

HIRE and RENTAL Industry Quarterly

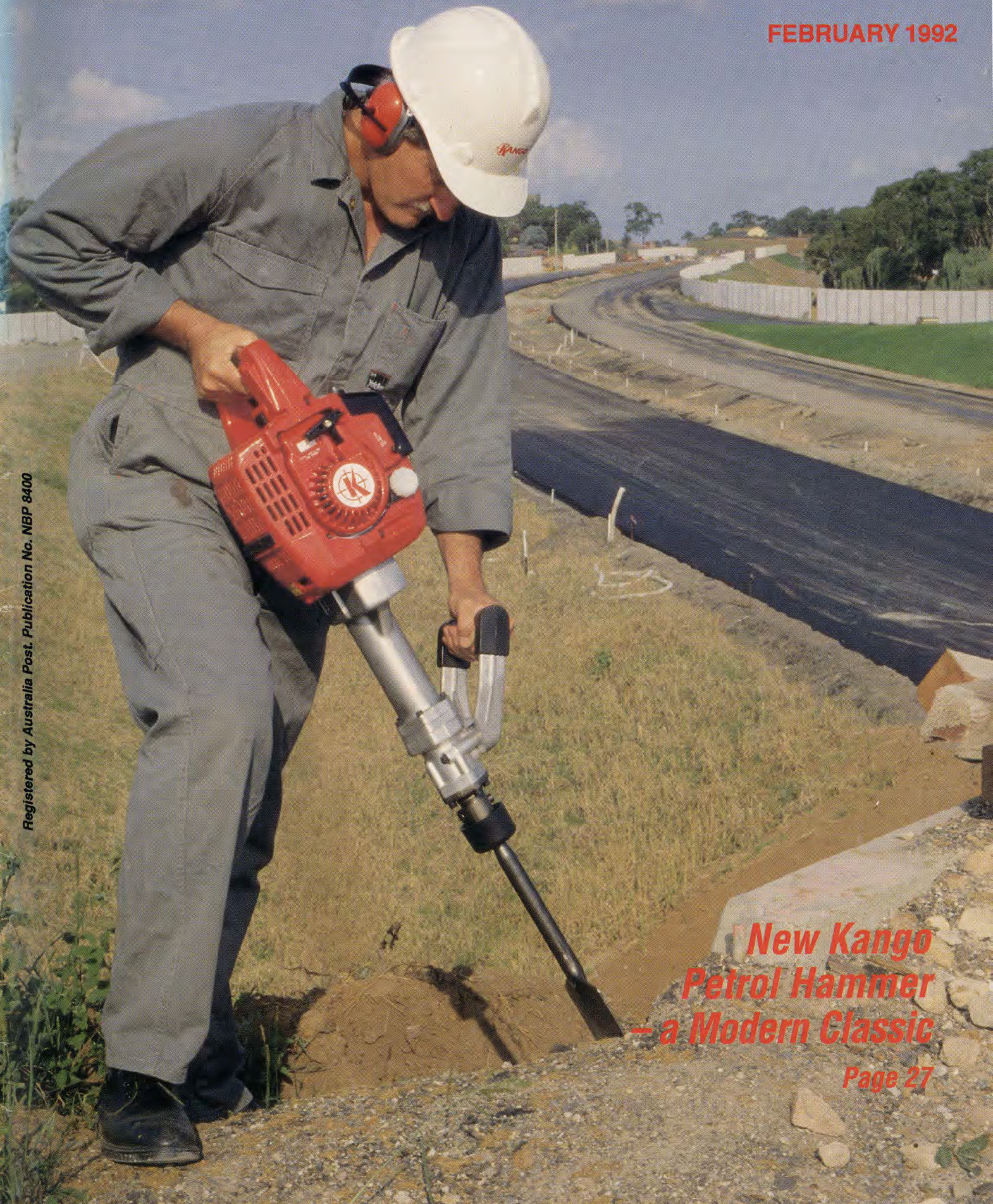
OFFICIAL MAGAZINE OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA AND NEW ZEALAND

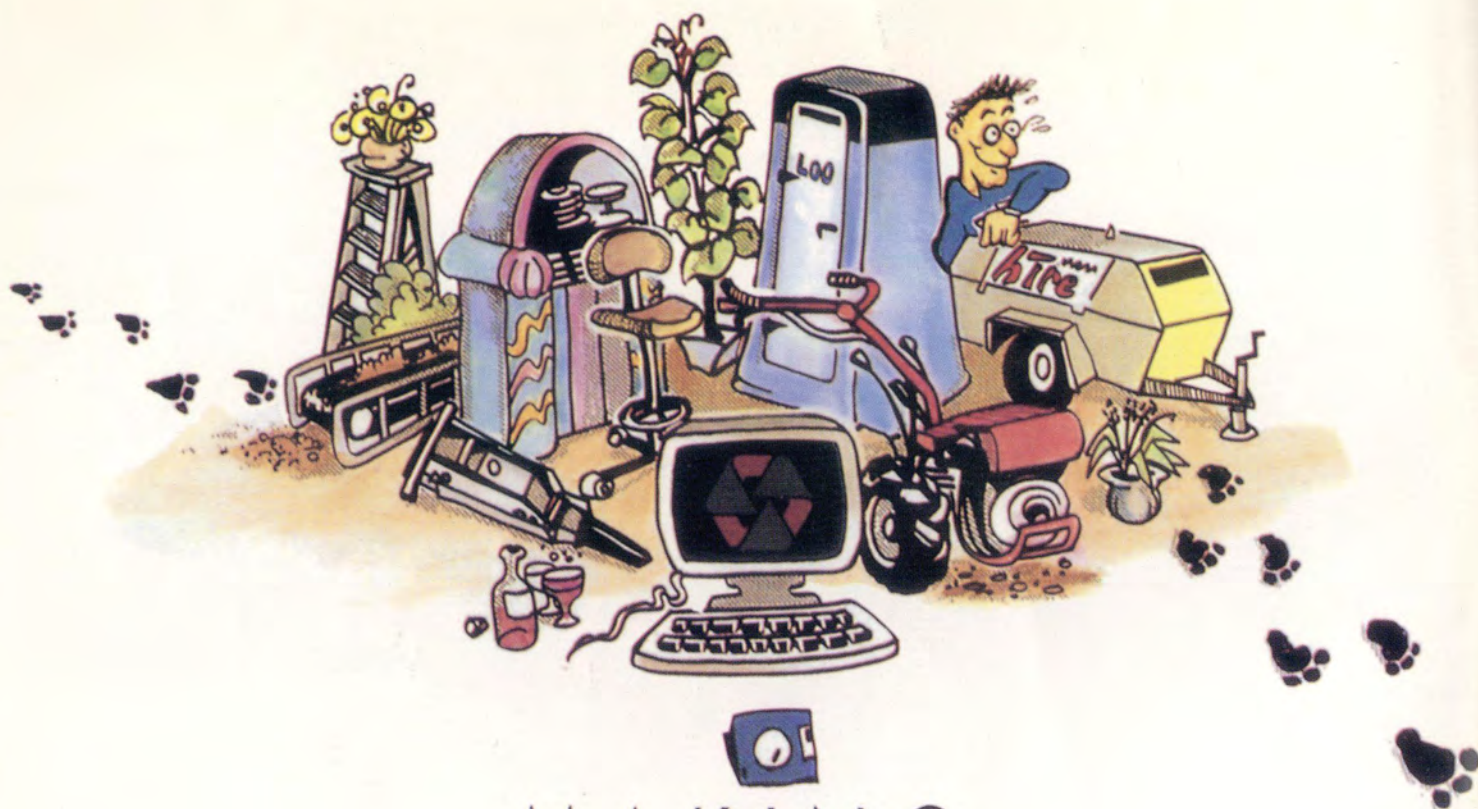
FEBRUARY 1992

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**New Kango
Petrol Hammer
— a Modern Classic**

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THE COMPLETE HIRE SYSTEM



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NATIONAL SECRETARY'S REPORT



Rolf Schufft, National Secretary

Many of the members will now be aware that National President, Bruce Fraser has decided to further his career in another industry. Bruce resigned from Australian National Industries after twenty-one years of dedicated service. Bruce's easy-going but firm manner in which he approached delicate matters affecting the industry was appreciated by all and we wish him well in his new venture.

The Association is undertaking a review of convention guidelines to enable host States to structure future conventions according to a basic format. We had excellent response to the 1991 convention survey, the results of which have proved useful in developing the guidelines. A suggestion to develop a central secretariate to co-ordinate future conventions, working with each host State, is being investigated.

The twenty-first Convention to be held at the Conrad International at Surfer's Paradise from 17 to 21 August 1992 has already received tremendous support and the programme has been structured to make expenses eligible under the Training Guarantee Legislation.

The final version of the industry's Safety Manual will be considered by the National Council at the February meeting. Copies of the manual will be available to members within the first half of the year.

We are seeking clarification from the Leader of the Opposition, Dr John Hewson, as to the effect of the Goods and Services Tax Legislation on the Hire Industry.

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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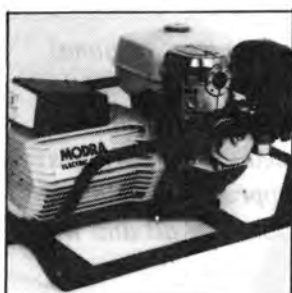
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HIRE & RENTAL **Industry Quarterly**

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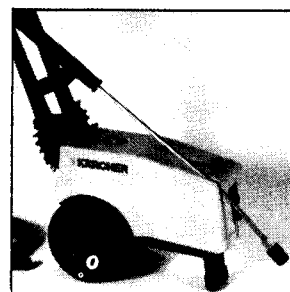
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CONTRIBUTIONS AND PRESS RELEASES

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Rental Calendar

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

JANUARY:

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

FEBRUARY:

- 15 Queensland Region Annual General Meeting
Chancellor on the Park Hotel
Spring Hill
Brisbane
- 18 NSW Hire Association
Annual General Meeting and Principals'
Seminar
Park Royal Hotel
30 Phillip Street, Parramatta
- 18 Victorian Hire Association
Annual General Meeting
Hawthorn Football Social Club
Hawthorn, Melbourne
- 24-27 American Rental Association
36th Annual Convention
New Orleans Convention Centre
Contact: A.R.A.
1900 19th Street
Moline Ill. 61265
(800) 334 2177

AUGUST

- 16-20 Hire & Rental Association of Australia
21st International Hire Convention
& Exhibition
Hotel Conrad and Jupiter's Casino
Gold Coast, Queensland
Contact: Carillon Conference Management
PO Box 177, Red Hill, Queensland 4059
Tel: (07) 368 2644
Fax: (07) 369 3731

Welcome to Allen

Coates Hire Congratulates and welcomes Allen Forbes to the role of State Manager for New South Wales.

Allen was promoted from the role he held for over ten years, New South Wales Operations Manager, and is well known in the industry where he has served for 23 years.

Allen originally started with Silverwater Hire working for Gordon Esden and was later Operations Manager of the Superhire business when it changed its name before the company was merged with Coates Hire in 1979.

Coates wish Allen well in his new demanding role and know that our customers and staff will benefit from his long experience and good natured energy.

A family man, Allen's interests include an occasional game of golf.

PHD Software goes modular

PHD, the hire and rental computer software package from Abaco Solutions, has now been made available in separate modules.

When asked why this had been done, Anna Brech, Programming Director at Abaco Solutions, said: "There are a number of reasons, but primarily the modules make it more affordable for the smaller users, who may only need certain sections of the software."

The modular structure also lends itself to the implementation of a staged installation programme, with obvious advantages for those tight budgets, plus the additional flow-on advantages in the training area, in that not too much information needs to be digested by the staff at any one time.

With the modular structure, staff members can easily specialise in their own area, without the need to learn the whole system. This is particularly useful when introducing new staff to the system.

When asked for details of the modules, Anna provided the following table.

1. Front office/bookings
2. Back office/accounts receivable
3. Make-up/Packaging
4. Management reports
5. General Accounting
6. Word Processing
7. Business Graphics

New modules to be released shortly:

8. Quotations
9. Exhibitions

Needless to say, Module 1 is essential, but all the other modules are optional. Some modules work in conjunction with another; for example, the Quotation Module will require the Word-processing Module to be present.

Module 1 provides the facility to take phone orders directly onto the computer, manages stock availability information, maintains customer records and allows for printing of contracts and delivery dockets. Consequently, this module can function independently, but provides the basis upon which the remaining modules operate.

PHD is a multi-user system, with versions available from 2 to 33 users, based on 286, 386 or 486 IBM compatible PCs, plus the appropriate number of "dumb" terminals. The software also runs on a variety of mini-computers and can integrate with a Novell network.

A complimentary Overview of the functions of all the PHD modules is available from the Penrith office of Abaco Solutions, Telephone (047) 21 4757 or Fax (047) 31 2960.

The Coalition's Fightback! Reform Package

Dr D. Hewson, MP

THE COALITION's Fightback! reform package is aimed squarely at restoring Australia's international competitiveness. It is an integrated strategy which will produce two million additional jobs by the end of the decade and halve the current unemployment rate as well as repay about \$13 billion in government debt.

It is a strategy that requires some difficult decisions (as in reducing government expenditure) and a major reform of the taxation system that will abolish many of our existing and inefficient indirect taxes and introduce a broad based goods and services tax.

These changes are essential if jobs, incentive, opportunity and reward are to be restored to Australians. A Coalition Government will have the courage to implement them. We will do so in a way that is equitable and that enables many other reforms that will make Australian society more genuinely fair.

In the area of taxation reform and specific policy initiatives include:

Personal Income Tax Cuts

- The largest personal income tax cuts in Australian history (a 30 per cent reduction of around \$13 billion); The abolition of seven taxes including:
- wholesale sales tax;
- payroll tax;
- petroleum products excise;
- superannuation lump sum tax;
- customs duties (to be phased out by the year 2000);
- training guarantee levy; and
- the coal export duty.
- Significant cuts in capital gains tax and fringe benefits tax;

Changes to the capital gains tax to provide significant tax relief, incentives and retirement benefits for small business people, farmers and small investors;

The introduction of a 15 per cent goods and services tax (GST) on 1 October 1994 with specific items zero-rated or exempt that will:

- reform and simplify Australia's grossly inefficient taxation system;
- boost our national productivity and savings;
- enable greater international competitiveness by slashing taxes on business by at least \$20 billion;
- assist in reducing marginal tax rates and thus increase incentives to work, save and invest; and make the tax system fairer by reducing avoidance and evasion.

The Goods and Services Tax (GST)

Within the Coalition's extensive Fightback! policy documentation is a detailed technical manual on how the proposed goods and services tax will operate.

In the run up to the next election we will move towards finalisation of the administrative and technical detail of the new system and in this regard the Coalition will consult widely with the business community to ensure that the system is kept as simple as possible.

The close involvement of the business community and their professional advisers at this stage of the planning will ensure the most practical and simple system is put in place. These professionals are intimately aware of the needs for implementation of the goods and services tax.

The Goods and Services Tax Planning and Co-ordination Office

The Coalition has established a full-time Goods and Services Tax Planning and Co-ordination Office under the chairmanship of the distinguished

Australian, Sir William Cole. The Chairman will be assisted by a small Board of Management.

The Coalition has accepted the offer of the Institute of Chartered Accountants in Australia to assist in organising the establishment of this office. The Board will act independently to consult with the Australian business community on all administrative features of the Goods and Services Tax consistent with the announced policy.

The Board and its seconded professional advisers will receive submissions and comment upon the implementation of the GST, make recommendations to the Coalition on all aspects of the implementation of the GST and prepare a draft of the necessary legislation.

What it a GST?

A Goods and Services Tax (GST) is a tax which is charged on the supply of goods and services in Australia and on the importation of goods into Australia.

To make the GST system as fair and equitable as possible, the tax rate levied shall be uniform and applied to the widest range of goods and services possible.

In taxation parlance, the GST is often described as a "multi-stage" tax — which means it is levied at all stages of production and distribution, with credits available for the GST paid on business inputs so as to avoid double taxation.

GST is charged, except in the case of exempt supplies, every time a business supplies goods or services in the course of its business activity. GST paid in this way is collected, by the business which supplies the goods or services, on behalf of the Taxation Office and is remitted to the Taxation Office at the end of fixed periods by means of lodgement of regular returns.

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Continued from page 5

GST is not a tax on business or its profits. It is a tax on consumption of goods and services in Australia. It is the final consumer who ultimately pays the full GST liability. Consumers will be compensated for this change by the abolition of the existing wholesale sales tax (WST), payroll tax, petrol excise and by substantial income tax cuts, together with various social security measures.

How GST works

The GST will be collected by businesses and organisations that are registered with the Taxation Office.

As a general position, any person who is conducting a defined taxable activity may register. However, persons conducting taxable activity in excess of a determined turnover level (which is proposed to be \$30,000) will be required to register. Below that level of sales, registration will be optional.

Registered persons will lodge GST returns with the Taxation Office at the end of fixed periods of time (proposed to be two months for most businesses). In these returns, the person will show total sales and purchases he made during the period.

The GST paid by the business on its purchases of goods and services is called "input tax" and the tax charged on its sales is "output tax".

The input tax is subtracted from the output tax for the period to give the amount of GST payable to the Taxation Office for that period. This means that business will get considerable cash flow benefits under the GST.

If, in any period, the input tax exceeds the output tax, the Taxation Office will refund the excess. The Tax Office will be required to pay interest on late payments.

GST and Business

Through this regular return system, although businesses who are registered for GST will pay GST on purchases of goods and services, a credit (or a refund) may be claimed for this input tax in the GST return. Therefore, as a general rule, no GST is borne by the business.

Exempting cases of exemption, GST is therefore borne only by the final con-

sumer. It is not a cost to business!

A business which purchases goods and services is entitled to a credit for the input tax on that purchase in the return for the two months during which the purchase takes place. There is no need to wait until the goods purchased have been sold again.

The effect of this crediting mechanism is that the tax rolls forward at each intermediate transaction to the point of sale to the consumer.

A typical small business will be required to charge GST on all its sales and, most importantly, invoices will need to be issued showing the amount of tax charged.

The process allows other registered persons to claim a credit for the tax paid.

Where a business might be involved in buying a large piece of capital, or its expenses exceed income for any particular periods, refunds can be obtained simply by lodging the GST return.

***"GST is borne only
by the final consumer.
It is not a cost to
business!"***

It is not necessary to accumulate these credits until enough tax is charged to offset the tax already paid. In fact, to facilitate early refunds business will be allowed to lodge returns on a monthly basis if they elect to do so and interest will be paid if the Taxation Office is late in making the refund.

GST will be levied on the importation of goods into Australia. The GST will be paid by the importer of the goods to the government at the time the goods are entered for home consumption. GST payable in this way is also an input tax able to be claimed as a credit in a GST return in the same way as other input tax, ie. it is able to be refunded if the output tax for the relevant period is less than the total input tax.

The present concessions applicable to passengers baggage personal effects will also apply to GST so that travellers will not be adversely affected by having to pay GST on arrival in Australia.

Defining Taxable Activities

The term taxable activity is fundamental to the whole concept of GST. Only persons or businesses conducting a taxable activity may charge GST and claim a credit for GST paid on goods or serviced purchased in the course of that activity.

A taxable activity is an activity carried on continuously or regularly whether or not for profit. Activities carried on in the form of a business, trade, profession, manufacture, association or club are all taxable activities if carried on continuously or regularly.

It includes activities carried out on a continuous or regular basis involving the supply of property (whether real or personal, tangible or intangible) by the way of lease, licence or similar arrangements.

Specifically excluded are:

- An "employee" as defined in the income tax law whose remuneration is subject to PAYE (i.e. no GST on wages and salaries);
- The definition of employee for income tax purposes includes a director of a company, Member of Parliament and members of the Defence Forces who might otherwise not be regarded as being engaged in master/servant relationship;
- Local Government Councillors and other persons who, while not employees, are entitled to remuneration by reason solely of their appointment of election to an office;
- Any activity carried on as a private recreational pursuit or hobby;
- The making of supplies of goods or services that are exempt from GST.

Requirement to Register

As a general rule, any person (i.e. an individual, company, partnership, unincorporated or incorporated society, association of club, or the trustee of a trust (which supplies goods or services in the course of conducting a "taxable activity") will be required to register.

On registration, each person will be issued with a GST number.

However, persons having an annual turnover or fee-income below a threshold amount of \$30,000, are not required to register, although they can elect

to register. Such an election will be advantageous in circumstances where the business is dealing predominantly with registered persons (who will be claiming a credit for GST paid) or where an overall GST refund would result.

Appropriate anti-avoidance provisions will apply to ensure that entities are not established to keep turnovers less than the threshold and thus avoid the requirement to register for GST.

As a general rule, registrants – in determining their net tax liability – will be able to recover any input tax paid or payable on their business purchases. This will be accomplished by allowing the registrants a refundable credit of the input tax on goods and services during the return period.

This input credit will be:

- GST paid or payable on purchases of taxed goods and services in Australia;
- GST levied on goods imported into Australia;
- 3/23rds of the purchase price of second hand goods acquired from an unregistered person who has not charged GST on the supply of those goods;

The input tax credit will be subtracted from the output tax to determine the registrant's net GST liability or refund.

Since an input tax credit would be claimed only with respect to a purchase which has borne GST, the following payments would not be included in determining a taxpayer's input tax credit:

- payments in respect of wages and other remuneration paid to employees;
- payments made to businesses that are not registered for GST purposes;
- payments in respect of interest and dividends;
- tax-exempt supplies made to a taxpayer.

Calculation of GST Payable and Lodging GST Returns

In essence, all that is required is that the registrant adds up the total output tax and the total input tax shown on the invoices received for the period and includes those figures in the GST return for the period.

The mechanisms of ascertaining which supplies are accounted for in a particular period can be technically and administratively involved.

The Coalition propose to have such matters, as well as the length of the taxable periods, determined through the process of the GST Planning and Co-ordination Office and interested parties will have input to the mechanics of the GST system through that process. However, at this stage, our preferred position is to adopt the taxable periods operating in New Zealand. That is:

- *One month taxable period.* Any person may apply to the Taxation Office to be allocated a one month taxable period. However, any registered person with a turnover exceeding, or likely to exceed, \$24 million in any 12 month period, must have a one month taxable period.
- *Two month taxable period.* This would be the standard taxable period. Registered persons will be allocated a two month taxable period at the time of registration unless they request otherwise or, having a turnover exceeding \$24 million, they are required to adopt a one month taxable period.
- *Six month taxable period.* Any registered person whose turnover in any 12 month is less than, or is likely to be less than, \$250,000, may apply to Taxation Office to be allocated a six month taxable period.

The taxable periods would generally end on the last day of the month. The end date of a taxable period can be altered and another date, up to seven days either side of the end of the month, can be used instead. This ensures that no disadvantage arises in accounting for GST to those persons who close off their accounts on a particular day of the week rather than at the end of calendar months.

Payment of the GST would be due on lodgement of the GST return – on or before the last working day of the month following the end of the taxable period.

Finally, interest will be payable by the Tax Office on late GST refunds as well as being payable by the taxpayer on late GST payments.

Accounting for GST

Generally, output tax and input tax will be included in the GST return for the

taxable period during which either,

- an invoice is issued for the supply; or
- part or whole payment is made for the supply.

It is also proposed that a cash basis of accounting for GST be made available to registrants with small businesses (turnover less than \$1,000,000 pa) who prefer to prepare their GST returns on the basis of cash paid out and cash received during the taxable period.

In other countries which operate GST systems, there are special rules for some categories of supplies, eg. lay-by sales are brought to account when property in the goods passes to the customer. The Coalition will ensure that interested parties have a significant input to the final determination of these matters, prior to implementation, through the process of the GST Planning and Co-ordination Office.

Implementation of a GST: Transitional Measures

One of the most difficult issues to deal with from the Opposition in developing a policy on GST is the transition and implementation details.

Issues such as how to treat goods previously taxed under the sales tax regime but sold under the GST regime are relatively straight forward and we have provided funds for crediting sales tax paid on trading stock. Other issues such as the treatment of long term contracts and various timing of invoicing around the implementation date, can raise requirements to specify dates of application and other time periods.

That said, it is impossible for the Coalition while in Opposition, to give every last detail on transition arrangements.

The GST Planning and Co-ordination Office will be asked to examine the:

- early lowering of high sales tax rate to minimise the possibility of market "bottle necks" or "droughts" in the lead up to the GST implementation day;
- payment of the tax credit on wholesale sales tax payments on pre-GST purchased stock for a period of time following implementation.

New Guide to Hire Tools

KENNARDS HIRE has published Australia's first full-colour general equipment rental catalogue.

The 84-page publication has more than 550 listings of tools, equipment, trucks and trailers.

There is a photo of each rental item, a summary of the jobs for which it can be used, special features and technical details.

The catalogue also contains a special Jobs Index, which lists items under job categories, such as bricking, carpentry, cleaning, flooring, painting and plumbing.

Copies of the catalogue can be obtained free of charge at any of Kennards' 14 branches in Sydney, Newcastle and Queensland.

Managing Director of Kennards Hire, Andrew Kennard, said it was the first general equipment hire catalogue printed in full colour in Australia, and was one of only a few in the world.

"The colour brings out more details

of the equipment, which is a help to people who are unfamiliar with it," Mr Kennard said.

"We have strived also to make the accompanying text more useful with

more information on job applications and equipment features and specifications.

"New items are highlighted, and there is even a metric conversion chart."



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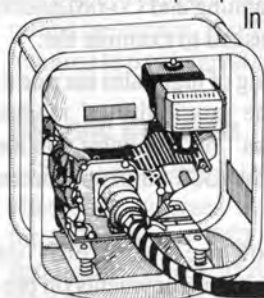
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Victorian President's Report for 1991

WITHOUT fear of contradiction, 1991 was a year that many of us will long remember. A year of extremes. On the international scene we were witness via the wonder of satellite television, to the graphic brutalities of the Middle East War. The Soviet Union suffered a revolution and a counter-revolution. Closer to home we saw the unsuccessful challenge to the Prime Minister and a subsequent challenge resulting in the instalment of Paul Keating to the Prime Ministership. State governments were subjected to all manner of commissions and enquiries distracting their full attention from the economic disarray, intolerable levels of unemployment and business failures.

Economic difficulties

The severe economic difficulties confronting Victoria has placed tremendous pressure on Association members, particularly those directly involved with the building and construction industries but few members have emerged the year unscathed.

Membership of the Association is currently 183 including 26 Associates comparing favourably in view of the circumstances with 195 members the previous year, testimony to members' remarkable resilience.

Government regulation or, more correctly, unreasonable and discriminatory regulation, have been the subject of a good deal of the

Association's attention during the year. A subcommittee to consider, recommend and formulate a submission on the Occupational Health and Safety Commission Draft Regulations and Codes of Practice, involving four regulations and eleven Codes of Practice. Our submission, together with thousands of other industry and individual company submissions has been instrumental in the support for adoption of Uniform National Regulations.

Towing regulations

Resolutions for submissions from your previous board have been difficult to obtain from government departments, the issue regarding towing regulations and the definition of commercial trailers has still to be resolved by Vic Roads. The Transport Accident Commission has been reviewing the high compulsory insurance premiums on self-propelled access equipment for a considerable length of time which is yet to be decided.

Representations to the Crime Prevention Office of the Victorian Police has also been a protracted issue in spite of consistent follow-up by the State Director, only recently resolved with five recommendations provided to members.

Ministry convinced

The Ministry of Planning and Housing was convinced following representations by the Site Services Division to abandon at least sections

of the proposed legislation regulating marquees, portable entertainment structures, tiered seating, etc. and incorporate them in a Model Building Act as part of a National Code currently being prepared.

Health Dept guidelines

The Site Services Division have maintained their efforts in persuading councils to adopt Victorian Health Department Guidelines governing sanitary facilities on building sites, which has had a positive influence on the standard of toilet facilities and services on site. This division has challenged the proposal of one council to adopt an exclusive tendering system which would discriminate against some members and have serious ramifications if other councils were to follow this initiative.

Membership drive

A circular outlining the Associations services and benefits was prepared in support of an ongoing moderately successful membership drive. The potential for increased membership is very good as there are literally hundreds of existing hire and rental businesses that are not members of the Association.

A campaign to reduce the cost of Yellow Page advertising succeeded in the classification being reduced from 12.5 pages to 8 pages with the number of quarter page advertisements reduced from 38 to 17 and participating members benefiting from the significant saving in cost.

The 1991 Convention was held at Darling Harbour and whilst registrations did not meet expectations, exhibitors were at a record level resulting in an overall operating surplus. The 1992 Convention, which is commended to all members, is to be held at Jupiters International Convention Centre on the Gold Coast, Queensland

Insurance

The Hire and Rental Insurance Brokerage (HARIB) restructured their operations following the 1991 Corporation Law replacing the former Company Codes. This restructuring will result in members receiving an annual rebate on insurance premiums rather than the former dividends derived from the

profits of the company.

The National Association met on four separate occasions during 1991, the August meeting coinciding with the Convention.

Safety manual

The formulation of an Industry Safety Manual was undertaken and whilst we have only received a draft copy in the last few days, this manual on completion will be available to members.

A review of the National Association Charter, Goals and Responsibilities, resulted in a clearly defined purpose statement reaffirming the National's principal aim to be re-active to the needs of the State Associations.

Representation was made to the

Minister of Industrial Relations, Canberra, in support of National Uniform requirements for operators of industrial equipment.

A National Sub-Committee is currently in the process of preparing a basic guideline format for future National Conventions.

My year as President has been a fulfilling one and I take this opportunity to thank our Secretary, Lois Ziebell, State Director, David Angus, Treasurer Heniz Schendzielorz and all those Board Members who unselfishly have given their time to serve your needs.

I wish you all good health, improved prosperity and every success for 1992.

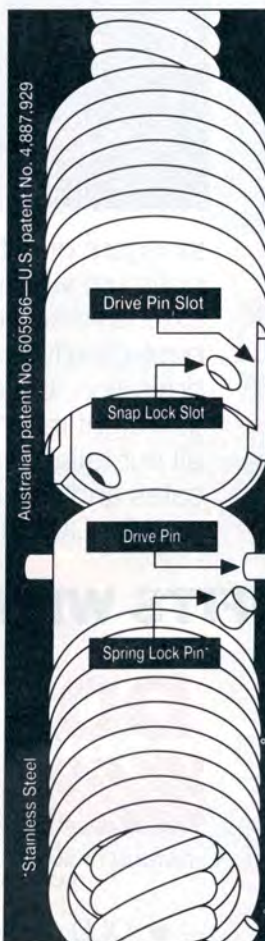
BARRIE CERDA
PRESIDENT

Electric Eel receives patent on new Posi-Drive™ Coupler

ELECTRIC EEL Manufacturing Co. recently received U.S. and Australian patents on its new design for a coupler system for their sewer and drain cleaning cables.

The new coupler, which has been named Posi-Drive™, is unique in that it allows cable to be withdrawn in reverse drive with the same power as in forward. The specific improvement is in the newly designed drive pin slot. The cable is driven by a steel drive pin, which fits into the slot, turning the cable in and out of the drain line, with the same positive results.

"This new coupler is completely compatible with present couplers, but it will give better performance," said Kevin Quealy of Electric Eel (Aust.). "Field tests have proven the Posi-Drive coupler to be effective and long lasting," he concluded.



Australian patent No. 605966—U.S. patent No. 4,887,929

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Electric Eel Manufacturing Company of Springfield, Ohio, U.S.A. developed and has been awarded a patent on their new and improved coupling system for their J Cable and Dual Cable™ coupling system. This new Posi-Drive™ cable will allow their sewer cleaning cables to operate in reverse as consistently as they run forward, plus they will be more durable and easier to use than the current couplers. They have been designed to be compatible with the couplers that are now available.

For more information on Posi-Drive coupler and other products by Electric Eel:

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Perth Audio Visual and TRACS break new ground

AN EXCITING new phase in the life of Perth Audio Visual began recently when they became the first West Australian hire company to install the TRACS computer system from Trilogy in their business.

Like many other hire companies, Perth Audio Visual had a humble beginning in the backyard of owner Peter Blewett's home almost 18 years ago.

Starting out as a DJ Service, Peter hit the jackpot when he secured a large contract with the Sheraton Hotel which ran for almost 10 years.

In those early days Peter had up to 16 DJs on his staff. Not one to rest on his laurels, Peter decided to venture into the then still unknown world of audio visual hire after a visit to a video shop. After being convinced by the owner of the video shop to lease a couple of video recorders, cameras and screens, Peter started doing videos of weddings and renting out the equipment he had purchased. Thus began Perth Audio Visual.

Today, Perth Audio Visual supplies a wide range of sound and audio visual equipment to business houses in Perth while also maintaining a strong presence in the home user market.

Specialising in audio visual, public address and video production, major clients include the Langley and Perth International hotels. Perth Audio Visual also handle major events such



Staff of Perth Audio Visual ("they really love their work!") gathered around the TRACS computer system, which helps to control the business.

as the world famous Margaret River Masters surfing contest and State of Origin surfing contests.

A strong personal interest and sound industry knowledge ensures that Perth Audio Visual continues to be one of the leading suppliers of Audio Visual equipment in West Australia.

One of the busiest days of the year for Peter is Melbourne Cup day and it was on this day two years ago that Peter first entertained thoughts of computerising his business.

While scheduling installations for the day Peter and his staff, to their horror, discovered that the number of bookings could not be covered by the available stock. No matter which way they looked at the numbers, they just would not add up!

Says Peter, "We somehow managed to squeeze our way out of a

potentially disastrous situation, but I realised then that there had to be an easier way of doing things", and so the search was on for a computer system that would help to control the business.

Peter set about the search for a system in his usual energetic way and it was this and his continuing quest for perfection that eventually led him to Trilogy and TRACS.

Once he saw what TRACS had to offer Peter's mind was made up and it was all systems go!

With typical energy and dedication (they really love their work) Peter and his staff had TRACS up and running in record time. Says Peter, "Since installing TRACS we really haven't looked back. Last year's Melbourne Cup went off without a hitch and all our bookings are now completely under control." □

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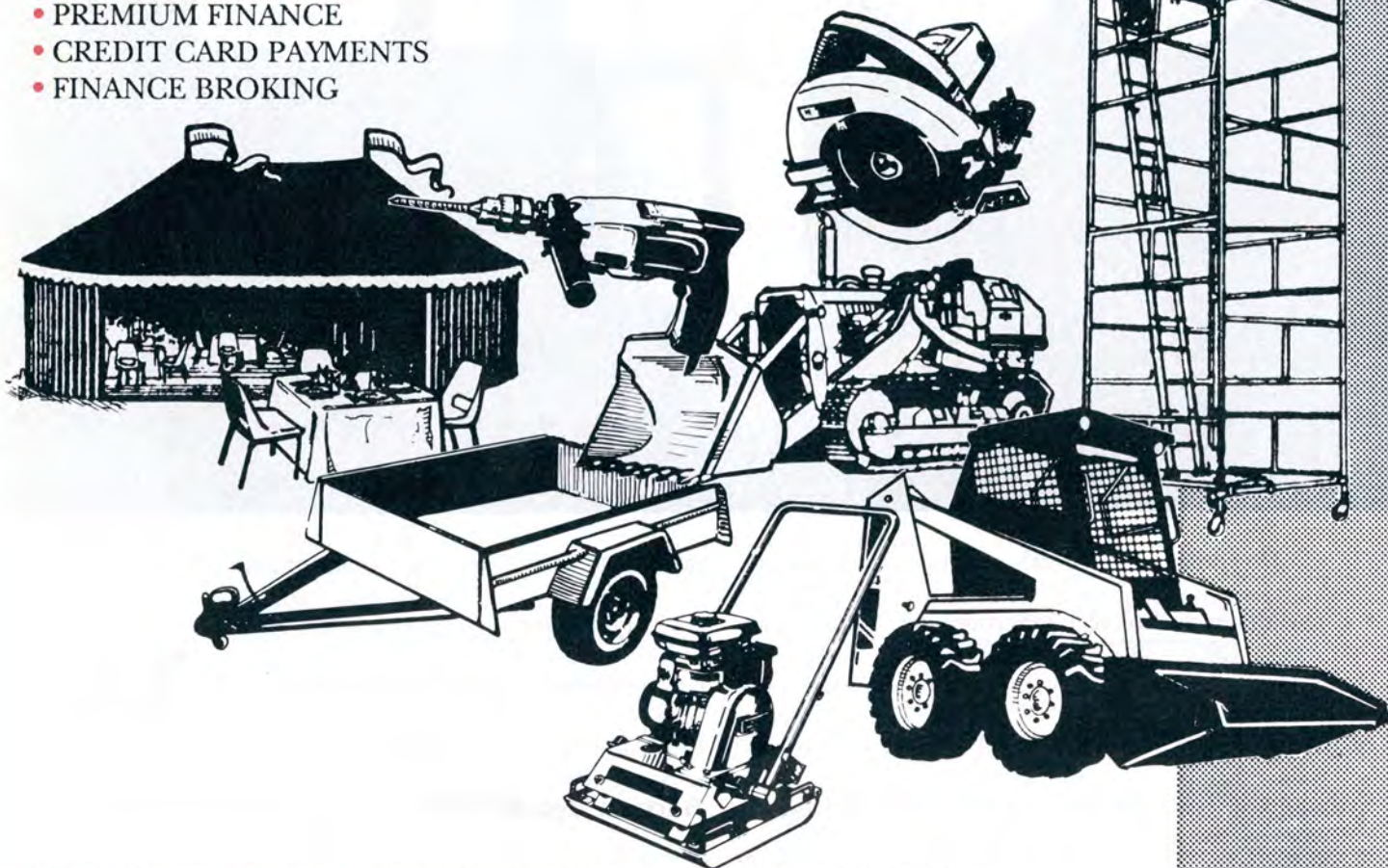
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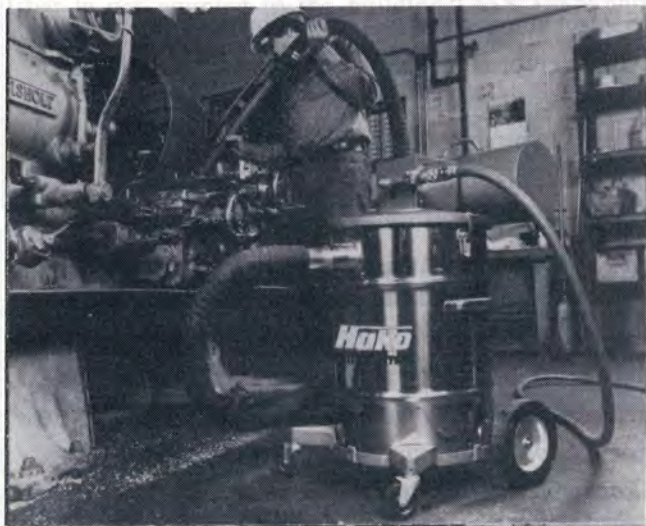
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Series 700 Air Vacs — Compressed Air Operated for Heavy-Duty Use

THE HAKO Minuteman Series 700 Heavy-Duty Air Vacs, from Hako Australia, use compressed air and the venturi principle to create a vacuum of exceptionally high flow and high static 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, this simplifying maintenance. Also, all vacuums in the 700 Series are equipped with silencers for reduced noise levels. Conveniently 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 and gravel, aluminium chips, flour, coolants, oil, grease and chemicals. Ranging from the 15 litre portable 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, dry and wet/dry pick-up. And no motor, cords, connections, or moving parts mean continuous service without costly and inconvenient maintenance requirements.

For further information, please contact Hako Australia Pty Ltd, 24 Pike Street, Rydalmere NSW 2116, or call us on (02) 684 2433.

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Sachs Dolmar take-over by Makita Japan

IN JANUARY 1991 Japan's leading power tool manufacturer, the Makita Corporation, purchased Sachs Dolmar GmbH, Hamburg, the world's first gasoline chainsaw manufacturer (1927).

Sachs Dolmar previously belonged to the Fichtel and Sachs Group in the Mannesmann conglomerate. The take-over by Makita also includes the acquisition of the SD subsidiaries in Shreveport U.S.A. and in Montreal, Canada.

Makita Corporation is a world-wide leading manufacturer of high quality electric power tools. With the purchase of Sachs Dolmar they intend to follow their diversification strategy from the accustomed electric power tool business and to enter the market of gasoline powered products with Sachs Dolmar's know-how and renowned quality.

In the course of the acquisition by the Makita Corporation, the company name has again been changed to Dolmar GmbH and has been incorporated in the commercial register as of September 1991. The Sachs Dolmar logotype will be replaced by the traditional Dolmar brand. Their first chain saws were placed on the market under this brand over sixty years ago.

In the future, Dolmar GmbH will be an independent company with its head office in Hamburg and will continue to sell its own products in Dolmar red, branded and labelled Dolmar through its own independent distribution channels. Dolmar GmbH is making all preparations for substantial growth with special emphasis on innovations and service. The production capacities will be increased by a great extent. As a result Dolmar GmbH will strengthen its position as one of the world's leading specialists of high quality gasoline powered products.

The Makita Corporation sells Makita products in more than sixty countries throughout the world and Makita (Australia) Pty Ltd are unquestioned market leaders and a subsidiary company, as is Dolmar GmbH, of the Makita Corporation.

Makita (Australia) Pty Ltd employ 135 people in 9 demographically and strategically placed branches throughout Australia. All Makita branches are true stock and distribution centres located in Sydney, Melbourne,

Adelaide, Canberra, Hobart, Perth, Darwin, Newcastle and Brisbane.

Makita Australia commenced the sales, service and distribution of Dolmar gasoline powered chainsaws initially from January, 1992 and will progressively introduce a range of brushcutters and power cuts, other products are planned for the future as existing facilities in Germany are expanded and improved.

Makita (Australia) Pty Ltd currently enjoys a revenue base of around one hundred million dollars annually and sales for their 1991-1992 financial year will exceed five hundred thousand power tool units.

Sachs Dolmar or, as it is now known, Dolmar GmbH, have been represented in Australia by a number of companies over the past twenty years with rather mixed results. The product quality has never been in doubt but, in the past, distribution and service has left a lot to be desired. Makita (Australia) Pty Ltd plans to change all that.

Makita's Sales and Marketing Director, Mr Brian G. Blaker, spoke to this reporter at length about Makita's future plans for Dolmar and he did state that a number of interesting initiatives were already in place and further initiatives would be implemented over time.

Brian did state the importance of product training and to this end all head office executives, branch managers and sales representatives have undergone intensive courses with such august bodies as the Queensland Forest Service, Eden Logging and Investigation Training Team, East Gippsland Community College of TAFE, Tasmanian Forest Industries Inc. in Mount Gambier and the Forest Industries Training Council in Perth. Training will be ongoing.

Brian felt that it was better and far more beneficial to train the Makita people in their areas of operation for rather obvious reasons.

Makita (Australia) Pty Ltd will place their considerable and undoubted resource totally behind the sales and distribution of Dolmar products. Already considerable sums have been spent and further amounts have been set aside to fully support the product. Stocks of gasoline powered chain saws are now available together with a

gasoline powered chain saws are now available together with a representative range of spare parts and accessories.

The chain saw range cover ten models from 33cc up to 95cc with a new model PS9000, 90cc to be shortly field tested under arduous Australian conditions.

Already a range of high quality, professional brush-cutters are on order and will be introduced shortly after field testing is completed.

Dolmar GmbH totally manufacture their own gasoline engines which incorporate many new innovations including the new Dolmar injection carburettor and all models will shortly be fitted with torx type screws. A full range of service information is available.

Further details are readily available from Makita Australia's newly appointed National Product Manager, Dolmar, located in Makita's Head Office in Sydney or contact the Makita Branch Manager in your State.

Howes Hire Installs Dosko

IN TOUGH economic times we have to look around and try to be inventive and create new markets with different equipment that is not coupled to the building trade, so that we can still have a cash flow and bring customers in the door.

At Howes Hire we decided to install Dosko Stump and Root Grinders

and Dosko Chippers. It has proved to have been a good move financially. Our top of the range 20hp self-propelled Stump Grinder cost about \$10,500, including tax, returning \$175 per day. Our 12hp push Stump Grinder cost \$6500, incl., returning \$125 per day. The Chipper takes up to 5" limbs with a 20hp motor costing \$11000 incl., returning \$200 per day.

The machines are so good that a lot of the professional tree fellows hire them when they are unable to get

their big machines into the job.

The grinder has a front mounted cutting wheel, so can get up to fences and walls and grind to 18" above and below ground level.

We have tried the machines in our fleet for 12 months and have not found them wanting.

I am only too happy to answer any questions or enquiries or rehires. Please phone on (02) 521 5003 business or a.h. (02) 524 5758 and contact Don Howe or Glenn Howe.

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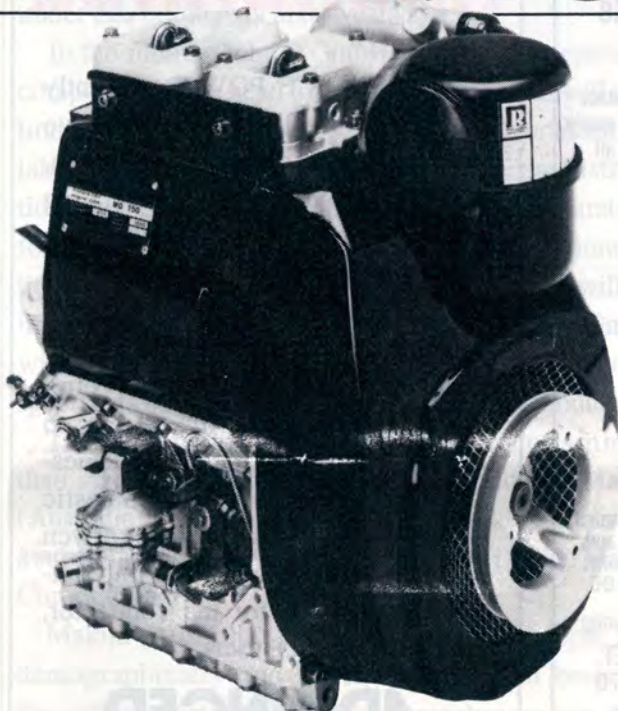
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THE MOST compact Weldanpower engine-driven welding and power supply units ever available are currently rolling off the production line at Lincoln Electric's main plant in Sydney.

Weighing approximately 78 kilos, the "baby" Weldanpower G3000LX units are sure to become popular with both plumbing and electrical contractors as well as the man on the land.

Two men can put it into a station wagon or utility, so the G3000LX can provide both excellent welding and auxiliary power virtually anywhere.

As a welder, the G3000LX offers DC constant current output for both stick and TIG welding with an output range from 50 to 125 amps at 30% duty cycle or up to 100 amps at 60% duty cycle. A convenient chart on the side of the machine gives current range settings for 2.5mm through to 4.4mm diameter electrodes.

As an auxiliary power source the G3000LX provides 3000 watts for tools, lights and other electrical gear, as well as for standby emergency power when difficult situations arise. The Weldanpower range has proven particularly valuable in rural areas where access to the mains power is limited.

For these purposes the G3000LX features an isolated power circuit to maintain consistent output with an individual circuit breaker for auxiliary power as standard.

The units also come with a choke lever, fuel shut-off control, low oil light, engine hour meter and a switch for automatic idle.

The G3000LX is powered by a 4 cycle, single cylinder, air-cooled Briggs and Stratton petrol engine, giving 9hp at 3600rpm. It employs a light-weight aluminium block with a cast iron cylinder liner for long life and reliable running.

Its overhead valve design offers improved fuel economy with fewer fill-up required. It also gives clean, efficient combustion with less carbon build up

and cooler running for long valve life.

The engine features easy to change air and fuel filters with a fuel shut-off valve for easy maintenance while its in-built splash system continuously lubricates all internal engine parts.

Housed in a rugged roll cage frame for added protection and easy portability, the G3000LX is the sixth model now available in the Weldanpower range of field welders which are all covered by the Lincolncare 2-year warranty over parts and service.

Lincoln Electric also assures availability of parts for all Weldanpower units for 10 years past the last manufacture date of any model.

The other models in the range progress from the Weldanpower 175 and 225, both available in petrol and diesel versions.

Described as "four machines in one", the Weldanpower 225 AC/DC combines the convenience of petrol power with the extra features of the larger 275Q model for continuous wire and stick electrode welding.

Known as the "quiet one", the 225q is powered by the inherently quiet Kubota water cooled, four stroke, three cylinder diesel engine. The complete unit incorporates a carefully designed baffle system which also helps to keep sound levels down to a low 72dBA at 7 metres.

For further details, contact The Lincoln Electric Company (Aust.) Pty Ltd, 35 Bryant Street, Padstow, NSW 2211. Phone (02) 772 7222, or talk to your nearest dealer.

New Name for P & H Crane Distributor

EFFECTIVE from January 1, 1992, the P&H Crane Distributor in Australia will become PPM of Australia Pty Ltd. Previously known as Century Construction Equip-

ment Pty Ltd, the company is changing its name to reflect its new owners.

PPM Cranes, a market leader in Europe, acquired the P&H Crane Manufacturer Century II Inc. of South Carolina, in April 1991. (The Century II name symbolised the second century of P&H Cranes.) Century II will also change its name on January 1, 1992 to PPM Cranes Inc.

PPM of Australia will remain the sole distributor of P&H Cranes in Australia and with the additional PPM models can now offer 50 different cranes ranging from 10 tonnes to 250 tonnes lifting capacity.

P&H Cranes will continue to be manufactured, and new P&H models will be designed in Conway, South Carolina and Montceau-Les Mines in France. Manufacturing will be carried out in the U.S.A., Europe and Asia.

Dedicated to only supporting cranes PPM of Australia and its Parts and Service Distributors are unique in Australia. No-one else offers the range or expertise and knowledge of the mobile crane industry.

Genuine replacement parts are available from all P&H, PPM, Mantis, Lima and Austin Western Cranes. In addition PPM of Australia are able to repair or manufacture new booms, fly jibs, outriggers, revolving frames or chassis for the above brands using original manufacturers drawings.

Other makes and models are also handled with an independent engineer providing engineering input to avoid any unnecessary worries about product liability.

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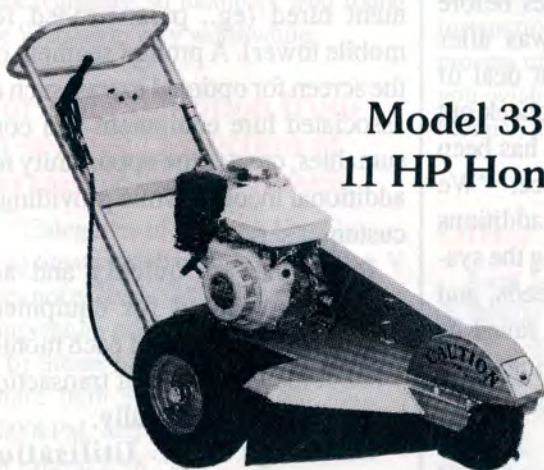
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IF YOUR search for an effective computer solution keeps turning over nothing but inflexible, re-hashed American systems, Ironbark Hire will pleasantly surprise you.

Developed by Brisbane company, Systems and Management, Ironbark Hire was designed from the ground up in association with leading Australian hire companies. The result is a comprehensive, flexible package that covers all aspects of the Australian hire and rental industry, with the unique advantage that it can be fully customised to fit into any organisation.

"It's unfortunate that many Australian business people have an 'American is best' attitude when it comes to computer software," said Chris Findlater, Managing Director of Systems and Management. "The Australian product is better value, more easily supported and able to be modified without international consent. About half the companies presently running Ironbark Hire have been burned in the past by imported products that were lamely modified for the Australian market. It's like buying a car that you can't get parts for. These systems work well while they're up and running, but as soon as you have a problem, the solution has to come from overseas. It gets expensive."

Since its release in 1987, Ironbark Hire has spread throughout Queensland and northern New South Wales, concentrating in Brisbane and the Gold Coast. "Because most installations have come about as a result of referrals from satisfied cus-

tomers, our users have tended to become fairly localised," commented Tony Petersen, Systems and Management's marketing manager. "This has allowed us to give excellent support, but has also created a situation where many southern companies don't realise a fully Australian developed product like ours exists. Many of our present users were looking around for one to two years before they found exactly what they wanted."

Arthur Staines, managing director of Allhire, East Brisbane, spent months researching and evaluating software for hire companies before deciding the system he was after didn't exist. With "a great deal of scepticism" he decided to check out one developed locally, and has been running Ironbark ever since. "We were encouraged to have additions and alterations made to bring the system up to our particular needs, and Systems and Management saved us countless hours by transferring existing data from our old computer," said Arthur.

"The opportunity of having local support has also been a distinct advantage, knowing that a phone call will bring immediate response, either personally or by modem."

Arthur sees Ironbark's best features as:

Quick Search for customers and equipment by using the first two or

more letters of name, or numbers if preferred; also for the availability of products in stock and for locating these out of hire;

Customer History enables us to identify and raise a contract within 30 seconds of the client deciding on the equipment required. A simple verification process for cash customers ensures that we are dealing with the person recorded and any change of address, etc., can be quickly updated as the contract is being processed. Problem customers can be blocked early into the contract, requiring management or supervisor action;

Special Instructions and warning text automatically is printed on contract for the particular piece of equipment being hired.

Kitting enables ancillary items to be automatically listed under equipment hired (eg., parts needed for mobile tower). A prompt segment on the screen for optional extras, such as associated hire equipment and consumables, creates the opportunity for additional income, while providing a customer service;

Roll-overs are quickly and accurately processed for equipment still on hire at the end of each month, without the likelihood of transaction error when done manually;

Earnings and Utilisation Reports by group or individual items prove to be invaluable when making decisions as to the need for increasing or eliminating inventory.

For more information on Ironbark Hire, call Tony Petersen at Systems and Management on (07) 257 1545 or Fax (07) 252 4567.

Principal's Workshop – “Enterprise Agreements”

ON 22 OCTOBER, 1991, a Principal's Workshop was held at the Castle Hill RSL where four speakers were invited to explain to members all about Enterprise Agreements.

The speakers were Adrew Tootell, who is the Assistant to the Commissioner for Enterprise Agreements at the Department of Industrial Relations, Lawrence Lockart from Pattis Party Hire who gave a personal account of his experience with this new legislation.

Our third speaker was Anthony Walton, who is an Industrial Relations Consultant and extremely capable in the area of Enterprise Agreements, who was followed by Ross Honeyman from the Australian Small Business Association.

All four speakers gave us an excellent overview of how and why Enterprise Agreements can be established.

The Workshop was well attended by approximately 50 members who found the Workshop very worthwhile.

Formal exemption from in-service inspection of certain pressure vessels

“Categories of Pressure Vessels:

a) Steam receivers where both $P \times V$ does not exceed 100,000kPaL and steam temperature does not exceed 250C; and

b) Steam heated pressure equipment where both $P \times V$ does not exceed 8,000kPaL and steam temperature does not exceed 250C; and

c) Air receivers where both $P \times V$ does not exceed 150,000kPaL and design pressure does not exceed 5,000kPa;

Where:

V = Volume in litres. For multichamber vessels, the bigger volume containing vapour be taken for calculations.

P = Design pressure in kilopascals.

Supplier Night – “Cemtool”

Cemtool kindly made themselves available to members of the Association on the evening of 12 November, 1991, to show how things are done at Cemtool. Demonstrations were given showing how parts can be manufactured quickly and precisely with Cemtool's computerised machining centre. Repairs on flexpumps and vibrators were also demonstrated as well as the assembly of equipment.

Approximately 30 attended and they were extremely well looked after, “wined and dined” or should I say “beered and dined”. A great night was had by all, thanks to Cemtool.

Instruction Sheets

Instruction sheets are being continuously created and updated, the Instruction Manual now holds 28 instruction sheets with more in the process of being created and printed. If you wish to purchase an Instruction Manual, the cost is \$120 plus postage.

Office Hours:

As at 1-1-92 office hours for the Hire & Rental Association of New South Wales will be:

MONDAY TO THURSDAY
9AM-3PM

All the best to everyone for 1992!

Annual General Meeting

The Annual General Meeting will be held at the Parkroyal Hotel, Parramatta, on 18th February, 1992 at approximately 5.00 pm, in conjunction with the Principal's Seminar. Please mark this day in your diary. Thank you.

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Rock Bolting in an Open-Cut Coal Mine

MAXIMISING production by safely increasing the working area is the aim of all operators of open-cut coal mines. The open-cut method is generally accepted to be the most cost-efficient way to win coal.

Where overburden lacks depth, exposure of the maximum area of the seam is not a great problem. Modern open-cut methods, however, enable overburden removal down to many metres but effective working area is then restricted for safety reasons, especially where the overburden is friable. Too steep a cut can result in the collapse of pit and bench walls which, apart from the all-important safety aspect, can result in damage to expensive equipment, unproductive down-time and unnecessary removal of waste.

A solution is the rock bolting of the batter and bench walls. Using conventional methods this can be a slow process as support machinery needs to be laboriously dismantled and moved from face area to face area thus defeating the whole object of productivity.

Faced with this problem Griffin Coal Mining Company, operators of the Col-lie W.A. open-cut, called in John Mann, the West Australian manager of JLG Industries (Australia) Pty Ltd. JLG is one of the leading designers and manufacturers of self-propelled, hydraulic boom,



work platforms and has been responsible for many innovations that go beyond the normal provision of quality equipment.

In conjunction with JLG's Port Macquarie (NSW) based engineers, John Mann devised a 'Rock Drill Basket' for a JLG 80 HX Boom Lift.

The JLG 80 HX will place a pay-load of 250kg of men and materials to work at up to 24 metres above the ground.

Capable of being self-propelled from the basket, it can be manoeuvred to drive a drill pattern without returning to ground level.

JLG installed all of the services required to carry out rock bolting, in the basket, this obviating dangerous and in-

convenient training cables and hose.

These included air, 240V power and hydraulic drive supply.

JLG's rock bolting basket can be made available on many of the JLG range of elevating work platforms up to and including the largest model, the 110HX which has a maximum reach of 31 metres.

Further information is available from John Shevlin

JLG Industries (Australia) Pty Ltd
11 Bolwarra Road
Port Macquarie NSW 2444
Telephone: (065) 81 1111.
Fax (065) 81 0122.

At last "on line standby battery testing"

THE BITE, or Battery Impedance Test Equipment, for performing on-line static testing of standby batteries, has been introduced by AVO International Inc.

Independent research performed by Commonwealth Edison has shown that internal battery cell impedance increased with the age and discharge history of a cell. Based on the relative impedance measurement of individual cells in a stationary battery system, the BITE read-



ings can be used to determine cell condition and estimate remaining cell life

without repeated load testing.

The BITE is suitable for all lead-acid and nickel-cadmium cells of less than 2100 Ah capacity, typically used in electrical generating and substations, telecom backup systems, and other UPS systems.

For more information contact Nilsen Instruments Pty Ltd

PO Box 930, Carlton Vic 3053
Phone (03) 347 9166
Fax: (03) 347 3919

New Kango Petrol Hammer – a Modern Classic

PETROL driven, and weighing only 14kg, the new 928 hammer is a dramatic point of departure from Kango's electric tradition.

At the same time, the 928 belongs in the family of hammers with the all-electric 900 and 950 which were recently given a boost to power, efficiency and user comfort by the introduction of the 900K and 950K versions.

With its powerful, air cooled 28cc, 2

stroke, single cylinder engine, the new 928 is capable of delivering the same great capacity to break, cut, tamp, dig or compact as its famous counterpart, the Kango 900K Demolition Hammer.

Bill Lewis, Kango's Marketing Manager, points to a "basic need for a portable, high performance petrol engine hammer in agriculture, forestry, plant hire and other situations where electric power supply is unavailable. It was

natural for us to satisfy this need by basing this new development on our own tried and proven machines."

The new hammer is a versatile demolition, cutting and breaking machine which can be fitted with as many as 30 different accessories to do different jobs. A soft grip forward handle minimises vibration, so ensuring more positive control and the engine has a rubber mounting to further increase user comfort.

The 928 petrol hammer uses standard Kango points, chisels and cutting accessories – the identical tools utilised by many popular models in the Kango range – 900, 950, 1100 and 1400.

The new 928 is available now through Kango's established dealer network in Australia and New Zealand.



Holden Offers Rodeo with XL Service Body

HOLDEN has joined with Brisbane's XL Industries to offer a formidable new light working vehicle.

The Holden Rodeo XL/SB offers greater security and tidiness for tools and equipment than a van, with immediate external access.

The new concept vehicle is available through Holden dealers on 2.3 and 2.6 litre fuel injected Holden Rodeo cab/chassis.

Isuzu G-M Queensland light commercial manager, Mr Jim Hutton, says the Rodeo XL/SB offers tremendous potential as a cost-effective alternative for open tray back trucks as well as vans.

The all steel mono-construction XL Service Body is made by XL Industries at Loganholme. In the USA the service body has all but replaced the light van for its convenience, security, durability and cost savings.

Holden has fully evaluated the Rodeo XL Body combination. It has demonstrator Rodeo XL/SBs in

Victoria, NSW and Queensland.

The fully-equipped Rodeo XL/SB has four weatherproof, independently lockable, rattle-free storage compartments and a tail-gated 'utility' section. It costs less than an ordinary one-tonne van with storage racks.

The Australian-made XL Service Body represents a saving of up to \$5000 in foreign exchange over imported vans.

The Rodeo offers the equal widest cab and longest wheelbase in the one-tonne class. Its 2.6 litre multi-point fuel injected engine develops 88 kW.

Power steering, gas pressure shock absorbers front and rear, ventilated front disc brakes, DLX trim and stereo AM/FM radio cassette are standard on the 2.6 litre Rodeo.

The 69kW 2.3 litre Rodeo DLX has manual steering.

XL Industries was founded by managing director Nick Korganow in January this year. He has in-

vested more than \$1 million in a factory and specialised production machinery at Loganholme. XL employs more than 20 people including sales, design and production staff.

The company is already making more than 30 bodies a month including larger versions for trucks up to 5 tonnes.

Further information:

Jim Hutton: Isuzu-GM:

(07) 875 8999;

Joe Pittini: XL Industries:

(07) 801 8333.

**Do you know exactly
what's making
you money?...**



Ironbark Hire

Victorian REPORT

Membership Subscriptions

The annual membership subscription for 1992 is now due and payable. The fee structure is as follows:

Metropolitan Members (Area Code 03) – \$290

Country Members – \$175

Associate Members – \$230

Election of 1992 Board

After nominations closed, 8 positions of the 1992 Board had each attracted only one nomination, hence these 8 positions are automatically declared filled.

The remaining 4 positions attracted a large number of nominations. This means that an election was conducted for those positions in January 1992. Early in January you will have received a letter containing a ballot paper, a return envelope and a description of the positions filled and unfilled.

Red Alert

Big Country Hire, Mansfield, advises that a customer by the name of Shane Fitzsimmons recently hired a trailer for a short time. However the trailer was subsequently found in Sydney after being used to transport quite a bit of furniture from local businesses. Very little other information is available apart from the description of the customer, i.e. he weighs about 35 stone.

Directory

By now you should have received from the National Association your Directory of Members 1992/92. Could you please note that my phone number which is listed on the first page of the Victorian section (gold paper) is incorrect and should read 720 1835.

State director's Report

a. Transport Accident Charges

David Angus advised that he recently met with Doug Kearsley from the Transport Accident Commission and the Commission is starting to look at insurance charges for various categories.

b. Award for Exhibition Industry Employees

David Angus reported that there is a new award called the "Entertainment Industry (Trade and Public Promotions Service) Award" for exhibition display areas, and he outline various points of this document.

c. Membership Drive

So far 266 letters have been sent to non-member companies, (construction and party hire categories), and David Angus indicated that he is hoping for a 10% increase in membership from the exercise.

National Association Charter

The Hire & Rental Association of Australia recently distributed a request for State Associations to have input into the National Association Charter. As a result the following was adopted as the Association's Charter.

The document is being distributed so that all members have a full appreciation of the purpose and work of the National Committee.

PURPOSE STATEMENT

The purpose of the Hire & Rental Association of Australia is to be re-active to the needs of the State Associations, take whatever action is requested by the majority of the State Associations and delegate issues to the State for resolution on the National Association's behalf.

AIMS

1. Provide a communication channel between the State Associations.
2. Oversee and control the National convention.
3. Oversee and control the publication of the National Hire & Rental Magazine.
4. Establish connections with similar overseas associations.
5. Represent the Hire & Rental Industry on a National level.
6. Encourage the improvement of the image of the Hire & Rental Industry.
7. Encourage members to promote the use of hired equipment.
8. Encourage the professional training of hire and rental industry staff for the betterment of the industry.

Operating Guidelines and Procedures

1. NATIONAL DELEGATES

a) Two from each state to be nominated and elected at each state's AGM.

(b) National Councillors to serve a two year term each where practicable overlapping each other by one year.

c) National Councillors to elect the National President.

d) National councillors are always accountable to their State Associations.

e) National Councillors are representatives and not executives.

2. MEETINGS

a) There should be a minimum of two meetings per year. One of which will be held during the Convention. Extra meetings to be held as required to address pressing issues.

b) National Councillors are to be re-imbursed in full economy airfares when attending National meetings with the exception of the meeting during each year's National Convention.

Victorian REPORT

c) At the AGM the purpose, aims and operating procedures are to be reviewed so each delegate is totally informed.

d) No major decisions to be made upon first presentation without each State Committee voting on the issue (unless it is urgent).

e) Minutes of meetings should be distributed within two weeks of the meeting having taken place.

3. COMMUNICATIONS

a) Minutes of National meetings to be sent to the Secretary and each delegate of each Association.

b) State minutes to be sent to the Secretary of each state and to the National Association.

c) Delegates to read the State minutes and report on the issues of importance to his or her Association. If needed, the delegates can follow-up various issues with other delegates.

4. CONVENTIONS

a) Forward planning and delegation of convention hosts.

b) Annual review of convention formation and suitability.

c) Distribution of convention surplus as agreed.

5. MAGAZINE

a) Monitor the quality of the magazine.

b) Encourage support and contribution.

c) Grant the publishing rights.

d) Ensure the magazine is self-funding.

6. FUNDS

a) The National Association should collect enough subscription so cover its expenses.

b) Budget and subscriptions should be set annually with copies sent to all States.

c) (Addendum to constitution 21 May 1980). That the HAA reserve account be maintained at 1/3 of the total annual subscription receipts of the Australian State Associations.

7. SECRETARIAT

a) Requirements, costs and benefits of the secretariat should be reviewed every year.

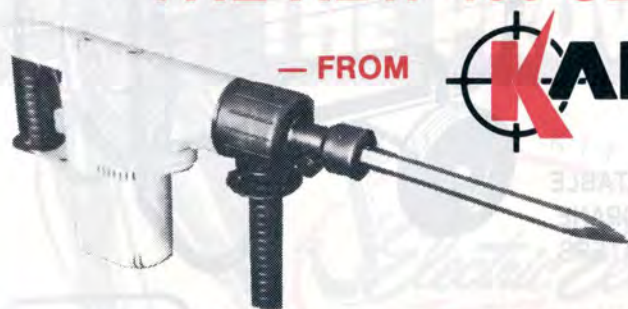
8. ISSUES

a) Issues should come from the State Association or from the Federal Government legislation or State authority.

b) Issues only to be acted upon if the impact on all individual State members is high and if the results will be financially rewarding.

c) Issues should then be delegated to a State Association that is best prepared with resources to solve the issue on behalf of the National Association and hence all other State Association.

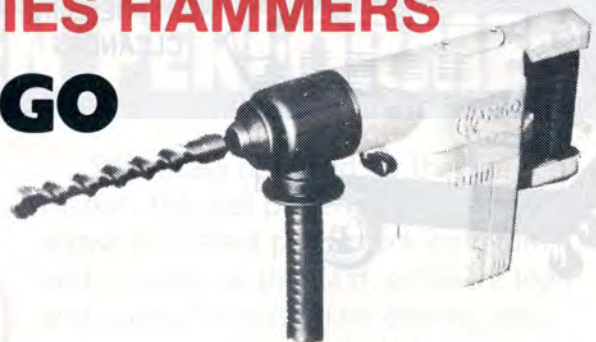
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MODELS 501, 637, 618



MODEL 430D

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AVAILABLE FOR NON-IMPACT
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Spitwater - don't go past them

THERE IS a large variety of hot and cold water high pressure cleaning equipment in the market place at this time. However, when choosing a machine or a company, it is hard to go past Spitwater Australia.

Spitwater has a range of hot and cold machines that is possibly the largest in Australia. Machines start at 70 bar/1050 psi, 13 litre per minute to 200 bar/3000 psi, 15 litre per minute. Each machine will deliver cold and hot water, variable from the ambient temperature of the water, to ninety degrees celsius, and, with a steam kit attachment, will heat to one hundred and fifty degrees celsius.

A three cylinder piston pump features ceramic plungers and is coupled to a heavy duty electric motor. The hot water is obtained by a diesel fired burner and has the capacity to operate continuously for a period of four hours. Detergent can be injected into the water stream by means of a variable adjustment metering valve. These are just some of the standard features of the machines and there are many more options available for the purchasers, including value for money.

Spitwater have been manufacturing machines in Albury, New South Wales for ten years. All of their offices can provide you with sales of new machines,

advice on which machine would best benefit you, and an excellent after sales service and spare parts and repairs if necessary. Spitwater can also repair any Bassett Blaster you may have.

For a free inspection or demonstration ring your State Office:

ADELAIDE - 74 Hughes Road, Mile End - (08) 234 2007.

MELBOURNE - 1/62 Barry Street, Bayswater - (03) 762 7266.

SYDNEY - 1/13 Nello Place, Wetherill Park - (02) 756 1666.

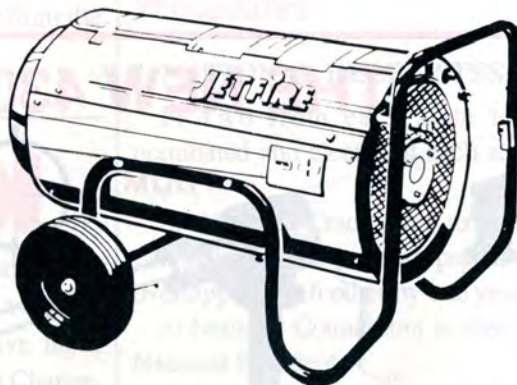
BRISBANE - 1/192 Evans Road, Salisbury - (07) 274 1311.

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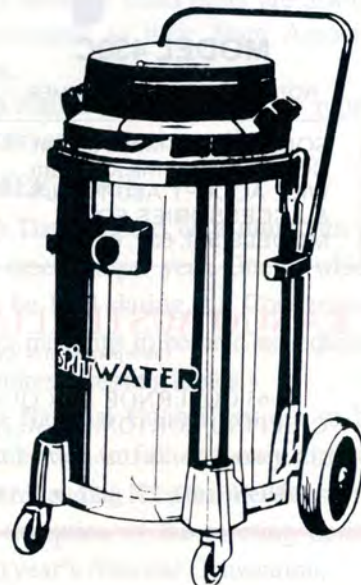
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 Sydney: 1/13 Nello Pl., Wetherill Park Ph: 02-756 1666
 Brisbane: 1/192 Evans Road, Salisbury Ph: 07-274 1311
 Plus Distributors Australia-Wide

Channel 9 Moves with DETCO

ADELAIDE's Channel 9 has chosen a 210hp Perkins Phaser diesel engine and Allison MT640 automatic transmission to repower its outside broadcast unit.

Based on Bedford chassis, the vehicle was previously powered by a low horsepower engine and operated through a manual transmission – a combination that made trips to broadcast sites time-consuming. With the vehicle's occasional need in locations as far afield as Perth and Brisbane, reliability was also an increasing worry.

However, reliability and ease of operation and driving smoothness of the van have been substantially enhanced since the unit was repowered with the Perkins/Allison combination.

Before the engine transmission were even installed though, the combination's suitability for its television role was thoroughly analysed by SCAAN. Developed by Allison in the United States and now available in Australia through

Detroit Engine and Turbine Company (DETCO), SCAAN fully appraises vehicle performance factors such as gradeability, acceleration, retardation and startability, to ensure a power and driveline combination ideally matched to operational requirements.

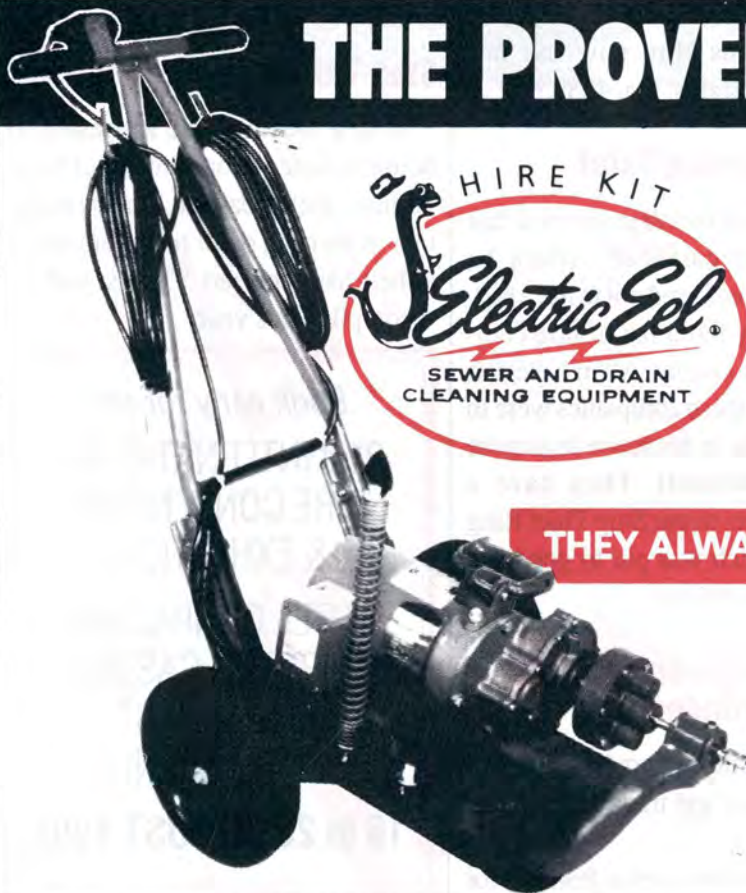
DETCO's Adelaide branch at Gepps Cross performed the repower work on the Channel 9 broadcast unit.

The technology advanced Perkins

Phaser engine was specifically designed for commercial vehicles in the six to 24 tonnes GVM market and offers horsepower ratings from 80 to 210 hp (60 to 157 kW) to cover a wide range of vehicle applications. The 6.0 litre 210 hp version is a turbocharged and intercooled unit delivering quick and strong response.

Allison's MT643 automatic transmission is equally advanced, using multi-disc clutches which are air cooled, hydraulically operated self compensating for normal wear. The MT643 is also equipped with an automatic lock-up clutch and is highly regarded for its smooth, quiet and reliable operation; all factors that Adelaide's Channel 9 sought, and found.

DETCO is the Australian and New Zealand distributor for Perkins and Detroit engines, and Allison automatic transmissions. Further information on these products is available from any of DETCO's 19 Australian sales and service outlets.



THE PROVEN PERFORMER



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

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

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DISTRIBUTORS THROUGHOUT AUSTRALIA

Victorian REPORT

BULLETIN

Workplace Health & Safety

THIS information has just been received from the Department of Industrial Relations with the request that it should be brought to the attention of all our members.

Re: Potential Hazards discovered with P & H Cranes

It has come to my attention that on a P & H friction drive crane (Model 670 T.C.) it was discovered that the bushes and pins for the planetary gearing pinions on the boom hoists, were worn to the extent that the pinions were in imminent danger of dropping out of the mesh with resultant failure of the boom hoist mechanism.

On Models of friction drive P & H cranes models 325, 430, 440, 670, 790, 1090 etc. the lubrication for the planetary gearing pinion bushes is by manually applied grease, which should be applied once per day. On some models the lubrication points are not readily visible.

In every instance the manufacturer's recommendations as to lubrication should be observed.

On the same crane, it was found that there was extensive cracking in the area of the rotating assembly on both upper and on the carrier.

Every owner or operator of these model cranes would be advised to:

1. carry out a careful inspection of the planetary gearing mindful of the above;
2. check that the manufacturer's recommendations regarding lubrication are being observed;
3. carry out careful inspection of the area relative to the slew assembly;

4. ensure that the above checks are incorporated into the programmed maintenance inspection schedule.

In the interest of safety, I would ask that you bring this information to the attention of all of your members.

Yours faithfully,

G. J. BOWNESS

Acting Director

Division of Workplace Health and Safety

Membership Changes

Neals Equipment & Party Hire have sold their depots at Oxford Park and Aspley. Their only location is at Bowen Hills, so please delete the others from your membership directory.

Fiesta Rentals have new owners. Tom and Anita Jacobes have sold their business to Nev and Jean Jackson. Good luck to Nev and Jean in their new venture.

Gympy Aus Hire now has full membership status. No. 4239.

Absent Minded Thief

A Victorian member reported that a "dishonest customer" which he would have preferred not to have had, inadvertently left a list of hire companies on the counter when he left. It appears that these companies were to be next in line in his move to acquire items for himself. They have a similar system to our Stop Thief Ring Around, which was put to good use to foil his intentions.

Safety Requirements for LP Gas Cylinders

There are legal requirements for testing, filling and transporting LPG cylinders.

Gas equipment used at festivals for

food vending will be randomly checked by the Department of Resource Industries to ensure that they meet the Australian Standards regulations and charges will be laid if any equipment does not comply with the Australian Standard Code 1596.

Pie Carts and food caravans and barbecues must be fitted out by a licensed gas installer. Gas cylinders must be inspected or tested every ten years and the test date must appear on the cylinder. An out of date cylinder is illegal.

9kg cylinders may only be carried in a vehicle to get it refilled and for no other reason. It must stand upright and be secured so that it cannot be moved during transit.

I have written to the Department of Resource Industries for specialist information which is relevant to our industry and I will pass this on as soon as I receive it.

Stop Thief Ring Around

If new members are interested in being included in our Stop thief Ring Around, please call me. This is a system of alerting other members when a theft has occurred. The list will be recompiled this year.

Book early for the
**21st INTERNATIONAL
HIRE CONVENTION
& EXHIBITION**
**HOTEL CONRAD and
JUPITERS CASINO
GOLD COAST,
QUEENSLAND**
16 to 20 AUGUST 1992



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Party Time**

**Let's
Party**

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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



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

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

Baytex Manufacturing Ltd, PO Box 2571, Tauranga, New Zealand. Ph (07) 578 8022 Fax (07) 578 8978
Australian Enquiries: Mel McLennan, Corporate Marquee Services, 4/46 Gilbert Park Drive, Scoresby, Victoria
Ph (03) 764 0033 Fax (03) 763 4673

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

Delivery is F.I.S. Melbourne Metro only.

Guaranteed Manufacturing time of two weeks from order or from finance approval.

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CONA – Good Coffee and Good Sense Too!

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

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

CONA's 'Pour-On' brewer comes with two built-in hotplates to keep the coffee hot, in standard form, with other multi-hotplates variations also

available, and is fully portable and ultra easy to use. Simply fill the tank with two jugs of water, plug into a power point and the unit will be ready to use in less than ten minutes.

Real restaurant quality coffee, ground especially for the CONA is available in sealed packets from any better known coffee supplier, allowing our client to brew fresh, premium quality beverage at the rate of a 12-cup jug every 4 to 5 minutes from cold water.

No cleaning up between brews – just tip out the old coffee and filter and replace them. At the end of the function, undo the draining plug to empty the tank and the unit is ready to travel.

Elegant glass decanters are usually supplied with the CONA, with optional robust stainless steel jugs also available.

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

**...and what's
wasting your
money?...**



Ironbark Hire

New Treatment Agent for Portable Toilets

PORTABLE TOILET hire companies have come up with a new environmentally-friendly treatment agent, which also provides better hygiene and odour control.

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

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

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

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

ness and service to the industry.

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

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

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

The spokesman strongly rejected a claim by a firm, which is not a member of the association, that other com-

panies do not use disinfectants strong enough to kill infectious diseases.

"This claim, which appeared in some suburban newspaper, is not only false, it is completely irresponsible, and capable of causing needless public harm," he said.

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

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

For further information, call Super Loo (02) 601 1766, Sani Hire (02) 743 4140, Port-A-Loo (02) 888 5466 or Rent-A-Loo (02) 688 3055.

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...and who's
been hiring
from you...



Ironbark Hire

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.

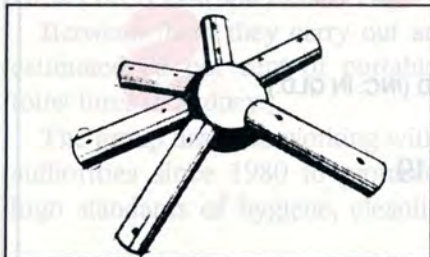
The Canopy has some important ad-

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



BESTIME

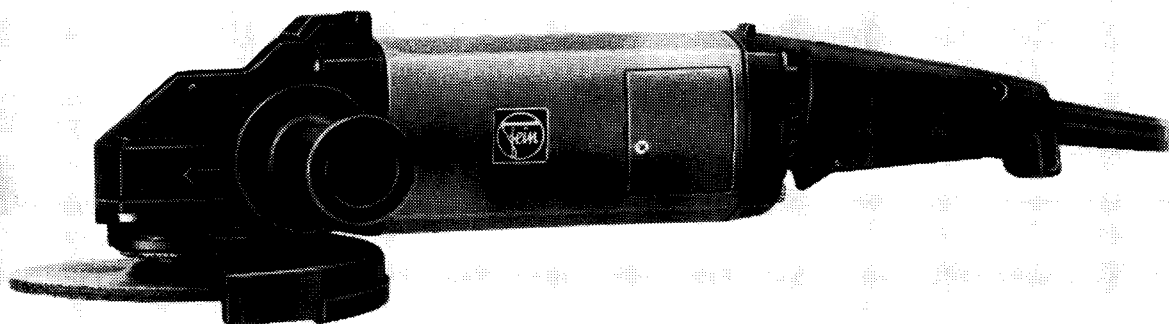
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Dembicon's Laser-Welded Blades Crack U.S. Construction Market

THE INTERNATIONAL standing of Australia's diamond tool manufacturers has been boosted with an American distributor contracting Dembicon Australia to supply power cutting blades to the giant United States construction industry.

Dembicon's \$1.5 million export coup for its specially developed laser-welded masonry blades was at the expense of competing Japanese, Korean and local American suppliers.

The order – for 12,000 blades to be supplied over the next year to Arrow Equipment, a Chicago-based construction industry distributor – paves the way for major long-term export contracts by Dembicon into the U.S.

The sale is the largest overseas contract won by Dembicon which has been a strong proponent of exports through offices in San Diego, Singapore and Hong Kong.

The order also means increased production and more jobs at the company's main manufacturing plant at North Plympton in Adelaide.

Dembicon's Managing Director, Mr Lloyd Williams, said the order was "just reward" for the company's decision three years ago to invest \$3.5 million in new laser-welding technology for manufacturing.

"Our laser-welded masonry blades were under trial in the U.S. for nearly 12 months but their performance was so outstanding that it enabled Dembicon to win the contract ahead of Japanese, Korean and local American contenders," Mr Williams said.

"Dembicon is now the largest diamond tool specialists in the Southern Hemisphere and we are con-

fident this breakthrough contract into the U.S. will lead to long-term and substantial export orders.

Under the contract, Dembicon will supply on a monthly basis, 500 each of its 300 mm and 350 mm laser welded masonry cutting blades for high speed hand-held power saws.

Deliveries will begin in late March.

Dembicon has hired extra staff and introduced a third production shift to service the order.

Mr Williams said the size of the contract was equivalent to 15 per cent of the company's annual Australian output of laser-welded blades.

"Although Dembicon's San Diego office has been trading profitably since its establishment two years ago, the size of the blades' order represents a major breakthrough into the U.S. construction industry."

The exported blades would be dis-

tributed through Arrow's 13-branch networks located throughout the United States.

News of the U.S. export coup coincided with one of Dembicon's most successful appearances at a U.S. trade show. Sales of the company's heavy duty portable saws trumped their American rivals at the annual Masonry Contractors Conference in Orlando.

Mr Williams said the unprecedented interest by American constructors in the Australian-made saws and blades augured well for potential new machinery export to the U.S.

"We will now be looking to build on these major initial contracts to open up long term sales to the U.S. of our full range of diamond blades and heavy duty saws," Mr Williams said.

For further information contact:
Lloyd Williams
Dembicon Australia
(08) 297 4022.



Dembicon Australia's Managing Director, Mr Lloyd Williams, with a sample of the company's laser-welded blades being exported to the United States under a \$1.5 million contract with Chicago-based distributor, Arrow Equipment.

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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 advice for special lifting problems.

For further details, contact:
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 Unit 12/63 Norman Street
 Peakhurst, NSW 2210
 Phone: (02) 584 1177
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 JUPITERS CASINO,
 GOLD COAST, QUEENSLAND

16 to 20 AUGUST 1992

...and who's gone
 someplace else...



Ironbark Hire

IN DIRE STRAITS? CALL MACFARLANE!

MACFARLANE Generators put the power into the recent Australian leg of Dire Straits' massive \$1.5 billion "On Every Street" international tour.



Macfarlane put the power into Dire Straits in Perth.

When the world's most popular band stepped on stage for open-air concerts in Perth and Canberra, it was Macfarlane portable power that kept the music coming.

And at the indoor auditoriums Dire Straits played in Melbourne, Brisbane and Adelaide, Macfarlane Generators provided the emergency equipment to back-up in-house facilities.

Dire Straits' extraordinary "On Every Street" sound and light show needed the power of five Macfarlane generator sets (totalling 1200 kVA), five distribution centres and 1000 metres of cable to link it all together, and 2000 litres of fuel to run it – and that was for each concert!

Powering the stage sound and

lighting, the videotape facilities, and the crowd lighting, the Macfarlane gear ran without a moment's worry at the Perth and Canberra venues.

"The Dire Straits tour is one of the most exciting projects we've been involved with," enthuses Macfarlane Generators Managing Director, Gerald Kay.

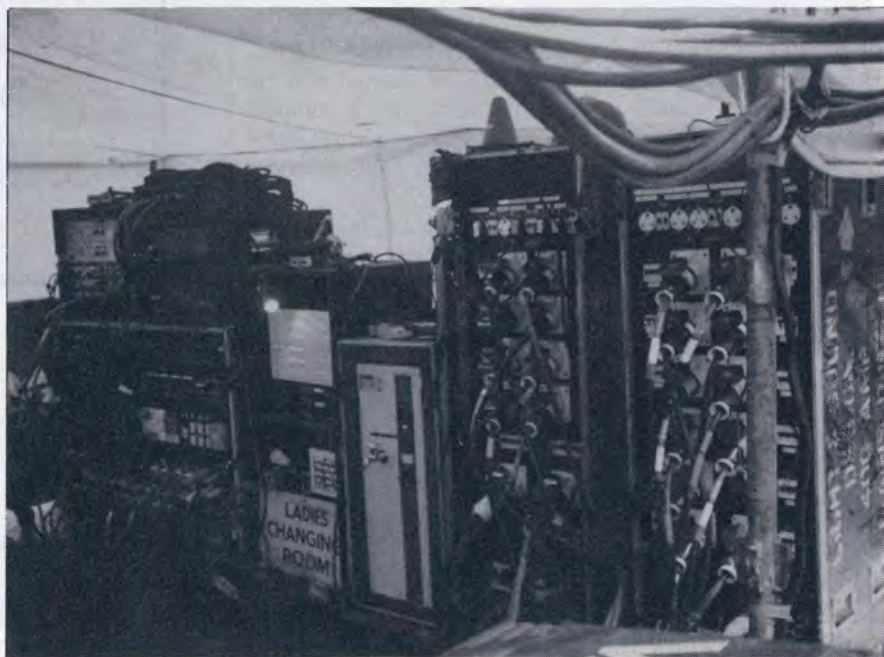
"Each show is such a massive undertaking... the size of the staging, the incredible sound systems they use, the high-tech lighting, and the way all those elements are brought together, is very impressive.

"Macfarlane supplied the portable power for the Dire Straits' last tour of Australia and that went without a problem.

"That is exactly what every customer wants, of course, and I'm sure that's why the promoters asked us to look after the tour again."

Macfarlane Generators is Australia's largest hirer of portable power stations for commercial, industrial and domestic use.

Established more than 40 years, the company is well-known national-



Five Macfarlane distribution centres were needed backstage just to link the sound and light show.

ly for its extensive on-going work in the film, television and entertainment industries.

Sound-proofed 'silenced' generators are Macfarlane's speciality.

With offices in Sydney, Melbourne, Brisbane and Adelaide—plus authorised agents in several major regional centres—Macfarlane Generators offers quick, professional service nation-wide.

Its extensive list of equipment for

hire includes generators, transformers, rectifiers, switchgear, load banks, lighting towers, cables and leads, and even transport.

And to keep the wheels of industry turning or a band like Dire Straits pumping out the sound, Macfarlane has a renowned national around-the-clock emergency breakdown service.

Supporting this there is also a comprehensive stock of service items and spare parts to fit most major gener-

ator brands.

Whether it's hire, sales or service, Macfarlane Generators can provide the portable power to do the job anywhere, anytime.

For further information:

Mr Gerald Kay, Managing Director
Macfarlane Generators
(03) 544 1700

JLG adds site materials handling equipment to range

JLG INDUSTRIES, known in the construction industry as a pioneer in high reach technology, has greatly expanded the company's line-up of construction site machines to include a large range of on-site materials handling equipment.

The new equipment includes: unloaders for pre-cast concrete products and palletised materials such as bricks or concrete blocks, telescoping elevating cranes, elevating trolley booms—all truck mounted to specification.

The technology found in this new range of equipment hinges on hydraulic, telescopic booms which, in many ways, is not surprising as it takes JLG back to its origins since the founder of the company, John L. Grove, was the inventor and originator of the Grove Crane in the U.S.A.

JLG recently bought out U.S. Truck Cranes Inc. (USTC), a company with over 25 years experience in the design and manufacture of truck-mounted, hydraulic cranes and unloaders.



JLG Unloader for pre-cast products.

The cranes assemblies for the units will be imported in kit form and will be mounted to appropriate truck chassis at JLG's Port Macquarie, NSW, assembly plant.

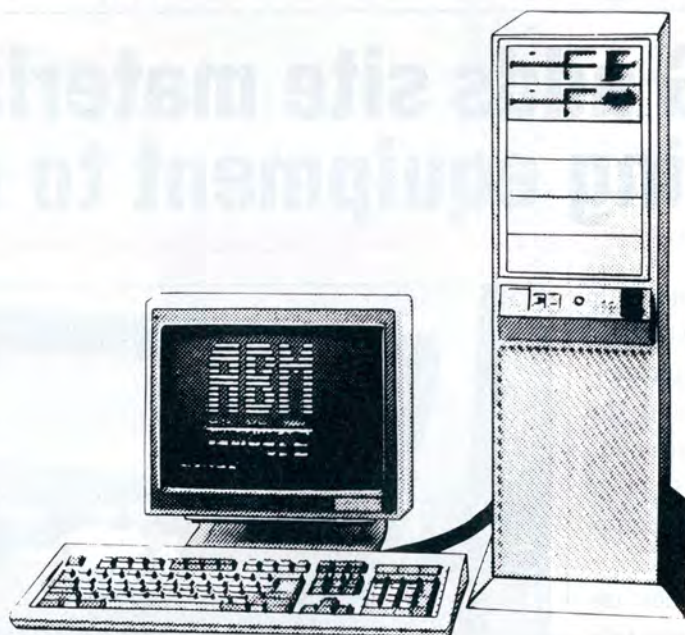
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Ironbark Hire



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In every field of human endeavour there are "specialists" — in engineering, in medicine, in law . . . or in computers for the rental industry!

It makes sense to talk to the only specialists in rental industry computer systems in Australia — THE SOFTWARE LINK.

The Software Link is managed by people involved in the hire industry in Australia for over 25 years and who have more than 20 years of involvement with computer systems for the Australian hire industry. Over 60 companies in Australia have selected The Software Link for specialist help and advice, training and installations over the past three years.

Whether you are in plant hire, party hire or car hire and you need a Single-user, Multi-user, Front-counter, Back-office, General Ledger or

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The Software Link has all the answers and a proven solution for your hire business.

Don't gamble with your business — go to the specialists. When you want a proven solution for a fixed cost, call The Software Link, talk to their friendly experts and discuss with them what you need for your hire business.

For your personal copy of the QUICKHIRE System Overview write to or call
The Software Link
P. O. Box 1, Berkeley Vale NSW 2259.
Telephone 043 - 885133 : Fax 043 - 885035



600 Machinery Australia appointed national distributor of TCM Fork-lift Trucks

THE LARGE industrial Japanese Group, Toyo Umpaki Company Limited has appointed 600 Machinery Australia as National Distributors of the prestigious range of TCM fork-lifts and materials handling equipment.

600 Machinery have branch operations in Melbourne, Brisbane, Adelaide and Perth with its head office located at Lidcombe, Sydney.

The long-established company is well known as a leading supplier of machine tools and HIAB truck mounted cranes to Australian industry.

The appointment of 600 Machinery provides the TCM brand with the expertise and power to strengthen its market share in Australia.

Sales, parts and service will be provided at all branches and Head Office operations, while existing TCM dealers will continue to provide service in their local area.

All inquiries can be made by calling (02) 748 1964.



Heavy Duty Axle Range

A COMPLETE range of heavy duty drive and steer axles for construction and mining machinery has been released by Australian Hydraulics Company.

Manufactured by Carraro, they are designed specifically for a range of industrial vehicles including underground mining units, backhoe loaders, rubber tyred excavators, road rollers and rough terrain and yard type fork trucks. They are also sold for use with off-road concrete mixers and agricultural machinery.

Carraro have a Q1 Award from Ford New Holland and

prime suppliers to many other major international mobile machinery manufacturers.

Axles are available for engine ratings of up to 185 horsepower and vehicle weights of up to 24 tonnes.

Most axles feature long life lubricated "U-joints" and waterproof seals. Oil immersed brakes, located outboard, are supplied for simplicity and ease of servicing without special tools.

Further information on the complete range of Carraro heavy duty axles is available from Australian Hydraulics Company branches in all states.

For further information please contact Mr Paul Tisdale

Australian Hydraulics Company
2 South St, Rydalmere, NSW 2116

Phone: (02) 638 5000.

Fax: (02) 638 0544.

**Ironbark Hire makes
the hire process
easy.**

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Maybe YOU should be running



Ironbark Hire



Business News

We record the following recent changes in business operations:

Paul Booth has purchased Local Hire Ltd, Dannevirke, and is trading under the name of Hiremaster Dannevirke.

Max Rutherford has purchased Hiremaster Party Supplies at New Plymouth.

Dave Houseman has purchased Hibiscus Hire Ltd and we welcome Dave to the Association.

On a recent holiday northwards the writer was pleased to make calls or meet up with Vern Charlesworth (trying to make his fortune in a different field), Bev and Wayne Cowley, just returned from a holiday to Fiji (I never thought a Northlander would complain about the heat.) Calls were also made upon Richard Grainger and Lynn Wilson at Ready Hire and Tui Supplies respectively in Tauranga; Hibiscus Hire Centre in Whangaparaoa, and Hirepool at Silverdale. It was good to meet up with members in this way.

Colin Crooks has left the industry after a quarter of a century of involvement. We wish him well for the future and thank him for his past support of this Association. Mr Josh Easby had been appointed in his place and it was pleasing to meet Josh at the recent Zone 2 and Special General Meetings in Palmerston North.

Change to the Constitution

As outlined in the last newsletter a Special General Meeting of the Association was held earlier this month at which a change was made to the Constitution to allow for a fourth Director. This rule will be registered which will enable such an appointment to be made at the forthcoming Convention.

Convention Remit Re Identification

As outlined in the last newsletter we wrote to a number of Organisations enquiring as to their policy on the subject of photographs on Drivers Licences. The following organisations indicated they supported such a proposal:

Motel Association of New Zealand.

Hotel Association of New Zealand.

New Zealand Police Association.

Motor Trade Association.

Those organisations unable to support or do not have a policy:

New Zealand Employers Federation.

New Zealand Automobile Association.

New Zealand Bankers Association.

Travel Agents Association of New Zealand.

The Directors are to enquire from those in favour of this proposal as to what information they may have available from previous efforts to have photographs included on driver licences.

Membership

We welcome as a full member Craig Potter at Morrinsville Hire.

We also welcome as an Associate member Titan Plant Services Ltd, based in Lower Hutt, but also with branches in Christchurch and Auck-

land. Richard Seay is the contact point at Lower Hutt and we welcome Richard back to the industry. This company is an agent for Yanmar Construction Equipment, Dynapac Compaction Equipment and Volvo BM Loaders.

Sample Terms and Conditions of Contract

Following a long time of discussion and negotiation, the Directors are pleased to report the completion of a Sample Terms and Conditions Contract. We are currently having produced a sample front page for conditions of Hire and when this is all completed a copy will be forwarded to members. These are seen to be a minimum set of conditions and it may well be that you find it necessary to include some other conditions of your own.

We do stress, however, the need to have whatever conditions or contracts you choose, to have the printed wording to be of a legible nature and if printed on the reverse side of the form, then reference to this should be made on the front of the form one should not assume that the hirer will be aware of contract wording on the reverse

Red Alert

Air Hire Centre Ltd. had advised us that the Red Alert dated 8 November 1991 regarding a stolen trailer is cancelled as the trailer has been found.

President Glen Craven represented the Association at a recent follow up meeting of those groups which participated at the Convention to consider the establishment of CONSTRUCTION NEW ZEALAND. Your Association has agreed to participate for a year and review further participation at that time. This new group will represent the members interest in matters of

New Zealand REPORT

common interest. Some of the proposed interests could include Transit New Zealand, Quality Assurance, Liens Act Substitute, group purchasing benefits, occupational safety and health legislation, employer legislation, the Building Code, Industry Training.

Costs are to be kept to a minimum with the Master Builders Federation and Contractors Federation taking on the secretarial work on a rotating basis.

Convention 1992 – Rotorua

It is not too early for Trade Suppliers to be considering their participation at this year's convention. A site plan has been prepared and this will be sent out in April this year. The programme is still being put together but the aim is to have something different for members to experience and go away with new ideas etc.

A.R.A. Convention

A smaller than expected group of 14 people departed 19 February for the A.R.A. Convention in New Orleans, as well as a 2-day Tents Today Seminar for those interested. A report will be given in the next issue.

Training Video

Would those members currently holding the A.R.A. Training Video on Counter Personnel please return the video to this office by return mail.

Average Rate Survey

The Directors have agreed to undertake an Average rate Survey amongst the Industry with the results being conveyed back to all members. There will be no charge for this new service, but obviously the effectiveness of the results will depend largely on the response from YOU, the member. The survey will be done in the

May/June period and there will be a separate survey for party hire and another for General Hire. The individual replies will be confidential to the Executive Director and each survey will be coded for computer purposes. Max Rutherford, who has undertaken past surveys, has kindly offered his service to collate the results.

Medical Insurance Scheme

We have received three proposals for a group Medical Insurance Scheme for the Industry and we thank those few members who did respond indicating their interest. The Directors have approved Media Care to promote their scheme and all members can expect an approach in due course.

Although the Directors have approved this particular scheme, naturally it will be up to everyone to make their own decisions on what is offered.

This form of Insurance is an ever changing one (by the Government at least) and you will need to weigh up carefully the best plan for your particular circumstances.

Hospitality Trade Show

Members within the Party & Leisure hire scene will be familiar with this Trade Show, which has been held at least for the past two years and which this year was the centre of a visit to Auckland suppliers from Party Hire. The Directors had given favourable consideration to taking a stand at the 1992 show to promote the Hire Industry and enquiries have been made as to dates and costs.

We have subsequently been made aware that in 1992 there will be a rival Trade Exhibition promoted by the Foodservice Association of New Zealand (of which we are Associate

Members). This has come as a surprise to all concerned (one would have thought their own members would have been consulted) and consequently the Directors have put on hold our possible involvement in either of these exhibitions to see what transpires out of these new developments.

For the record the Hospitality show is June 13-16 and the Foodservice Show August 9-16 (the same week as our Convention).

Diary Dates

January 28-30: Hirex London.

February 24-27: A.R.A. Convention, New Orleans

April 8-9: Directors Meeting at Rotorua

August 11-13: Annual Conference and Trade Exhibition Rotorua

August 17-20: Australian Convention – Surfers Paradise.

Subscriptions

We note that there is still a small number of unfinancial members and we are endeavouring to make contact with those concerned to seek, early payment.

Although the financial year begins 1 March next, the Directors have considered a preliminary budget (the secretarial fee payable to the N.Z. Contractors Federation has yet to be set) and have finalised the following subscription levels for the new year (all figures INCLUDE Branch levies and GST):

Turnover up to \$200,000	\$300
\$200,000-\$500,000	\$400
\$500,000-\$1M	\$550
\$1M-\$2M	\$700
Over \$2M	\$900
Associate members	\$200
Honorar members	\$30

The subscriptions which will be charged will be based on the same criteria as previously charged. If you feel that you have been levied incorrectly when you receive your account in March, then please let us know.

Hire & Rental Association (Victorian Region) 1992 Committee

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Barrie Cerda (National Councillor)
Coates Hire
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Phone: 791 6188

Senior Vice-President:

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Macfarlane Generators
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Phone 544 1700

Directors:

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Phone: 571 9488

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Phone: 555 7600

Mike Wilton (National Councillor)
Moorland Hire
845-847 Princes Hwy, Springvale 3171
Phone: 562 3700

OFF SHELF SAVINGS

CHRIS LEWIS, Group Customer Services Manager for the Detroit Engine and Turbine Company (Detco), has initiated an expanded service exchange programme for all Detroit Diesel (Detroit Diesel Corporation) engines that are currently working within the automotive, mining, industrial and marine market-place.

Users of Detroit Diesel engines simply bring their used assembly to one of Detco's branches Australia wide, and exchange it for a genuine D.D.C. reliabilt remanufactured assembly.

All D.D.C. reliabilt parts and products, such as rocker arms, con rods, blowers and injectors, are remanufactured to original Detroit Diesel factory specifications and performance standards.

Detroit Diesel owners can now benefit from reduced repair downtime and pass these benefits on to their customers with improved service levels.

Chris Lewis stated that all Reliabilt remanufactured parts meet stringent Detroit Diesel specifications, plus carry a full 12-month warranty. They also have added benefit of savings up to 70% off new D.D.C. replacement parts.

Chris Lewis also went on to say that brochures explaining and illustrating the Reliabilt parts and products, incorporating the latest improvements and design changes, are available free from Detco by contacting him on (08) 260 2299.

Detroit Engine and Turbine Company are the sole authorised distributor for Detroit Diesel and Perkins engines throughout Australia and New Zealand. A 19-branch sales and service network Australia wide services their wide customer base.

Tennant Introduces 242E – The Quiet, Rugged Sweeper

A SWEEPER that combines quiet, odour-free battery power with rugged design and exceptional dust control has been introduced by Tennant.

The 242E offers battery power and simple hydraulics for easy maintenance and reliability. A two-stage filter system controls dust while a 1.070 mm main brush sweeps everything from small to bulky debris.

The 242E's dust-control system includes a two-stage filter. The first stage Perma-Filter removes most moisture and dust. The second stage uses an easy-to-clean 10.2 m² panel filter to trap micron-sized dust.

Also included with the machine is a heavy steel, wraparound bumper and a sidebrush that sweeps flush against walls and curbs. Options include an attachment that converts the machine into a scrubber, type EE specifications that permit sweeping in potentially hazardous conditions, and a multi-level dump that empties into containers as high as 1.525 metres.

The machine comes with a two-year, 1,750-hour warranty on all components, except normal wear items.

Specifications for Jaden Mini Loader



ENGINE OPTIONS: (8.5 - 16 H.P.)

FUEL: Petrol, Diesel, L.P.G.

BATTERY: 12 V - 36A

DRIVE SYSTEM: Dual Hydraulic Motors - Chain 60 AS.A

TYRES: 18 x 8.50 x 8 4 Ply (Standard)

WEIGHT: MACHINE 460 Kg. BUCKET 40 Kg

LENGTH: 1850 mm **WIDTH** 985 mm **HEIGHT:** 1250 mm

Designed and manufactured by JADEN MINI LOADERS Pty. Ltd., on Queensland's Gold Coast, this multi purpose Mini Loader can be used with the following attachments:

RIPPERS

CARRY-ALL / LEVELLER



HYDRAULIC ROTARY BROOM

Sweeping Width 1100mm
Angling to Left or Right



HYDRAULIC POST HOLE BORER

Auger Size from
150 to 450mm



HYDRAULIC TRENCHER

Trench Width 75 - 150mm
Trench Depth 750mm max

CHOICE OF ENGINES



Improved Performance Features

- ☒ New Heavy Duty Construction
- ☒ Choice of Engines
- ☒ Easy Service - Maintenance
- ☒ Heavy Duty Engine Mounts
- ☒ Increased Traction (Patented Drive Tensioner)
- ☒ Powerfull 76 mm Lifting Cylinder
- ☒ Greasable Pins

OTHER ATTACHMENTS INCLUDE:

Lifting Forks - Slasher - Concrete Mixer - Rockbreaker - Rotary Hoe - Back Hoe - Farm Bucket and many hand held hydraulic power tools. Special attachments can be made for your requirements.



43 ALEX FISHER DRIVE, BURLEIGH GARDENS
INDUSTRIAL PARK, GOLD COAST,
QUEENSLAND, AUSTRALIA 4220
P.O. BOX 54 BURLEIGH HEADS QLD., 4220
TELEPHONE (075) 93 4567 FAX: (075) 93 4398

AGENT:

"Coming of Age"

21st INTERNATIONAL HIRE CONVENTION & EXHIBITION



HOTEL CONRAD and
JUPITERS CASINO
GOLD COAST, QUEENSLAND
16 TO 20 AUGUST 1992

21st International Hire Convention and Exhibition

THE HIRE industry has reached a significant milestone with the coming of the 21st International Hire Convention and Exhibition, to be held at Hotel Conrad and Jupiters Casino on the Gold Coast, in August.

Arrangements are well advanced for what promises to be a highly educational and enjoyable conference.

Titled "Coming of Age", the conference business programme looks to the future and will equip delegates with positive strategies they can implement to meet the challenges to come.

Business topics have been carefully selected to be of maximum benefit to hire operators. Marketing, safety, Legal Issues, Taxation will all be covered in depth.

Special attention will be given to the vital issue of customer service – regarded by many to be the key to future business success.

Confirmed guest speakers include marketing guru Bill Proud, customer service expert Jack Collis and American Rental Association President Hank Parker.

Ambitious targets have been set for the exhibition and special arrangements have been made to programme plenty of time for delegates to meet with exhibitors. Mindful of the current economic climate, exhibition fees have been kept to an absolute minimum – full details are available from the Conference Secretariat.

Hotel Conrad and Jupiters Casino will be fondly remembered by delegates to the landmark 1988 Convention. Having recently been totally refurbished, Hotel Conrad was chosen as the ideal location for 1992. Importantly, all exhibition areas are immediately adjacent to conference rooms, assuring maximum access for delegates and exhibitors alike.

Social activities on a grand scale have been planned. The conference welcoming reception will be a "21st Celebration" for the industry and a special feature is a dinner function at the new Warner Brothers Movie World where delegates will see movie magic come alive.

Don't miss this convention! A full registration brochure is about to be mailed to all HRA members very soon and further information can be obtained from:

1992 HRA Convention Secretariat
PO Box 177
Box Hill, Queensland 4059.



ENQUIRY CARD

21st International Hire Convention "Coming of Age"

Please return to:

Carillon Conference Management
PO Box 177, RED HILL, QLD 4059

Please send me the following details:

- ☐ Registration Brochure
- ☐ Exhibition Kit
- ☐ Sponsorship Information

Name: Mr/Ms etc _____ First Name _____ Surname _____

Company: _____

Address: _____

City/Suburb _____ State _____ P/code _____

Contact: Tel: (____) _____

Fax (____) _____

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

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

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



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

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

There's a Kawasaki engine to suit your needs from 1.3 kW to 14.9 kW

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Distributed in Australia by: **Kawasaki Motors Pty Ltd**

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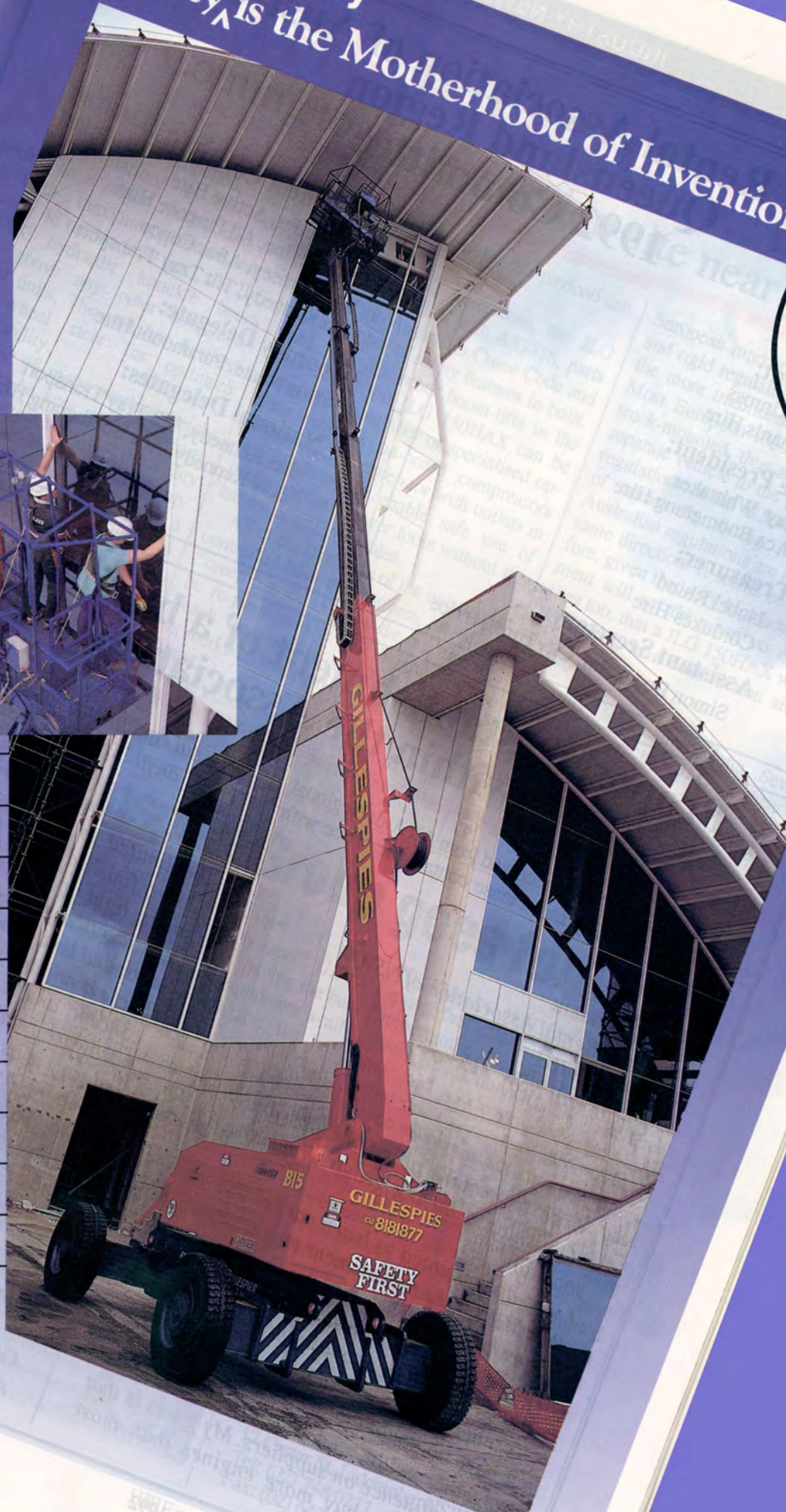
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Necessity & safety is the Motherhood of Invention!



THIS JLG 110 HXAS WHICH HAS A MAXIMUM

REACH OF 32 METRES ABOVE GROUND,

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PORT MACQUARIE NSW 2444.

PHONE: (065) 81-1111
FAX: (065) 81-0122

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Kennards Hire

Vice President:

Ray Whittaker
Aca Boomerang Hire

Treasurer:

Isobel Rhind
Cordukes Hire

Assistant Secretary:

Simon Boegheim, City Hire Service

Management Committee:

Brian Telfer, Active Hire
Dale Devine, All Purpose Hire
Ray Garnsey, Atlas Copco
Ian Kennedy, Tilt Tray Transport

Country Delegate:

Don Neate, Paramount Hire

National Delegates:

Ian Kennedy, Tilt Tray Transport
Ray Kennedy, Aca Boomerang Hire

Proposed establishment of a buying group within the Association

THIS LETTER was received from All Aids Regional Plant Hire Pty Ltd. Please contact the office with your comments.

*The President
Hire & Rental Association of NSW
PO Box 1163
Castle Hill NSW 2154.*

Dear Sir,

I write to enquire about the possibility of establishing a buying group within the Association.

I was disappointed to learn earlier this year that Mitsubishi replacement engines must in future be purchased via retail organisations. Honda, Briggs and Stratton engines, and their parts, have been available only through resellers for some years.

I have no doubt that hire companies working together could, and should, exert considerable influence on suppliers. My guess is that we already buy more engines than most

original equipment manufacturers, yet do not enjoy anything like the same buying conditions.

There is no reason why group buying should be limited to replacement petrol engines. Many finished items, including electric hammers, light tip trucks and compacting plates, are identical from one hire company to the next, and lend themselves to group buying.

There is nothing new or innovative about this concept, and it is well established amongst hardware retailers and other retailers. Our industry is as highly competitive amongst its members as are hardware retailers, and ought, like them, to be able to come together to enjoy the benefits of group supply.

Kindly consider the foregoing and, if sufficient support can be generated, put it into effect.

Yours faithfully

*Graham Gardem
All Aids Regional Plant Hire Pty Ltd.*

THE BIG REACH

Coming to a construction site near you

AUSTRALIA could soon see the largest, self-propelled, aerial work platform in the world working on a major construction site here. With a maximum platform height of nearly 48 metres (150 feet), the JLG 150HAX hydraulic knuckle boom towers above any other non-truck-mounted units. The unit has 4 wheel drive/4 wheel steer for optimum manoeuvrability.

Whilst the 48 metre working height will prove to be very useful on many major construction sites, it is the ability of the unit to achieve a maximum up-and-over height of 24 metres and a horizontal outreach of a further 24 metres which makes this JLG machine so versatile – as well as big!

The JLG 150HAX can put an unrestricted load of 227 kg of men and materials to work in a number of very high, hard-to-reach situations. Under

certain configurations, this payload can be doubled.

Like all JLG equipment, the JLG 150HAX complies with AS1418, parts 1-10 of the Australian Crane Code and has a number of safety features in-built. And, also like other boom-lifts in the JLG range, the JLG 150HAX can be fitted with a number of specialised options such as on-board compressors and/or electric generator with outlets in the platform, to enable safe use of pneumatic and power tools without the hazard of trailing cables.

All of the functions of the unit can be controlled from the platform, including "creep" mode to allow the machine to be re-positioned at full height and/or reach. Gradeability is 31% and the unit is shod with foam-filled, puncture-proof tyres.

The concept of a "Super Lift" like the JLG 150HAX, stems from the

European market where narrow streets and rigid regulations restrict the use of the more traditional telescopic cranes. Most European models are, however, truck-mounted, thus adding the cost of separate vehicle to the package. OSHA regulations in the U.S.A. limit the use of cranes for lifting personnel and Australian regulations are headed in the same direction. It seems certain, therefore, given that very high access equipment will set the trend on Australian sites too, that a JLG 150HAX will soon be coming to a construction site near you.

Further information: John Sevlin, Managing Director JLG Industries (Australia) Pty Ltd,

11 Bolwarra Road, P.O. Box 972

Port Macquarie, NSW 2444

Phone: (065) 81 1111.

Fax: (065) 81 0122.

Revamped Transport Group goes for Linde

KERRY NOYES, General Manager of Universal Transport Operations, recently announced a major restructure of this Transport Subsidiary of Mount Isa Mines Ltd. Previously it traded as Townsville Transport Services.

Included in this overhaul is a large investment in Linde Hydrostatic Forklifts and Mercedes Benz long range transporters.

The order for the Linde Forklifts is one of the largest ever placed in Australia. They will be dispersed around the major cities of the mainland states.

"We evaluated equipment and offers from the major forklift companies in Australia. We demanded absolute state-of-the-art that is environmentally and driver friendly and with demonstrable productivity gains, maximum fuel efficiency and reduced operating costs.

The Linde Forklifts met all these criteria," says Kerry Noyes. "U.T.O. can only be the best by having the best people using the best equipment available. Then our client gets the best deal."

Gerry Bett, Linde Queensland Manager, commented: "Whilst the competition was tough and T.T.S. set high performance criteria, the Linde



Hydrostatics emit low pollutants, are quiet, fuel efficient, robust, and most importantly, low maintenance – because brakes, transmission and differential are no longer there to cause problems. Truly state-of-the-art."

The new Universal Transport Operations was launched in Townsville on 4 February when new colour schemes with the new equipment were demonstrated. A feature of the new transporters was an Aussat transmitted data interchange system. The trucks can also be precisely located anywhere in Australia.

For further information please contact:

Des McEvoy, Managing Director

Linde Lansing Pty Ltd

12 Carter St, Lidcombe, NSW 2141

Tel: (02) 748 0211 – 008 011 120

Fax: (02) 647 1287.

'What do I want in a forklift? I'll show you.'



A seat I'm comfortable in all day.

I want to be safe on the job.

The cab must float over bumps.

Give me power when I need it.

Get me in and out of tight corners.

And please make it easy to service!

'There's nothing like a Nissan. It's a mate!'

That's what makes a Nissan so special. It's designed around the driver. After all he's the most important component. If he's comfortable, confident and in control, he'll get the most out of his machine - and deliver the most productive results for you.

All this and we're not expensive.

For the address of your nearest Nissan Forklift Dealer Phone: (02) 540 1666

NISSAN
FORKLIFT

NSFL 5698R

Toyota Towing Tractor Wins Prestigious Design Award

TOYOTA's latest range of two-tonne towing tractors has been winning contracts all over the world.

Now it has continued its winning ways at Japan's "Good Design Awards", the most sought-after design awards in Japan for industrial equipment.

Toyota's Industrial Equipment Division General Manager, Ray Lawson, commented, "It's always pleasing to see our products win awards, particularly when they have the weight of Japan's Ministry of International Trade and Industry behind them."

Mr Lawson added that the new Toyotas were already in service with Australian Airlines which had taken delivery of fourteen 02-2TD20 towing tractors.

"Whether you're judging a towing tractor for an award or for purchase, the same features stand out," he added. "The new engines, the improved ergonomics, and the new body which not only looks good but also offers significant functional improvements all play a part."

Important benefits offered by every model in the range include faster goods handling resulting from the higher forward travel speeds available, and greater



First of the new Toyota Towing Tractors supplied to Australian Airlines

manoeuvrability – thanks to a ten per cent tighter turning circle.

All models also benefit from the advances body design which gives better vision to the front of the tractor and allows it to work in areas where overhead clearance is limited. Yet ground clearance is actually 25 per cent better than previous models, so the Toyota can easily negotiate bumps and difficult ramps.

"For too long, industrial equipment

overlooked the needs and well-being of the operator," said Ray Lawson. "Features from passenger vehicles such as a tilt steering wheel to suit the posture and positioning of different operators reflect Toyota's leadership in all areas of design."

Available with petrol or diesel engines, Toyota's four model range of two tonne high performance towing tractors is available from Toyota Industrial Equipment Distributors in all states.

Husqvarna Ride-on Tractor GT180

HUSQVARNA have just released their exciting, top of the line powerhouse, the GT180 ride-on garden tractor.

Powered by an 18HP twin cylinder Kohler engine, power to take on the toughest jobs. The engine is matched to a high/low range gear box with six forward gears and two reverse speeds, the GT180 gives you flexibility you need for the toughest of jobs.

Width of cut is an impressive 50", coupled to the cut-



ting deck are anti-scalp rollers and gauge wheels as standard. The Husqvarna GT180 accepts a broad range of accessories such as cultivators, grader blades, trailer sweeper, not just a ride-on lawnmower, a compact tractor.

For further details contact:

Husqvarna Forest & Garden Pty Ltd

Toll Free No. 008 802 831

Phone: (043) 72 1500.

Local CV Combo for GMAW and FCAW Welding

THE LINCOLN Electric Company is now making further constant voltage welder and lightweight wire feeder units locally which combine to form efficient welding systems.

The new LN-21 wire feeders are especially designed and manufactured in Australia by Lincoln Electric with 42 volt inputs to suit power sources with this supply.

The units can be coupled straight to power sources such as Lincoln's new CV 400-I constant voltage DC unit.

Its micro-processor based control board makes fine adjustment easy to judge from its digital read-out that also

displays amp/volt levels and a self-diagnostic routine.

The CV 400-I was designed specifically to be used with wire feeders for semi-automatic GMAW and FCAW and features both 110 VAC and 42 VAC supplies for additional equipment with a maximum combined load of 10 amps.

The unit makes an especially flexible MIG welding system on a broad range of plate thicknesses when coupled with the LN-21, gas shielded wires, both solid and flux cored, also made locally by Lincoln.

Wire sizes from 0.6mm to 1.2mm in solid wires may be used; 1.0mm to

1.6mm aluminium wire and up to 1.6mm flux cored wire on standard spools.

Though rated to 400 amps, the LN-21 is compact in size and portable at only 14kg (without wire). It is simple to operate and features cold wire feed and a special purge button which frees the hose of air when changing gas bottles..

Spot welding for any length of time from 0.5 sec. to 4 sec. is also a reality on the LN-21.

For further information, contact The Lincoln Electric Co. (Aust.) Pty Ltd, 35 Bryant Street, Padstow, NSW 2211. Phone: (02) 772 7222.

Simon-Abbey Signs \$1m Order

SIMON-ABBEY, Australia's largest manufacturer of access platforms and a member of the UK-based Simon-Access Group of Companies, has won a contract worth more than \$1 million to supply Sydney Electricity with 15 vehicle mounted Skyworker platforms.

The contract calls for nine SW550/40 units, which will be used for general maintenance work, and six heavy duty SW1100/58 Skyworkers for use on high voltage line maintenance.

The Skyworkers, which comply fully with Australian Standard AS1418 Part 10, are equipped with two-man baskets and provide maximum working heights of 12.8 and 17.5 metres respectively.

Safety features include a compensating linkage system which allows the upper boom to be moved smoothly and evenly, positive mechanical basket levelling, multi lever "dead man" controls and hydraulically operated A-frame stabilisers. The units are typically mounted on vehicles with gross masses of 9 tonnes and 13 tonnes respectively.

For further information:

Bernie Kiekebosch (03) 551 8866.



The Hako Hamster 1050

A NEW improved version of the popular Hako Hamster 1050 has recently been released by Hako Australia, with greater improvements in manoeuvrability and handling.

The Hako Hamster 1050 now has a longer wheel base and longer handle, enabling the operator to control the machine with ease. Because of the longer handle, controls have been moved to give the operator easier control.

The Hako Hamster 1050 is a high-capacity sweep-suction machine capable of cleaning up to 5,700 square metres per hour. Developed and designed in Germany with CAD/CAM technology, the 1050 offers the user decisive advantages and is compact, robust and versatile.

Other advantages of the Hako 1050 include:

- Large area capacity;
- The overthrow sweeping principle for



more effective pick-up as the hopper can be utilised 100%;

- A fine dust filter system consisting of 51 individual, exchangeable, self-cleaning cartridges which are easily accessible and can be individually removed without the use of tools.
- Extremely easy to operate with the function levers within direct reach of

the operator and a rocker switch for infinite variable forward and reverse operation;

- The high capacity (60 litre), tippable hopper can be quickly and easily emptied and re-positioned with the use of slide rails;
- Optimum view of the side brush and sweeping area through the Hako design principle;
- Rapid brush exchange without the use of tools;
- Clean, quiet, dust-free operation;
- Can be propelled with unleaded petrol, LPG or battery for optimum non-polluting use;
- Solid, sturdy steel frame construction for a long service life.

For further information contact
Hako Australia Pty Ltd
24 Pike Street, Rydalmere NSW 2116
or call us on (02) 684 2433.

New Hydraulic Borer from Parklands

PARKLANDS Trading Co. Pty Ltd have just released the Hydra-Borer, a true one-man post hole digger. Easy and safe to use, the auger has no belts, clutches, drive shafts or gear boxes that can get damaged or break down.

A hydraulic drive gives the auger smooth take up. The drive works in forward and reverse and has variable speed and power. Designed and manufactured in Australia, the Hydra-Borer has no torque reaction from start-up, allowing one-man operation. The hydraulic drive also features built-in overload protection.

A swivel head permits vertical drilling on slopes and uneven ground. The unique flip-over handle permits access to corners and difficult spots. The engine counterbalances the drive and auger, making the auger extremely easy to handle.

The Hydra-Borer is a combination of a post hole digger and a hydraulic power pack, the Hydra Pak. The power pack is self-contained and may be used to power other items of machinery like chainsaws, pruners, jacks, presses, benders, and so on. Connection to other equipment is by way of a quick release coupling attachment.

The hydraulic drive motor is chain driven through a differential to the wheels, making the unit self-propelled. Weighing only 85 kg and with large wheels, the auger is easily moved.



The auger is powered by a 4 cycle Robin 5.59kW (7.5hp) engine, which gives the unit 4.47kW (6hp) at the output shaft.

Full service and spares backup is available through Parklands.

For more information, please contact:

Mr Ron Zacka

Parklands Trading Co. Pty Ltd

71 Chapel St, Lakemba NSW 2195.

Tel: (02) 758 2111. Fax (02) 759 7844.

Circular to Members

MOLE ENGINEERING Pty Ltd, the national distributors for Mikasa Sangyo Co, are releasing new tamper and compactor models at industry trade shows in 1992.

The Mikasa MT50V 54kg rammer follows the earlier 53kg MT50 oil bath lubricated design, but the maximum impact stroke of the foot has increased from 600 to 750mm to provide effective compaction in light cohesive soils down to 350mm depths or 400 to 500mm in granular materials at working speeds from 9 to 14 metres per minute.



Impact frequency has been increased as has blow force to provide a moderate mass machine for manoeuvrability and transportation, yet delivering around the same power as the well proven 80kg weight Mikasa models. Shoe width is 265mm by 340mm long to allow comfortable use in 300mm to 400mm (12 to 15 inch) wide trench.

The Mikasa MVH302DS is largest of a new series of hydraulically operated, diesel powered reversible plate compactors from Mikasa. This 355kg machine is complete with battery start for ease of operation and "fail-safe" control for personnel protection. Operating speeds are

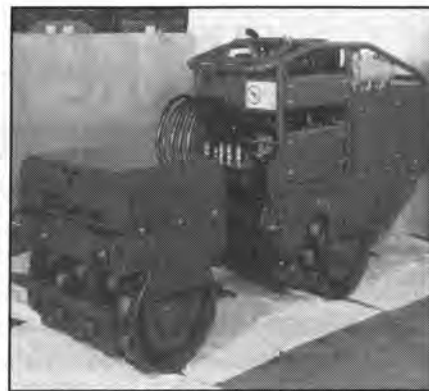
MOLE
GROUP OF COMPANIES
THE *W*HOLE SOLUTION



variable from on-the-spot vibration up to 23 metres per minute, whilst the 450 or 750mm width bottom plate is rated to compact to 400mm depths in light cohesive soil or down to 500/600mm in granular materials.

The hydraulic drive units will replace the earlier gearbox type Mikasa large plates which did not have on-the-spot capability nor electric start or fail safe controls. All of which should prove simpler and safer for large plate hirers.

Also to be seen across Australia will be the MRV-30D 1250kg impact roller for compaction of heavy clay in 700mm (28") width passes. This pedestrian operated hydrostatic drive machine is already in fleet use in



Queensland with a major hirer where customers have quickly seen the benefits of selecting a purpose built machine for compaction of cohesive soil mixes.

DITCH WITCH • MIKASA • LORDCO
STANLEY HYDRAULIC TOOLS
MITSUBISHI

Adelaide — Brisbane — Hobart
Kalgoorlie — Perth — Townsville

Lost that spring feeling?

A vibrator problem?

MOLE ENGINEERING Pty Ltd are trying to find the oldest Mikasa rammer or plate compactor currently working in Australia, which will be exchanged for a new rammer or single direction plate. Models sought are pre-1970 and ages can be traced by serial number.

All models built after 1970 had an alphabetical letter stamped in front of the serial number. 1971 used "A", 1989 used "V".

Please advise your local Mole branch if you think you have the winner (but your name may not be published if you wish to protect a current model reputation) (or check with the distributor to ascertain ages of the after 1971 models and look at checking the performance of springs, shockmounts and engines to make sure they haven't lost their punch)

HIRE ASSOCIATION OF NEW SOUTH WALES

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Standby Power Generation Systems

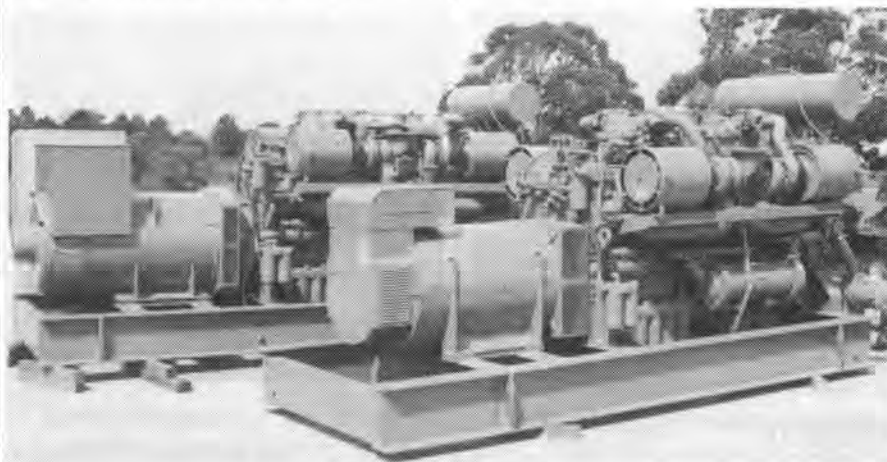
THE SUPPLY of reliable electrical power is a vital consideration in today's health, safety and cost efficiency conscious society, and the selection of the right company to design, manufacture, install and maintain such a vital system is the most important decision of all.

Advanced Power Products Pty Ltd have an enviable record in this field and continually add to their list of successful installations, including three 1650kVA standby generators for the Department of Social Security at their Tuggeranong Office Park in the A.C.T.

This contract called for three generating units powered by by Detroit 16V 149T1B two stroke diesel engines. Ad-

vanced Power designed and built the units at their Western Sydney plant at Liverpool to comply with the client's specifications which included remotely located heat exchanger systems for engine cooling, remote fuel bunkering, anti vibration mounting systems and residential quality noise abatement.

Advanced Power's Intelli-GEN control units were incorporated to provide full mains power monitoring, automatic main failure start, load sharing and paralleling initiation, visual display of system operating conditions and all the necessary test and manual override capabilities for convenient service and maintenance requirements.



Linde Fork-lifts No.1 in the world, again!

LINDE HAS increased their dominance in the World Fork-lift market again. Linde world-wide sales increased 9.4% in a very competitive market.

This latest ranking was released in December 1991 by the highly respected Fordermittel Journal which conducts the International Survey each year.

The big loser from the previous years was Balcancar which slid from second to fourteenth spot.

The Managing Director of the Linde Forklift operation in Australia, Des McEvoy, commented:

"We're proud to have contributed to increase the Linde lead in the world fork-lift rankings. The Linde Hydrostatic range has been particularly well received by Australian companies seeking a competitive edge in the market."

For further information please contact:

Des McEvoy, Managing Director LINDE LANSING PTY LTD

12 Carter Street, Lidcombe, NSW 2141. Tel. (02) 748 0211. Fax (02) 647 1287.

Automatic Scrubber from Hako Minuteman

HAKO AUSTRALIA released the improved 32B Automatic Floor Scrubber with technical improvements, resulting in easier maintenance and efficiency.

1. Hand brake
2. Swinging squeegee
3. Easily removable wheels
4. Improved drive motor and axle
5. Easier removal of brushes and pads.

The 32B is self-propelled in both forward and reverse and will clean as fast as the operator can walk. This battery-operated scrubber is also efficient, featuring automatic vacuum shut-off when the recovery tank is full to eliminate guesswork and maximise productivity. Operating quietly and pollution-free, one man can scrub up to 12,540 sq. metres in less than four hours to save time, labour and cost.



The 32B is easy to operate. Centralised location of all controls at rear of machine eliminates operator fatigue and improves productivity. Precision control for manoeuvrability and a solid state speed regulator at your fingertips. The squeegee picks up all the water and adjusts to any floor type with a breakaway feature preventing damage to fixtures, walls and squeegee. The scrub-heads exert up to 108kg of down pressure. The direct drive motors over each brush will turn brushes up to 320rpm.

Easy maintenance is assured through easy removal of brushes, pads and wheels. For further information contact Hako Australia, 24 Pike St, Rydalmere, NSW 2116, or call us on (02) 684 2433.

NEW HAND PUMP

A QUALITY engineered hand pump, specifically designed for the transfer and dispensing of a variety of liquids, has been released by Pacific Pumps. The HD-3 is specifically designed for handling concentrates, additives or other liquids which are processed in bulk but used in small quantities.

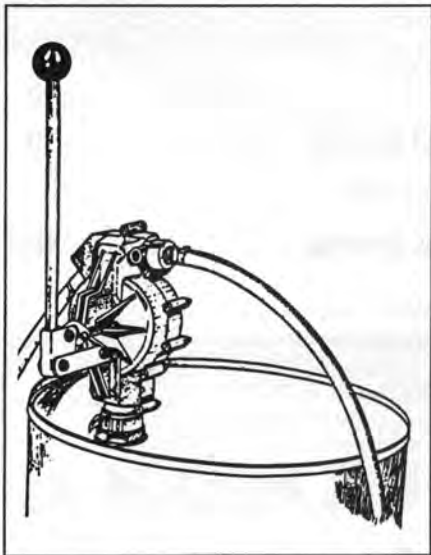
This economically designed pump delivers a quantity of 0.5 litre/stroke or a full litre with a forward and back "push stroke pull" of the handle.

The double acting piston type pump will handle a wide range of chemicals. The pump body valves sets and pistons are all made of chemically resistant, performance engineered glass-reinforced polyester. All internal metal parts in contact with the liquid are of 316 stainless steel.

The pump comes complete with suction tube and bung for 2001 drums, and is supplied with 8 feet of PVC black vinyl discharge hose and polyester elbow and nozzle.

A spokesman for Pacific Pumps claimed that the pump will have wide appeal in the farm, marine and general industry applications.

Further information on hand pumps is available from Pacific Branches in all States.



Tracy Diprose Wins for Australia Post



TRACY DIPROSE, representing Australia Post in the 1991 CHEP Australia Fork-lift Drivers' Championship during the build-up to National finals held at the VicMat Exhibition, won second prize in the Queensland State Championships and was only narrowly beaten to first prize by Queensland State Champion Shane Allen, who competed for the title, representing Buderim Ginger.

Wins were also achieved by Debbie Stoneham – a member of the Buderim Ginger team, which won third prize in the Queensland Team Event, and Margaret Garland, a team member for McCain Foods, Smithton, Tasmania, who's team also came third in the Tasmanian event.

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

Scrubber with 91cm cleaning path detailed in brochure

A NEW brochure from TENNANT describes the 490 scrubber, a machine that cleans a 91cm path and covers up to 3,160 square metres per hour.

The walk-behind unit has a steel plate frame for rugged durability. Photographs show components of the modular design including the drive train, squeegee assembly and scrub head that can be removed in minutes for fast, easy maintenance.

Illustrated in the brochure are key features that increase productivity and reduce the need for operator training.

The heavy-duty scrubber is highly functional and easy to use. Its twin 400 rpm brushes overlap to provide full cleaning power for aggressive, uniform scrubbing.

An optional Extended Scrubbing (ES®) system clarifies solution to extend scrubbing for up to 2½ hours. Other options include a vacuum squeegee wand for cleaning and picking up spills in hard-to-reach areas, heavy-duty channel steel wraparound bumper, foam-filled tires and parking brake.

The literature also describes the Ultimate Performance Guarantee* that offers a full money-back customer guarantee during the first six months of ownership.

*Certain limitations may apply.



TO ADVERTISE IN
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Compactus keeps records safe

DAMP CONDITIONS leading to mould growth were putting archives and records held by the Council of the City of Sydney at risk.

In addition space at the Ultimo premises was running out and poor access to the building was making it difficult for the office to be used efficiently.

When the decision was made to move the Archives Section to Rosebery, Brownbuilt won the contract to supply new Compactus shelving units and also re-utilise existing shelving erected into new mobile bases.

For the Archives Section the new location, but especially the new shelving, has made it much easier for staff to find their way around the thousands of records and is has given them more space for future expansion.

Brownbuilt has supplied mobile tracks and bases creating 142 new bays which have been added to the existing 632. The installation consists of five mechanically assisted Compactus units on triple tracks and two shelf depths – 400mm for archives which form 60 per cent of the storage, and 800mm for plans and records which make up the remainder.

Four of the Compactus units are six bays wide at 5.75m and one unit is five bays wide at 4.8m. All the tracks are 13m long and have access ramps and platforms to create a flat floor so that trolleys can be used.

Moving to Rosebery was something like a military operation with existing shelving having to be broken down into component parts that could be negotiated up steep slopes and through limited access at the new location and reassembled as quickly as possible. The contract was co-ordinated and project managed by Brownbuilt's National Projects Department to enable the complete job to be successfully controlled and implemented to the satisfaction of Sydney City Council.

As Archives Officer, Angela McGing says: "It has been worth it. We now have more space and it is much easier to move and find records."

Brownbuilt, a division of Email Furniture Limited, claims to lead the way in storage and materials handling systems by providing design technology combined with specialist project management.

For further information contact:

Robert Terpening

National Sales Manager Industrial Products

Brownbuilt

12 Cawarra Road, Caringbah 2229.

Ph: (02) 526 0555. Fax: (02) 526 22

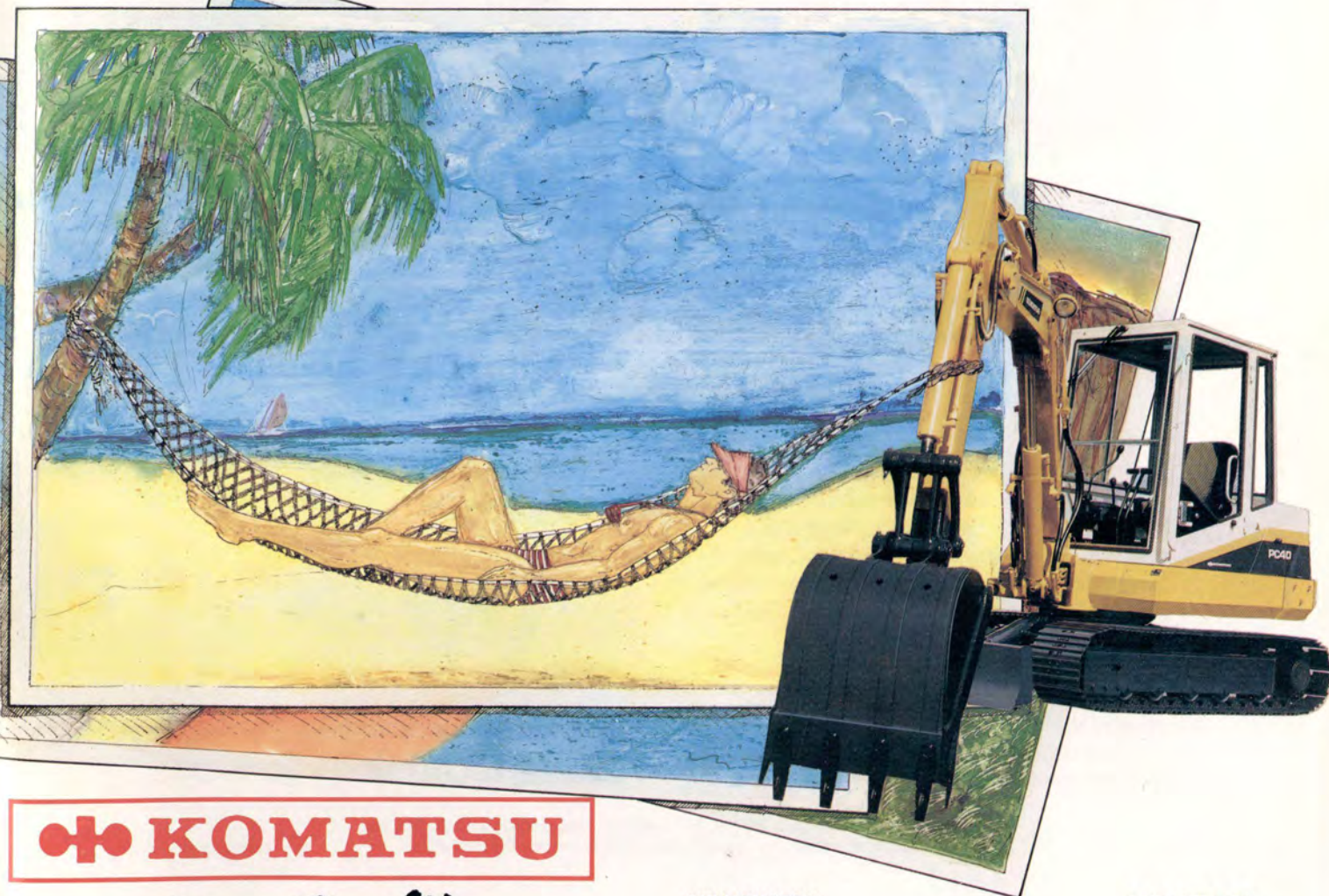
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