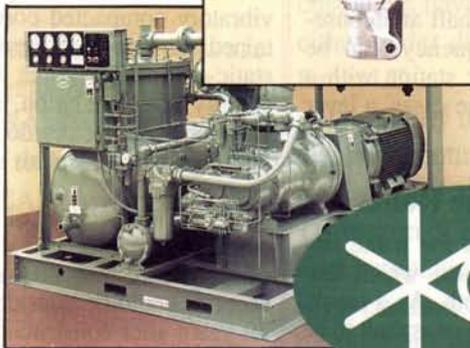
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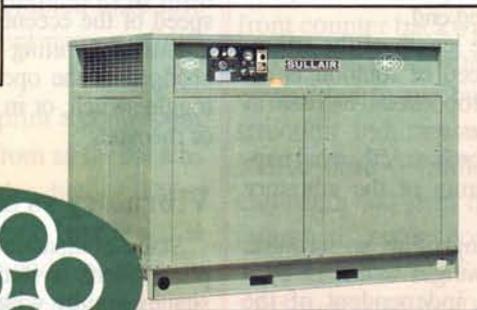
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UNIFORM DENSITY AIDED BY VIBRATORY COMPACTION.

Learn how vibratory compaction may improve paving performance by decreasing cost and completion time of road and highway projects.

THE classic static-roller compaction train typically consists of three machines: a large break-down roller, an intermediate pneumatic-tyre roller and a lighter-weight static-steel tandem finishing roller. This train, of course, represents significant capital investment, labour costs and fuel and maintenance requirements.

A single, modern double-drum vibratory roller can achieve the same, if not better, results in less time and at less cost.

There is nothing magic about vibratory compaction. In principle, it is similar to twirling a weighted string around your hand. As the string rotates, a centrifugal force is created that pulls toward the weighted end.

When either the length of the string, the weight, or speed of rotation is increased, then the proportional increase in centrifugal force occurs.

This phenomenon is exactly what happens inside the drum of the vibratory compactor.

In vibratory compaction, an eccentric (out-of-balance) weight is driven by a hydraulic motor, independent of the drum rotation. The rotating eccentric is rigidly connected to the drum axis (centre line) by heavy-duty, oil lubricated bearings. When the weight rotates, the drum axis is pulled by the centrifugal force generated. As the eccentric weight rotates above the axis, it lifts the drum; as it rotates below the axis, it drives the drum against the material being compacted.

The impacts created by the vibrating drum cause shock waves in the ground that agitate the soil or asphalt particles, moving them into a tightly interlocked state.

Three main variables affect the generated force in vibratory compaction: rotating mass, distance between the centre of rotation and centre of gravity of the rotating mass, and the frequency of rotation.

Manufacturers of vibratory compactors use these variables to design machines of desired output; however, once a machine is built with a given eccentric weight, only the eccentricity and frequency variables can be changed by the operator.

Varying the eccentricity has a marked effect on amplitude. As the drum travels, it vibrates in an up-and-down motion. The vertical distance the drum moves is called amplitude and it's this vertical movement that creates the impact force of vibratory rollers.

Increasing eccentricity increases amplitude and conversely, decreasing eccentricity decreases amplitude. A high amplitude is beneficial to deep lift and base work compaction, whereas a low amplitude is used for thinner lifts.

Some models of vibratory compactors, generally those used in compacting asphalt, have two-piece eccentric weights, which permit the operator to vary both the amplitude setting and the generated centrifugal force. The rotating speed of the eccentric shaft and consequently, vibrating frequency, can be changed at the operator station with a toggle switch, or in some cases, a lever or rheostat.

Vibratory vs Static Rollers

Static compaction, as the name implies, exerts a static force which dissipates rapidly with depth. As a result, the upper part of the soil or asphalt to be compacted is subjected to more force, producing greater density at the top of the lift. Lamination, or layered material, is more pronounced.

On the other hand, vibratory compactors work by setting in motion the whole mass of material being compacted. This allows the material particles to reorient themselves and settle into a more dense state. This reorientation takes place throughout the lift thickness, with settlement occurring from the bottom up. As a result, density is uniform throughout the lift.

The results of a project conducted by the California Materials and Research Lab point out the better performance of vibratory compaction in both efficiency and cost.

The asphalt concrete used in the test was a 3/4 inch coarse grade mix which was essentially an all crushed aggregate. An 85 to 100 penetration asphalt was used and the compacted thickness of the base course test section was four inches.

Three sets of compacting equipment were used in the test. A 7.7 ton double-

drum vibratory roller, a 16.7 ton pneumatic roller and the normal roller train consisting of three initial coverages with a 12 ton steel tandem, three sealing coverages with an 8 ton tandem.

The pneumatic roller resulted in an average of 92% relative compaction after 14 coverages. A normal rolling procedure, using the three-unit train, produced an average of 95% relative compaction after seven coverages.

In contrast, the single vibratory compactor resulted in an average relative compaction of 97% after four coverages. In a separate test utilising a 10-ton vibratory double drum roller, 95% relative density was achieved after only two coverages.

Test showed the top section of a vibratory compacted core sample contained less than 1% more asphalt than the static-compacted cores and showed a slightly finer gradation, indicating that vibratory compactors do slightly affect the migration of asphalt and/or asphalt-coated fines.

Visual inspection of all vibratory compacted test sections showed no signs of asphalt flushing and none of the test sections could be considered hazardous 10 years after construction. In fact, the slight migration of these materials is actually an advantage because it helps seal off the pavement, making it impermeable to water and air.

It is well known that dense, impermeable asphalt concrete provides a more durable, longer-lasting pavement. Consequently, the effect of these compaction procedures on water permeability also was measured.

Immediately after the compaction tests were conducted, all of the pavement appeared to have the same surface texture with the exception of the pavement compacted with the vibratory compactor. The surface texture of this area appeared to be extremely tight. The water permeability test confirmed this observation.

In fact, all the sections compacted with vibratory compactors on this job had water permeability results lower than those using the normal static steel and pneumatic tired compaction equipment.

In summary, the proper use of vibratory compactors can decrease the cost and completion time of a project and can result in a better finished product.

IRONBARK-HIRE

The latest, most innovative hire system to surface is "Ironbark-Hire" from Queensland. Ironbark was originally developed for City Hire based in Kedron, Brisbane.

Cliff Hughes, Manager of City Hire, remembers three years ago when he chose Ironbark:

"I had looked at a number of packages available on the market at that time, all of them written in the USA or Canada, with little local support. Very few hire shops were printing front counter On/Off hire contracts successfully. Cash sales were a problem, especially with computer systems. They just didn't retain any history or identification information."

A long-established software developer, Systems and Management Pty Ltd (SAM) were consulted.

In response to criteria specific to this industry, SAM developed a system that addressed all of these crucial issues and many more. The system that resulted was an outstanding success.

Cliff now processes repeat cash sales in under 30 seconds for a simple

hire, with positive I.D.

The system allows fast search of name and hire history for both account customers and cash sales.

Another hire operator, who was impressed with Ironbark and switched from "Quickhire" to "Ironbark-Hire", was Arthur Stains of All-Hire, East Brisbane.

Arthur says his decision, made after a careful evaluation of all the systems on the market, was for the benefits that Ironbark contributed to his business.

Again, most importantly, were the cash sale history search and verify. This feature alone has saved money many times when previous problem customers have attempted to re-hire either under different names of different I.D.

The ability to reprint a contract or display a contract from as far back as a year ago have also helped. Alan Thompson of Brisbane Hire is a first time computer user and was initially very cautious about computerising his business, established since 1988. Alan is now a total convert to Ironbark.

Alan's staff had no previous experience, yet within 3 months they were printing front counter on hire and off hire contracts as well as the most experienced operators.

"Ironbark-Hire" is a multi-user, multi-location Unix based system that allows simultaneous printing and entry of contracts.

The Kitting options provide for a complete kit to print on the contract. This ensures that no essential items are missed by the operator. Value added selling is also included to cover consumables such as standing pads and drills.

"Ironbark-Hire" was developed for the Australian Market. It is supported by a team of software experts who know hire operations from the front counter backwards.

Systems and Management are also committed to the building and construction industry with a large installed base of builders, architects, engineers and steel fabricators using integrated project costing systems.

You can contact SAM on (07) 257 1545 or Facsimile (07) 252 4567.

Systems and Management Pty Ltd, 11 Abbotsford Road, Bowen Hills, Qld 4006.

HIGH STRENGTH NO-BOLT SCAFFOLDING DESIGNED FOR THE HIRE INDUSTRY

NO-BOLT Aluminium Scaffolding features high strength because of the thickness of the aluminium used in the manufacture of the scaffolding. A wall thickness of (7 gauge) 4.7mm high tensile aluminium is used.

Our product has been designed for safety, ease of erection and durability.

Standard tower widths are 2", 4", 6" 8" and 10", and can be used in any combination to form a square or rectangular base size to suit your application, e.g. 6"x 6" square or 6"x 10" rectangular, and so on.

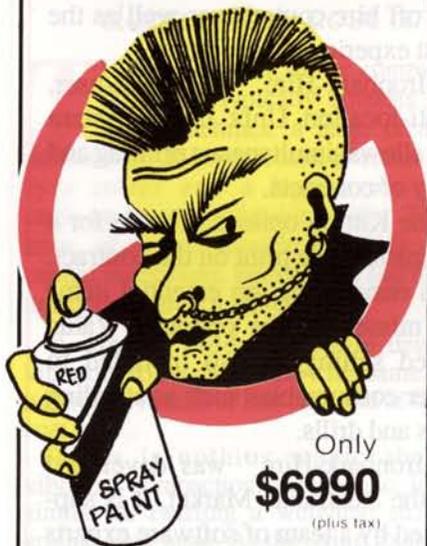
Our frames are designed to be used anywhere in the tower, whether at the base or as a handrail at the top of the tower. This eliminates the need for

special base frames or two extra handrails, which would otherwise be required.

All No-Bolt Scaffolding, ladders and decking are designed for minimum maintenance.

All No-Bolt Scaffolding is D.L.I. approved throughout Australia and is fully guaranteed.

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GRAFFITI REMOVAL MADE EASY

BYPY Australia Pty Ltd has designed a fully mobile, trailer-mounted, high pressure wash, which has the capacity to sand-blast as well.

The unit has exclusive advantages over any other available, in that it is trailer mounted, with a 400 litre water supply, which allows graffiti removal and high pressure cleaning to be carried out in remote areas where there is no water supply, such as bus shelters and oval pavilions.

The unit is powered by the ever reliable Robin petrol engine, which is directly connected to a 3000 PSI pump putting out 14 litres per minute.

The cleaning wand has a motor cycle type control, which allows the operator to vary the pressure at the turn of the wrist.

Graffiti removal is achieved by using the sand-blasting wand. This wand intro-

duces sand into the water using a Venturi system and, depending on the distance between the operator and the surface requiring cleaning, pressure is regulated, enabling treatment on most surfaces from Besser brick through to rough cast brick.

Unless the mortar is extremely soft, there is usually no need to touch up after sand-blasting.

The main application for the machine is graffiti removal and general cleaning, including vehicles and earthmoving equipment. However, some innovative councils are using it for removing white lines from roads and demossing pathways.

For a demonstration of this machine on site, you should contact Mark Hassett at BYPY Australia Pty Ltd, 21A Dingley Avenue, Dandenong, Vic. 3175 or phone (03) 794 5889.

INDUSTRIAL INSTANT FLEXIBLE HEAT

Industrial heating means keeping people warm to maintain productivity. The Jetfire Industrial Portable LP Gas Heater provides on the spot heat instantly without waste and at a very economical running cost. Wheel into position and switch on to provide safe, controllable heat when and where needed.

The Jetfire heaters are extremely efficient, robust, secure, highly manoeuvrable and delivers heating rated from 25,000 to 360,000 BTU per hour with air flow ranging from 700 cubic metres per hour to 8000 cubic metres per hour.

The Jetfire heaters are ideal for the Hire and Rental market due to the enormous range of industries in which they

can be used, such as the heating of warehouses, workshops, garages, factories, exhibition buildings, sport stadiums, bus or airport terminals, hatcheries, piggeries, greenhouses etc.

The Jetfire heater can also be used as a dryer in the agricultural industry for dehydration of products, in the building industry to reduce to drying time of plaster, concrete, walls and floor coverings, and in the crash industry for curing of paint after spraying.

The Jetfire heaters are manufactured in Albury, New South Wales, by Spitwater Australia Pty Ltd and they can be purchased in all states of Australia from any Spitwater distributor.

“EVER CLUTCH” INCREASES EFFICIENCY IN KUBOTA’S NEW “L3” SERIES



Greatly improved work efficiency is the major characteristic of Kubota's newly released L3 "Ever Clutch" Series of utility tractors.

During Australian R&D field tests with the L54450, the largest (59 Eng.HP) of the three model range, operators were impressed with its clear superiority in front end loader work. The "Ever Clutch" and hydraulic shuttle shift operation reduces cycle time so dramatically that, in a confined space, the L5450 was moving 2 buckets to 1 when compared with a conventional dry-clutch tractor.

The hydraulically actuated wet master traction clutch enables forward and reverse movement to be controlled via the three piston lever mounted on the steering column. To change direction, the tractor has to be stopped only momentarily for the lever to be slipped into gear. This eliminates lost time, particularly in front loader use, and decreases wear and tear on the clutch. The system results in improved clutch durability

and better cooling, providing smoother operation and virtually maintenance-free reliability. An important saving in repair costs and down-time.

Hydrostatic power steering provides the turning torque necessary to ensure light and smooth operation even during heavy loader work. The turning radius of L3 Series is as small as any conventional 2 wheel drive tractor. Field tests confirmed the superb manoeuvrability of the L5450, which handled work with ease, speed and less operator fatigue.

Optimum performance is obtained from Kubota's direct-injection diesel engine even at low speeds and the increased torque enhances lugging ability. The unique "cut-out" piston and the spiral air inlet port, produce an ideal mixture and remarkably efficient combustion.

Efficiency and power for implement use has come in for special attention in Kubota's latest technological update to the L Series. Front end loader use during R&D testing highlighted the advantage of

the single lever operation for lift and tilt of bucket as it saved time and prevented spill. More material was moved more quickly.

Power and economy, delivered by the new direct-injection 4 and 5 cylinder diesel engines, combined with the hydraulic shuttle transmission, makes this heavy duty compact ideal for a wide range of applications from construction, landscaping and grass cutting to livestock, dairy, orchard, nursery and other agricultural uses. It is particularly well suited to front end loader work. For tillage work, improved draft control and sensitivity ensures precision operation over a variety of ground conditions.

Mr Blair Bateman, General Marketing Manager, Agricultural Division, said: "The release of the L3 Series represents another move by Kubota Tractor (Australia) Pty Ltd to show its commitment to Australian agriculture. The new models, L4350, L4850 and L5450 range from 47 to 60 engine horsepower and strengthen Kubota's presence in the mid-range tractor market. With a Special Introductory Price Offer, the L3 Series is sure to attract a lot of interest and shows that the latest technology is not expensive."

For further information
please contact:

Blair Bateman
General Marketing Manager
Kubota Tractor (Australia)
Pty Ltd
9-23 King William Street
Broadmeadows, Vic. 3047
Phone: (03) 309 2000.
Fax: (03) 309 2933.



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HD 1050D

- 3000 psi.
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- 3 way nozzle 0°-25°-40°
- Weight 79 Kg.



HD 1200B

- 3600 psi.
- 20 L/m.
- 16 Hp Vanguard motor.
- Motor reduction / gun closed.
- 3 way nozzle 0°-25°-40°
- Weight 78 Kg.



* EWP- Effective working pressure when used with the Kärcher Dirtblaster (accessory). ** Show purchase only.



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HARDIE IPLEX SPEEDS RAW MATERIALS FLOW

BETTER control of raw materials and reduced labour costs are two of the benefits Hardie Iplex now claims to enjoy by using CHEP's CB4 Intermediate Bulk Containers.

Within their Perth operation the boxes are being used to store granulated material for making PVC and polyethylene plastic pipes in diameters up to 500mm.

The CB4's are 1168mm x 1168mm x 1400mm and can hold up to a tonne, but Hardie Iplex loads them to only 750kg because the plastic feed is bulky.

According to factory manager, Bob Leever, the boxes have changed, for the better, many of the work practices at the Hardie Iplex plant.

"Our old system of storage used 44 gallon steel drums that could be dangerous to handle and difficult to stack. The drums had to be stored under cover to prevent corrosion, and their weights varied considerably, making it difficult to keep track of the amounts of feedstock on hand.

"One of the advantages of the boxes is that when not in use they fold flat to



Hardie Iplex Speeds Raw Materials Flow With Chepboxes.

430mm high and need no tools to either erect or fold down.

"By using CHEP boxes over the past few months, these problems have been addressed.

"They are safe and easy to stack, can be stored in the open and we know the contents weight of each container. This gives us much better control of our raw material stocks. The boxes have helped us contain labour costs as there are fewer containers to handle. When not in use they can be quickly folded down and stacked in a small space," he said.

CHEP sales executive, Iain Noble, sees a wide use for the Chepboxes in carrying general cargo and for storing and distributing flowable bulk solids. The dangerous goods segregation device approval granted to the CB4 is regarded as an added benefit.

"CB4s are also being used to carry 10 litre plastic containers of mineral water to remote mining areas around Mt Tom Price in WA and to ensure the return of the plastic containers in good clean condition," he said.

CHEP Australia, a Brambles enterprise, provides a wide range of materials management products and services to meet the demands of Australian industry.

For further information contact:
Mr Glenn Bunney,
Marketing Manager
CHEP Australia
70-76 Alexander Street
Crows Nest NSW 2065
Telephone: (02) 906 0300
Fax: (02) 906 2404

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CLEANING CONCRETE – THE GERNI MAGIC!

Concrete is everywhere. It is the universal building product for office blocks, factories, paths, driveways, parking stations and floors.

But daily exposure to dirt, soot, motor oil, food spills, and the like, can turn the construction advantages of concrete into an ugly mass of visual pollution, lowering the image of retail and commercial centres, business premises and households.

With the environment becoming such a headline-grabbing subject, it should come as no surprise that people are noticing the unsightly appearance of dirty concrete. And this presents a challenge to would-be concrete cleaners.

Generally, most concrete can look 'as new' simply by removing the top surface ingrained dirt and grime – taking up slime, food, gum, and other things

similar. All you can really clean of anything is its surface.

By far, these substances represent the most common need for concrete cleaning jobs, none of which can be effectively done with a garden hose or physically tiring scrubbing effort.

If you really want to clean concrete and save wasted manual cleaning effort, then the only thorough way is to use a high pressure water cleaner.

High pressure water cleaning will remove practically all surface dirt with ease. Soils such as grease or oil spills, pre-treatment with a suitable ecology-safe detergent is recommended for best results. But again, the key word here is 'surface'. Concrete is porous and if not sealed, some spills absorbed below the surface may be difficult to remove completely.

Areas with deep-seated oil problems such as driveways, and parking lots, detergent pre-treatment and wet sand-blasting may offer the best shot at removing the stains. A wet grit blaster comes as an optional accessory with some brands of pressure cleaners.

Cleaning concrete that's vertical, such as the sides of buildings, is easier to clean because its soil has not been trafficked in. The dirt is more 'dust like' and is generally removed effortlessly with a high pressure water cleaner.

Hot water equipped pressure cleaners can make cleaning concrete a much simpler operation, especially when there is sticky substances to remove. Syrup, for example, is easily stripped from the surface. Hot water also increases the cleaning efficiency and, in some cases, eliminates the need for detergents.

While environmental awareness has brought about sweeping changes to the way people approach concrete cleaning and maintenance, the same cannot be said about numerous brands of pressure cleaners.

You should bear in mind before making your purchase decision that almost every pressure cleaner brand, except genuine Gerni, are equipped with a conventional fan-jet type nozzle which lose up to 85% of their cleaning power at a distance of only twenty centimetres.

This lack of nozzle technology means the more pressure you need, the bigger the pump has to be. But you still lose 85% of your cleaning power at 20 cm while you spend more on power, energy and water volume.

If you go by popularity of pressure cleaners across the broad range of industries and households, then you'll find the name Gerni high pressure water cleaners emerge as the number one choice. And there are very sound reasons why.

Gerni has been around for more than 25 years and its continual improvement



Turbo Laser powered Gerni restores dirty, grimy concrete "as new"

Continued on page 62

in water pressure technology and environmental concerns has advanced the range light years ahead of the rest.

Gerni technology has done away with inefficient conventional fan-jet nozzles, replacing them exclusively with Turbo Laser cleaning power and performance.

Turbo Laser equipped Gerni delivers up to 7 times the striking force and cleaning performance of conventional fan-jet equipped pressure cleaners.

Another feature is Gerni's three-piston pump. It is compact and powerful. It uses less kilowatts of energy over the high cost and wasted power of many other pressure cleaners pump and motor. The result is better output efficiency and reduced running expenses in a compact, more manoeuvrable machine.

With Gerni Turbo Laser, the water drops forced from the nozzle are 10 times larger than those from a normal nozzle and 1000 times heavier. Propulsion is 400-600 kilometres per hour. Dirt, grime and the like don't stand a chance of remaining on the surface to be cleaned.

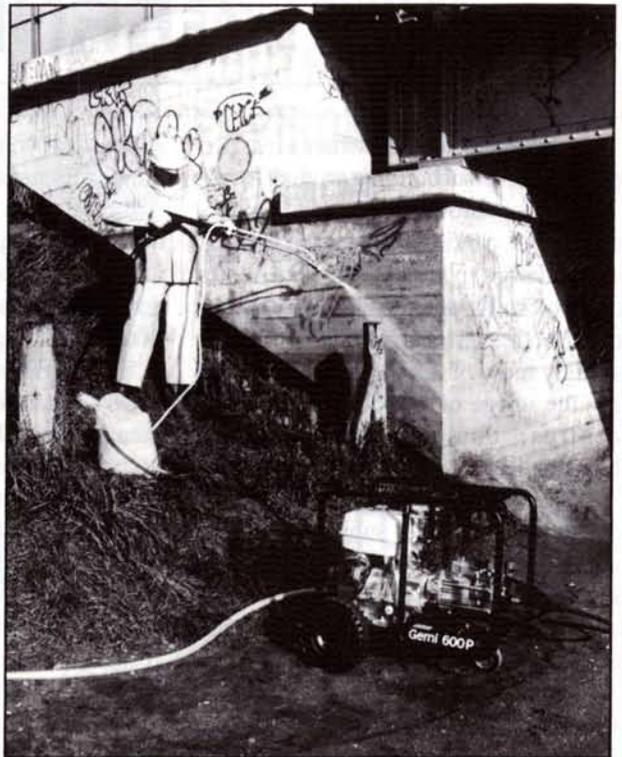
Gerni Turbo Laser saves water, enabling a dramatic reduction of waste water

and therefore, disposal expenses and pollution are minimised.

Safer Turbo Laser technology cuts harmful aerosol effect. And in a hot water equipped Gerni, those big laser drops don't cool down as rapidly as those in a conventional fan-jet type spray. The hotter the water, the quicker it cleans so you save more on detergent use, time, labour, power and water.

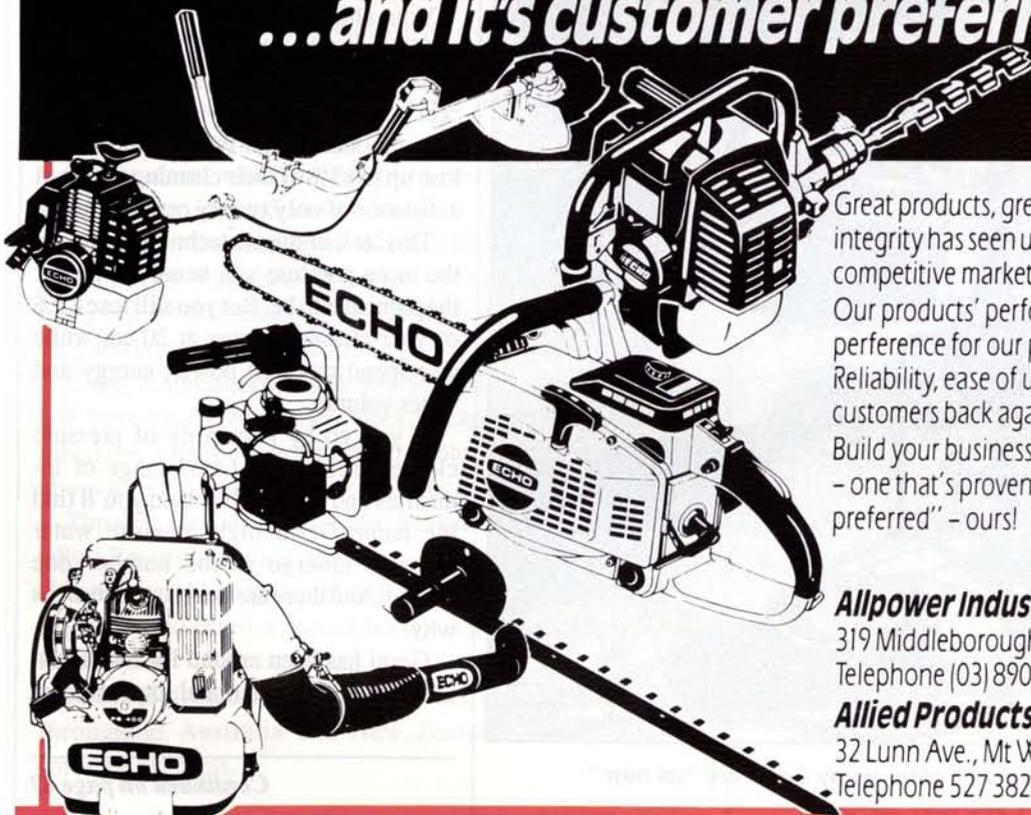
When you compare all the features and benefits of Gerni, it's not hard to explain why Gerni enjoys such popularity. Service and spare parts are not a problem. Gerni is distributed and backed Australia-wide by Australian-owned Viking Equipment (Aust.) Pty Limited, who are happy to show you the right Gerni,

recommended detergent and accessories to suit your needs obligation-free.



Graffiti removal using Gerni 600P with wet gritblasting attachment

Proven pro-quality equipment you can rely on ...and it's customer preferred!



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

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Ironbark performs this and much more. Enjoy fast efficient support with this integrated, multi-location system.

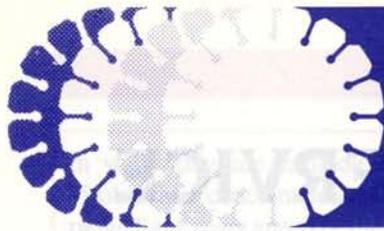
Ironbark is a multi-user computer software system that is guaranteed to dramatically improve service and throughput for front counter ON-Hire and OFF-Hire.

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- 5 hp Three Phase Electric
- 5 hp Petrol Mitsubishi
- 5 hp Petrol Robin



It's Party Time

Let's Party

Party Hire Index

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ELECTRON – THE PARTY MAKER'S TENT FROM BAYTEX

The "Party Market" is very important to the Hire Industry at the moment, both in Australia and New Zealand. When times are tough (and they cannot be any tougher than they are now) the "Party Maker" has to give royal treatment to get business.

With the demise of much of the corporate and event work and the increased competition in this field, Hire Operators need to get "back to basics" in servicing their local community who will always be there and always need your services.

He or she does not have big dollars but does spend them if only on a smaller scale and will continue to do so as long as daughters get married and dads turn forty and all the myriad of private functions for which marquees are a real and cost effective alternative to the family garage or the local hall. Provided, of course, that the marquee is as tidy as the garage or as comfortable as the local hall.

Sadly, many marquees in hire inventories around the country are far from tidy or attractive, look like the family garage at its worst and are flimsier and draughtier than the local hall ever was.

Few party hire operators would deny

that much of their marquee stock is in rather poorer condition than they would like it to be and would dearly love to have new tents with which to tempt both new and existing customers.

Often, to the cash strapped hire customer, a new tent does not look much different to an old tent cleaned up and something completely different is needed to make him or her decide in favour of a marquee supplied by your excellent business in preference to the back yard down the road.

The ELECTRON was developed specifically with this objective in mind – to offer hire operators a good quality tent at a reasonable price with the added benefit of a completely new and different style and appearance.

One of the major benefits of the ELECTRON's swoopy "roof design" is its ease of erection. Unlike conventional peg and pole tents with their flat roof sections, the ELECTRON roof has substantial shaping built in to completely eliminate all of these flat panels.

This results in the roof becoming a small tension structure with the point loadings from the guy ropes and centre

poles being uniformly distributed into the roof fabric itself rather than carried by separate webbing reinforcements

The resultant roof shape is uniquely different, visually striking to look at and very wind effective and stable. And because the ELECTRON is more wind effective, there is less loading on the roof and less poles are needed for support. With fewer pegs to drive, the ELECTRON is quicker to erect and, because of the curved roof shape, easier to tension out once erected.

For both small and large hire operators, the ELECTRON offers a cost effective alternative for new or replacement pole tents. It is an excellent "Cash and Carry" tent as few hire customers will have difficulty erecting it and making it look good. And it is a real alternative as a Fielday Tent, it has the looks, it has the space and it is very stable on exposed sites.

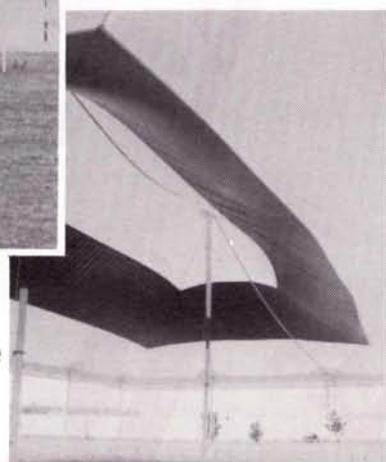
The ELECTRON gives you, the "PARTY MAKER", the opportunity to be a profitable competitor and a preferred supplier in these tough times.

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



TENTMAKERS

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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

CHAFING DISH REVOLUTION

ALMOST since the time the first hot buffet was served, the basic design of chafing dishes has remained unchanged.

Until now.

A chafing dish comprises a holder or stand with pan in which water is kept hot by a flame originating from a heat source resting underneath. The food is placed in a tray which sits above the water pan and is kept at serving temperature by the hot water.

Usually a lid covers the food to prevent it from drying out.

Traditionally chafing dishes have been stainless steel, copper or silver plated, with varying degrees of decoration and ornamentation which determined the price.

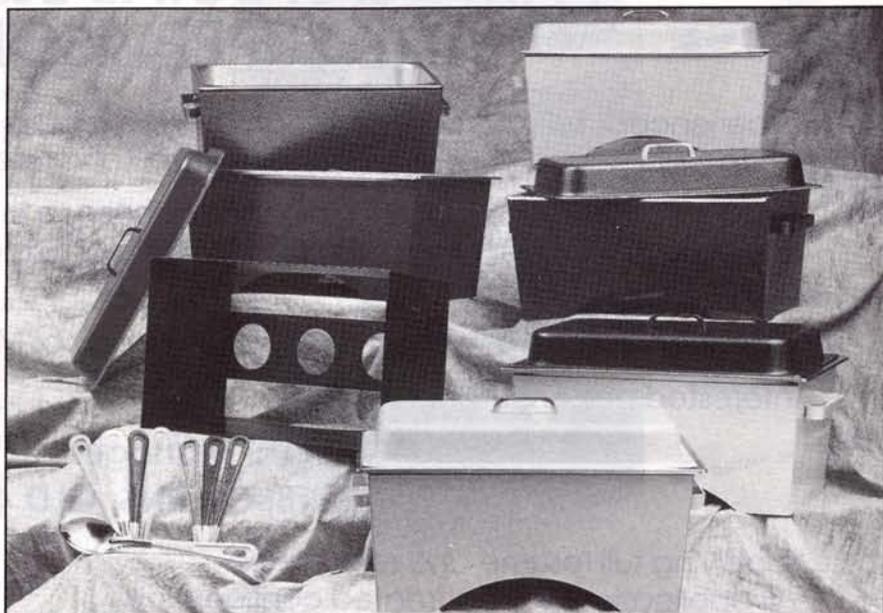
Dine-Aglow Australia have announced a new standard for chafing dishes. Known as "the Heater", Dine-Aglow's portable food warmer has been specially designed to take advantage of new safe CanWik liquid fuel cartridges.

"The Heater" is made from heavy-duty rolled steel which has been epoxy-polyester coated. This means that "the Heater" is robust, sturdy and corrosion resistant, so that it will not show finger marks, stays firm and steady on the buffet table and always looks clean and appetising. It is also completely dishwasher-safe, making it even easier to keep clean.

The all-welded frame makes "the Heater" easily stackable so that transport and storage is easy and takes up very little of your precious space.

The fuel holders are designed to allow easy variation of the heat and to keep the fuel cans away from the table, which means that your table cloths stay clean.

"The Heater" is fully enclosed



"The Heater", a selection of Dine-Aglow's new range of portable food warmer dishes, using the new safe CanWik liquid fuel cartridges.

and virtually wind-proof. This makes outdoor catering easy and efficient because the food is kept at serving temperature and staff can concentrate on pleasing clients instead of worrying about keeping fuel alight.

Other benefits of "the Heater"'s fully enclosed frame are safety and economy. The flame is protected so that there is very little heat loss and no danger of serviettes, table cloths or customers' clothing coming into contact with the flame.

CanWik fuel for "the Heater" is available in 4 or 6 hour cans so that you can be sure that your client's food will be kept hot for the duration of the function and their staff can be usefully employed elsewhere. CanWik is non-toxic and safe. It also burns cleanly, with no soot or smell, so that your steam pans are really easy to clean and your clients will be able to enjoy fully the unpoluted aroma of their food.

"The Heater" is available in seven decorator colours — ivory, peach, Miami blue, red, black, silver vein

and copper vein, with mixing or matching dome covers to suit every decor.



ALAN SLADE

For more information contact:

Alan Slade at Dine-Glow Australia
11 Salisbury Street

Botany, NSW 2019

Phone: (02) 666 4597.

Fax: (02) 666 3326.

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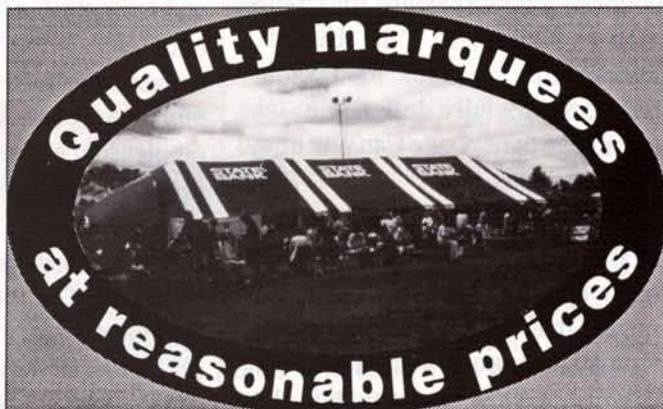
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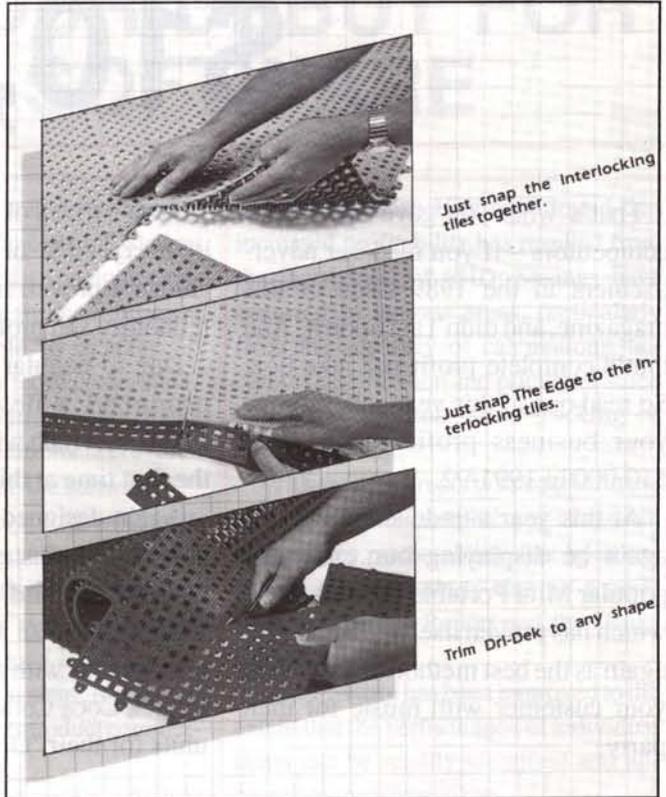
DRI-DEK provides two benefits in one floor covering — protection against wet floors plus stress relief.

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That's what you gave up to your competitors – if you read our advertisement in the 1989 issue of this magazine, and didn't act upon it. And that's complete profit per juke box. So read our ad this year and improve your business profits by at least \$10,000 in 1991/92.

At this year's trade show we will again be displaying our extremely popular Mini Portable CD Juke Box, which has proven itself over and over again as the best method of supplying your customer with music for their party.

With owners of our juke box now in every state of Australia, it has gained a proven track record for its reliability and profitability.

Due to popular demand we have produced a new 50s style CD Jukebox, which will be displayed for the first time at this year's Expo.

Again designed especially for the party hire industry, it can be easily transported and set up. Its light weight and size make it very cost effective, as with all of our products. In fact, Coca Cola purchased several units for their 'Orange Thing' Fanta

competition, which was aired by all of Sydney's leading radio stations. Our product was chosen because they were so impressed with the 50s style, 90s technology and the comparatively low unit price.

Looking forward to seeing you all at this year's National Hire Expo.

For more information contact:

David or Turgay

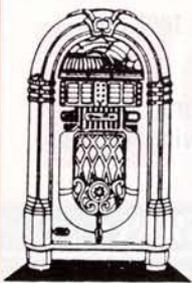
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SOLUTION TO CLIMATE CONTROL

The portable heating, cooling and ventilation market has always been an area that General Equipment Hire and Party Hire companies have needed to be involved in, but determining the level of involvement has always presented a problem.

Equipment of this type is very seasonal and demand is obviously associated to climatic condition. When the conditions are right, demand is high, but it may only last for a period of days or weeks.

These are not factors that convince hire companies to invest heavily.

Berwick Climate Control has a comprehensive range of portable air control equipment that is not only available for sale, but is also available for sub-hire to hire companies at specially reduced hiring rates.

Equipment available includes air and radiant heaters; pedestal fans; man coolers; portable evaporative coolers; large evaporative coolers and dehumidifiers. Currently being designed is a portable exhaust fan for ventilating and removing hot, dead air from marquees.

The sub-hire system is designed to offer hire companies good quality products at very special rates to assist them in times of high demand or for those unusual application requirements that always occur.

This equipment is of course also available for sale, but in these current times when capital investment is being closely monitored, a workable alternative may be worth considering.

For further information please contact Tanya Gettins or Chris Booth at Berwick Climate Control, 2 Lonsdale Street, Dandenong, Victoria. Tel: (03) 791 4655. Fax: (03) 794 6773.

DARLING HARBOUR DEBUT FOR PARTY HIRE SOFTWARE

THE launch of a new software package from Sydney software company, Abaco solutions, will take place at the National Hire Expo, at Darling Harbour on the 22nd and 23rd August 1991.

The product is PHD, a computer software package that has been developed specifically for party hire specialists, taking full account of the unique requirements of this sector of the hire industry.

PHD is the result of a joint development project between Abaco Solutions and Stewart Barlen Hire of Canberra.

Abaco Solutions is a computer software house specialising in reservations and bookings related applications. Founded in the ACT in 1984, the company moved its base to Sydney in 1987. Abaco will utilise their existing national support service, based at their Penrith office, for PHD customer support. They provide a comprehensive range of services for their packaged products, as well as system analysis, computer consultancy and custom programming for clients with special needs.

Stewart Barlen Hire has been the leading party hire company in the ACT since commencing operations in 1963. With their business continually growing and

with regular expansion into new areas of hire business, the directors of Stewart Barlen Hire decided that a computer system was required, one that had sufficient flexibility to be able to manage all aspects of their many faceted operation.

Being unable to find a suitable existing package, Abaco Solutions were then commissioned to write the software.

Although ostensibly a new product, PHD has been in use at Stewart Barlen Hire since 1989. With the implementation and use of the system being so trouble free, and with total acceptance by the staff of the new system, a decision was made to market the product commercially.

PHD is a multi-user system which is able to run on IBM compatible PCs and a wide variety of mini computers. An initial purchase of a cost-effective 2 or 3 user system, can be upgraded to a 6 or 10 user system with ease, as and when the business expands. Stewart Barlen Hire are currently using a 17 user system.

Easy-of-use is a feature of PHD, with a menu selection structure and built-in help messages. Another feature of particular interest is the system report generator, which allows enthusiastic managers to create their own "ad hoc" reports in whatever format they require.

Stewart Barlen Hire have found that increased profitability has resulted from the installation of PHD. Savings have occurred in various areas, particularly from the accuracy of calculations, accurate identification and pricing of stock items and the consistent tracking of amounts owing.

With the many reports selectable at the press of a button, a tightening of control and greater predictability has been experienced, particularly due to reports such as Overdue Report and the Usage Report.

Stock control has been improved to the extent that the performance of individual items can be readily identified and appropriate measures taken.

With the growth of their business into such areas as exhibition hire, long-term furniture hire and "try-before-you-buy" health equipment hire, PHD has been designed in such a way that it is capable of handling the diverse requirements of each of these specialist areas, as well as their mainstream party and catering hire business. Whatever new directions the future holds for Stewart Barlen Hire, PHD will certainly be there.

The PHD software will be demonstrated on stand 5-165 at the Hirexpo.

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JOHNSON & JOHNSON COMMERCIAL PRODUCTS DIVISION. NSW (02) 438 6712, VIC (03) 763 0088, QLD (07) 368 1900, SA (08) 353 9605, WA (09) 368 2379, AUCKLAND NZ 267 7660

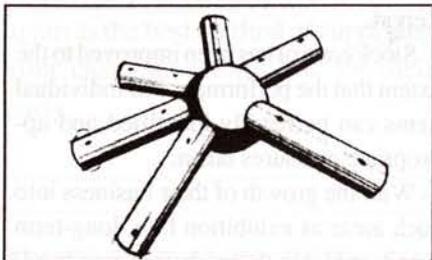
GOODTIME PRESENTS RAINIER

Goodtime Marketing is proud to be the Australasian distributors for Rainier Framed Tents, which is an American Company established in 1896.

Rainier Tents has developed a superb range of free span framed tents in 3, 6, 9 and 12-metre spans. There has never been a free span 12 metre structure in Australia at such reasonable price.

THE TWIN TUBE: The heart of the Rainier Tent is the twin tube. There has always been a missing structural component between the typical small frame and the large building frame using massive rectangular aluminium tubing. Critical to the design of the Twin Tube was the concept of upward compatibility with all the fittings for standard event tents.

With the Twin Tube, you can build a 12-metre tent frame using the exact same



fittings which are now used to build a 6-metre or 9-metre frame. In addition, the installation time is vastly reduced. A 12-metre frame will go up with the ease of a 6-metre frame. Installation labour can be cut by more than 50% on the 12-metre tents.

THE REST OF TWIN TUBE

It was designed to be the best frame supported canopy on the market. Using the highest quality raw materials with the latest technology in fittings and hardware, the craftsmen developed the most important advancement in today's event tent industry.

The hub of the system is the crown fittings which form around a non-distorting hub, shaped like a cap. This hub allows a full circumferential weld at the connection of each "spoke". The top of the crown is perfectly smooth to prevent any chance of snagging during installation.

The frame is designed to be extremely durable while at the same time it is elegant and simple. The Twin Tube makes the Rainier Tent look modern and clean.

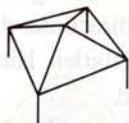
The Canopy has some important ad-

vancements. All reinforcements are polyester coated mesh. This provides excellent abrasion resistance while allowing the canopy to dry thoroughly and quickly for immediate storage. There are no layered pockets which can trap moisture. Mildew and other stain problems do not have a place to develop. The fabric is 0.5kg vinyl laminated polyester, designed to greatly outlast the lighter weight fabrics used by most other manufacturers. The finish is smooth on both sides which facilitates easy cleaning. The material has an attractive lustre with rich, vibrant colours. Standard colours are white, blue, red, yellow, green and blackout white.

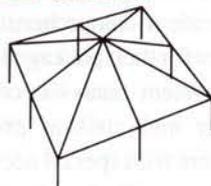
The use of cadmium plated tourniquet buckles on a 2.5cm wide web assembly to secure the canopy to the frame. They provide a strong fastening action combined with the ability for instant release. These buckles are designed to handle continuous loads and wind vibration.

For further information contact:
 Goodtime Exhibition and Marketing
 168 Pacific Highway
 Coffs Harbour, NSW 2450
 Phone and Fax (066) 51 1022

INTRODUCING THE REVOLUTIONARY NEW FREE SPAN TENT STRUCTURE



6m x 6m
TWIN TUBE Frame



12m x 12m
TWIN TUBE Frame



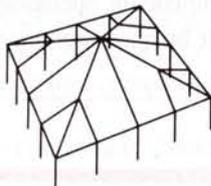
6m
Conventional Frame

ANODIZED STRUCTURAL ALUMINIUM TUBING

TWIN TUBE is the structurally engineered frame tent component that will decrease your assembly time and increase your profits. The advantages are limitless.

- From 3m to 12m Free Span
- Reduce number of parts by 50%
- Simplify your inventory
- Accepts most standard canopies.

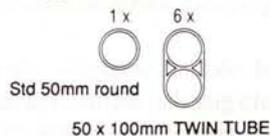
Simplify your system by using Rainier Twin Tube and Rainier quality canopy tops. "Finally, an attractive frame system that is easy to install and built to last." Call or write for additional information to Australian Agents -



12m
Conventional Frame



Strength Comparisons:



COLOUR CO-ORDINATED CATERING

Green for St Patrick's Day... red white and blue for the fourth of July...green and gold for Australia Day.

Johnson & Johnson call it "colour co-ordinated catering" or catering for the occasion, and make it simple with the Perflex disposable table cloth range.

There are now eleven Perflex colours including new light blue which was released last year.

The range is a decade old and during that time has made its mark across the catering spectrum, from RSL clubs to five-star island resorts.

"We see Perflex as a supplement to linen," said Johnson & Johnson Market Development Manager, Andrew Riches.

"They can create this atmosphere with minimum effort and expense, yet with no loss of quality in presentation."

The time-saving factor is the other big plus for Perflex in an increasingly frenetic age.

According to Johnson & Johnson it only takes about half the time to lay out a large function using Perflex instead of linen.

"We are constantly receiving feedback from Perflex users about the time saving they are achieving," said Mr Riches.

"Perflex really comes into its own when larger tables are being used or when tables are being grouped together."

"It is simply a case of rolling out the amount required and cutting it off."

Perflex is also ideal for outdoor catering where disposability is a big factor.

It is highly absorbent, does not tear when liquid is spilled, and most importantly, is colour-fast.

THE END OF AN ERA PROVIDES NEW PRODUCTS FOR HIRERS

Recently the Bullen Family of Warragamba, NSW, closed their lion park which brought to an end their involvement in this area.

However, this will now provide event and party hirers access to equipment on a great sub-hire basis, as the Bullen family does not wish to enter the event or party hire industry, but is eager for the industry to make use of their equipment where a need arises.

We at G.L. Distributors Pty Ltd saw the advantages this equipment could provide hirers when the Camden Show Ball Committee used Bullen's largest marquee to seat, under cover, 2000 people with space left for a dance floor and band.

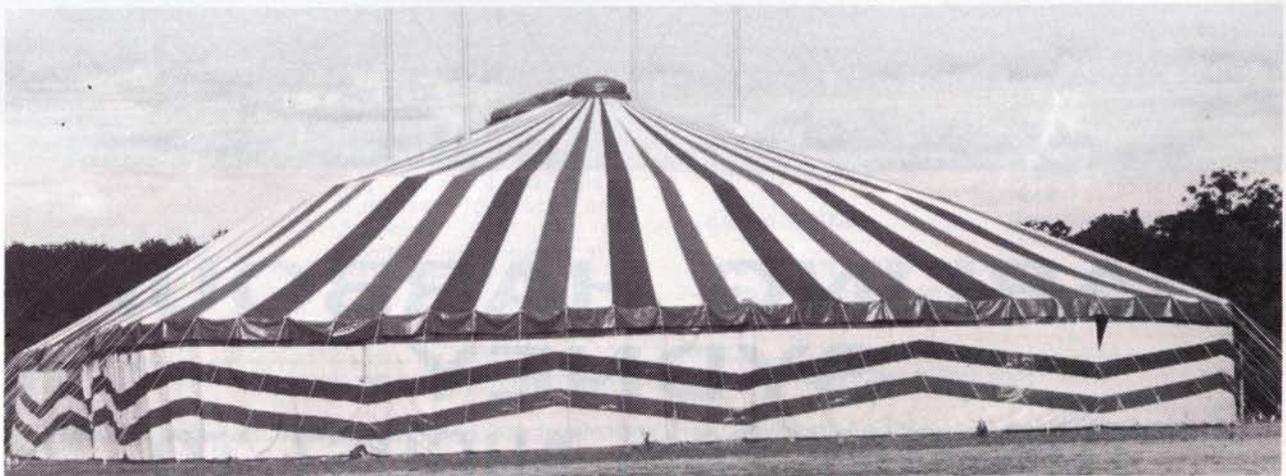
Equipment like this is not readily available to sub-hirers, and when you consider this is only one of ten large marquees available, with stage seating for 2000 people and specialist lighting, it would pay all hirers to keep G.L. Distributors in mind when need for this equipment arises.

Please remember that G.L. Distributors Pty Ltd will only supply hirers, not the public.

For more information phone Gary Liversedge on (02) 606 9377.

NEED A HOME FOR 2000 PEOPLE?

Here it is!



G.L. Distributors Pty. Ltd. are proud to offer event and party hirers all over Australia the Bullen Family Equipment for those special events where utilisation of their equipment will fill specific needs at great rates for sub-hirers.

PHONE OR FAX GARY LIVERSEDGE FOR MORE DETAILS

TELEPHONE (02) 606 9377

FAX (02) 606 0932



20th INTERNATIONAL HIRE CONVENTION AND EQUIPMENT EXHIBITION



DARLING HARBOUR SYDNEY

**TUESDAY 20th AUGUST TO
FRIDAY 23rd AUGUST
1991**



**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!

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		10.45am – 12.00pm	Seminar continues with Key Note Speaker Will Buttrose "Hiring into the Year of 2000"
Delegates arrive into Sydney	Registration	12.00pm – 2.00pm	Luncheon will be served in the Exhibition Hall 2
11.00pm – 4.00pm	Optional golf and tennis will be arranged for interested parties / Association Meeting Time HA + EWPA	12.00pm – 7.30pm	Exhibition in Exhibition Hall 2 (Snacks will be available at the kiosk)
1.00pm – 6.00pm	Earlybirds and Overseas Visitors Cocktail Party The Venue: Sydney Tower Sky Lounge in Centrepoint	8.00pm	Delegates can enjoy an optional "dine around" of Sydney's amazing restaurants or an optional Harbour Cruise for Overseas visitors.
6.30pm – 8.30pm			
WEDNESDAY 21 AUGUST		FRIDAY 23 AUGUST	
8.00am – 4.00pm	Registration	08.00am – 1.30am	Exhibition in Exhibition Hall 2 (Snacks will be available at the kiosk)
9.30am	First departure Party and General Yard Tour	11.45am – 1.30pm	Luncheon will be served in the Exhibition Hall
10.00am	Second departure General Yard Tour	2.00pm – 3.15pm	Seminar commences in the Harbourside Room.
1.00pm	Lunch – all coaches meet at same location for lunch	3.15pm – 3.45pm	Speaker Greg Newton
5.00pm	Return to hotel	3.45pm – 5.00pm	Afternoon refreshments in the pre-meeting area
6.30pm – 9.30pm	Welcome Cocktail Evening	5.00pm	Seminar continues Key Note Speaker James Strong, "Success through Service"
THURSDAY 22 AUGUST		6.45pm – 7.30pm	Meeting concludes
8.00am – 9.30am	Registration at the Convention Centre	8.00pm – 1.00am	Official Cocktails. Pymont Room
9.00am – 10.15am	Official Opening followed by seminar in the Harbourside Room. (entrance from main auditorium foyer)		Gala Dinner. Sydney Convention Centre.
	Key Note Speaker Ita Buttrose "Secrets of Success"		
10.15am – 10.45am	Morning refreshments in the pre-meeting area		

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 []

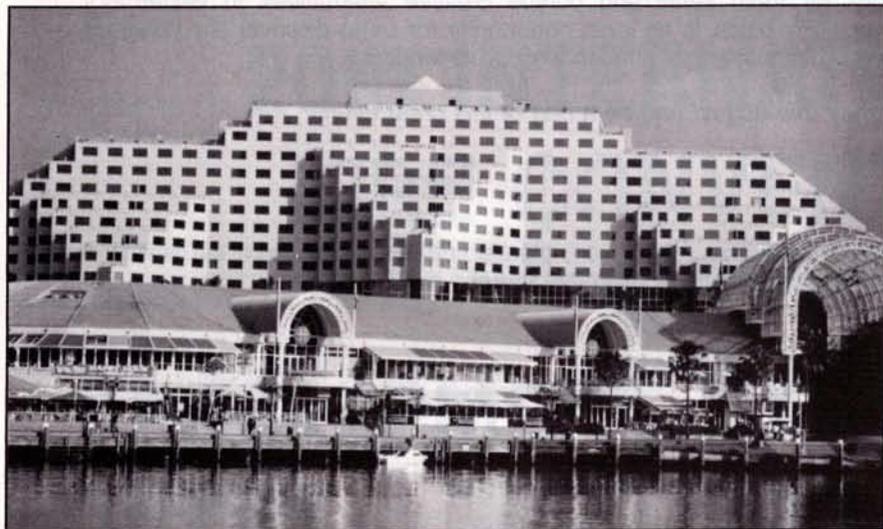
Return this notice to: The Secretariat, Kuoni Travel Pty Limited, 5th Floor, 39 York Street, SYDNEY NSW 2000.

Or contact Catherine Ross/Sharon Bain on: Telephone: (612) 290 2273
(612) 290 2577



Licence No. 2TA001143

NOVOTEL TO SET STANDARD FOR SYDNEY WITH SUPERIOR SERVICE



SYDNEY: At last a hotel which will offer guests whether travelling for business or for pleasure, alone or with their families – superior service with four-star accommodation and excellent views in the heart of Sydney's entertainment, leisure and convention precinct.

The 530-room Novotel Sydney at Darling Harbour is the first of a mid-scale chain of hotels to open in Sydney and welcomes the business traveller, tourist and family alike with services tailored to meet guests' individual needs at an affordable price.

"At Novotel we aim to be a little like home. Our philosophy is to provide a service which enables our guests to combine independence with superior care," said Koos Klein, General Manager – Novotel Sydney on Darling Harbour.

"A personal welcome is the first key to Novotel's attractiveness. The second is our friendly, down-to-earth Sydney style of service, which guarantees all our guests quality attention without stuffiness," he explained.

Novotel has a range of special services designed to meet the needs of the business, recreation and family markets at rates lower than the majority of its competitors.

For example, a purpose-built Business Centre located on the Lobby level of the hotel provides business guests with word processing and facsimile services, as well as fully trained secretarial staff who speak a range of languages. And Novotel's conference room is ideal for training meetings, with natural light and full black-out curtains for audio visual.

For the recreation-seeking guests, Novotel offers services within the hotel such as an outdoor swimming pool and an all-weather synthetic grass, nightlit tennis court which operate year-round, and a private gymnasium furnished with a range of modern equipment and sauna.

The hotel's location right on the monorail means guests are within minutes of most of Sydney's leading tourist attractions. And a regular scheduled ferry service between Darling Harbour and Circular Quay provides guests with an easy access to the city's major theatres and cinema complexes.

Families are particularly well catered for by Novotel, with a unique plan which offers free accommodation and breakfast for children under 16 years sharing with their parents (maximum two per room).

"We want to encourage families to come and stay at Novotel. I'm confident our friendly staff, together with the ser-

vices the hotel offers – such as the complimentary baby cot and 24-hour room service – will ensure they are very comfortable," said Klein.

"To ensure premium service for our guests, Novotel has made staff training a number one priority. We are committed to giving recruiting, career development, training and incentive initiatives a resolutely Australian character.

"Personnel learn both management techniques and the importance of quality at every level, beginning with a warm welcome. Reception is particularly important for this concept, where guests can obtain most services – such as express check-in and check-out – using automated systems," he explained.

Other services offered by Novotel include free car park and coach parking, direct dial IDD/STD telephone and foreign exchange, laundry and dry cleaning. A personal facsimile service is available in all rooms on request.

The Novotel style of service is complemented by an all-day dining restaurant, Baudin's, which combines the best French provincial cuisine with international and Australian dishes and offers panoramic views of Sydney's Harbour.

The hotel's lounge bar, La Terrasse, features both inside and outside areas and also boasts breathtaking views.

"All our rooms are graded by size and view and all feature remote control TV and AM/FM radio, in-house video movies, individually controlled air conditioning, bath and shower, hairdryer, tea and coffee making facilities and an electronic card key locking system. Attractive weekend packages are available year-round," added Klein.

"We have the best to offer in service, entertainment and leisure. Novotel will be the first hotel in Sydney to provide a five-star standard of service at affordable rates."

NOVOTEL – YOUR SYDNEY ACCOMMODATION

**NEW! GREAT LOCATION!
GREAT VIEWS! GREAT VALUE!**

LOCATION

- Only Hotel offering new views of Sydney harbour and skyline
- Some views to west and Blue Mountains
- Opposite Harbourside Festival Market-place, Darling Harbour
- Adjacent to Sydney Convention and Exhibition Centre
- Ideal for convention guests and corporate clients
- Surrounded by a multitude of tourist attractions
- Monorail connection to CBD

ACCOMMODATION

- 530 rooms (including 24 suites)
- Rooms are graded by size and view (categories from Standard to Pent-house)
- Electronic card key locking system
- Direct dial IDD/STD telephone
- Remote control television and AM/FM radio
- In-house video movies
- Individually controlled air conditioning

- Tea and coffee making facilities
- Minibar and refrigerator
- Hairdryer
- Bath and shower
- Personal facsimile available in all rooms on request
- Unique family plan – children under 16 years sharing with parents receive accommodation and breakfast free (maximum 2 per room)

BUSINESS SERVICES

- Business Centre on Lobby level
- Word Processing and Facsimile
- Trained staff (foreign language capability, including French, German, Dutch, Japanese and Chinese)
- Meeting rooms for up to six people
- Full Secretarial Services

CONFERENCE ROOM

- 212 sq.m. function room able to accommodate 200 guests for a reception. Ideal for training meetings, natural light, full black out curtains. Outside terrace for morning and after-

noon cocktails with a difference. Larger meetings accommodated in conjunction with the Sydney Convention Centre adjacent to the hotel.

HOTEL DINING

- Baudin's – all day dining restaurant with terrace and panoramic views. French provincial, Australian and international cuisine, all with a French flair.

FRIENDLY NOVOTEL SERVICE AND FACILITIES

- 24 hour room service
- Express check in and check out
- Car parking
- Coach parking
- Car rental service
- Safe deposit boxes
- Laundry/dry cleaning
- Foreign exchange
- Swimming pool and bar
- Tennis court with night lighting and synthetic grass
- Gymnasium with sauna
- Check out time 11.00am
- Check in time 1pm

OTHER ATTRACTIONS NEAR NOVOTEL SYDNEY

- CBD – fast Monorail service or short walk
- The Sydney Aquarium
- Maritime Museum
- Powerhouse Museum (200 metres)
- China Town
- Entertainment Centre
- Ferry wharf
- Queen Victoria Building and Town Hall (700 metres)
- The Opera House
- The Rocks
- The Harbour Bridge



A Novotel Sydney standard twin room (double bed)

AUSTOFT-TUTTS JOIN FORCES

Austoft Industries Ltd are pleased to announce that Tutts, a Division of Bowater Tutt Industries, have accepted the Austoft range of construction machinery into their Australia-wide distribution network.

The machinery, including Trenchers, Road Rollers and Dumpers, will be badged Mustang to compliment the already successful Mustang Skid Steer Loader which has been in the hands of Tutts for many years.

Austoft are looking forward to this new relationship as the reputation of Tutts for after sale service and spare parts back-up is second to none in the construction equipment field.

The Mustang range of equipment, both imported and Australian manufactured, has been well accepted for performance and reliability.

The trenching equipment is designed and manufactured in Bundaberg, with the Road Rollers and Dumpers being manufactured in the U.K. by Benford, one of the Austoft sister companies and all to be badged Mustang.

Benford have been manufacturing and supplying rollers, dumpers and other construction equipment to their own domestic market plus substantial quantities for export to various overseas markets for more than 20 years.

Since the introduction of their construction equipment, Benford have built up a reputation, second to none, for reliability of products and a first class after sales service.

Austoft/Mustang intend to carry on this well established tradition.

The Mustang Vibration Road Roller



range includes Single and Double Drum in walk behind, Mobile-Breaker-Roller derivatives, with roller width ranging from 650-760mm and operating weight range from 390-960kg.

The Ride-on Tandem Rollers have articulating chassis with a roller width range from 750-1300mm and operating weight from 1380-3500kg.

The Mustang rollers all have hydrostatic drives, a system which requires fewer component parts and a transmission that readily provides infinitely variable travel speed and an instantly responsive form of "Deadmans Handle" feature, which have made the rollers very popular.

The very popular Dumpers are available in either two wheel drive or four wheel drive.

The 2WD comes in four models ranging from 6.7kW up to 16.1kW using the reliable and popular Lister/Petter engine. Skip payload capacities ranging from 1000kg to 2000kg.

The 4WD comes in six models, ranging from 17.4kW up to 57.7kW, again

using the Lister/ Petter engine with skip capacities from 2000kg to 6000kg.

The new Trencher is called a Mustang TR20 and is powered by a 23kW diesel engine, fully hydraulic, four wheel drive ride-on machine.

As with all Austoft trenching machines, the operator's work station is ergonomically arranged allowing 90 degrees rotation of the seat and console, giving the operator total all-round vision while trenching, thus reducing operator fatigue.

Optional extras for this multi-functional machine are blade mounted under road borer complete with water pressure pump, front mounted backhoe with two control levers providing all movements of the backhoe.

The final main option is a vibratory plough unit with reel carrier which replaces the trenching attachment when required.

This new machine has been under evaluation with Telecom Australia and has performed well in all conditions.

Following the evaluation period Telecom ordered a further 11 units which have now been delivered and are working around Australia.

The introduction of the Mustang Road Rollers and Dumpers is only the beginning.

Austoft intend to introduce other equipment into Australia over the next few years which will enhance their current market share of construction equipment.

The long-term goal of the Austoft team is to obtain a market share with enough volume to enable all of this equipment to be manufactured in Australia.

SAFE USE OF LADDERS

From page 77

(6) Stand extension ladders against the wall using the 4:1 rule (for every four feet of ladder height, stand the ladder one foot from base of wall).
NOTE: The Mote Kennett Ladder is designed so that when the ladder is placed correctly, the feet are flat on the ground and the D-Rung is

horizontal to the ground.

- (7) Ensure that extension ladder clutch is locked onto a rung.
- (8) Never climb the back of a step ladder.
- (9) Do not overload the ladder, considering your weight and weight of tools.
- (10) Keep body centred on ladder and do not overreach.
- (11) Never stand on the top two treads or rungs of a ladder.

E. Look for INFERIOR MATERIALS

OR DEFECTIVE CONSTRUCTION in the manufacture of the ladder you purchase. Only purchase ladders which enjoy a reputation or recommendation for strong, durable consistent quality in their manufacture.

G. LOOK FOR THE MOTE KENNETT BRAND AS THE ULTIMATE GUIDE TO THE SELECTION OF SAFE LADDER PRODUCTS.

INSTANT ZIP-UP SL26 SPEED LEVEL IRONS OUT UNEVEN GROUND

The unique SL26 Speed Level is a rugged four wheel drive access machine which copes easily with uneven ground and slopes such as kerbs, rough building sites, etc.

The platform is quickly levelled for safe access to the work face, regardless of terrain.

Working height is up to 9.75 metres.

In its 'folded down' mode, this versatile unit is able to pass through low height areas for easy mobility.

For detailed information on this or any of the mechanical access range of vertical, scissor lift, boom lift or scaffolding towers, phone Instant Zip-Up on (02) 439 6200.



CAST-IRON RELIABILITY

AETCO, the Kohler engine distributor for Australia, recently announced the release of a new 8hp air cooled engine on the Australian market. The release followed a study carried out by AETCO which showed the need for a heavy duty long life engine, fitted with a direct mounted PTO side speed reducer.

The recoil start 8hp horizontal shaft engine, is now available with a 6-1 speed reducer as an option. A major benefit of the new engine is that the speed reducer is mounted on the crankcase and driven by the engine crankshaft, therefore full engine power is available from the gearbox output shaft.

The engine has already found ready use in those applications where it is necessary to avoid using V-belt drives, and particularly where space is a limiting factor.

The engine, which carries a 2-year warranty, incorporates all the heavy duty features of Kohler engines, including:



- cast-iron construction
- electronic ignition
- dual element air cleaner
- extended oil fill tube
- large volume fuel tank

The engine is distributed by AETCO branches in each capital city and through a network of dealers in each state, from whom further details can be obtained.

INDUSTRIAL INSTANT FLEXIBLE HEAT

Industrial heating means keeping people warm to maintain productivity. The Jetfire Industrial Portable LP Gas Heater provides on the spot heat instantly without waste and at a very economical running cost. Wheel into position and switch on to provide safe, controllable heat when and where needed.

The Jetfire Heaters are extremely efficient, robust, secure, highly manoeuvrable and deliver heating rated from 25,000 to 360,000 BTU

per hour with air flow ranging from 700 cubic metres per hour to 8000 cubic metres per hour.

The Jetfire Heaters are ideal for the hire and rental market due to the enormous range of industries in which they can be used, such as warehouses, workshops, garages, factories, exhibition buildings, sport stadiums, bus or airport terminals, hatcheries, piggeries, greenhouses etc.

The Jetfire Heater can also be used

as a drier in the agricultural industry for dehydration of products, in the building industry to reduce the drying time of plaster, concrete, walls and floor coverings, and in the crash repair industry for curing of paint after spraying.

The Jetfire Heaters are manufactured in Albury, New South Wales, by Spitwater Australia Pty Ltd and they can be purchased in all states of Australia from any Spitwater distributor.

NEW 17 TONNE/METRE FERRARI CRANE

A.T.E., the sole exclusive distributor for Ferrari Truck Loading Cranes, have announced detail on their new 17 tonne/metre truck loader.

The crane is available in 5 different versions with variable hydraulic boom extensions from 3.6m to 15.83m.

The 177 Series comes with optional double and triple hydraulic extensions, and double and triple fly jib options for precision vertical applications such as tank installation, high

rise building construction and roofing/truss placement.

The crane also has an optional short inner and outer boom arrangement for compact stowing and short reach heavy lift work such as waste water products and concrete pipes and tanks.

All 177 Series cranes incorporate hydraulic laterally extendible stabilisers with tilt legs as standards. All hydraulic cylinders are equipped with load hold check valves, and a

new control rod system has been incorporated to provide excellent feathering of hydraulic functions for precision work.

This new series crane compliments the highly successful 147 Series used throughout Australia and the larger 19 and 25 tonne/metre units used for heavy construction work.

Further information is available from Australics Transport Equipment, Branches and Authorised Dealers in all States.

CEMTOOL – UNEQUALLED EXPERTISE

Cemtool (NSW) Pty Limited has been established since 1962 and is known for its quality in the hire industry field. Cemtool has no equal in its technological expertise on the building and contracting equipment that they manufacture. All are well proven products which are widely accepted by the hire industry.

On show this year at the Expo we will be exhibiting the best selling Bricksaw on the market our ever popular Cemtool Trowel Machine, Vibrators, Pumps, Power Units, Concrete Saws, Plate Compactors.

The Cemtool Organisation backs our all sales of equipment with a comprehensive range of spare parts

and after sales service.

For further information on any of these products, visit our stand at the Hire Expo, or contact our office:

Cemtool (NSW) Pty Limited
150 Long Street,
Smithfield NSW 2164
Phone: (02) 609 7555.
Fax: (02) 604 3441

THE VICTA-CUSHMAN/RYAN TURF CARE PROGRAMME

Continued growth in the contract lawncare business and a growing awareness in the general public relating to aerating, scarifying, dethatching and overseeding techniques to dramatically improve the appearance and health of turf areas, has resulted in a bumper year for Victa as Australasian distributors of the Cushman/Ryan range of professional Turf-care equipment.

Techniques such as aerating, scarifying, dethatching and overseeding have been employed by professional green keepers for years in the maintenance, preparation and renovation of playing fields, bowling greens, golf courses and garden parks. The major benefits of these practices include:

Relief of soil pressure in compacted

areas, allowing deeper and stronger root formation.

Improved accessibility for water, air and nutrients.

Increased hardiness of grassed areas to disease, infection and during periods of harsh weather conditions.

Reduce lateral root growth (i.e. thatching) and a marked improvement in the overall appearance of turf areas.

Improved density and traffic tolerance.

The Ryan professional Turfcare range is compete with everything from Sod-Cutters, Aerators, Scarifiers and Overseeders to suit every possible application.

Ruggedly constructed and designed for maximum reliability and ease of

maintenance, the Ryan turfcare range is available now from your Victa branch and includes the Ryan Ren-o-Thin Dethatcher; Lawncare IV and 28 Aerators; Mataway Dethatcher; Mataway Overseeder; Junior and Heavy Duty Sod Cutters.

Look for us at the Hireexpo 1991 Darling Harbour, 22nd and 23rd August, or contact any of our sales offices throughout Australia and New Zealand.

NSW (02) 789 8555

Vic (03) 318 2111

Qld (07) 848 5171

SA (08) 375 0300

WA (09) 444 5055

Tas (002) 34 7722

New Zealand (9) 39 9747.



Lawnaire IV



Ren-O-Thin

DIATEC – AT YOUR SERVICE

Hire companies and the construction industry have come to rely on Diatec Tools for quality, performance, service and price.

Diatec Diamond Tools are a privately owned Australian manufacturer of Diamond saw blades, bricksaws, tilesaws, concrete saws and diamond drills. Diatec supplies its producers to the industry through its branches in Queensland, New south Wales, Victoria and South Australia and through distributorship in Western Australia, Northern Territory and Tasmania.

According to Paul Freer, its managing

director, Diatec is the "Little Aussie Battler" who has taken on larger competitors and multi-nationals by supplying quality products at realistic prices.

Paul says the decision was taken eighteen months ago that Diatec would not be drawn into inflating prices to make a profit in the hard economic climate or conversely cutting prices (and quality) to gain a market share.

"I felt that our existing and potential clients were entitled to a stable price structure and that they were entitled to receive value for their dollar by supplying them with top quality service and

advise from some of the most experienced diamond tool personnel this country has to offer.

Diatec Diamond Tools – an all Australian Manufacturer – at your service at any time.

Queensland Branch: (07) 204 5701.

(018) 758 699

New South Wales: (2) 981 1181.

(018) 286 290. (008) 226 160.

Victoria: (03) 576 9288. (018) 252 795.

South Australia: (08) 43 3233

(018) 824 564.

NEW "A-SERIES" PAVING BREAKERS FROM INGERSOLL-RAND

Ingersoll-Rand have just released the new "A Series" Paving Breakers. New metallurgy and manufacturing techniques have enabled us to produce an extremely reliable, productive easy to maintain tool.

Top of the range is the PB85AS which weighs in at 40kg for all heavy duty demolition work.

The PB60AS is designed for medium to heavy applications, requiring a 30kg breaker.

General demolition work is covered by the 25kg PB50AS.

The compact PB35AS weighs only 20kg and includes all the features of the larger breakers in a compact package.

A new piece housing assures greater performance through direct energy transfer from piston to the steel. This also means greater reliability by eliminating the need for anvil block, side rods, spring and backhead bolts.

With 30% fewer parts the "A Series" Paving Breaker means less parts need to be stocked and less items to be replaced. Tune-up kits are available that provide an economic way to keep the paving breaker working to its maximum.

Operator comfort is enhanced with contoured handles and cushioned hand grips to reduce fatigue and vibration.

Ingersoll-Rand offer a two-year warranty as testament to the high quality of

our product.

The "A Series" Paving Breakers represent the new technology to achieve greater productivity with a well-designed and easy to maintain product.

For further details contact the nearest Ingersoll-Rand office.

Adelaide (08) 352 6122

Brisbane (07) 277 3511

Hobart (002) 73 2296

Melbourne (03) 794 1611

Perth (09) 277 2211

Townsville (077) 25 1660

Kalgoorlie (090) 93 1647

Mount Isa (077) 43 2566

Sydney (02) 648 5055

SKYGIANT FOR GEELONG

Geelong-based hire company Skylift Rentals has taken delivery of Australia's tallest, fully insulated, articulated/telescopic aerial platform.

The unit, known as an SG 250/31 Skygiant, has a basket floor height of 31 metres, a maximum outreach of 18.2 metres when fully telescoped and a two-man (250 kg) bucket.

Manufactured and fitted in Melbourne by Simon-Abbey Pty Ltd, a division of UK-based Simon Access, the "up and over" unit is mounted on a 6 x 4 White chassis equipped with a sleeper cab.

Its full insulation, which includes a 2.5 metre fibreglass insert in the upper boom, makes the Skygiant suitable for work on live power lines.

Further information:

Bernie Kiekebosch

Simon Abbey, (03) 551 8866 or

Peter Johansson

Skylift Rentals (052) 74 1522 or

Stuart Maxwell-Wright (03) 510 4522



Simon-Abbey's Skygiant at work on the exterior of ASTA Aircraft Services' headquarters at Avalon Airfield in Victoria.

DETCO TRAINING PAYS OFF FOR SCOTT

Service excellence is one of the most important factors in Detroit Engine & Turbine Company's (DETCO) total commitment to the after market care of its product range. This undertaking results in the high standard of service that Detco provides its wide customer base.

Combined with this programme, is the on-going development and training of its workforce to ensure they are able to meet the increased demands of the rapidly changing technology being introduced into the heavy duty engine business.

In keeping with the high technical standards laid down under this programme, Detco each year conducts an apprentice of the year contest. The winner is selected from among 102 Detco apprentices situated around Australia who keenly contest this much sought after in-house award.

Brisbane apprentice, Scott Wightman brought success this year to not only himself, but to the Queensland division of Detco, by being awarded the "National Apprentice of the Year for 1990".

Scott, who is employed at Detco's Brisbane branch which is situated in the suburb of Richlands, is completing the 4th year of his heavy diesel truck mechanic apprenticeship. Besides his skill as a H.D. truck mechanic, Scott is



Mr Malcolm A. Chisholm, Qld State Manager, presenting Scott Wightman with the Detroit Engine & Turbine Company Apprentice of the Year Award.

also one of Queensland's leading trial bike riders, being a former Queensland junior champion and recently was placed 5th in Australia – an outstanding achievement considering Scott was competing against a number of riders whose "full time job" is trials riding.

Scott's success was based on his TAFE College results (straight honours in 1990), his high trade skills and overall attitude to his trade and employer.

Scott's win entitles him to a trip anywhere in Australia to study the latest trends and developments in the H.D. Diesel engine business.

Detroit Engine and Turbine Co. (DETCO) have an Australian wide sales and service network consisting of 19 branches. Detco are the sole Australian and New Zealand distributors of the Detroit and Perkins diesel engine range, plus the Allison automatic transmission.

LINDE INTRODUCES A BRAND NEW REACH TRUCK IN AUSTRALIA

LINDE Lansing has announced the release of an all new Reach Truck model designated the R14.

This new look unit, incorporating the best of industrial and ergonomic design, retains its capacity to 7.1 metres lift height. The retained capacity at 7.7 metres is an impressive 1250 kg.

Des McEvoy, Managing Director of Linde Lansing, says:

"If looks can sell, this machine should quickly become the most popular reach truck in Australia.

"Apart from the newness of design, this new model retains some traditional Lansing benefits, including two pedal control, dual breaking, both mechanical and electric is also retained, together with power steering and a very generous cabin layout."



LINDE R14. Linde sets new standards of modern design and the latest ergonomics. The Linde R14 has a capacity of 1.4 tonnes.

This new model incorporates similar principles of visual design that have been so widely accepted with the Hydrostatic Counterbalance Lift Truck.

Users will find that the high performance of drive and lift speed, the tilting carriage assembly and the overall stability of the unit, will further add to the productivity bonus users achieve from Linde equipment.

No doubt such efficiency goals are needed in the Australian workplace to help us work smarter as outlined in the Prime Minister's March 12 Economic Statement.

Enquiries can be made to each State Office of Linde Lansing Pty Ltd. Telephone: 008 011 120.

WELDING SERVICE STEPPED UP

THE Lincoln Electric Co. I(Aust.) Pty Ltd has stepped up its product backup by adding a number of Field Service Shops to its product support network throughout Australia.

Lincoln nominates companies as service centres and insists that their personnel be trained to a specific level of expertise, by attending service seminars, run regularly at their recently upgraded school at their main plant in Padstow, Sydney.

This means that the customer is guaranteed a high level of workmanship when a welder is repaired for any reason and isn't left to suppliers who may not have the technical abilities or manufacturer's support data.

Whether in Bunbury (WA), Ten-

nant Creek (NT) or Mt Maunganul in New Zealand, shops run by experts make up most of the field service centres on their recently updated list.

The network of competent service personnel travels to maintain run-down machinery on site or works on machines sent in for service.

According to the general service manager of Lincoln Electric Australia, Mr Bob Hannah, there can be no doubt at Lincoln that solid products support leads to further sales down the track when it comes time for a customer to replace equipment.

"You know that you're on the right track when you receive a bouquet and not a brick bat," he said.

The company's encouragement of

Field Service Shop operations is part of a broad policy aimed at maintaining a solid reputation for service, to satisfy existing customers and attract new ones.

This policy encompasses their 3-year LincolnCare warranty which is backed up by a guarantee of parts support for up to 15 years past last manufactured date to ensure a long life of trouble-free service for Lincoln product.

For the location of your nearest Field Service Shop, contact The Lincoln Electric Co. (Aust.) Pty Ltd, 35 Bryant Street, Padstow, NSW 2211. Phone: (02) 772 7222, or a branch in your State.

NEW PACIFIC SUPER PRO

A NEW 1500 psi water blaster has been released by Pacific Pump Company. Called the "Pacific Super Pro" the unit is designed for applications where a lightweight high pressure unit is required.

Pacific claims that the new Super Pro is ideal for cleaning motor vehicles, caravans, boats, driveways, swimming pools or any light industrial or domestic cleaning chore.

The unit operates from cold or hot water up to 50 degrees Centigrade and comes complete with a detergent injector for extra cleaning power. It is lightweight (only 14 kilos) and comes enclosed in a handy "suitcase style" carry pack.

All Pacific Super Pros are provided with 7 metres of power hose, high pressure lance with adjustable nozzle, pistol grip, detergent pick up hose with filter and 3 metres of electric cable. An easy to read and follow operator's instruction book is

provided with each unit.

Pacific offer a range of options including car cleaning brush, a drain cleaner and a sand blaster attachment.

Further information on the new lightweight Super Pro is available from Pacific Company branches in



GARAQUIP OWNS THE STORE

The proposition that the man who runs the store owns the store, is also appropriate for the largest independent merchant of Automotive Tools and Equipment on the Eastern Seaboard, Garaquip Sales & Services Pty Ltd.

Garaquip was founded in 1984 by John Hodson and Bill Childs, who both had extensive careers in the Automotive Industry. It was evident to them that some specialised expertise in automotive equipment was desperately needed by the trade; a trade that up till then, had been mainly serviced by Auto Parts and Accessory houses. They believed that a prospective purchaser of sophisticated engine tuning or wheel service equipment really wanted to talk to someone

who could converse with them – at their own technical level, about the kind of operational and functional features, best suited to their particular needs.

After just ten months of successful trading in NSW, a second branch was opened in Brisbane and then in 1986 a Victorian office came into being.

In 1989 a regional office was established in the western NSW city of Dubbo then shortly afterwards Canberra and Newcastle branches were opened to cater for developing needs.

New branches are proposed for Wollongong and the Riverina in NSW, Townsville in Queensland, Geelong and Bendigo in Victoria, along with state offices for Adelaide and Perth.

Garaquip is renowned for its commitment to keeping their clientele informed. To that end they produce an annual catalogue depicting the great bulk of their wide product range, whilst a monthly mailer keeps customers abreast of specials.

Hire companies have purchased from Garaquip such items as tuning equipment for stationary motors, floor cranes, engine stands, jacks, vacuum cleaners, pressure washers, heaters, welders, spray and lubrication equipment, bench grinders, compressors, battery chargers and a comprehensive range of hand and specialised tools.

GLACIER

AETCO are pleased to announce their appointment as the Glacier distributor for Australia and New Zealand.

Glacier, a division of Turner & Newell manufacture a range of centrifugal oil cleaners which significantly reduce engine maintenance costs.

Today's diesel engines are expected to give better and better performance as a result of which they are more highly stressed and used in increasingly hostile environment.

Detailed studies have shown that engine wear is directly related to lube oil cleanliness.

Abrasion due to contamination of the lubricating oil is now the most significant cause of engine wear. In addition operators demand longer and longer oil change intervals, to reduce maintenance costs and increase availability of their engines and equipment.

Accordingly, Glacier over a number of years have developed a range of centrifugal oil cleaners, which act in addition to the existing cartridge style oil filters fitted to diesel engines. These

centrifugal oil cleaners have the major benefit of

- increasing lube oil intervals by a factor of 2-3
- reduce engine wear by 70% for a given period
- can be fitted in multiples to cater for different size engines
- has only to be cleaned – no replacement parts such as cartridges.

ment parts such as cartridges.

A spokesman for AETCO said that one of the major benefits of the system was that it requires no additional pumps, fans or motors and runs off the existing engine oil run system.

Suitable for engines over 2.5 litres in size and accepted by the world's leading diesel engine manufacturers, the new centrifugal oil cleaners have found ready acceptance by truck fleet operators, ship owners and construction equipment operators.



HONDA MOVES INTO THE RENTAL FAST LANE

A new force is about to make its presence felt in the Hire and Rental industry.

In its first ever large scale Power Equipment planning in Australia, Honda has established a brand new, separate division specifically to accommodate Motorcycles and Power Equipment.

No toe in the water scheme, Honda has invested millions in establishing the new division at Campbellfield in Victoria. It can only mean good news for the rental industry.

Beginning from the ideal position of a clean sheet of paper, and with their traditional meticulous attention to detail, Honda designers have established new offices, new warehouses, and a very sophisticated specialised computer system.

A total of about eighty highly trained personnel will be responsible for the smooth running of the new division.

According to Honda CEO, Mr Nakamura, "Separating the Honda Motorcycle and Power Equipment business from Honda cars was necessary to maximise the benefits of specialisation".

Honda calculates the move will allow for greater specialist attention to each individual product line. It should also mean even more fastidious quality control from the company whose very name is synonymous with quality products.

And through its new streamlined operations Honda also confidently predicts lower overheads and lower operational costs, which it promises will be passed on to the customers in the form of extremely competitive pricing.

To ensure the entire operation runs with clockwork efficiency and that customers experience the absolute maximum in service, Honda has made three key appointments, who between them have years of industry knowledge and experience.

Ross Harman is the OEM Manager. He is the man to see for advice on which particular model is the most appropriate for your need. Darren Bott is the Parts Department Manager in charge of product advice and one of Australia's most rapid Parts Delivery Services. Lastly, Greg Snart is the Service Manager who keeps everything running smoothly, which shouldn't be too demanding, given the excellent new range Honda equipment he'll be dealing with.

Honda's new lines of engines are further evidence of their serious commitment to the Rental Industry. It means whatever the application, the world's most respected engine manufacturer now has an engine perfectly suited to the task.

For example, in the new model line-up of over 36 engines, consider Honda's

new 4-stroke overhead valve GX340 and GX390 general purpose engines. They include such technical advancements as ever greater fuel efficiency, a lighter-pull recoil starter for easy starts every time, a super silent muffler which helps reduce noise levels by 3-4db, and improved vibration-reducing balancer shaft. All in a handy compact design to make light of the heaviest work. Honda petrol range now covers from 2hp to 13hp.

Then there are Honda's Direct Injection Diesel engines. They set the standard for dependable, flexible power with the all-new GD320, GD410 and the GD1250 liquid loaded diesel.

These units combine the well known diesel virtues of durability, economy and reliable power with lower vibration, low operating noise, low exhaust smoke levels, compact design, and start-up ease on a par with the best petrol powered engines. Of course, long term reliability is Honda's trademark.

With such a strong range of indisputably superior products and the all new Motorcycle and Power Equipment division, Honda is poised to become a major player in the Hire and Rental Industry.

Their determination and professionalism will inject a large dose of healthy competition into the industry.

MOTE KENNETT'S GUIDE TO THE SAFE USE OF LADDERS

Harper Davidson Pty Ltd, trading as Mote Kennett Ladders, is committed to producing safe ladder products. Here is a guide to the correct selection and safe use of ladders.

A. Look for the MADE TO AUSTRALIAN STANDARDS statement within a label on a prominent place on the ladder, usually the stile, at eye level for both step and extension ladders.

The appropriate standards for portable ladders in Australia are:

AS1892.1 - 1986 for aluminium ladders.

AS1688 & 1689 - 1974 for timber ladders.

Currently there is not a standard for fibreglass ladders. Mote Kennett use

the aluminium standard as a guide in manufacturing while undertaking an active role in lobbying for the introduction of a separate standard for fibreglass,

B. Look for the MADE IN AUSTRALIA statement within a label on a prominent place on the ladder. Australian benchmarks for safe quality products are often higher than those set for overseas manufactured products.

C. Look for the SUITABLE FOR ELECTRICAL USAGE label on fibreglass and timber ladders. Alternatively seek out the "Danger, do not use where Electrical Hazard Exists" label on aluminium ladders. Only timber and fibreglass ladders

should be used where non-conductivity is required for safe application.

D. Look for the SAFETY RULES for proper use of both extension and step ladders.

E. RULES FOR SAFE USE OF LADDERS

- (1) Never use a damaged ladder.
- (2) Keep ladders clean and dry.
- (3) Read all labels on ladder before climbing.
- (4) Always fully open step ladder and look for spreader bars before climbing.
- (5) Check stability. See that all feet are on firm, level dry ground/floor.

Continued on page 78



Manufacturers of traffic control equipment

- ★ **BARRIER BOARDS — PVC and Timber**
- ★ **BARRIER LEGS**
- ★ **FLASHING LAMPS — Steel and Plastic**
- ★ **TRAFFIC CONES**
- ★ **SIGNS — Roadwork and Safety**
- ★ **PLASTIC SAFETY FENCING and STAR POSTS**
- ★ **SAFETY VESTS, HATS & FLAGS**
- ★ **WARNING TAPE**

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WACKER RANGE AT EXPO

Wacker Australia Pty Limited was established in Melbourne in 1966 and over the last 25 years has become a major supplier of soil and asphalt compaction machines and concrete consolidation equipment.

The Wacker Australian operation not only imports machines from Wacker manufacturing plants in Germany and the USA, but also manufactures selected vibro plates, drive units, flexible shaft vibrators, submersible and trash pumps at its Melbourne production plant.

The Company has sales and service branches in the 5 major Australian States, is represented by Airpower in the Northern Territory and services the Tasmanian market from head office in Melbourne. New machinery are exported to P.N.G. and Fiji.

Wacker Australia has a very com-

prehensive range of compaction, concrete consolidation and pumping equipment, consisting of:

Vibro Plates – From small 84kg plates up to reversible diesel engine plates of 600kg with remote control. 2 new plates, the VPA 90 with petrol engine for superior asphalt compaction and finish and the 293kg reversible plate, DPU 334SR with Robin diesel engine, are now in production.

Vibro Rollers – Walk behind and ride-on models. Single and double drum, smooth and sheepfoot drums. Come and discuss the new RD 880V double drum (925kg), due in Australia by August.

Rammers – 7 models from which to choose – 30kg-105kg – incorporating new low maintenance air filters.

Drive units Robin or Honda engines and 3.7kW.

Flex Shaft Vibrators – 25/40/57 mm diameter with 6m flexible shaft.

Submersible Pumps – Self-priming with capacities of 35000 and 55000 litres/hour.

Trash Pumps – 50mm (2") and 75mm (3") with either Honda petrol or Robin diesel engines. Outstanding performance at realistic prices.

The brand Wacker stands for high quality machines, reliability and back-up service – business components that are available to our customers Australia-wide and components that are especially significant to every company that hires product.

We invite you to visit our display on Stands 127 and 128, and become more aware of our range through discussion and printed material.

WACKER PETROL DRIVEN VIBRO PLATE MODEL VPA-90



STANDARD MODEL EQUIPPED WITH:

Air-cooled single-cylinder 4-stroke Honda petrol engine, model GX140SX; rewind starter; lever choke; dual element, semi-dry type air filter; oil alert system; centrifugal clutch; enclosed V-belt drive; exciter fully enclosed and running on roller bearings; reversible shock absorbing guiding handle fitted with throttle control; enclosed base plate with 4 carrying handles and water sprinkling system kit.

STANDARD ACCESSORIES

Instruction and parts book.

OPTIONAL ACCESSORIES

2-wheel side trolley

TECHNICAL DATA

MACHINE:

Operating weight	85 kg without water
Length	1130 mm with handle
Width	500 mm
Height	760 mm with handle
	540 mm without handle
Base plate dimensions	500 mm wide x 600mm long

ENGINE:

Engine performance	3.7 kW
Engine cubic capacity	144 cm ³
Fuel tank capacity	3.6 litres
Fuel consumption per hour	1 litre

PERFORMANCE

Vibrations per minute	5800
Centrifugal force @ 3600	16.3 kN
Compaction depth	upto 390 mm
Travel speed per minute	up to 22 m self-propelled
Compaction rate per hour	up to 530 m ²

DIESEL DRIVEN REVERSIBLE VIBRO PLATE MODEL DPU 3345 R



STANDARD MODEL EQUIPPED WITH

Air-cooled, single-cylinder, 4-stroke, overhead valve, Robin Diesel engine, Model DY 27D; dry-type air filter; recoil starter; centrifugal clutch; totally enclosed belt drive to dual exciter with variable forward and reverse plate speed control; nodular cast iron base plate sealed to upper mass by flexible plastic apron; shock mounted engine and adjustable guide handle with finger-tip throttle and forward/reverse controls; protective frame around engine with centre lifting eye.

STANDARD ACCESSORIES:

Set of 2 each 75mm wide extension plates to increase base plate width from 440mm to 600mm. Instruction and parts book.

TECHNICAL DATA

MACHINE:

Operating weight	293 kg
Length	1430 mm
Width with standard extension plate set ..	600 mm
Width without standard extension plates	440 mm
Height	900 mm

Base plate dimensions:

with standard 75mm extension plates:	
600mm wide x 900mm long	
without extension plates: 440 mm wide x 900mm long	

ENGINE:

Engine performance	4.0 kW
Engine cubic capacity	265 cm ³
Operating speed	3600 rpm
Fuel tank capacity	3.2 litres
Fuel consumption per hour	0.9 litres

PERFORMANCE:

Vibrations per minute	4150
Centrifugal force	33.5 kN
Compaction depth	up to 700
Travel speed per minute:	
With extension plate set	up to 21 m
self-propelled, forward and reverse	
Without extension plate set	up to 23 m
self-propelled forward and reverse	
Compaction rate per hour	
With extension plate set	up to 760 m ²
Without extension plate set	up to 620 m ²
Climbing ability	up to 40%

CUTTING AND GOUGING SWITCHED IN SECONDS

Changing from plasma cutting to gouging operations on the new SAF Nertazip 535, just released by Liquidarc Pty Ltd, is as simple as changing nozzles.

This makes it convenient for operators to take advantage of plasma gouging technology, which is quicker and quieter than conventional carbon arc gouging.

Swapping between cutting and gouging nozzles on the Nertazip 535 takes only a few seconds and requires no extra tools.

Utilising compressed air, the system is also cleaner, with no need for heavy protective clothing to be worn. SAF units are, part for part, cheaper than most makes.

The 535 offers a gouging depth range from 1.5 to 5mm with control of widths between 5 and 7mm.

One dial on the front console of the Nertazip 535 lets the operator choose the ideal power setting from three overlapping ranges for either cutting or gouging.

The ranges for plasma cutting applications on the unit are 0.5/5mm, 3/12mm and

8/35mm.

The points on which the ranges overlap allow more flexibility into the cutting operation to either reduce the power when quality is a priority or increase power when speed is important.

For instance, the unit will cut 5mm mild steel at 0.6m/min. when set on the 0.5/5mm range, yet cut it at 3.75m/min in the 3/12mm range.

The Nertazip 535 is just as efficient at cutting metal less than a millimetre thick as it is at cutting 35mm plate, light alloy and even copper.

The unit comes complete with air hose, a strong handle set around the waist height (so you don't have to break your back bending to move it), mounted on 300mm diameter free-running wheels and a central lifting "eye" to fit onto a jib or overhead crane.

The footrest and damper skids on the legs complement the comfort and the safety of the handle for transporting while the rear

jumper protects the air filter and can also be used to stow the air hose.

The Nertazip 535 is designed for easy maintenance with comprehensive parts support from Liquidarc.

Its cover can be quickly removed for checking the condition of the components and regular cleaning.

Components are common to all units in the Nertazip range and consumables from Liquidarc are fully compatible for the entire range of SAF compressed air plasma machines.

Liquidarc has a large range of plasma machines with cutting capability up to 150mm.

They have been supplying and servicing SAF units sold in Australia since the introduction of plasma cutting technology here 30 years ago and can still supply spare parts to service many of these.

For further details on the SAF range, contact Liquidarc Pty Ltd, 35 Bryant Street, Padstow, NSW 2211. Ph: (02) 772 7222.

AUXILIARY SWEEPER SIDEBRUSH BOOSTS CLEANING PRODUCTIVITY

An auxiliary sidebrush that sweeps around obstructions and extends a machine's sweeping path, has been introduced by Tennant.

The side brush is designed for the Model 235 Sweeper, a machine that covers up to 6,870 sq m per hour and is especially suited for areas where high manoeuvrability is desired.

With the sidebrush, the sweeper's cleaning path is extended from 1,220mm up to 1,570mm for greater productivity.

The auxiliary sidebrush can clean around pallets, racks, and parked vehicles, plus street and curb levels at the same time. By cleaning around obstructions, it eliminates non-productive hand sweeping.

The sidebrush can move side to side, in and out, and up and down to offer sweeping at multiple levels, in various directions. Two rocker switches, located at the

operator's right knee, control the sidebrush arm. The switches operate electric actuators, which move the hydraulically-driven sidebrush assembly.

The sidebrush assembly retracts upon impact to prevent damage and is easily removed, with no tools re-

quired, in less than five minutes.

With the auxiliary sidebrush, an operator has improved visibility and machine clearance in tight areas, plus a sweeping device that makes the 235 a truly versatile machine.

The 235 has easy to operate controls, rugged steel frame construction, and can pick up light to medium debris while sweeping. A patented filter system ensures virtually 100% dust-free sweeping. Standard with the unit are wrap-around bumper, sidebrush guard, headlights, taillights, hour meter, and multi-level dump.

Options include an overhead guard, rotating light, and soft-sided cab.

The 235 comes with a 2-year, 1250-hour factory warranty on all components except normal wear items. It is available with gas, LP, diesel or battery power.



COMPUTER DESIGNED SUBMERSIBLE

A new S Series 400W submersible pump is available from Pacific Pump Company, which represents a milestone in quality and reliability at an economic price.

Manufactured by the Tsurumi Pump Company Ltd, using (C.A.D.) computer assisted design techniques, the unit combines a traditional Japanese workmanship with "high tech production methods".

Pacific Pump Company, distributor of the Tsurumi product range for over 15 years, state the pump casing design provides increased casing thickness at areas of maximum liquid velocities, increasing life expectancy. Manufactured specifically for industrial applications, this unit has a cast pump casing, cast iron impeller and a double oil lubricated mechanical seal.

The pump also provides exception-

al performance with a 13.2 metre cut-off head and a 4 litres per second maximum flow.

Pacific Pump Company believes the units are ideally suited to the hire industry, being compact and offering exceptional performance and reliability. A fully automatic version is available and used when the unit is required to operate unattended.

By concentrating their efforts on reducing the cost of manufacturing without sacrificing quality, the S-400 provides great value for money from both capital and maintenance cost points of view.

Significant savings have been achieved in replacement parts, minimising maintenance costs. Details of the S-400 and SA-400 pumps are available from Pacific Pump Company branches and authorised distributors.



MACFARLANE POWERS THE POWER SUPPLIERS

Macfarlane portable power came to the rescue of the State Electricity Commission recently!

Victoria's power suppliers called on Macfarlane Generators to supply on-site electricity to a giant walking dredge at its Yallourn open-cut coal mine.

The huge drag-line dredge, known officially as a 'Super Digger', had to be shut down for several days as emergency repair was carried out around the clock.

Macfarlane supplied a 500 kVA industrial generator for the job — one of the largest in its extensive hire fleet. Even so, it was completely dwarfed by the enormous Yallourn coal shovel!

"Perhaps it is ironic, but Macfarlane services the S.E.C. with its various portable power needs fairly regularly," Managing Director Gerald Kay says.

"This job at Yallourn, down in the open-cut mining area itself, was typical of the conditions that we design and develop our generators to cope with.

"The last thing you want, particularly when time is so critical, is equipment that breaks down or becomes temperamental just because the operational conditions are not ideal," Kay continued.

"It was certainly an eye-opener to see one of the largest generators made to look like a matchbox next to that giant dredge!"

The Macfarlane generator set at Yallourn provided S.E.C. crews with essential lighting and power to repair the mechanical breakdown and also carry out some routine maintenance.

Macfarlane is Australia's largest hirer of portable power stations for industrial, commercial and domestic applications nation-wide.

Established more than 40 years, Macfarlane has offices in three major capital cities, plus several more regional depots, to provide immediate Australia-wide service.

Macfarlane's renown emergency breakdown service can have replacement equipment, spares (from an extensive stock suited to most brands) and even operators on-site at very short notice.

Operational 24 hours-a-day, seven-days-a-week, Macfarlane also offers full on-site repair and maintenance backup for its own equipment.

Built tough to withstand the harsh Australian terrain and climatic conditions, the Macfarlane range of portable power stations (petrol and diesel powered) runs from units of 1 kVA to 1000 kVA capacity.



Macfarlane's 500kVA generator on-site at the Yallourn open-cut

The line-up of electrical hire equipment doesn't just stop at generators, either.

Macfarlane has an extensive range of transformers, rectifiers, switchgear, load banks, lighting tower, cables and leads, even its own transport fleet — and it's all for short or long-term hire.

As the Macfarlane motto says: Power Anywhere, Anytime.

For further information:

Gerald Kay, Managing Director
Macfarlane Generators
(03) 544 1700.

NEW MUSTANG PEDESTRIAN ROLLER

Tutts has announced the release of a new range of Mustang Single Drum Pedestrian Vibrating Rollers, suitable for contractors, hire companies and shire councils to the Australian market. Known as the Mustang 1-71P and the Mustang MBR71P, specifications of the units are as follows:

Type: Single Vibrating Drum Pedestrian.

Engine: Lister-Petter LT1 Single Cylinder Air Cooled Diesel 8.9kW (6.7HP).

Transmission: Combination Eaton Axial Piston Pump & Motor.

Roller Drive: Duplex Chain.

Vibrator Drive: 'V' Belt.

Vibrator Type: Circular Path.

Frequency: 65Hz.

Centrifugal Force: 922kg (2,028lbs).

Operating Weight: 390kg (860lbs).



Travel Speed: 3.3km/h (2 MPH).

Water Tank Capacity: 30 litres.

Rolling width: 710mm (28").

Overall Height: 1,016mm (40").

Overall Length: 1,995mm (77").

Overall Width: 812mm (32").

Features of the units include hydrostatic transmission, roller freewheel facility, deadman handle controls. The roller drum is mounted on anti-vibration

rubbers and has sealed vibrator shaft bearings to eliminate periodic lubrication.

The MBR71P is a further development of the Mustang 1-71P Roller, where hydrostatic transmission makes it practical to employ one engine to drive the roller and also provide Hydraulic Power for a hand held hydraulic breaker.

The MBR71P also allows the operation of the hydraulic accessories such as a hydraulic chain saw, hydraulic pruner or hydraulic drill etc. These units have been on display at the recent CIVINEX Field Days in Melbourne and the LGEA Field Days in Sydney and aroused a lot of interest with their practical and versatile features.

Technical data sheets are available from TUTTS, 2 South Street, Rydalmere, NSW 2116.

HIRE ASSOCIATION OF NEW SOUTH WALES

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JLG TO RELEASE NEW 4WD/4WS BOOM AT HIRE EXPO

FOUR Wheel Steer (4WS) is considered "state-of-the-art" in the automotive field. JLG Industries (Australia) Pty. has announced that this feature is now available on the company's latest model, the JLG "TOP-GUN" 60HA.

Not content with the outstanding success of the 2 and 4 Wheel Drive models, JLG has now introduced Australia's first 4WD/4WS, independent front and rear, with crab steering capability.

JLG's Managing Director, John Shevlin, considers that the extremely tight turning radius, coupled with the very rough terrain capability of the JLG "TOP-GUN" 60HP, will enable this machine to outmanoeuvre any other access equipment on difficult and congested construction sites.

The JLG "TOP-GUN" 60HP will be the main feature of JLG's display at the HireExpo, to be held at Darling Harbour in Sydney.

This latest release from JLG would seem to support the hire industry's view that JLG's tough, powerful and beautifully finished, "go-anywhere, do anything" machines represent the "state-of-the-art" in Australian access equipment market.



WORLD FAMOUS WELDER BUILT IN AUSTRALIA

A NEW design of Lincoln Electric's Australian-made 400 and 500 AS heavy duty field welders which have been very successful overseas, is now available locally.

The new 12-volt configuration of the 400 and 500 AS machines has separate starter motor and alternator as standard while offering the same output as the 24-volt version.

The units are made at Lincoln's factory in the south-western Sydney suburb of Padstow from mainly Australian parts, the principal exceptions being the engine and a few parts unavailable locally.

Highly conscious of being able to produce goods that people overseas want, the Lincoln Electric Co. (Aust) Pty Ltd originally offered the 12-volt ver-

sions of the units with great success in the Middle East.

The heavy duty range have become known as the "welding workhorses of the construction industry" because of wide acceptance on building sites throughout the world.

The new units have similar output to those they supplement and considerably exceed their rated output of 400 amps @ 36 volts DC, 60% duty cycle for 500 AS and 300 amps @ 32 volts DC, 60% duty cycle for 400 AS.

Both are powered by a Perkins engine and give up to 5kVA at 240 volts from the two 15 amp sockets on the front panel plus generous welding output.

Local distributors can still buy the economical 24 volt version which uses welder windings for battery charging and

starting, also made by Lincoln in Australia.

Orders for the 12-volt versions of Lincoln Electric's diesel powered welders accounted for container after container of shipments from the company in 1990 and interest remains high as reconstruction activities gather momentum in the war-torn Gulf region.

Lincoln Electric Australia are no strangers to competing successfully overseas, exporting approximately half of the welders and electrode produced at their Padstow factory for many years.

Lincoln Australia was commended for its efforts recently in the Manufactured/Processed Primary Industry category of the NSW Exporter of the Year awards for 1991.

NEW SCRUBBER DRIES FLOORS THOROUGHLY

TENNANT's new 510E scrubber provides not only impressive cleaning power, but floors that are virtually dry after scrubbing.

The machine has two high-speed brushes for cleaning, and two heavy-duty vacuum fans to draw water from the full width of its squeegee.

The squeegee unit is spring-loaded and free-floating, preventing damage from accidental impact. Oil resistant blades can be changed quickly without tools. Four usable wear edges increase squeegee life.

The 510E scrubs a 1,020mm path, covering 4,550 sq.m. per hour. Its compact size enables it to turn around in tight



TENNANT's new 510E scrubber leaves floors virtually dry after scrubbing with two heavy-duty vacuum fans that draw water from the full width

spaces and aisles. The machine is easy to steer and operate, with automated scrubbing functions which make training easy.

The battery-powered machine has a special feature for cleaning edges – a scrub head that slides out to the side to clean flush against walls and objects. It also retracts on impact with obstacles to prevent damage.

Options available for the 510E include Extended Scrubbing (ES) for continuous cleaning, a vacuum wand for hard-to-reach places, heavy-duty batteries and bumpers, overhead guard, light package, adjustable seat, and more.

NEW 1.6 TONNE DESIGN INCORPORATES LATEST STYLE WITH THE TRADITIONAL HYDROSTATIC FEATURES

A GAIN Linde provides Engine Fork-lift users with a combination of modern design and machine performance in this latest to be released Hydrostatic Fork-lift.

All the exceptional high Linde standards of robustness, environment friendliness, technological excellence and productivity have been incorporated into this new H16 Model.

A NEW SENSE OF SPACIOUSNESS

For the first time, operators of compact fork-lift trucks are provided with an

operating position which enables them to perform to the very best of their ability. This model offers as much convenience, space and freedom of movement as its larger Linde counterparts. Needless to say, this also applies to cab layout, which has been ergonomically designed to give the operator more freedom, more safety and virtually stress-free working conditions. Linde trucks make work a pleasure.

ENVIRONMENT FRIENDLINESS

The noise level at the driver's ear has been lowered to 75.5 dB(A) (equivalent continuous sound-pressure level to DIN 45635).

This low level is important for the well-being of the driver and the environment alike. The power plants, especially optimised for Linde trucks, combined with automatic engine speed control and hydrostatic transmission, achieve a noteworthy reduction

in noxious emissions. For particularly critical applications, catalyst converters are available with the LPG-powered versions.

PRODUCTIVITY

The Linde drive concept, with automatically regulated hydrostatic transmission and two-pedal directional control system for precise manoeuvring, means more productivity from the vehicle without making greater demands on the operator.

PACE-SETTING DESIGN

At Linde, functionality breeds good design. With the new H16 model, Linde has been awarded an industrial design award.

SERVICE AND MAINTENANCE

The operator's platform can be raised to permit ready access for service and maintenance operations, thus saving time. Operating costs are further reduced by maintenance-free brakes and self-adjusting engine valves, and long intervals between oil changes (i.e., engine oil changes only every 500 operating hours).

Enquiries can be made to each State Office of Linde Lansing Pty Ltd, Telephone: 008 011 120.

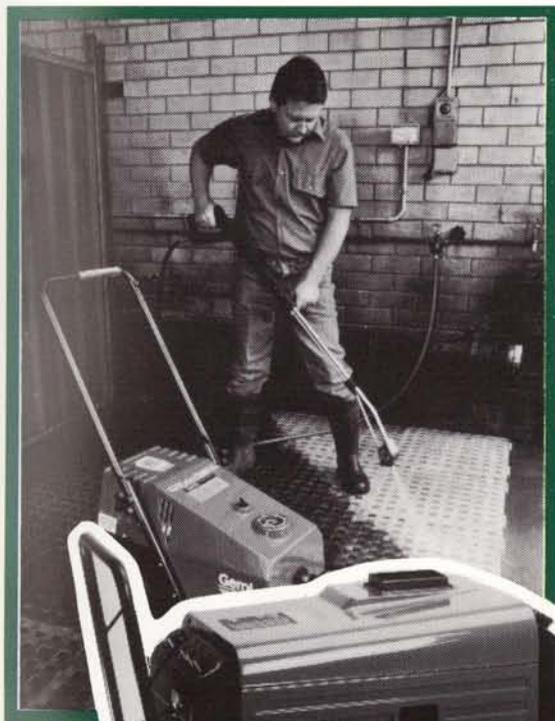


The new Linde Diesel and LPG powered H16 Forklift truck.

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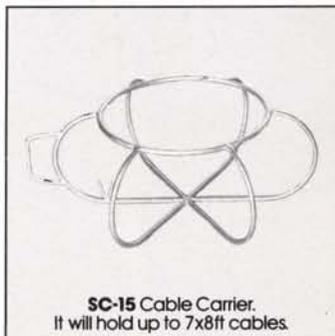
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