

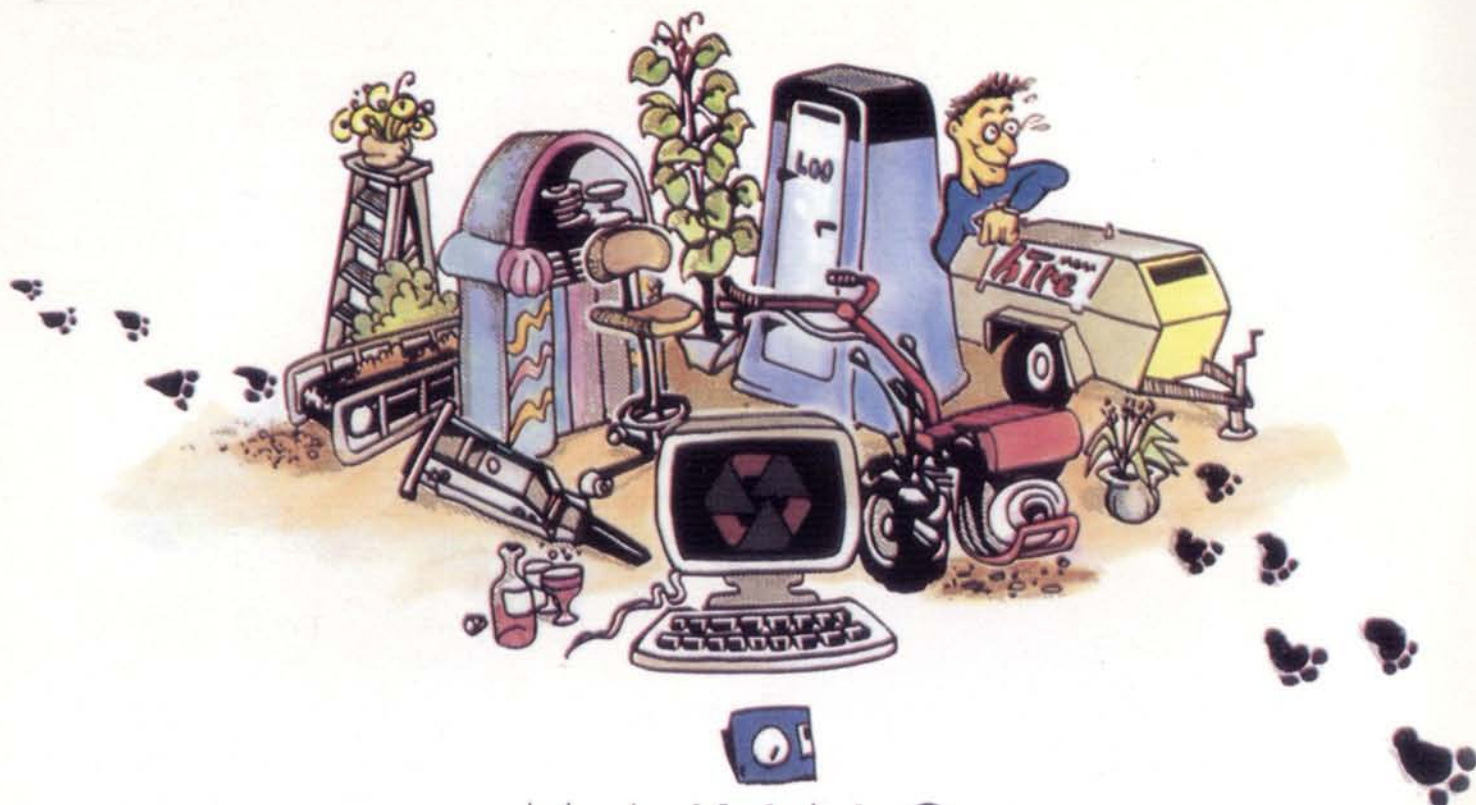
HIRE and RENTAL Industry Quarterly

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

MAY 1992

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Conrad Hotel – your Convention accommodation page 20
Coates Hire acquires Whelan Rentals page 35



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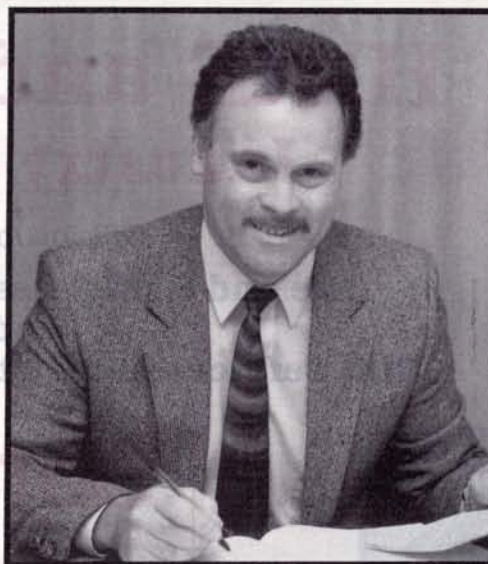
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PRESIDENT'S REPORT



Mike Wilton, National President

Welcome to the last year of the Great Recession. At least, that's my fervent wish for all members of our Association for 1992. Mind you, it's a little difficult to make that judgement from Victoria – it's a little like trying to judge the end of World War II from a bunker in Berlin! While I realise that these difficult times have hit some businesses harder than others, it is certain that the structure of our Australian rental businesses will be re-shaped by these conditions.

We have all learned salutary lessons in cost control. The challenge will be to carry those lessons forward into a normal business environment. We have had to swallow the bitter funding pill – what looked like reasonable leverage levels, are now an unwelcome burden in stringent times. Amalgamations will surely gather momentum in the aftermath of the greatest downturn ever experienced in our industry. And, particularly in Victoria, I believe customers perception of rental has been damaged – the huge pool of under-utilised equipment available has altered hirer's attitudes to the cost of both owning and renting gear.

Now, more than ever, it is important to belong to our Association, and to contribute and participate in its activities, to stay in touch with and draw strength from your colleagues in the industry.

We look forward to the release of the Association Safety Manual later in the year, and I know that safety workshops are planned for the Queensland Convention in August. The manual will be a major achievement – vital to all companies that don't already have one, and a tangible benefit from being a member.

I look forward to meeting as many of you as possible during the year. If there is any way you think the Association can serve you better, bring it up at your State level. Or drop me a line or a fax – I'd enjoy hearing from you. In the interim, please make plans to be on the Gold Coast in August – the Convention is shaping up to be one of good ones!

HIRE and RENTAL

Industry Quarterly

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



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HIRE & RENTAL Industry Quarterly

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CONTRIBUTIONS AND PRESS RELEASES

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Hire and Rental Industry Quarterly
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Rose Bay, NSW 2029

Annual General Meeting

THIS YEAR's AGM, held at Chancellor on the Park, was not only an outstanding success from a social point of view, but some of the participants also scored worthwhile bonuses, thanks to a great range of lucky door prizes supplied by some very generous sponsors.

Bob Snowden of Flextool won the use of the Australian Design Award winning Jaden Mini-Loader for one month. Ray Whittaker, ACA Boomerang Hire, was the lucky winner of the newly released Sludge Pump Attachment for water blasters from Spittwater Queensland.

Another person well known to the industry is Ian Milton, formerly of Cranford Products. Ian is the newly appointed Queensland representative of Homelite who generously donated a petrol powered portable blower-vac and this was won by Robin White, Robin White Rents & Sells.

This year's National Convention and Exhibition will be held at the Conrad Hotel/Jupiters Casino at Broadbeach, and Jack Howlett from Neals Hire and Special Events is now a definite starter and is eagerly looking forward to his stay at the Conrad, having won 4 nights' accommodation for two. Obviously he won't be short of company during the Convention, because organisers expect most, if not all, delegates to take advantage of the very attractive packages put together by the Conrad Hotel's management.

The Hire & Rental Association of Australia, Queensland Region, is extremely grateful for the generous support provided by the sponsors and we urge all our members to support those who support us, which means you.

To those of you who didn't attend this year's AGM and dinner, old Chinese proverb says: "You've got to be in it to win it!"

1992 Committee of Management

The following members were elected for the 1992 Committee of Management:

Tom Kinross – President
Ray Whittaker – Vice President
Isobel Rhind – Treasurer
Simon Boegheim – Asst Secretary

COMMITTEE MEMBERS:

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

SECRETARY:

Elaine Cronin was re-appointed as Secretary of the Queensland Region.

NATIONAL DELEGATES:

Ian Kennedy and Ray Whittaker.

COUNTRY DELEGATE:

Once again, Don Neate from Paramount Hire has been elected for the position of Country Delegate. He will represent members from outside a 250 kilometre radius of Brisbane. Many people are unaware of the distance covered by the Queensland Region. Members in Cairns are as far away from Brisbane as Melbourne, not to mention our members in P.N.G.

Northern Roundup

The members in the far north of Queensland are getting organised for their Annual Mini Equipment Expo, which will be held at the Sheraton Casino Hotel, Townsville, on the Queens Birthday weekend on Saturday 6, Sunday 7 and Monday 8 June. Marlene Caldwell, Burdekin Hire Service, has finalised arrangements and a number of exhibitors will demonstrate and show their products.

Some members are travelling from Brisbane to meet with country members and exchange ideas in a social atmosphere. This has become an annual event and promises to be a huge success.

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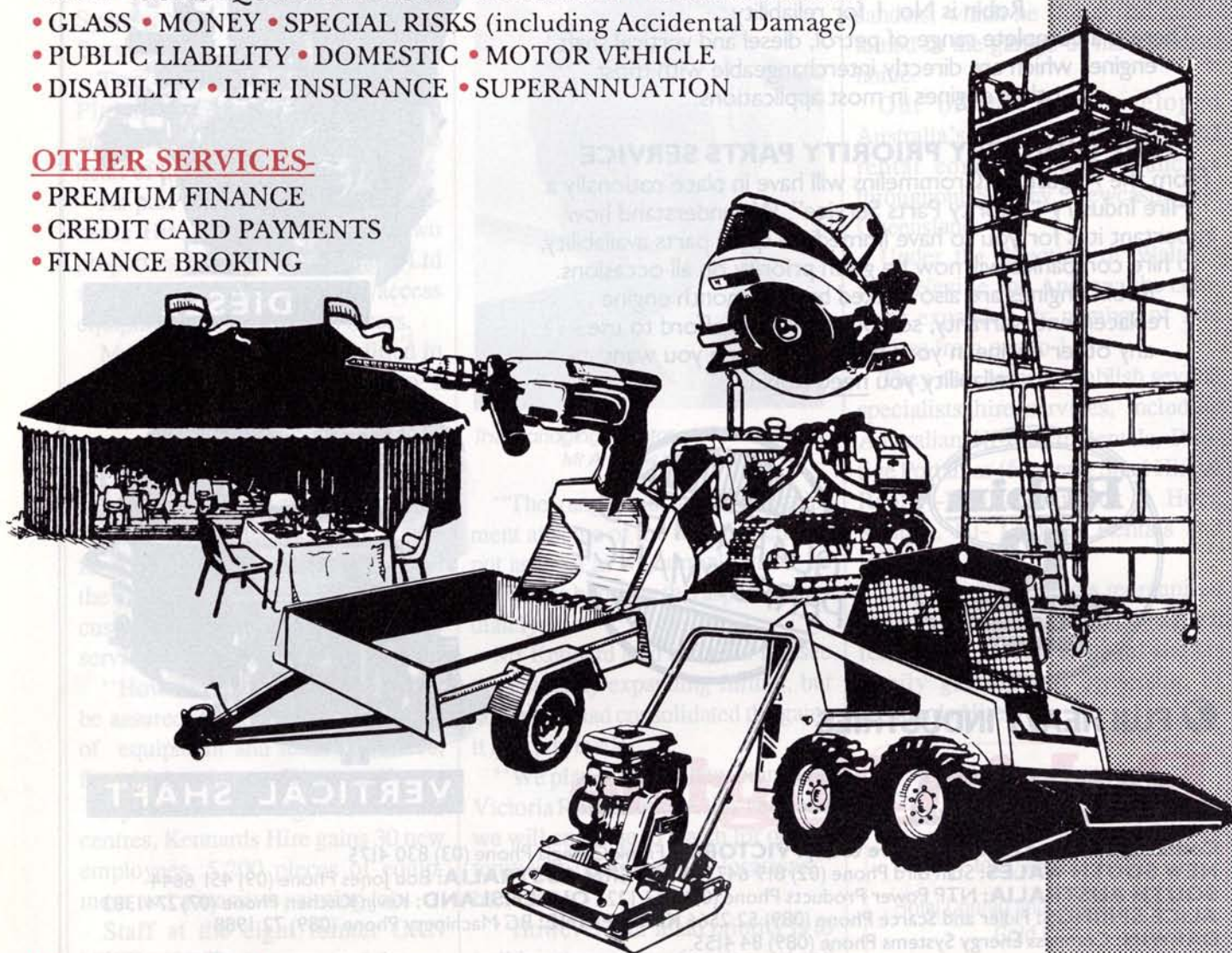
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Martin Billings CRO 086



Kennards acquires eight branches from GKN

KENNARDS HIRE has acquired eight branches from one of its strongest competitors, GKN Rentals, in a deal announced today.

Managing director, Andrew Kennard, said the result was that Kennards Hire had expanded its reach from 14 to 22 branches, and increase of nearly 60 per cent.

Five of the new branches are in Sydney, at Hornsby, Wetherill Park, Burwood, Botany and Brookvale.

Two are in Brisbane, at Coopers Plains and Bowen Hills, while another is at Burleigh West, in the heart of the Gold Coast.

As part of the arrangement, Kennards Hire also has acquired two properties from GKN Australia Ltd and sold its stock of light access equipment to GKN Light Access.

Mr Kennard said the deal fitted in extremely well with the company's market strategy, which was to concentrate on general equipment hire for tradesmen, contractors, businesses and the do-it-yourself market.

"We have always been at the forefront in this market sector, and the extra eight branches will give our customers better facilities and better services," he said.

"However, our position will only be assured if we keep up the quality of equipment and level of service, for which we are well known."

Apart from the eight new rental centres, Kennards Hire gains 30 new employees, 5,200 pieces of equipment and a massive painting job.

Staff at the eight former GKN branches will stay on, and be re-trained under the Kennards' Total Quality Management program.

"We expect the new branches will be repainted in our red and white colours within a few weeks, but repainting all the equipment could take a year," Mr Kennard said.

"The main emphasis, however, will be to ensure all equipment operates and is maintained to our high standards.



The managing director of Kennards Hire, Mr Andrew Kennard

"The range and depth of equipment at some of the new branches is not as great as we normally have, so we will be boosting this aspect immediately."

Mr Kennard said he could foresee the company expanding further, but not until it had consolidated the gains it had just made.

"We plan to open a new branch on Victoria Road, Rozelle, this year, and we will continue to watch for opportunities in other strategic locations," he said.

"However, our main priority is to build up the quality of equipment and service at the eight centres we have acquired."

Kennards Hire began in the post-war, "baby boom" years during an upsurge in home extensions and renovations.

Walter Kennard, a Bathurst machinery merchant, began charging a modest fee to people who wanted to borrow his concrete mixers.

In 1951, he moved to Sydney and expanded the idea to include wheelbarrows, spray painters and floor sanders, which he stored and maintained in the garage of his Mosman home.

Out of that has developed Australia's largest privately-owned rental company, with branches throughout Sydney, Newcastle and Queensland.

Under the direction of Walter's sons, Neville and Andrew, the company expanded its number of hire centres from one to 14.

They also helped establish several specialists hire services, including Australian Hi-Reach Rentals, Prestige Portables (formerly Shed Hire & Rent-A-Loo), Conveyor & Hoist Rentals, Hi-Climber Rentals and Easi-Stor.

Last year the brothers reorganised their business interests, which resulted in Andrew Kennard and his family gaining full ownership of Kennards Hire.

21st International Hire Convention & Exhibition

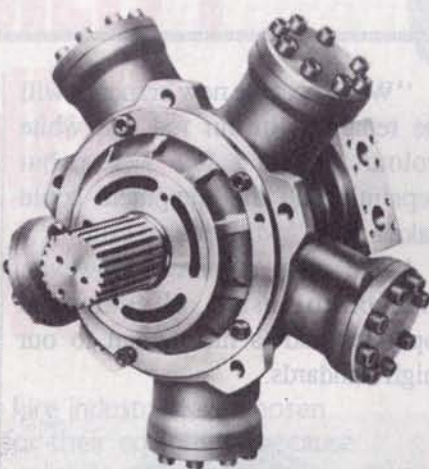
17 to 20 August 1992

Hotel Conrad and Jupiters Casino
Gold Coast

Details on pages 21, 22, 23, 24

Multi speed motor

A NEW multiple speed hydraulic low speed high torque motor has been released by Australian Hydraulics Company. Called the Kayaba Hydrostar Model MRH2-90, the motor has a two-speed capability set for either full/partial or full/no load, depending on the application. The two speed motor is claimed to be ideal for winch or crane drive applications as the line can be reeled in slowly while under full load and then paid out quickly while lightly loaded. During no load cycles at zero displacement, the motor free-wheels, thus eliminating the



need for a clutch and allow the motor to be turned by external forces.

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Further information on the MRH-190 is available from Australian Hydraulics Branches in all States.



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New generator set released

IN LINE with their policy of continuing product improvement, AETCO have announced a new model "Power King" generator set, developing 2.2kVA.

A spokesman for AETCO said there was significant market demand for an economical genset which had all the features of more expensive generators, including cast-iron cylinder sleeve, long range fuel tank, dual element air cleaner, and electronic ignition.

Accordingly the set was developed by AETCO and is powered by the powerful Tecumseh H50 5hp recoil start engine.

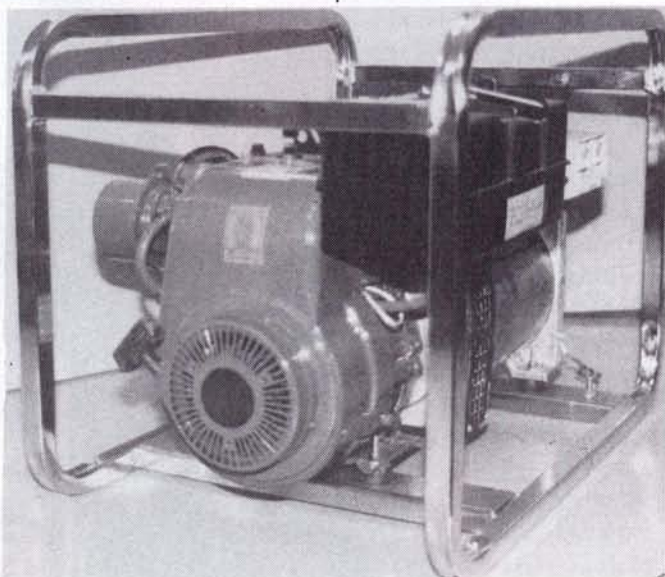
This engine is direct coupled to a Eurogen brushless alternator fitted with waterproof plugs. The engines and alternator are direct coupled, and are flexibly mounted on rubber mounts in a carry frame. The carry frame has been ergonomically designed, to provide protection of the unit and ease of mobility for changes in location.

The new set will find ideal applications for the home handyman as well as the small builder and farmer who requires a light weight unit to give him maximum power in remote situations. It will also prove ideal for providing

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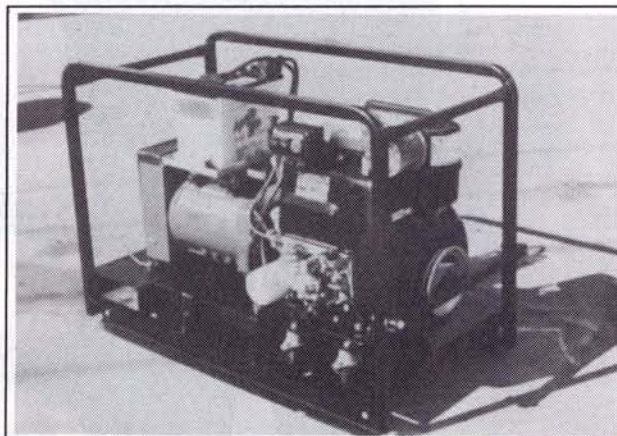
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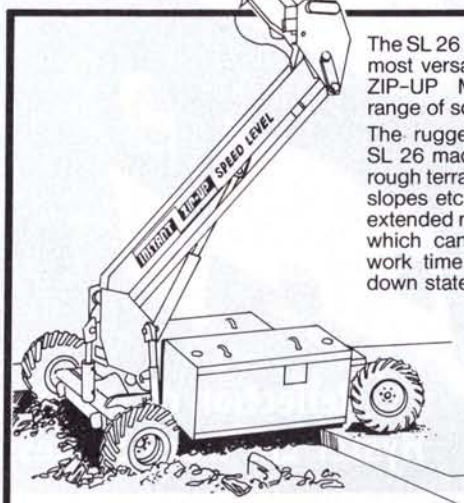
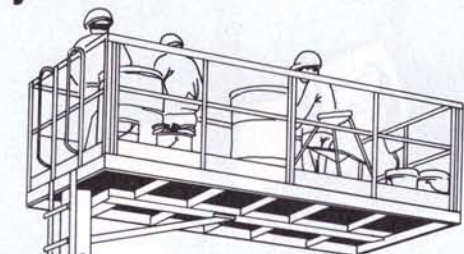
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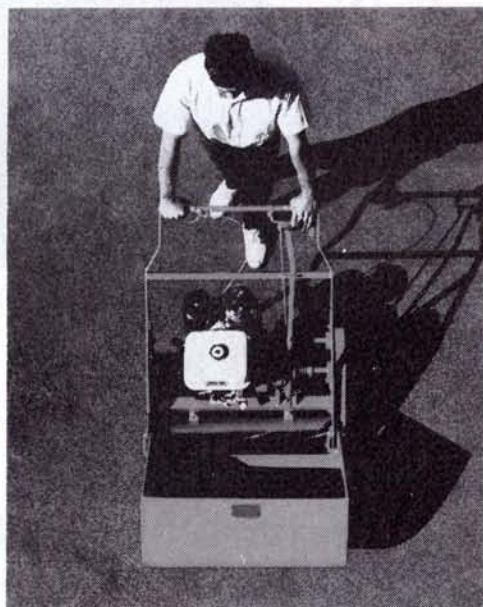
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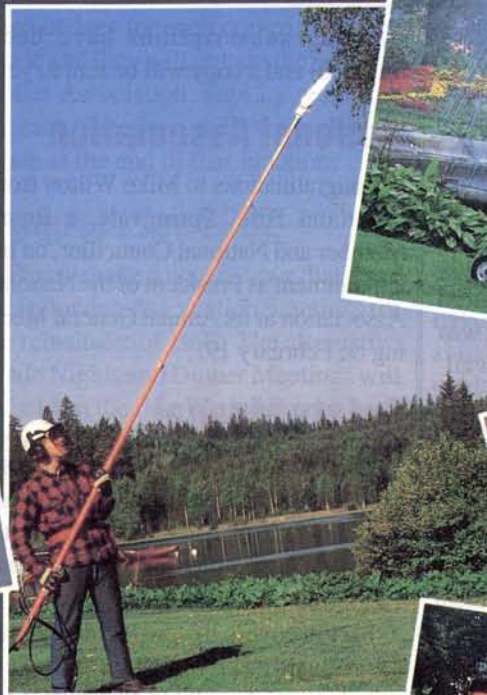
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Victorian REPORT

Directory of members

AT THE present time the membership list is confidential and only available for distribution to members. However, there has been a recent train of thought that the membership list should be made available to outside organisations. The Board considered this matter at its last meeting and it was felt that the list should be made available for a fee equivalent to that of a year's membership (currently \$290), and the Board would also consider each request before the list is sent out.

Prior to making a final decision on April 14, we would like to hear your views on this matter. Please jot them down and fax them to me as soon as possible for consideration at the next meeting.

The 1992 membership list will be produced in due course (after all out-

standing subscriptions have been finalised) and a copy will be sent to you.

National Association

Congratulations to Mike Wilton from Moorland Hire, Springvale, a Board Member and National Councillor, on his appointment as President of the National Association at its Annual General Meeting on February 19.

Safety Manual

This major manual (370 pages), prepared by the National Association for the whole of Australia, will shortly be made available by the Victorian Region to our members.

Part A covers in considerable detail Occupational Health and Safety programs and such topics as machine guarding, manual handling, noise and hearing, hazardous substances, L.P.G.,

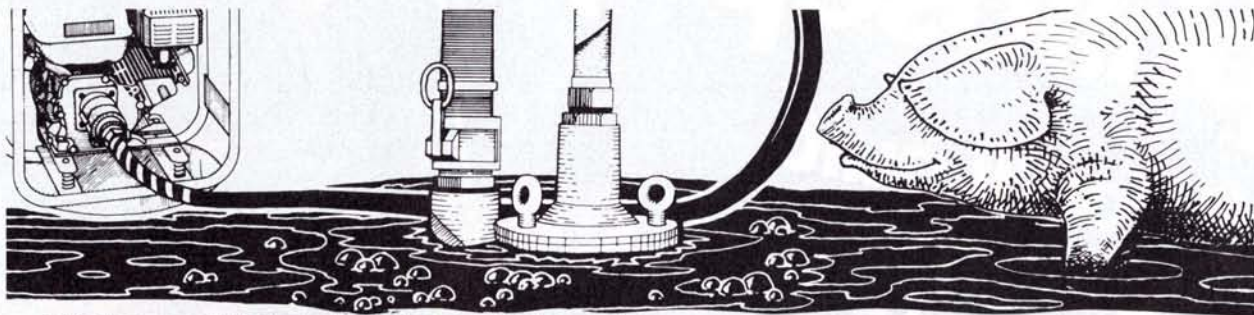
electrical safety, welding and fire protection. Part B covers legal obligations, state safety acts, codes of practice and sources of information.

Underground storage tanks seminars

The Hire and Rental Insurance Brokerage (OAMPS Environment) invites you to attend a free seminar on Pollution Reliability for Underground Storage Tanks.

Awards and industrial matters

On occasions members have asked the Association for advice on awards, superannuation and other industrial matters. The Association provides its members with a forum for working together on a wide range of issues affecting our industry. However, in-

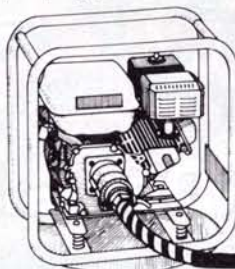


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Victorian REPORT

dustrial relations matters are best handled by specialists.

These matters can be complex and have serious consequences if mistakes are made. The Association does not have the resources to provide full service in this area. Organisations such as the Retail Traders Association of Victoria and the Victorian Employers' Chamber of Commerce & Industry have the staff and expertise to advise employers on all aspects of employment.

It is **strongly** recommended that you become a member of one of these organisations or another reputable employer group and utilise their services for awards and other employment matters.

Name badges

The Association is going to prepare name badges for use at all functions.

Two badges for each company will be made and they will remain the property of the Association, kept by me, taken to each function and then collected again at the end of that function.

Program for 1992

Please make a note in your diaries of the following Association functions for the remainder of 1992. The alternative Trade Nights and Dinner Meetings will be held on the first Wednesday of each month and I will send invitations to each function as per usual.

June 3 — Dinner meeting at Hawthorn Football Club

July 1 — Trade Night at Hitachi

August 5 — Dinner meeting at Hawthorn Football Club

September 2 — Trade Night at Detroit Engine & Turbo Company

October 7 — Dinner meeting at Hawthorn Football Club

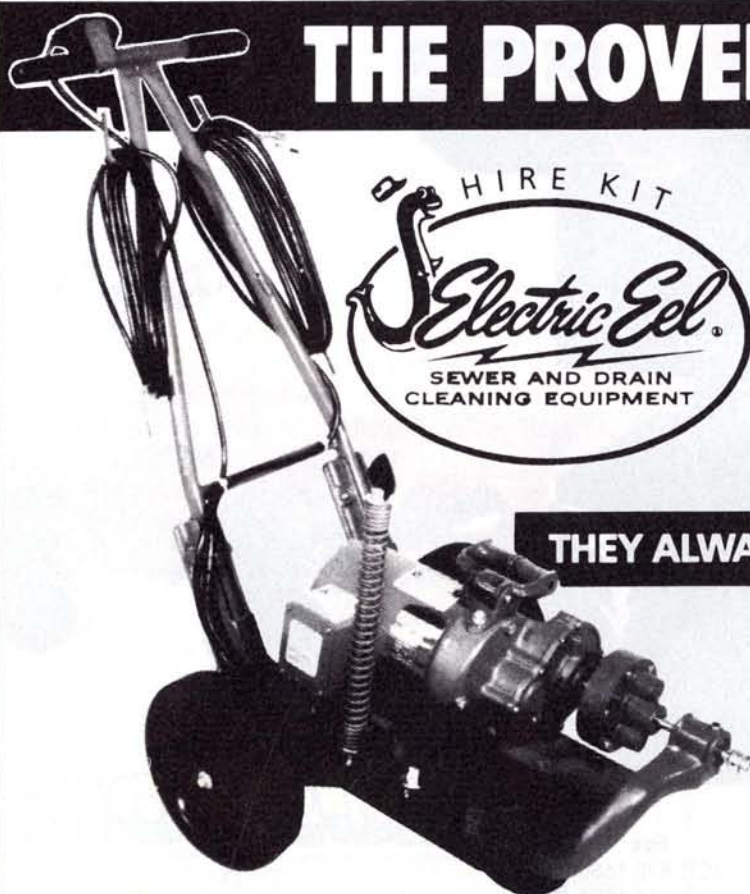
November 4 — Trade Night at Wacker Australia

December 2 — Dinner Meeting at Hawthorn Football Club.

Membership subscriptions

There are still a few members who have overlooked their 1992 membership account. If you are one of these, could you please arrange for a cheque to be sent to me as soon as possible. I would like to send out the membership list with the May newsletter and I will only include **financial** members. If you do not wish to renew your membership, I would appreciate a phone call or letter advising me of your decision.

LOIS ZIEBELL
SECRETARY



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Titan wins franchise for Yanmar Construction Equipment

THE TITAN organisation has added Yanmar excavators and wheel loaders to its agency representation in New Zealand.

Titan Plant Services Limited, the New Zealand-wide organisation promoting sales and service of new and used construction and industrial equipment, is now planning an aggressive launch and sales campaign throughout the country. This follows the first shipment of Yanmar products to Titan. These have arrived and are already working in the field.

Yanmar is perhaps the most respected name in diesel machinery from Japan. The company's history dates back 80 years to the design and manufacture of its first combustion engine.

Titan will market three models of the Yanmar wheel loader (from one through three tonnes weight) and seven models of the Yanmar excavators, weighing from 900 kg to 4.3 tonnes, with bucket capacity of 0.03 m³ 0.14 m³ for the largest model.

Titan Construction Equipment Division Sales Manager, Richard Seay is enthusiastic about the Yanmar franchise and how the loaders and excavators will complement Titan's product range.

"The addition of Yanmar now gives us a complete line-up of loaders, particularly from one-tonne with 12 horsepower output through to 80 tonnes with 700 horsepower," he adds.

"The Yanmar is also a top quality product, with consistently good perfor-

mance and a proven track record in New Zealand."

Titan is also concentrating concurrently with its Yanmar product launch on linking up with existing Yanmar owners and operators in order to provide a first class level of parts and service support throughout New Zealand. Richard Seay has therefore appealed for existing Yanmar operators to contact Titan quickly so their ongoing parts and service requirements can be met.

For further information, please contact:

Richard Seay, Titan Plant Services Ltd,

PO Box 30-048, Lower Hut, NZ

Tel: (04) 568 4044.

Fax: (04) 568 8156.

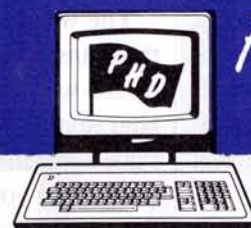
New general manager for Princetown Toyota

MELBOURNE Toyota Industrial Equipment distributor, Princetown Toyota, has appointed Mr. Dale Jackson as General Manager, following the retirement of the well-respected Bob Sharman.

In announcing Mr Jackson's appointment, Mr Noel Terry, Managing Director of the Lanes Group, said that Dale would bring to Princetown Toyota the benefits of his broad based experience in the trucking and industrial areas.

Mr Terry added that Princetown handles almost 300 different models of Toyota Industrial Equipment. It was the combination of its extensive product range and experienced people like Dale Jackson that was helping Princetown remain busy during these difficult trading times.

Dale Jackson can be contacted at Princetown Toyota on (03) 795 0000, or Fax: (03) 795 9800.



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On the phones with Phone Pro

WHAT DOES your store look like immediately inside the front door? How much time, effort and financial resources do you invest in those first few square feet to make sure that prospective customers are duly impressed the minute they walk in?

It's not unlike the lobby of a quality hotel. Have you ever noticed how richly appointed lobbies can be? When you answer your phone, you are the "lobby" to the caller.

Who answers the phone at your store? Probably whoever is closest when it rings! How much thought have you given to how a telephone needs to be answered and the best way to greet callers? Does everyone in the store receive training in this aspect of his or her job?

Have you invested the same amount of thought, time, effort and financial resources to make sure the first words you speak will impress the caller equally as well as those first square feet inside your front door?

Will what you say — and how you say it — make the caller feel important, welcomed to your place of business, and sufficiently impressed with your organisation to want to do business with you?

Most of us are never given any guidelines on phone skills. We learn through observation, add in our own preferences and hope those we hire were taught proper manners at home.

Through this series of articles, I hope you will become a believer in the wonderful power of the telephone to help you make you and your organisation more successful.

It has been said that the reason people "let their fingers do the walking" to eliminate, not choose, a business. That's a scary thought.

Callers to your business trying to eliminate you! What is even more frightening is that the eliminations may happen all too quickly and have absolutely nothing to do with whether you carry a particular brand name or have the right price.

What are the reasons callers cite for this elimination process?

The voice tone of the person who answered the phone. Did the person who answered the phone sound rushed, unhelpful, too busy, not interested, asleep?

The clarity of the voice on the phone. Did the person who answered the call mumble, speak too fast to be understood, speak with an unfamiliar accent, speak so loudly the caller felt yelled at, speak so softly the caller wasn't sure what was said?

The words the person used when they answered the phone. Did the person who answered the call identify your store completely so that it was the same name that appeared in the phone book or in your advertisements? Did the person identify him/herself clearly so that caller could easily hear and readily repeat the person's name?

Improper etiquette during the phone call. Did the person who took the call place the caller on hold using the hold button, or just throw the receiver down on the desk?

Did the caller overhear another conversation potentially damaging to the store's image? Did the person who took the call leave the caller on hold forever?

Did the person return to the phone after placing the call on hold and simply begin speaking at the caller without a "Thank you for holding" first?

Did the person who took the call give a short (although complete and true) answer, and never offer further help or

suggestions on what brands will work or where to find a particular brand even at the risk of losing this sale? Did the person who took the call have to hunt for paper and pencil to take a message and inconvenience the caller with the wait? Did the caller get transferred around the store never finding a knowledgeable or willing salesperson?

The goal is to handle the incoming calls so effectively that the caller decides the elimination round is complete and the winner is on the phone with them.

You invested quite a lot to get people to come by or call your store and now is the time to welcome their visit, and make them feel comfortable enough to do business with YOU.

As you can tell, we have lots of ground to cover.

What should you do right now? Two things. First, listen to everyone who answers the phone at the store — including yourself.

Do you do it the same way each time, or are you just likely to say whatever comes to mind based on the mood you are in? Do some of the store personnel answer with a name, and some not? Do some use a salutation, and others don't?

The second thing to do is begin systematically keep track of the number of calls you receive each day. Keep a piece of paper by each phone in the store and ask everyone to make a note on it whenever they answer.

You may have days where as many people visit the store by phone as visit through the front door. No matter where each visit begins, each one is an "up". □

MARY BETH INGRAM



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"Coming of Age"

21st INTERNATIONAL HIRE CONVENTION & EXHIBITION



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

An Invitation

Dear Colleagues

The Hire Industry celebrates its 21st International Hire Convention & Exhibition with Coming of Age.

The Convention will celebrate this occasion in fine style whilst providing an educational opportunity appropriate to the needs of the industry during these challenging times.

A conscious effort has been made to keep registration fees and costs to a minimum to allow as many delegates as possible to attend.

I urge you to attend Coming of Age. The programme has been designed to comply with training guarantee and taxation guidelines and you are assured of an educational and very entertaining convention.

I look forward to welcoming you to Queensland's fabulous Gold Coast for Coming of Age.

Ian Kennedy

Convention chairman

COMING OF AGE

As the Hire Industry approaches a new era, it is indeed appropriate to gather and discuss the challenge facing us all and to formulate strategies for future success.

Coming of Age will focus on the issues of vital importance to all hire operators. The social needs of delegates have certainly been attended to – delegates and their partners will enjoy events at many of the excellent venues for which the Gold Coast is renown, including the superb new Warner Brothers Movie World.



PROGRAMME OVERVIEW

The convention commences on Monday, 17 August with registration from 11 am and yard tours of general and party yards in progress during the afternoon. That evening, delegates and partners will enjoy the hospitality of the organising committee at Club Fortunes, Hotel Conrad, for a '21st' celebration, featuring dancing till late.

Tuesday, 18 August sees sessions commencing with a panel of successful hire industry operators, followed by an international perspective of future challenges, presented by Hank Parker, American Rental Association President. The Trade Exhibition will be opened and Warner Brothers Movie World sets the scene for an evening of Movie Magic, featuring a Casablanca style dinner.

Business sessions focus on marketing on Wednesday 19 August, followed by Taxation and Safety sessions. During the evening, the Trade exhibition will be open for late night shopping until 8.00pm.

Jack Collis heads sessions on Thursday 20 August, with a session on customer service. Party and general hire workshops feature in the afternoon, together with more time to explore the trade exhibition.

Coming of Age concludes with the Gala Banquet at Hotel Conrad on Thursday – an evening of fine cuisine and grand entertainment – definitely not to be missed!

VENUE

Coming of Age will take delegates back to the scene of the immensely successful 1988 conference – Hotel Conrad & Jupiter Casino.

Located on its own river island at Broadbeach, Hotel Conrad rests at the very centre of the exciting Gold Coast. The hotel offers immediate access by monorail to shopping, the beach and entertainment. The hotel itself offers delegates a variety of restaurants, bars, sports and leisure facilities and naturally Jupiters Casino.

Special accommodation rates have been negotiated for Hire Convention Delegates (see accommodation details on page 24).

PLENARY SESSIONS SUMMARY

Tuesday 18 August

Coming of Age – Towards the Future

Four leading Hire industry entrepreneurs present their vision of the future for the hire industry and share their secrets for continued success.

Future Challenges – Hank Parker

Based on experiences in the USA, Hank Parker will look at the Australian hire industry in the years to come, detailing the challenges and strategies for success.

Legalities of Hire – Richard Woodhead

An examination of the legal issues affecting your business – even if you don't know it! Liabilities and responsibilities, rights of customers, contracts and legal procedures.

Wednesday 19 August

Creating Demand – The Power of Marketing – Bill Proud

Why you need to market your business; marketing techniques you can implement to increase demand for your service. Practical marketing applications that work.

Taxation Implications for Hire – Graeme Sykes

How taxation regulations, now and proposed for the future, will affect the hire industry, operators taxation arrangements and impact on customers. New depreciation rules.

Safety and Hire – Jim Whiting

How do safety rules and regulations affect the hire industry? What are your obligations and responsibilities. Is your workplace safe?

Thursday 20 August

Customer Service – Key to Profit – Hank Parker

A strong association will help in the years to come... details on the structure of the American Rental Association and how this may be a model for the HRA future.

TRAINING GUARANTEE INFORMATION

The 21st International Hire Convention has been designed to educate delegates using formal sessions, site inspections of hire facilities, workshops and visits to the associated trade exhibition.

The Programme will be of full benefit to managerial and operational personnel employed within the hire industry.

Objectives

Conference delegates' working knowledge of the following areas will be greatly enhanced as a result of their attendance.

Formal sessions to be presented:

Legal Issues affecting hire operators with particular focus on liabilities, responsibilities, contracts and legal procedures.

Marketing Techniques and the application of same to hire operators.

Taxation procedures and policies directly applicable to the hire industry including new regulations in respect to depreciation and income.

Safety Regulations; duties of hire operators and general effects on the industry.

Customer Service and techniques for increasing service levels within hire operations.

Industry Segment workshops catering to particular needs of industry sectors, principally Equipment and Event hire.

Trade Exhibition visits to familiarise delegates with the latest equipment available to hire operators.

Association Matters and the importance of association involvement to further industry aims and objectives.

Facility Inspection Visits to observe efficient office and operational procedures in practice.

Methodology

Delegates will be presented with information in a variety of formats.

Plenary Sessions will feature industry and expert keynote speakers. Workshops and Technical Presentations will be held to allow delegates the opportunity to further discuss the concepts described in Plenary sessions.

Practical Demonstrations of new equipment items will be held throughout the trade exhibition.

Social Events have been designed to enable delegates to network with suppliers and fellow operators.

Expected Outcomes

As a result of attending conference sessions and programmed activities, delegates will be able to apply the latest hire management techniques to their business with a view to increased productivity and efficiency within the current economic climate. Delegates will also have a better understanding of likely future business trends which will assist them in planning directions for their businesses. Further, delegates' working knowledge and understanding of safety and legal issues will be considerably enhanced allowing them to implement appropriate procedures at their places of work.

GUEST SPEAKERS

GREAME SYKES

Principal Advising Officer, Australian Taxation Office

Mr Sykes has been employed by the Australian Taxation Office for about thirty years. He has worked mainly in the technical areas of assessing, auditing, appeals and advisings. He has worked in the Complex Advisings area of the Brisbane Office for the last three years.

Prior to coming to the Brisbane Office, he worked in National Office, Canberra for fifteen years. During 1986 and 1987 he was in the Tax Reform area responsible for the introduction of the Fringe Benefits Tax legislation.

He is a member of the Australian Society of Certified Practising Accountants.

RICHARD WOODHEAD

Partner, Barker Gosling

Richard is a partner in the Brisbane firm of Solicitors, Barker Gosling.

Having practiced principally in the commercial litigation field for over 10 years for a mainly commercial clientele (including members of the hire and rental industry), he has obtained excellent working knowledge of the legal problems associated with running a business. He has developed a strong ability to give legal advice based on commercial practicalities.

In this session, The Legalities of Hire, Richard will deal with many of the pitfalls of operation within the hire industry, including the Trade Practices Act and the duty of care owed to clients. He will also discuss recent developments in the law.

JIM WHITING

State Director, Qld Division NSCA

Jim Whiting is the State Director of the Queensland Division of the National Safety Council of Australia, having held that position since 1984.

He has a long and distinguished career in the development of applications of science and engineering to medicine and occupational health safety and risk management. He has studied extensively in the UK, Europe and North America

gaining an M.Sc. in Biomechanics. He was President of the Queensland Branch of the Australian College of Physical Scientists in Medicine and is the current Queensland Chairman of the Ergonomics Society of Australia.

Jim serves on numerous committees and councils in the area of safety training and has been an expert witness in over 100 legal investigations of major accidents and injuries.

HANK PARKER

President, American Rental Association

Hank Parker took over as President of the American Rental Association (ARA) in February 1992. He is the owner of Parker's Rental Centre, Fairport, NY and has been an ARA member since 1971. Hank is a graduate of prestigious Cornell University, holding a degree in economics and he is a veteran of the United States Marine Corps.

Hank has already commenced guiding the ARA towards the 21st century and has emphasised the need for the association to be flexible, to change with the changes of membership. Drawing on extensive experience in rental management and association matters, Hank is ideally qualified to address the topics of Future Challenges and the importance of industry unity.

JACK COLLIS

Dynamic, enthusiastic, humorous, talented – a master motivator and one of Australia's foremost experts on customer service. Jack is Australia's leading consultants and speaker on goal achievement for the individual.

Jack joined the AMP Society as a salesman in 1962. In 1966 he entered management at AMP and quickly established himself as an outstanding manager, holding all major sales management positions in the AMP until his appointment to the position of International Marketing Manager in 1981. Jack is an author of various articles and audio tapes and an accomplished artist.

His focus for the HRA Convention will be Customer Service – the Key to Profits, a subject he is uniquely qualified to address.

BILL PROUD

Managing Director, The Marketing Centre

Bill Proud is Managing Director of the Brisbane based marketing consultancy, The Marketing Centre. The firm provides advice on marketing strategy and planning, provision of market research services, sales promotion planning and implementation, direct marketing services, sports marketing and directions in the public relations field.

Bill is President of the Australian Marketing Institute, Queensland Branch (AMI) and a member of the Market Research Society of Australia (MRSA). He is a Director of the Queensland Enterprise Workshop and a guest lecturer in Marketing at the University of Queensland and the Australian Institute of Management (AIM).

Bill has worked on marketing campaigns for many leading brand products, including Coca-Cola, Fosters Lager, Campbell's Soups and Danone Yoghurt. He is exceptionally well qualified to address the topic Creating Demand – the Power of Marketing.

REGISTRATION

	HRA Members	Non Members
Full Delegate	\$395	495

- Yard Tours
- All sessions & materials
- Lunches, morning/afternoon teas
- Welcome reception

Optional

• Movie World Dinner	\$ 45	\$ 65
• Gala Banquet	\$ 65	\$ 85

Accompanying Partners	\$195	\$295
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Includes

- Yard Tours
- Welcoming Reception
- Day Tour (with luncheon)

Optional

• Movie World Dinner	\$ 45	\$ 65
• Gala Banquet	\$ 65	\$ 85

Day Registration	\$185	\$245
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Includes

- Sessions on day
- Lunch, morning/afternoon teas

Optional

- Refer Extra/Guest tickets

Extra/Guest Tickets

Additional tickets are available to the following functions:

• Movie World Dinner	\$ 45	\$ 65
• Gala Banquet	\$ 65	\$ 85

When completing registration forms

1. Please use separate form for each delegate.
2. Payment for all registration fees, accommodation deposit (if applicable), guest tickets and optional events must be returned with registration forms.
3. Fees may be paid by cheque, bank draft or postal order. All payments must be made in Australian dollars (AUD).
4. Your registration will be processed and acknowledged within 7 days of receipt.
5. All functions and sessions are intended for adults. Regrettably no children's tickets are available.

Important

Registrations received after July 1992 will attract a late fee of \$50 each. Cancellations notified by 30 June 1992 will be refunded less a fee of \$75 (per person). No refunds will be available for cancellations notified after 30 June 1992.

Convention Secretariat

The Convention Secretariat (Carillon Conference Management) is open during all office hours to assist with registration, exhibition, accommodation and general enquiries.

Telephone: Australia (07) 368 2644
International +617 368 2644

Facsimile: Australia (07) 369 3731
International +617 369 3731

Postal: Hire & Rental Convention
C/- Carillon Conference Management
PO Box 177
Red Hill Qld 4059
AUSTRALIA

ACCOMMODATION

Special accommodation rates have been negotiated for Hire delegates at Hotel Conrad and the nearby Pan Pacific Hotel.

The Pan Pacific Hotel is connected to Hotel Conrad by monrail.

Please reserve your accommodation on the registration form — included in the promotional booklet on the Convention — to ensure you receive these discount rates.

(All rates are per room per night)

	Single Room	Double Room	Twin Room
Hotel Conrad	\$150	\$150	\$150
Pan Pacific	\$125	\$125	\$125

A limited number of nearby family apartments are available. Contact the Secretariat for details.

TCM fork-lifts asbestos free

THE ACHIEVING of a safe and healthy working environment is one of the important functions of any business owner or plant operator.

To help in this achievement TCM now builds and supplies all new fork-lift trucks to the Australian market with asbestos-free brake linings, gaskets, ashers and lines.

All new TCM fork-lift truck products are asbestos free.

To extend this health and safety feature to existing TCM fork-lift trucks, TCM has issued change-over parts for all parts which contained asbestos materials.

If you, as an owner or operator, want to improve the health and safety in your work-place and you own and operate TCM fork-lift trucks, specify to your TCM parts supplier that you want genuine TCM asbestos free parts.

Further information is available from Bruce Foulds, 600 Machinery Australia Pty Ltd, 15 Derby Street, Lidcombe, NSW.

Phone: (02) 748 1964. Fax: (02) 748 0275.

Seal extends machinery life

SELF-CENTRING bonded seals are having a dramatic effect on extending operating life and reducing warranty costs in construction and mining plant. Manufactured by Dowty Seals Limited, and represented in Australia by Australian Hydraulics Company, the seals offer benefits of positive retention, concentric location and pre-assembly.

Available in a wide range of elastomers that include Nitrile, Fluorocarbon, Silicone, Ethylene Propylene and Aflas, they can be used for extending seal life on engines and transmissions in hydraulic systems, for sealing hydraulic cylinders and for use with air compressors.

Major international manufacturers of construction and mining plant that use the Dowty Seal include Atlas Copco, Hydrovane, Ingeroll Rand and J.C.B.

Dowty claim that their bonded seal can play a dramatic role in extending life, thus giving manufacturers the confidence to extend warranty.

A comprehensive brochure describing Dowty's complete range is available from Austrailics branches in all States.

Further information is available from Australian Hydraulics Company, 2 South St., Rydalmere, NSW 2116.

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Purpose built scissor lift helps cut coke oven emissions

THE DOOR of a coke oven can be said to be subjected to "hard yakka"! They are exposed to high temperatures (up to 1000 C.). Indifferent handling by the mechanised door remover, which also exerts significant force in replacing the door and, in the case of BHP Steel's coke oven battery in Newcastle, they are in use for 24 hours every day, 365 days of the year. The doors are in fact, removed and replaced every 16-1/2 hours during this time. (This is the time it takes to process a load of coal into coke.)

The doors play a vial part in the responsible emission control standards adopted by BHP and need constant servicing of seals and the spring-loaded locking system to maintain these standards.

BHP Steel has traditionally used pneumatic scissor lift access equipment to service this need. Having made a decision to upgrade the company's coke-making facilities, BHP decided that a new, more purpose-engineered, machine was required.

This requirement was put out to tender with the specification that the unit be "self-contained, versatile and nimble to enable a quick response when doors required adjustment or repairs."

Being able to meet this, and other specifications, resulted in JLG Industries winning the tender. The machine proposed by JLG was a modified 25E-42 "Sizzor" lift.

The working area around the coke oven battery is extremely restricted. It was, therefore, a prime requirement by BHP Steel that the scissor lift be very manoeuvrable and of a compact size. The unit had, for example, to be able to pass between the ram-car, which unloads the ovens, and the ovens themselves. JLG's 25E-42 easily met the specification on size as it is very compact, being less than 1200mm wide and only 2.6m long. Although normally 2 wheel drive, JLG

modified the machine to incorporate 4 wheel drive and 4 wheel steer.

The 4 wheel drive enables safe tracking on the uneven surface of the coke oven deck and the 4 wheel steer permits tight turning circles and crabbing.

As with all JLG access equipment, the 25E-42 is fitted with dual controls to allow operation both from the platform and at ground level.

For safety reasons, BHP required the machine to be fitted with stabilisers and a cut-out switch to prevent the scissor lift from being travelled in the elevated position. Height restrictions in some areas led BHP to specify a removable operational control panel, with a flexible lead, to enable the operator to move the unit through such areas while walking alongside of behind it.

Apart from these controls, JLG has also provided a foot-operated raise and lower control which allows for hands-free operation of this function.

As well as working on the oven doors, the unit also services the electrical power distribution rails, from which the opera-

tional machinery of the coke oven battery draw power.

Here again there is an in-built safety feature. A Castell Key interlocking system prevents operation of the scissor lift until the key is removed from the power rails, this isolating the power, and is inserted into the scissor lift control panel.

JLG's 25E-42 "Sizzor" lift has a maximum platform height of 7.6m and a nominal platform capacity of 350kg. Both of these parameters met BHP's specifications without further modifications.

A further safety device is the buckstay stabiliser fitted to the platform. This prevents movement of the platform either towards, or away from, the steel support column of the coke oven battery proper.

Since the coke ovens operate on a 24hr basis, the scissor lift has been fitted with its own lights to facilitate after-dark operations.

A final specification by BHP amounts to what is essentially a ten-year guarantee of service life, subject to regular servicing being carried out.

In researching the operational parameters of similar coke oven batteries overseas, BHP personnel discovered that many employ a costly vehicle mounted on a monorail system for coke oven door servicing.

Whilst this was never seriously considered to be necessary, it is interesting to note that such a system could cost in the vicinity of \$1.5 million. The door servicing facilities, including the JLG scissor lift, cost less than 20% of this figure.

Further information:

JLG Industries (Australia) Pty Ltd
11 Bolwarra Road, P.O. Box 972
Port Macquarie, NSW 2444
Tel: (065) 81 1111.
Fax: (065) 81 0122.



Safety Manual Extracts

SIX ASPECTS are common to all successful safety management systems:

1. Senior management is committed;
2. Supervisors are responsible and accountable;
3. There is a written policy program;
4. There is a systematic training program;
5. There is employee participation, motivation and commitment;
6. Emphasis is placed on prevention.

Senior persons set the safety climate in an organisation, and their authority, guidance and example is absolutely vital.

Employees of officers given a task will **not** do it satisfactorily (or even at all) if they are certain that they will not be held accountable.

We are likely to achieve much more by rewarding people for actually performing tasks, than punishing people for "allowing" unwanted events to occur.

Four basic rules cover most of the needs of hire customers safety:

1. Handle only equipment and goods that meet safety standards;
2. Effective safety checks **must** be carried out before hiring;
3. Inform customers of any potential dangers and how to protect against them;
4. Ensure users have any certificate of competency that may be required.

Examples of useless statements:

1. Use common sense;
2. Watch what you are doing;
3. Be alert at all times;
4. Use the right extension cord.

When accidents occur, we need to know what has happened, and what could happen in the future, i.e. we need a good reporting and analysis system.

The most effective hazard detection is regular workplace inspections.

When accompanied by proper corrective measures, they are the single most important tool available.

Always inspect when people are actually working in the area — is it vital to see what they are doing. Look at, or for:

- Man
- Machine
- Material
- Method
- Environment.

It is safer and more effective to eliminate hazards than to tell people how to guard against them.

The significance of a hazard is determined basically by:

1. The nature of the consequences;
2. The likelihood of occurrence;
3. The frequency of damaging occurrence.

The order of preference for control of hazards should be the following sequence:

1. Elimination;
2. Substitution;
3. Mitigation; (reduction);
4. Isolation;
5. Reduction of exposure time (e.g. job rotation);
6. Personal protective equipment.

There is always more than one cause or contributing factor to every accident.

Have a systematic approach to maintaining a clean and orderly workplace. Articles improperly stored account for a significant number of accidents and incidents of the following type:

1. Trips and falls;
2. Hit by falling objects;
3. Bumping into objects;
4. Caught between objects;
5. Slipping;
6. Fires.

Fire can completely destroy a business, **even when it is insured**. Over 70% of all businesses that have had a major fire never recover. Shutdown due to fire leads to loss of skilled employees, stealing of business by

competitors, failure to meet outstanding contracts, stopping of cash flow.

Factors contributing to fires:

1. Unsatisfactory storage and handling of combustibles;
2. Improper control and supervision of fire-producing activities, e.g. welding, rubbish burning;
3. Absence of fire detection and suppression;
4. Wrong kind, number or location of fire appliances;
5. Employees not trained in elementary fire fighting;
6. No emergency plan.

An employer is legally required to consider whether a danger is reasonably "foreseeable". If an employer can clearly see that injury could occur because of a previous similar accident, and took no corrective measures, the accident is clearly foreseeable. When considering foreseeability, employers are required to take into account that employees may be negligent, careless or even wilfully disobedient at times. Procedures and especially machine guarding must take this into account when being assessed as safe.

It would appear that the average employer faces an impossible task — to make the workplace risk free as a legal requirement. However, by having a practical occupational health and safety program and taking all reasonable precautions, the majority of employers avoid legal hassles.

Occupiers (usually employers) of premises owe a duty of care to various categories of visitors to the premises. These include:

1. "Invitees" such as customers who have implied invitations to enter the premises;
2. "Licensees" — persons such as salesmen and contractors working on the premises;
3. "Trespassers" — have no legal right to be on the premises and must take the premises as they find them. However, an occupier must not act with reckless disregard for a trespasser's safety, e.g. no setting of traps for trespassers.

Things go better with a Twin Tyne

INCREASED demand for Coca Cola products from the South Australian plant has given Brambles the opportunity to install what is believed to be the first twin tyne fork-lift in Australia that combines side-shifting, load spreading and fork positioning.

At the Adelaide factory of Coca Cola, a Nissan LP gas-powered 3.5

tonne fork-lift has been fitted with a Gemini twin pallet handler that effectively doubles the rate of handling and storing 2-litre and 1250ml plastic containers of Coke, Fanta, lemonade and Twist.

Both the production machine and the fork are operated by the same person who on one shift can handle and stack up to 200 pallets, which are carried side

by side on the modified fork and stacked three pallets high.

Coca Cola's warehouse supervisor, Brenton Sawley, says his operators are delighted with the new machine.

"The are impressed because it gives them more time to correct any problems on the production line and it has improved safety by cutting the number of fork-lifts movements in the production area," he says.

Don Bosanquet, sales representative, Brambles Fork-lifts South Australia, says the Gemini attachment can operate as a conventional fork-lift as required — then instantly transformed into the side by side pallet mode.

The modification can be fitted to any fork, providing the increased load does not exceed the capacity of the fork-lift.

Brambles Forklifts claims to have over 2500 forklifts for hire. Now available from 23 locations throughout Australia, they range from light duty, battery operated machines to 48 tonne capacity special purpose forklifts.

For further information please contact:

Peter Ambrose, Forklift Product Manager

Brambles Forklifts, Eastern Region
17th Floor, 124 Walker Street
North Sydney, NSW 2060



Gary Bond, fork-lift operator, Coca Cola, makes maximum use of a twin tyne fork-lift from Brambles.

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Hako's lightweight backpack

makes its entry into the cleaning industry

THIS ergonomically designed back-pack has a powerful 1000 watt by-pass motor which independently cools, preventing motor burn-outs and eliminates motor damage if moisture is accidentally picked up.

The Shadow Vac is strongly built in Australia with a one piece steel frame and canister. However, the vacuum power and strength

is achieved without compromising on weight. At only 5 kilos, the Shadow Vac's performance and comfort allows for increased productivity, ideal for the most demanding cleaning applications.

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

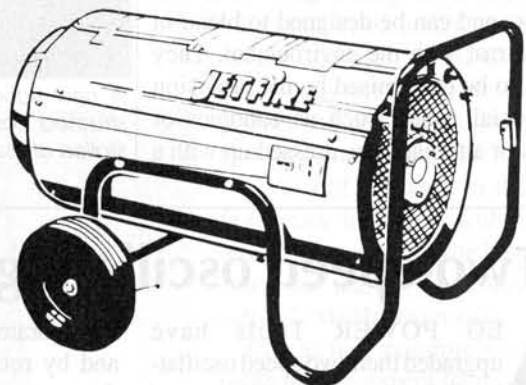


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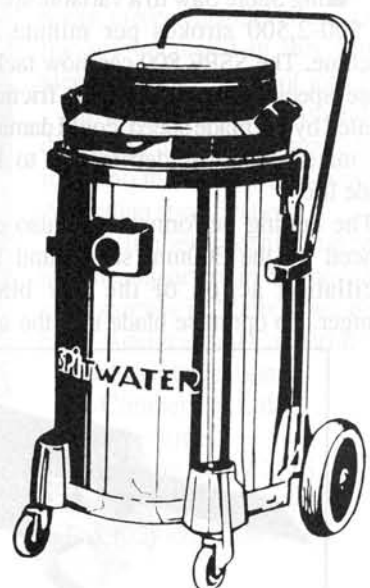
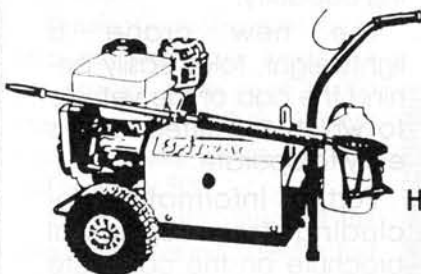


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 Sydney: 1/13 Nello Pl., Wetherill Park Ph: 02-756 1666
 Brisbane: 1/192 Evans Road, Salisbury Ph: 07-274 1311
 Plus Distributors Australia-Wide

GKN Modular Buildings introduce new Ecobond system

GKN MODULAR Buildings have added the new Ecobond Building System to their Garrison range. Ecobond offers the modern looks and aesthetic appeal of Garrison at a lower cost, making it particularly suitable for applications where not all the comprehensive features of Garrison are required.

Ecobond's robust, lightweight monocoque fibreglass construction and Gelcoat finish, offer durability and excellent resistance to weathering and other damage, including vandalism. It is particularly suitable for aggressive environments or areas where chemical resistance is an important criteria.

Ecobond buildings can be utilised without the need for a concrete base and possess an integral floor which is sealed and waterproof, allowing for ease of cleaning and maintenance. They are available in a wide range of standard colours and can be designed to blend in or contrast with the environment. They can also be customised by the provision of special panels such as canopies or facias or alternatively, dressed up with a

company logo by means of signwriting or painting.

Ecobond's modular construction means that installation and site work is quick and easy and can be effected even in adverse weather conditions. Ecobond buildings are relocatable if required and come ready for use or packaged for on-site assembly. They are also available with an electrical package, including hidden electrical wiring.



A new vandal resistant bus shelter constructed from Ecobond 428, recently installed at Melbourne Airport's car park.

Two-speed oscillating sabre saw

AEG POWER Tools have upgraded their two speed oscillating Sabre Saw to a variable speed — 500-2,500 strokes per minute — machine. The SSPE 800 can now tackle those special materials where friction, created by the blade speed, could damage the material or was detrimental to the blade life.

The cutting performance is also enhanced by the 300mm stroke and the oscillating action of the saw blade plunger. To optimise blade use, the unit

incorporates a two-position foot plate and by rotating the blade through 180 degrees, overhead work is made more convenient.

The unit is the most powerful Sabre Saw in Australia, boasting an 800 watt motor and a maximum cutting depth in timber of 170mm.

A sturdy metal carrying case is supplied with each unit to protect the tool and afford ample storage for blades and accessories.



New Service Crane

A NEW lightweight 1.5 tonne metre class crane has been released by Austrautics Transport Equipment Division. Called the Ferrari Model GR1500S, the crane has a maximum out-reach with hydraulic extensions to 4.4 metres and a maximum lift of 1250 kg at 1.2 metres reach. The crane also is available with a manual extension which gives it a further out-reach of 1.5 metres, thus taking the total reach to 5.9 metres.

Austrautics Transport Equipment claim the new crane is particularly suitable for use on light service vehicles employed by government, local government and the construction mining industries.

Its hydraulic extension enables the load to be precisely placed thus facilitating service work in the field on heavy earth moving plant and other mobile equipment. The crane can also be used for handling earth mover tyre change-overs, within its lifting capacity.

The new crane is lightweight, folds easily behind the cab of the vehicle to which it is fitted and is easy to operate.

Further information, including free technical brochure on the complete range of Ferrari crane products, is available from Austrautics Transport Equipment Division, 2 South Street, Rydalmere, NSW 2116. Phone: (02) 638 5000. Fax: (02) 638 0544.

Hi-Climber helps with giant granite jigsaw

FOURTEEN HEK mast-climbing work platform units, which were hired from Hi-Climber, achieved major productivity gains on the new \$200 million Metroplaza project at North Sydney.

Sub-contractors, Timalco Glass Structures, chose this system for the job of attaching 14,000 pieces of granite to the facade, curtain wall and 16 columns of the building.

Hi-Climber units consist of motorised work platforms, running up and down steel masts, which are secured to the outside of a building or, through openings, to interior anchorage points.

Productivity from this system contributed to a remarkable turn-about in progress on Metroplaza, which includes 180 shops, 36-storey office tower, 500 parking spaces and tunnels to North Sydney railway station and under the Pacific Highway.

Girvan Corporation started the development in 1989, but went into receivership the following year.

In July, 1991, Multiplex took full control of the project, and work progressed so smoothly, it is now expected to be completed in July this year, four months ahead of schedule.

Timalco Glass Structures had to plan and then piece together a giant jigsaw, made up of 14,000 granite pieces in 200 different sizes, averaging 940cm x 612cm and weighing 50kg.

Ace Ceramics imported the stone from Europe, where it had been cut to Timalco's specifications.

The granite was transported to Timalco's factory at Kurnell in southern Sydney, where each piece was tested and stacked according to the order in which it was to be fixed.

Timalco used a new, mechanical attachment process, instead of the traditional adhesive method, for attaching most of the stone.

Two grooves were cut into the back of each piece of stone, and a t-bracket was slid on and bolted in place. The panel was then bolted to a unistrut, housed in the concrete on the building.

Timalco's construction manager, Alan Dowley, said the company had originally planned to use swinging stages, but opted for Hi-Climber after examining its results on other jobs.

"The productivity is so good, we will be finished about three months before our contract deadline," Mr Dowley said.

"Hi-Climber costs three times more to hire than swinging stages, but was able to do the job at least three times faster.

"Our workers could load six pieces of stone at a time on to the platform, while

a swinging stage would only take one or two pieces.

"Also, the men liked having the stable deck."

Mr Dowley said Hi-Climber units could also be used in "marginal" weather conditions, and Timalco had even run an afternoon shift, finishing at 11pm, during the warmer months.

"By using it day and night, you really get your money's worth, even though it involves paying shift penalties," he said.

"We set up special lighting on the platforms, and the men were very happy with the situation."

Mr Dowley said the peak of the job, one twin-mast and 12 single mast units were working around the building.

"We had two men on each platform, and they were fixing an average 20 pieces of granite in six hours," he said.

Managing director of Hi-Climber, Bob Howison, said the Metroplaza project showed the scope for the system on new buildings.

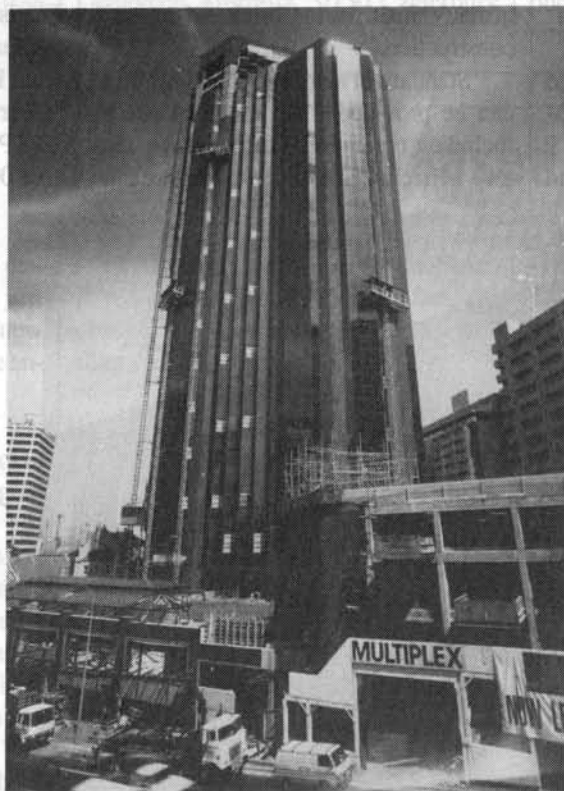
"Most of the work in the past few years has been with major renovations and refurbishing, because that market sector has been active," Mr Howison said.

But, as new construction work picks up, we expect there will be many project managers and contractors interested in this equipment for certain types of jobs."

Hi-Climber is the Australian distributor for HEK Manufacturing, who made the MSM units to Australian specifications.

Hi-Climber recently opened new headquarters in Sydney, and also operates in Melbourne, Brisbane, Adelaide and Canberra.

Further information:
Hi-Climber Pty Ltd
12 Pike Street,
Rydalmere, NSW 2116.
Phone: (02)898 0701.
Fax: (02) 898 0704.



The Hi-Climber system in use on the new Metroplaza project at North Sydney.

Portable office right on budget

BUDGET Rent-A-Car's service division at Sydney Airport is a hive of activity, with an average of 200 car movements each day.

Fifty per cent of Budget's 1,100 cars in NSW are based at the Airport, and are channelled into the centre for maintenance, repairs, registration and insurance work.

NSW Service Manager, Noel Harrison, saw the need to move his office away from the busy operations to somewhere which was still close to the action, but affording more privacy and fewer distractions.

A portable building office, set up in the yard, seemed the best idea — so he contacted a company, who delivered the unit.

"It was no more than a shed, so we told them to take it away," Mr Harrison said.

He then looked at what was on offer from other suppliers, including hire company Prestige Portables, one of the leaders in the development of sophisticated, "up market" portables.

Budget decided to hire one of Prestige Portables' stylish, comfortable, two-room offices, measuring 8.4 metres x 3 metres, with a mixture of gyprock and

timber-panelled interior walls, double glass sliding doors and reverse cycle air-conditioning.

The building is carpeted and was colour co-ordinated by their interior decorator.

One of the offices is used by Mr Harrison, and the other by Budget's Purchasing Officer for NSW.

"In relation to cost, it is ideal for our needs," said Mr Harrison.

There is ample room, and I can even hold staff meetings here in comfort.

"One of the things I notice is the low maintenance required.

"We have a constant stream of people in and out of here, so the carpet needs cleaning regularly, but apart from that the building looks after itself."

Mr Harrison said the building also appeared to be very secure and had withstood a recent break-in attempt.

Managing director of Prestige Portables, Gordon Esden, said modern, "up-market" portables were being seen increasingly as an attractive alternative in many situations to "brick and mortar" construction.

"Standard or made-to-order buildings can be provided for a range of needs, including commercial office space, factory offices, community centres, class-

rooms, training centres, police stations, court facilities and many other purposes," Mr Esden said.

"High quality portables are attracting interest from many quarters, including the aviation and retail car industries, nurseries, vineyards and Government bodies."

Mr Esden said their appeal went beyond the obvious advantages of considerable savings in time and money.

"A major advantage is their flexibility," he said.

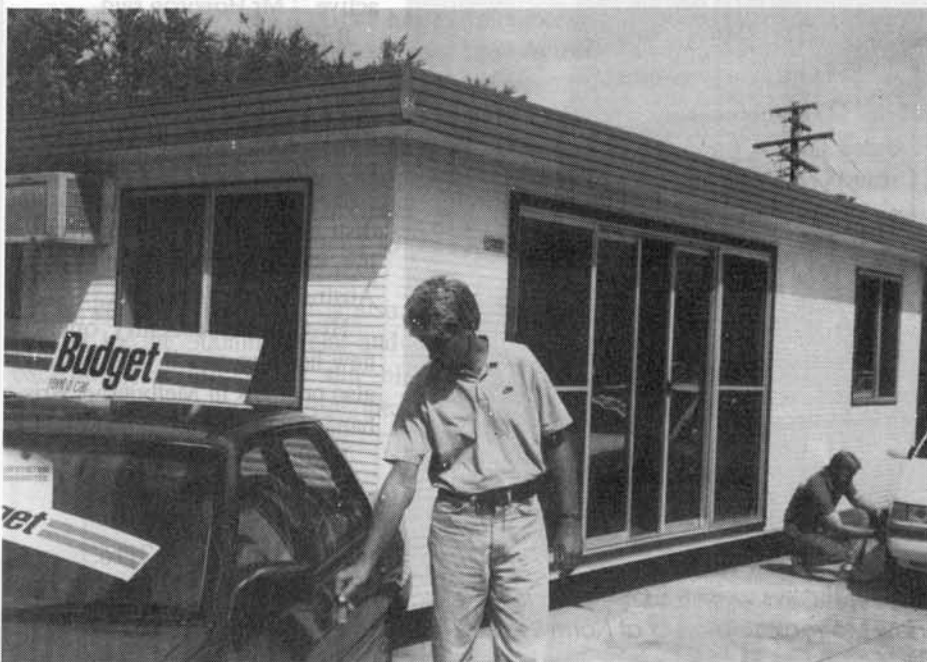
"You have the opportunity to expand, change or relocate at any time in the future with minimum disruption.

"While portables can be removed at any time, they are built to last, and, so often tend to become a permanent fixture."

Prestige Portables can supply made-to-order modular complexes within 10 days of agreement on design, or standard, mobile, single buildings within 24 hours.

Coca Cola, CIG, Toyota, Master Foods, Bayer, ICI and AGL are among companies who have hired buildings from Prestige Portables.

For further information, contact Prestige Portables on (02) 688 2688 or toll free 008 26 7979.



Budget's NSW service manager, Noel Harrison, outside the office hired from Prestige Portables.

To advertise in this publication:

Telephones:

(02) 387 7858

(02) 387 7861

AGM and Principal's Seminar 1992

THE ANNUAL General Meeting and Principal's Seminar was held at the Parkroyal Parramatta in February with great success. Approximately 70 members attended.

Motivational speakers included Don McIntire, competitor in the BOC Single-handed Around the World Yacht Race and Gaby Kennard, who is the first Australian woman to fly solo around the world in a single engine aircraft. Both Don and Gaby inspired and entertained us while Max Walsh, Economist, told us the facts and more about our economy.

"Staysafe" — Joint Standing Committee on Road Safety

As a result of negotiations with this committee, the Association has two representatives who are presenting your Association's point of view. They are Andy Kennard, Kennards Hire, and Bob George, U-Haul Trailers.

We have made representations to the Hon B. Baird regarding standard risk conditions of Department of Transport Contracts and it is pleasing to note that amendments to the RISK conditions are now filtering through "the system".

Dembicon Supplier Workshop

A Supplier Workshop evening has been arranged for you: "Dembicon Diamond Cutting Tools & Equipment Workshop". Dinner and refreshments will be provided by Dembicon.

See Dembicon's full range of equipment and Diamond Tools. Try and compare their range of tilesaws, bricksaws and partner handsaws. Bring any example of tile, brick, concrete or natural stone for a cutting demonstration.

Support your suppliers and attend this evening — Monday 11 May, 1992 at Dembicon Australia, 3/150 Canterbury Road, Bankstown.

Incorporation

The Hire & Rental Association of New South Wales has had approval to become an Incorporated Body. Documents are presently being processed and advice is hereby given that the Association's new name will be "Hire & Rental Association of Australia, New South Wales Region, Incorporated".

Code of Practice for Electrical Testing

The Code of Practice for Electrical Testing is now in place and members will either require a licensed electrician or their own trained staff to carry out the required testing for portable electrical tools and appliances.

The Hire Association of NSW is still organising coursed at Granville College of TAFE. If you are interested, please call this office during office hours. The Association continues to organise these courses as a service to members in a non-profit capacity. Therefore, please ensure you send payment in advance once a booking has been made. Thank you.

New engine released

AETCO, THE Kohler engine distributor for Australia, have just announced the release of a new 11hp horizontal shaft overhead valve engine.

The new single cylinder engine has been designed to achieve low noise levels which are well below the stringent standards set by the EEC.

In order to achieve this, the engine has some features not usually seen on small engines, including hydraulic valve lifters, which virtually eliminate valve maintenance and adjustment, cast-iron cylinder liner and a balance system for low vibration, and smooth running. The full pressure lubrication system which operates at 45 psi, is also fitted with full flow spin on automotive oil filters.

These features, together with new in-

ternal designs, ensure that maintenance is reduced to a minimum. In fact, oil changes are now every 100 hours, and filter changes every 200 hours.



The engine will find ideal acceptance for use on generators, welders, pumps, turfcare equipment, vessels, in fact, any use where a high quality long life low maintenance engine is required.

A spokesman for AETCO said that by incorporating all these features, the engine has been specifically designed to operate under the harsh conditions generally experienced in the Australian market. Such is the faith that AETCO and Kohler have in the engine, that it is warranted for two years, and is fully backed by all AETCO State Branches and a nation-wide network of dealers.

Further details are available from John Whiteley, 2 South Street, Rydalmere, NSW 2116

Telephone: (02) 684 46666.

BE SECURE — BE PREPARED

Useful tips on domestic security

WE ALL have a place to call home. Its presence reminds us of the need to have our own personal and family space to balance the demands that are placed on us in the day to day running of our business. How often do we realise the "value" of our home, moreover, how often do we really consider the protection of this asset when we are not there?

It is easy to use excuses like we have good neighbours who are always home, or that we have never had a robbery in our street. In reality, all domestic householders can expect to suffer a "loss" at least once in their lives. It may only be the vandalism of a letter box, or the theft of a pot plant, but a loss nevertheless. It is therefore wise to regularly take a step back and look at your home, analysing its vulnerable points.

Once you have established the weak points consider a remedy. It does not have to involve huge expense or a great deal of effort. For instance, keep windows and doors in clear view, trim back shrubs and trees that overhang and generally tidy up the area immediately around the house. Don't give a burglar the tools to break into your home, keep the garage and shed locked when you

are not home. Even if the garage does not contain tools or ladders, don't leave it open when you go out anticipating a quick return. A short outing can sometimes have a habit of stretching and burglars work fast. An empty garage is a tell tale sign of vacancy.

Why not install a motion sensor external light? They are less than half the price they were 12 months ago due to the huge demand they have created in the combat of domestic burglaries. More aesthetically orientated designs can also mean they can actually compliment your home.

The installation of key operated window locks are also an option. Apart from their obvious advantages, they can quite often qualify you for a discount on your home insurance.

These discounts operate in both metropolitan and country areas. It is important to realise that living in a country area does not protect against loss. Burglars have cars and can travel. The days of going out, or even going away, and leaving windows open are well and truly over. In fact, if a burglar does not physically break into your home and instead enters through an open window or unlocked door, your insurance cover could be void!

Keep these helpful tips in mind and you may never be faced with violation of your home:

When going out —

- Lock all doors and windows
- Keep a radio or television on
- Leave a light burning
- Put away all garden tools etc. under lock and key
- Close the garage door.

When going away —

- Cancel newspaper and milk deliveries etc.

- Ask a trustworthy neighbour to water your garden, mow your lawn and to park their car in your driveway from time to time

- Invest in a timer switch and plug in key items to be switched on and off at regular intervals

- Do not close all curtains and blinds, keep them open at different stages

- Make sure the number of your house is clearly displayed if police or firefighters need to find it quickly while you are away.

- If you would like any further advice on home security, please contact your own Associations' experts, HARIB.

International Lift Truck Convention — June 1992

FOR THE first time ever, Hyster Australia Pty Ltd, leading fork-lift truck manufacturer, will host dealers and other personnel from both interstate and overseas at a big-lift-truck conference, to be held in Sydney during June this year.

Breaking new ground in lift truck marketing, overseas delegates will be introduced into the Australian way of marketing and in return will highlight their problems, opportunities and other market data peculiar to their

regions of operation. Overall, there will be some forty attendees with a large contingent from the Pacific Rim countries.

Graham Tribe, Hyster Australia's Managing Director, says, "We are placing emphasis on our range of larger lift-trucks at this conference, not only because we are acknowledged as leader in this class in Australia, but because of new developments in our product range for the future."

Coates Hire and Whelans Rentals make an unbeatable duo

WHELANS RENTALS in Melbourne has joined the Australian National Industries stable and its general rental business has been amalgamated with that of Coates Hire. This gives Coates Hire a much broader coverage for their general rentals business within the Melbourne metropolitan area, with the acquisition of new branches at South Oakleigh, Abbotsford, South Melbourne and Campbellfield.

Coates will amalgamate and move their Fawker branch into the Whelans new, purpose-built premises at Campbellfield, and their South Melbourne branch into the Whelans South Melbourne location just down the road.

The Whelan fleet will give additional depth to Coates' already huge range and add some specialised lines of equipment not previously carried by Coates.

Max Brown, who has been with Whelans for 11 years, will head up both Whelans Hi-Lift and Whelans Air Rentals, and together with the same familiar Whelans faces will continue the high levels of service to their customers.

In addition, Easy Access Pty Ltd has been married with Whelans Hi-Lift benefiting customers of both companies with an even wider range of specialised access equipment and even higher levels of service.

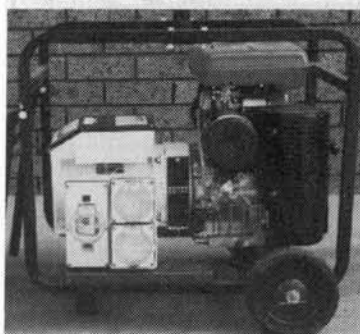
The only Whelans branch in NSW, Whelans Hi-Lift at Bankstown, will be

closed. However, all equipment and personnel will be transferred to Coates Hire's Auburn branch in Parramatta Road, which will become a specialist Access Equipment outlet.

In announcing the move today, Coates Hire Chief Executive, Jim Brown, said: "Whelans has long been a very respected name in the industry in Victoria, with a reputation for providing high levels of service up with our own."

"We feel that both Whelans and Coates customers will benefit from this amalgamation and see it as a further indication of both Coates' and ANI's commitment to the future of Victorian Industry."

IMPROVE YOUR HIRE POWER



POWERHOUSE Diesel Powered Generators

22kVA to 200 kVA generating systems built with real experience and engineering expertise gained from years of designing special hire and contracting sets.

POWER-MATE

Portable Generating Sets
2kVA to 13.5kVA

Just the thing for the hire fleet — gutsy performance from low maintenance brushless alternators to easily operate compressors, welders, brick saws and all your hire equipment.

Our special hire model options consist of:

- Choice of engine
- Earth leakage protection (weatherproof)
- Strong tubular rolled frame
- Trolley wheels and collapsible handles
- Anti-vibrating mounts
- Lifting centre bar
- Laminated Safety Instructions

WELD 'N' WORK — Engine Driven Welding Sets

Our new 240Amp unit with 20hp Kohler petrol engine and fuel tank base is just the ants pants for hire and contracting. And for double barrelled convenience there's even single and three-face auxiliary power to knock over the toughest on-site work. The full WELD 'N' WORK range includes welding capacities of 150, 165, 185 and 200 Amp AC along with 240, 400 DC.



Head Office & Manufacturing:
33 SHEPHERD STREET,
LIVERPOOL, NSW 2170
Sydney (02) 600 6555
Melbourne (03) 428 1429
Brisbane (07) 844 4510

POWER IN ABUNDANCE

ADVANCE POWER currently manufacture an impressive range of diesel engine driven, prime power and standby generating systems up to 2000kVA, together with auxiliary electrical equipment and acoustic canopies.

Our range also includes a very comprehensive selection of portable petrol driven generators from 2kVA to 13.5kVA to capture the rental, tradesman, farmer, leisure and domestic markets. A large range of engine driven welder/generators up to 400Amp output are available for the contractor, rural and industrial users.



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

JUNE:

6-7-8 Northern Roundup
Sheraton Hotel
Townsville, Queensland
Contact: Marlene Caldwell
Burdekin Hire Service
(077) 83 3304

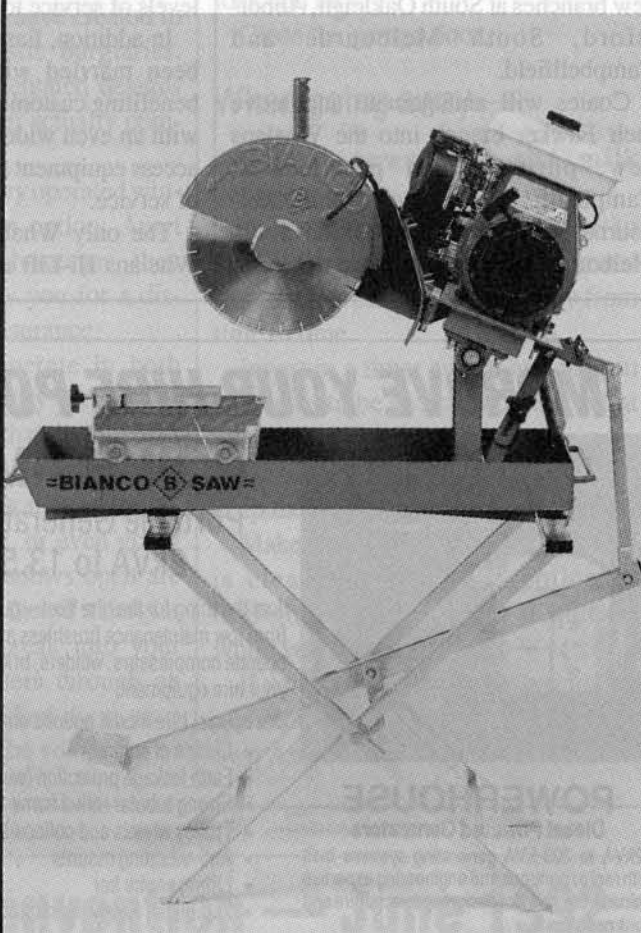
AUGUST:

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
Telephone: (07) 368 2644
Fax: (07) 369 3731

SEPTEMBER:

21-24 California Rental Association
30th Annual Convention
Las Vegas, Nevada
Contact: Charler Maltese
PO Box 1967, Woodland
California 95695
Telephone: (916) 666 4337

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Coates to open in Indonesia

AFTER OVER a year of planning and obtaining licences etc. Coates are now set to open their first branch in Jakarta.

This will be headed up by Barrie Cerda, who is currently Coates' Victorian and South Australian State Manager and is also the Victorian Hire & Rental Association President.

Barrie has an Engineering background and began his career with Coates 19 years ago where he served first in the Engineering area, then as Sales Manager and then took over from

Jim Brown as Victorian State Manager, when Jim moved back to Sydney in 1978. Barrie later also became responsible for the management of South Australia.

Barrie, of course, was also very involved in the May 1st take-over of Whelan Rentals.

Chief Executive, Jim Brown is very enthusiastic about Coates entry into the Indonesian market, its first off-shore venture and Barrie and wife Elizabeth are very excited about this big pioneering move.

If any of Barrie's many friends are visiting Jakarta, don't hesitate to give Barrie and Elizabeth a call.

Barrie's replacement will be Wayne Weller who hails from Coates' Western Australia where he has held the positions of Sales Manager and Operations Manager in his 9 years with the company.

Wayne, who hails originally from Victoria, is looking forward to his new challenge back in his old State where he'll have to learn to stop barracking for the West Coast Eagles.

Staying ahead with TRACS

AS TRILOGY enters its fourth year of its involvement with the Hire Industry in Australia, they continue to make great strides with their hire software package — TRACS. Almost three years to the day that TRACS was launched into the Australia market place, it has now taken a firm hold as the market leader with over 70 installed sites to date. The fact that TRACS has performed as well as it has in these depressed economic times, is in itself testimony to the quality of the product and Trilogy's commitment to the industry.

So, what is it then that has set TRACS apart from the rest of the pack? Probably the single most important factor in the TRACS success story has been Trilogy's willingness to become involved in and learn from the Hire Industry.

Always in attendance at Hire Association functions and always willing to sponsor various events and seminars, they have been able to make a very worthwhile contribution to the industry. Their involvement with the regional Hire Associations has seen

them run seminars as far afield as Foster in NSW, Perth in WA and the Northern Roundup in North Queensland.

They have also been heavily involved in each of the Hire Conventions since 1989. Their involvement and understanding of the industry has enabled them to keep abreast of the changes and requirements of this ever changing and expanding industry.

This knowledge, coupled with their vast experience in the field of software development and support, has kept TRACS in the vanguard.

Another key factor that has kept TRACS ahead of the pack, are the TRACS User Group conferences run annually by Trilogy for all their TRACS users. This year's conference is being held at the Brighton Resort Hotel in Sydney from 27 to 28 May. These conferences offer users a unique opportunity of getting together to discuss their computer requirements and also bounce ideas off each other as well as Trilogy staff.

This concept has proved to be extremely successful in achieving its

main purpose of getting users to make better use of their systems as well as offering guidance to Trilogy regarding future requirements of the Hire Industry. They also bring together people with similar business interests who may otherwise never have met and many a business deal has been struck during these conferences.

The third major item which has contributed to TRACS' success is the stability factor. Stability of product and stability of staff. The same Trilogy personnel who were involved in the Sales support and development of the TRACS system three years ago, are still there today, maintaining the continuity which is so vital to the success of any vertical market venture.

The message from Trilogy is quite clear. They want TRACS to become the industry standard and this has been clearly demonstrated in their commitment to both the hire industry and their own product. This can only be good for an industry which in the past has been preyed on by far too many "fly-by-nighters".

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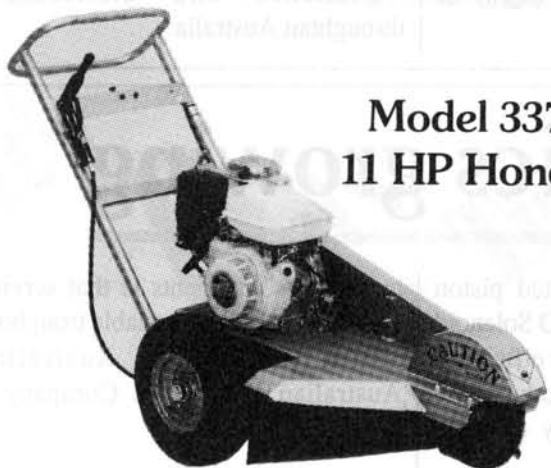
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Gas shielded wire snaps off for easier welding

LIQUIDARC Pty Ltd have just released a continuous welding wire which is stiff enough for trouble-free feeding and able to be snapped off for simple arc re-striking.

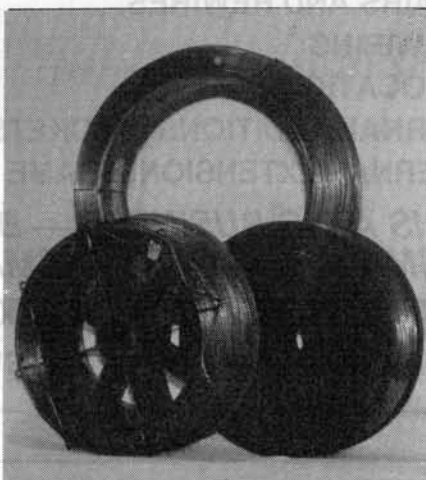
The stiffness characteristics of Liquidarc's new Easy-core wires permit the welder to simply break-off the end of the electrode for proper re-strike. This eliminates time consuming cutting often needed for clean starts.

This adds to the welding productivity, improved mechanical properties and exceptional operator appeal that have become synonymous over the years with gas-shielded, continuous flux cored wire.

Little or no spatter, easy slag removal, excellent bead shape and smooth arc action are all features of the "Easy-core advantage" and make it ideal for robotic welding.

Easy-core is designed for single and multi-pass welding for both downhand and out-of-position work.

Typical Easy-core applications include machinery, structural and general fabrication as well as bridge, ship, barge or offshore drilling construction.



Easy-core continuous welding wires just released by Liquidarc Pty Ltd are available either on the new 15kg Enviro-spools (left) or on standard 15kg disposable plastic spools (right) as well as in 25kg coils (rear).

Easy-core comes in different types, some for use with economical CO₂ and others for mixed gases.

Diameters are 1.2, 1.6 and 2.4mm. Prices are extremely competitive with similar products and commonly used sizes are manufactured in Sydney.

Easy-core is available on 15kg Enviro-spools which are compact metal baskets designed to slip over re-usable plastic adapters.

Manufacturing technology and quality control applied both locally and overseas ensures superior mechanical properties and x-ray quality. Easy-core meets radiographic specifications of AWS A5.20 when used with recommended procedures.

For advice on Easy-core wires contact:

Liquidarc Pty Ltd,
35 Bryant St, Padstow, NSW 2211.
Phone: (02) 772 7222.

Branches and distributors throughout Australia.

Daikin Hydraulics growing

AUSTRALIANS, Australian Daikin distributor, have reported an increased number of Daikin products entering Australia. Daikin is Japan's leading manufacturer of hydraulic components. The biggest machine tool manufacturers in Japan and in the world - Mori Seiki, Ohkuma, Hitachi Seiki, Mitsui Seiki, Nihon Seiki, Nissei, Mitsubishi Seiki - use Daikin power packs which are installed and exported to Australia on their machinery.

The most popular products to be included on these machines are VL

Series pressure compensated piston pumps and the KSO and JSO Solenoid valves. Well known for their efficiency and durability, Daikin products are fitted exclusively to many of these machines.

VL Series piston pumps are available in sizes of 8cc through to 70cc with power matching control, remote controllers and pressure compensation. KSO and JSO Solenoid valves are DIN mounted and have numerous spool options for almost every application.

A major feature of the imported Japanese machinery with Daikin

hydraulic components is that service and spare parts are available throughout Australia. Through Australian Australian Hydraulics Company - branches in all states.

Further information is available from:

Australian Hydraulics Company
2 South Street
Rydalmere, NSW 2116
Telephone: (02) 638 5000
Fax: (02) 638 0544



**It's
Party Time**

**Let's
Party**

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350th anniversary of the first computer

BELIEVE IT or not, the first computer was built by Frenchman Blaise Pascal in 1642. It was a mechanical device using cogs and gears inside a small wooden box, with dials to input numbers and little display windows for the results. He obviously saw no need for modesty, as he called it the Pascaline.

Although 50 of them were built, Pascal was unable to get bookkeepers and clerks to use the Pascaline, as they were afraid of the machine, anxious about their ability to use it and concerned about losing their jobs. Attitudes

have not changed that much in 150 years.

It is a shame that Pascal was unable to benefit from the service provided by computer software company, Abaco Solutions, who specialise in training people in the understanding and use of business computers, particularly in regard to their multi-user hire and rental software package, PHD.

David Brech, a director of Abaco Solutions, said: "With the constantly changing technology of today, many business people find themselves bewildered by computers and with insuffi-

cient knowledge to use them effectively. This can limit the true potential of an individual and reduce the competitiveness of a business.

A new optional training course is now being offered by Abaco Solutions which provides many of the answers for first time computer users.

David said: "The Computers In Business course is designed to transform computer anxiety into confidence by presenting the principles of Business Computing in plain English and providing practical guidance with simple hands-on training. This general information and training can then be dove-tailed into the specific PHD software training for everyday hire and rental operations."

When asked who will benefit from attending this course, David said: "The course is suited for anyone involved in the regular use of a business computer, but particularly so for the owner, manager or supervisor of a small to medium hire and rental business, who is approaching the introduction of a computer system for the first time, or who needs to gain sufficient knowledge to be able to maximise the use of an existing computer system."

For those who have absolutely no knowledge of computers at all, the first session provides an introduction to the history and fundamental principles of

computers (all in plain English), an exploration of the various components of a computer with an explanation of how they function, and a guided hands-on introduction to the operating system."

When asked why many people have difficulties coming to terms with computers, David said: "Many people these days suffer from computer anxiety; this occurs primarily through the mistaken belief that computers are too complex to understand and a misplaced concern about their ability to be able to handle unfamiliar technology."

"The problem can be particularly acute when facing computers for the first time; and without proper training, it can persist as an entrenched attitude for a very long period. The new course provides the necessary understanding to bring about competence and confidence in using computers."

The Computers in Business course can be arranged outside normal business hours if required, can be arranged independently of any software purchase, or added to the regular PHD software training at installation time.

For further information on the Computers In Business course or the PHD hire and rental software, David Brech can be contacted at the Penrith office of Abaco Solutions on (047) 21 4757.

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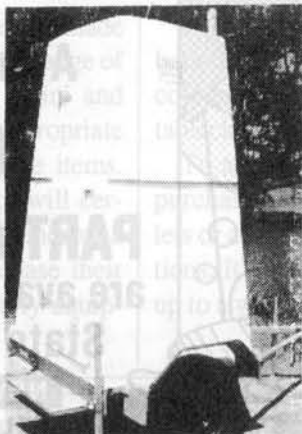
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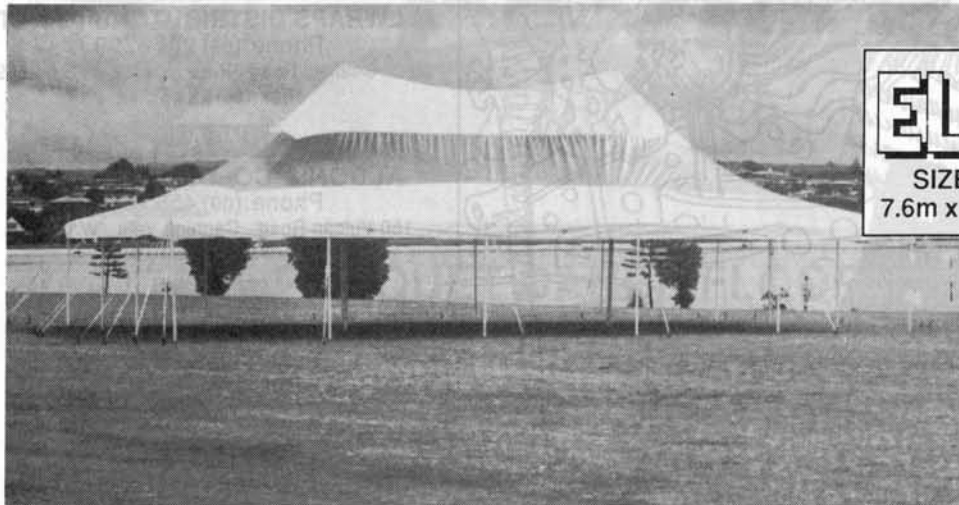
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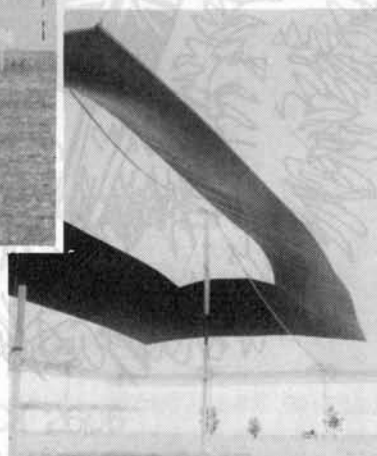
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High on the list of requirements are balloons, garlands and streamers in colours co-ordinating with napkins, tablecloths, etc.

To add fun to the party many will purchase noisemakers, masks, hats, leis or amusing food and drink decorations. It's the small details which add up to a well organised party.

Alpen Products Pty Ltd have been in the business for more than 40 years and are able to supply Australia's most comprehensive range of balloons, Garlands, streamers, crepe paper, noisemakers, hats, masks, party poppers, sparklers, food and drink decorations. Their sales staff are very happy to advise you.

*Don't forget send in your booking/application form for the
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**Hotel Conrad & Jupiters Casino, Gold Coast, Queensland
17 - 20 August 1992**

For details go back to pages 21, 22, 23, 24



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Lincoln's latest for the small to medium workshop

THE CV400-I constant voltage welding power source, just released by The Lincoln Electric Company (Australia) Pty Ltd, is designed and manufactured locally for the use of small to medium fabricators.

The 400amp/60 per cent duty cycle output offered by the CV400-I is ideal for running any of the wires used within the machine's range.

The unit has no problem running wires up to 2.4mm diameter and is a milestone for Lincoln Australia, who are best known for their large industrial welders.

In busy workshops, the unit can be driven hard at 100 per cent duty cycle and gives a guaranteed 300amps, which is certainly in the range where most fabrication takes place.

The line voltage compensation that's built into the CV400-I safeguards against the motor burn-out and other electrical problems that may arise from fluctuations in council power as demand rises and falls. This is impor-

tant for smaller workshops which don't run from their own substation.

This also improves welding by ensuring that quality remains consistent and helps save lots of time replacing substandard welds.

The optimum current setting of 400 amps is very significant as the CV400-I is designed to electronically cut out the moment the unit exceeds the 400amp mark to prevent overloading.

When this occurs the code 'E60' appears on the unit's digital display and instantly resets itself to the original setting to ensure minimum disruption to the welding at hand.

The operator can simply flip between current and voltage readings on the CV400-I's digital display meter. Indication is given up to 0.1 of a volt which allows for very accurate measurements to be made. This means the operator can document his

exact procedures with confidence.

A straightforward control lets the operator choose low inductance for spray transfer or high inductance for dip transfer processes.

The unit also features state of the art 'twist-mate' welding cable connections on its front panel. To hook up the welder, all the operator need do is slip the connection in, twist it, and it's locked, saving costly time on changing connections.

The unit offers both 42 and 100 volt auxiliary power to run European as well as American and Australian model wire feeders.

The compact unit has been designed to fit under an existing weld bench or they are stackable, which saves precious floor space.

For further information, contact The Lincoln Electric Company (Australia) Pty Ltd, 35 Bryant Street, Padstow, NSW 2211. Phone: (02) 772 7222 or your nearest dealer. Branch offices in all States.



New clean room

A NEW Hydrostatic test clean room has been opened in Queensland by Australian Hydraulics Company. Located in their new Acacia Ridge premises, the new clean room offers expanded capacity for Sundstrand Sauer, Daikin and other makes of hydrostatic transmissions.

The clean room is air conditioned so that pumps, motors and transmissions are assembled in dust-free surroundings.

Fast moving spares are laid out ready for rebuilding of both failed and service exchange transmissions.

A 36" Lapmaster lapping machine is part of the facility enabling Austraulics to fine lap and reclaim valve and bearing plates and other internal hydrostatic transmission components.

Austraulics are the Sauer-Sundstrand and Daikin heavy duty hydrostatic transmission distributors for Australia. Their

products are used in combines, road rollers, concrete mixers, cotton pickers, underground mining machines and many other types of mobile and stationery machinery.

For further information including a free brochure on Austraulics exclusive Swap Shop service exchange system is available from Austraulics branches in all States.

FLEXTOOL/HITACHI GOLF DAY

AFTER THE success of last year's Inaugural Golf Day for member and associates of the WA Hire and Rental Association, Flextool and Hitachi decided that in spite of the recession the day should go ahead again this year. Invitations had to be restricted, however, to equipment hirers and their staff due to a shortage of sponsorship dollars.

On Tuesday, 31 March 1992, the Hartfield Country Club Lay-out was bathed in brilliant autumn sunshine, creating a quite magical setting. After freak rains for Perth in February, 8 inches falling in a few hours, the fairways and greens could only be described as immaculate.

Young Mike Skinner, Peel Hire, won the "Best Individual" prize with 37 points after being runner up last year. Runner up this year, Peter Hastie, Coates Hire, with 34 points, played the course for the first time.

Andrew Woodfin, Coates Hire, teamed up with Mat Ferguson, Green-

light Hire, to win the "4 Ball Best Ball" event, with a joint score of 45 points. Ross Haywood, Wreckair Hire, and Mike Skinner, Peel Hire, were runners up with 44 points, which confirms what Hire and Rental Association members already know, that large and small hirers achieve more working

together, even though they are also competitors.

Charlie McFarlane, Greenlight Hire, got within a couple of metres of the pin on the tricky 140 metre par 3 hole early, and nobody managed to get closer and take the Scotch from him. ➤



Nothing gained by hanging around that Pro Shop, guys!



*Great swing,
Kerry Watts –
now try it with a
golf ball!*

Young Kerry Watts of A to Z Hire, who owes his remarkable physique to dropping a few flip top steroids in his forties, won the "Longest Drive". This in spite of having muscles to his left elbow removed very recently (true story!). Both Kerry and Dick Parker, Hill Top Hire, should have received prizes for endurance after dragging, 8 kilometres or so, their buggies filled with tinnies packed in ice.

Ground staff at Hartfield are still trying to fathom the mysterious appearance of 4 deep grooves on the fairways in military formation, going left, right, left, right, getting shallower and eventually disappearing at the 18th hole. When asked had they enjoyed the golf day, both emphatically replied: "When was that?"

Greg Smith of Rocko Hire was quite happy to collect the "NAGA Trophy", a bottle of Scotch, with his very respectable 24 points, which indicated the quality of the field. Not so proud was Mat Ferguson, Greenlight's 10 handicap, winning the "Shortest Drive".

Whilst the shadows slid across the greens and fairways of the lovely bush setting, the less successful golfers adjourned to the club house and after a steak and a few more flip tops felt fortified to do it all again. Knowing exactly where they went wrong and how to fix it next year.

*Do golfers
actually miss
fairways
this wide?*



Kerry Watts, A to Z Hire, winning another carton of flip top steroids for the longest Drive



Andrew Woodfin, Coates Hire, receiving a Hitachi drill from organiser Peter Moynihan, Flextool, who won't go anywhere without a Flextool sash fastened to his head. Andrew and Mat Ferguson, Greenlight Hire, won Best 4 Ball.

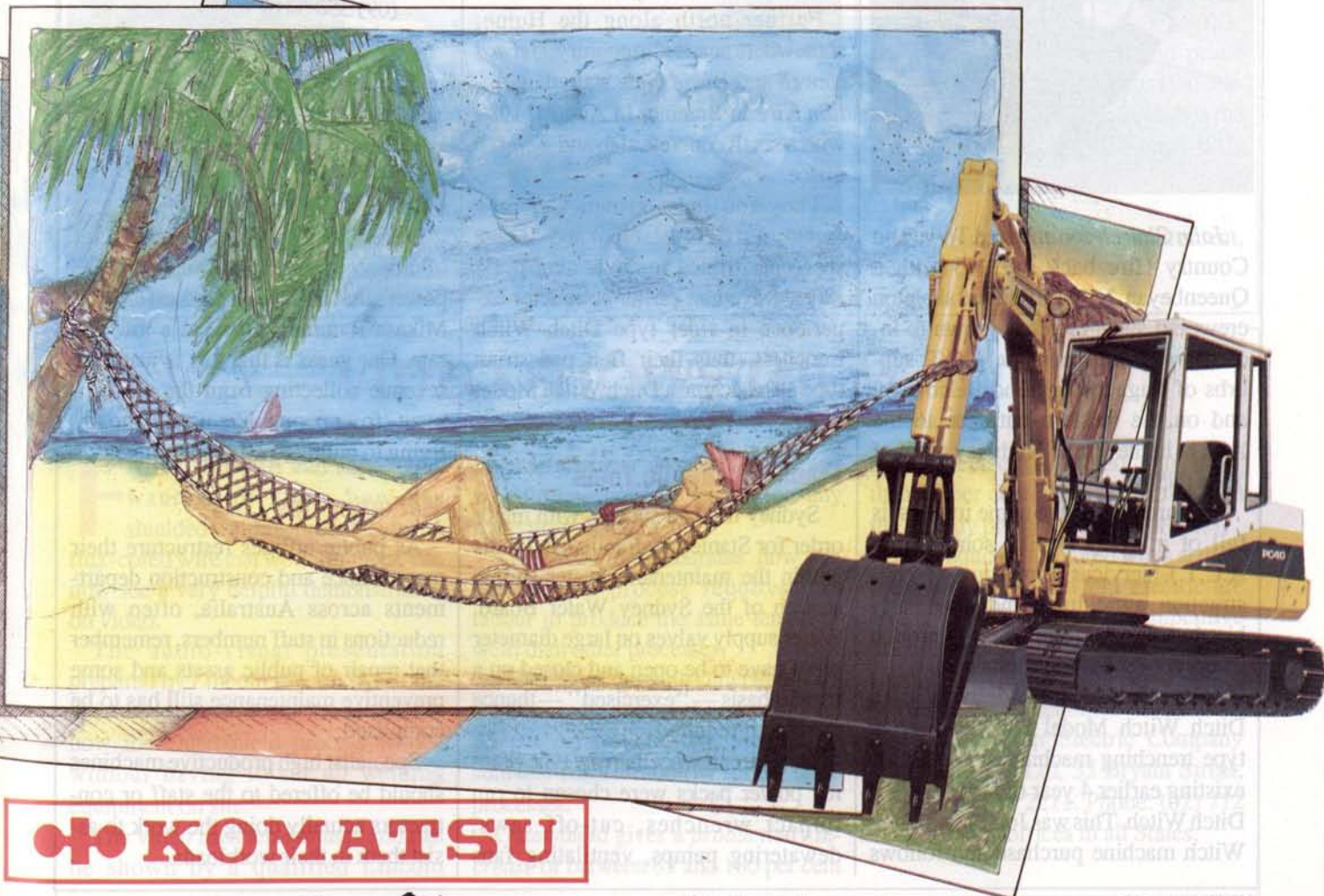


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Some good news from Canberra

Visitors travelling between Sydney and Melbourne often see equipment out working from hire organisations that they perhaps haven't heard of before.

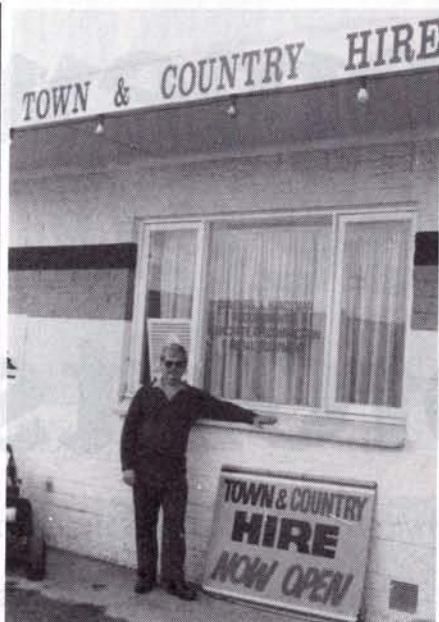
By all means, visit Canberra and send the non-business part of the family to learn the "stage arts" in Parliament House or cultural history in the art gallery and museums. But for an optimistic outlook call at *Town and Country Hire* in Queenbeyan.



John Church commenced Town and Country Hire back in 1985 with a Queenbeyan, NSW office and skeleton crew, but since then has grown to include two branches in the A.C.T. suburbs of Tuggeranong and Belconnen, and on the western entrance to the A.C.T. in the Hume Highway town of Yass (NSW).

"Churchy", as the name implies, is full of integrity (unlike some in the A.C.T.), services a mixture of construction, agricultural and some party hire businesses. John employs around 25 crew over his four branches.

John recently took delivery of a Ditch Witch Model 1020 Pedestrian type trenching machine to add to his existing earlier 4 year old Model 1010 Ditch Witch. This was John's 3rd Ditch Witch machine purchase and follows



the introduction of the 1020 into Australia earlier this year.

Further north along the Hume, somewhere near Tulip country, Gerard Newell and David Gale started up *Action Hire* in Braemar in August, 1989 with a small concrete slab and a prefab office.

They too have grown and now employ a staff of 12. Floor and storage space has tripled to cover almost 1½ acres. Dave had earlier contractor experience in rider type Ditch Witch trenchers, thus their first pedestrian type also became a Ditch Witch Model 1020.

Stanley Hydraulic Tools

Sydney has had success with major order for Stanley hydraulic hand tools within the maintenance/water supply section of the Sydney Water Board. Water supply valves on large diameter pipes have to be open and closed on a regular basis—"exercised"—thence repaired if required.

Dual circuit wheelbarrow type Stanley power packs were chosen to run impact wrenches, cut-off saws, dewatering pumps, ventilating fans

and hydraulic valve operators, in some cases two tools per time.

For information on these special tools please contact the personnel above.

John Mason from Mole's Sydney office assisted in these equipment decisions.

Incidentally, in dealing with Mole Engineering, please contact the following individuals whom have built up years of experience in the industry:—

Sydney: John Mason,
(02) 688 8011

Melbourne: Steve Barker,
(03) 305 4191

Hobart: Paul Kitchener,
(002) 34 6258

Adelaide: Leo Vink, (08) 260 3277

Perth: Dave Braidwood,
(09) 350 5410

Brisbane: Tony Green,
(07) 277 5744

Townsville: Peter Assenbruck,
(077) 74 5699.

Bad news from Canberra

Despite there being no manufacturer of impact rammers in Australia, the powers that be have reimposed duty on Mikasa Rammers albeit at a low 5% rate. Our guess is that this is just pure revenue collecting from the Government (from people like us all who are trying to build or maintain things).

Marketing tips

As public utilities restructure their maintenance and construction departments across Australia, often with reductions in staff numbers, remember that repair of public assets and some preventive maintenance still has to be completed.

Specialist high productive machines should be offered to the staff or contractors actually doing the work to assist them in their workloads.

Aggreko generates Grand Prix power

WHEN THE Kings of 500cc motor cycle racing opened their throttles at Eastern Creek, it was Aggreko Generator Rentals that kept the power coming.

The Grand Prix was an extraordinary event with 90,000 people plus coming through the gates on the main race day. Aggreko Generator Rentals were needed to supply 35 hushpower units

totalling 50,000KVA, plus distribution centres and miles of cable.

Powering the media centre, communication centre, hot food outlets, pit complex and the huge Trident video screen, the Aggreko Generator Rentals equipment ran without fault.

Gary Webster, one of Fredon Industries directors, and Ray Whieland, from Australian Event Management,

were glowing in their praises of Aggreko Generator Rentals, Gary stated:

"Working with the Aggreko team was a real pleasure. The generators were of the highest standard and unbelievably quiet. Aggreko's on site technicians checking on sets made our job that much easier."

Aggreko Generator Rentals is Australia's largest hirer of portable power. Aggreko nationally is looked upon as the number one choice for the film, television and entertainment industries, with the most modern fleet of truck mounted film units in the country, superhush skid mounted sets, and our 24-hour, 7 days nation-wide service. Depots in Sydney, Newcastle, Melbourne, Brisbane, Townsville, Perth, Karratha and agents in prime locations throughout Australia, ensures Aggreko Generator Rentals is the "Australian for Power, Temperature and Testing".

For your next power requirement, free call 008 335 268.



VIDEO SHOWS THE WAY

FABRICATORS and contractors wanting to know how gas shielded welding processes using flux-cored wire can work for them, can now see a very helpful demonstration on video.

The audio-visual presentation prepared by Lincoln Electric Australia is designed to show operators quickly how the Outershield process works, without having to set up welding equipment on site.

The video runs ten minutes and can be shown by a qualified Lincoln

Electric engineer available to answer specific questions or expand on any point made on the video.

The video demonstrates how the Outershield process requires less labour to produce the same length of weld than other processes.

Cost reductions with Outershield are 54-57 per cent over stick and more than 35 per cent over MIG, since consumable costs are similar for the three processes.

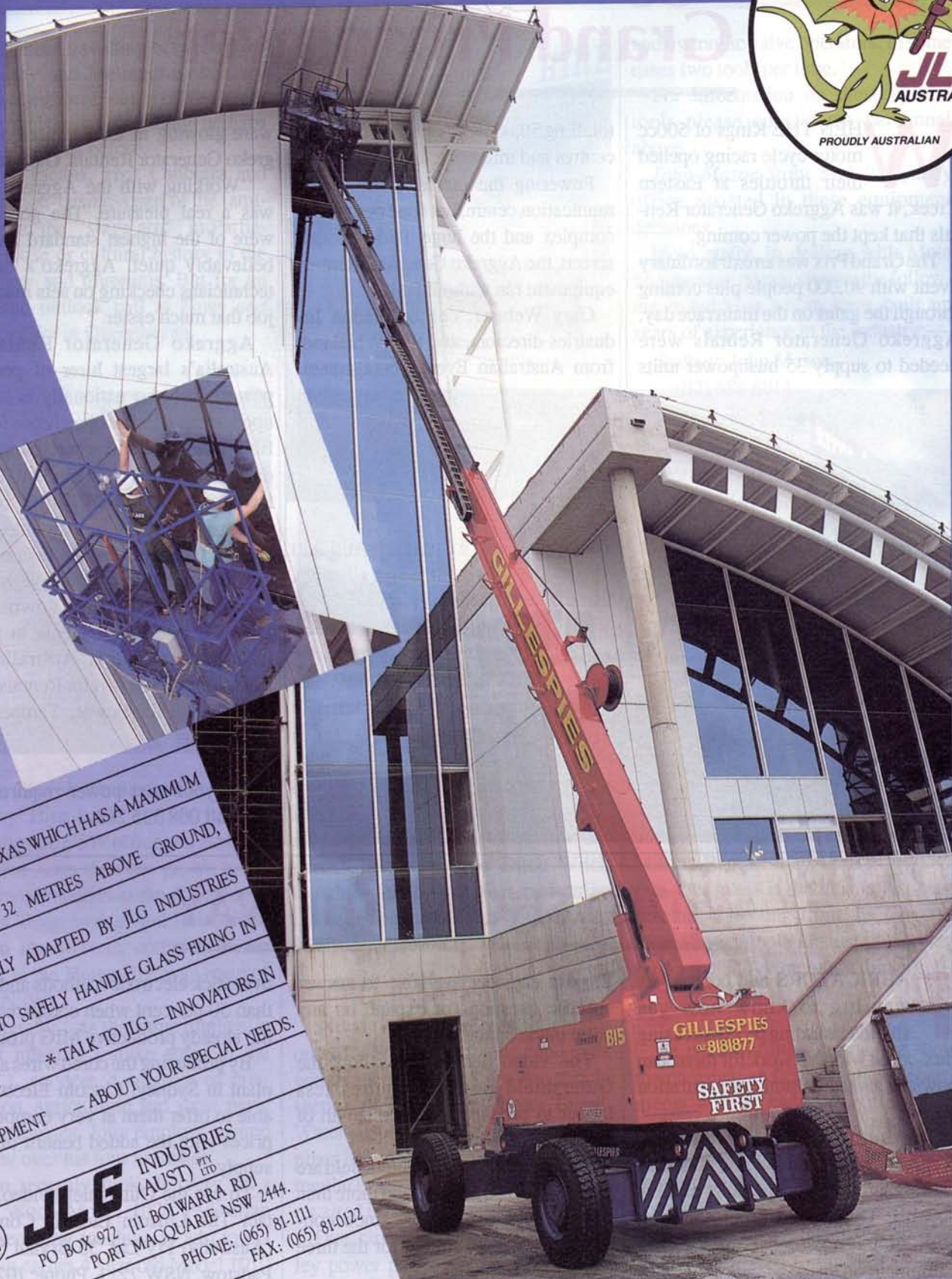
Outershield gives a *productivity increase* of between 85 and 100 per cent

over stick electrode methods and more than 50 per cent when compared with the already productive MIG process.

By producing the cored wires at their plant in Sydney, Lincoln Electric are able to offer them at very competitive prices with the added benefit of local supply.

To see the Outershield video, contact The Lincoln Electric Company (Australia) Pty Ltd, 35 Bryant Street, Padstow, NSW 2211. Phone: (02) 772 7222. Branch offices in all States.

Necessity & safety is the Motherhood of Invention!



THIS JLG 110 HXAS WHICH HAS A MAXIMUM REACH OF 32 METRES ABOVE GROUND, WAS SPECIALLY ADAPTED BY JLG INDUSTRIES (AUSTRALIA) TO SAFELY HANDLE GLASS FIXING IN HIGH PLACES.

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“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

Kawasaki

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SA (08) 363 1219

Light petrol-power units widen field welder range

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 the Sydney suburb of Padstow.

Weighing approximately 78 kilos, the "baby" Weldanpower G3000LX units are sure to become popular with both contractors and rural operators who need welding or auxiliary power outdoors, well away from a mains socket.

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 the current range settings for 2.5mm through to 4mm diameter electrodes.

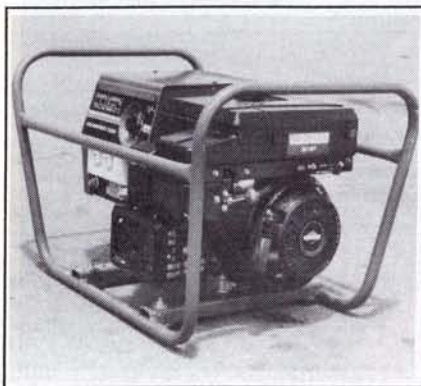
As an auxiliary power source the G3000LX provides 3000 watts for tools, lights and other electrical gear, as well as for standby emergency power when difficult situations arise. The Weldanpower range have proven particularly valuable in rural areas where access to the mains power is limited.

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 Vanguard 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.



The G3000LX Auxiliary TIG Welding Unit.

Its overhead valve design offers improved fuel economy with fewer fill-ups required. It also gives clean, efficient combustion with less carbon built 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 275Q 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. Branch offices in all States.

New Sundstrand gear pump

A NEW high capacity gear pump with increased hydraulic power capabilities has been released by Australian Hydraulics Company. Called the Sundstrand SP3/230-56, the pump is capable of sustained performance in mobile and industrial applications at 2500psi.

Designed for systems requiring high flows and efficiency, i.e. backhoes, truck loading cranes, agricultural tractors and power packs, the new Sundstrand pump has a flow rate of 295 litres per minute.

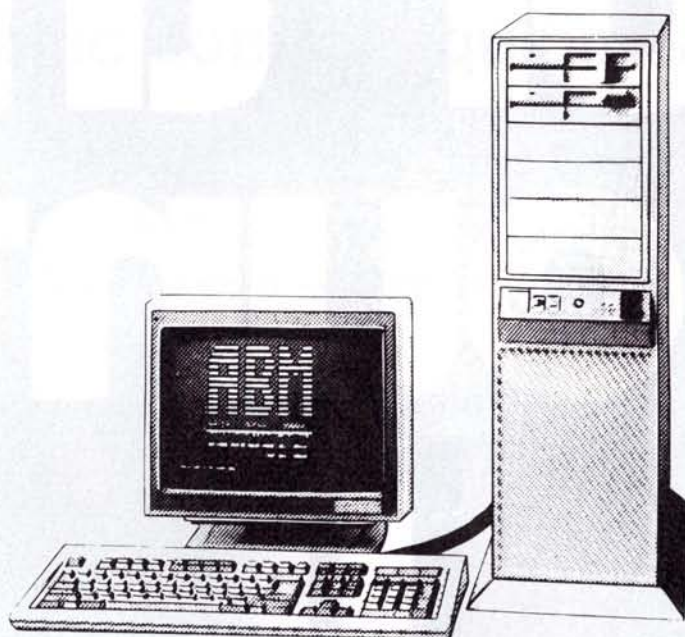
Sundstrand claim a 95% volumetric efficiency, due to the fully floating, pressure balanced bearing blocks offering

precise gear/bearing face contact control.

Increased efficiencies lead to higher output of the machinery and increased reliability.

For further information on Sundstrand SP3/230-56 gear pumps, contact Australian Hydraulics Company — all branches all states.

The Hire System for Hire Returns



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

non General Ledger based system . . .

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.

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twice as long. Fill out this coupon or ring our product advisory service on call free 008 033 558 and we'll

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What brand of hydraulic oil do you normally use? _____

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Multipurpose compact — a unique design —

WHEN YOUR customer is a contractor or a rental operator, he expects to get the best from machinery. Kubota's B20 TLB compact delivers power and performance in a uniquely designed neat package that may surprise you.

The TLB (tractor, loader, backhoe) was designed to meet the requirements of building contractors, landscapers and others who need to perform loader, backhoe and light construction work. Efficiency, ease of operation and versatility enable the B20 to make short work of a variety of tasks even in the tightest of places.

Automation has increased efficiency. The B20 features a BT750 heavy duty backhoe bucket which cuts through tough jobs with ease, getting more work done in less time. It features an automatic return which brings the boom back to the same excavating position at the touch of a button. The dual hydraulic cylinders provide greater swing power, especially useful for sideways pushing of large volumes of earth. Work is faster, more precise and easier for the operator.

Built-in safety mechanisms eliminate the "run-away boom" problem. A self-diagnostic function im-

mediately stops the boom and pin-points the problem if something goes wrong. Automatic deceleration at both ends of the boom swing reduces impact, a bonus for both the operator and the machine.

A full-function TL420 loader makes light work of lifting with a 420kg (926lb) maximum lift capacity and a break-out force of 700kg (1543lb). Its 4-bar link mechanism makes it easy to scoop earth and dump it in the right place. The mechanism enables the B20 to handle light loading operations without having to move the tractor back and forth.

Spillover is eliminated with automatic self-levelling and the fast cycle time (2.9 secs to lift from the ground to full height) dramatically speeds up repetitive tasks. All operations are controlled with a single lever which even novices master with ease.

Kubota's B20, powered by a 14.9kW (20hp), water cooled, 3 cylinder engine, is the only purpose built compact TLB on the market.

The B20 offers a full scale, high performance backhoe and a full-function loader. With a range of heavy duty Kubota implements and easy removal of the "quick detach" backhoe, this is truly a multipurpose tractor. In the B20, Kubota technology provides outstanding power and functionality while retaining all the versatility, including PTO and 3-point hitch, of a conventional compact tractor.

For further information contact:

Judy Littlewood
Marketing and Sales
Promotion
or
Bruce Hawkey
Marketing Manager
Kubota Tractor
(Australia) Pty Ltd
9-23 King William Street
Broadmeadows, Vic 3047
Phone: (03) 309 2000
Fax: (03) 309 2933



CONCRETE DRILLING

Is the industry standard (K taper adapters and K taper drills) the most efficient drilling system we have to offer our hire customers? Bill Lewis, Marketing Manager, Kango Australia, details some interesting results from recent tests conducted by Kango's UK R.& D. team.

The K taper drilling adapter and separate drill bit combination has been widely accepted by the hire industry in Australia and New Zealand as the most common system for drilling concrete and masonry with rotary electro-pneumatic hammers — from various manufacturers.

The K taper system was developed to provide versatility for builders and contractors where a small number of holes, of varying diameters, were required on a regular basis. Drilling efficiency, in such circumstances, was of a secondary consideration to versatility and economy.

There is no doubt that the K taper system has one major benefit — not technical, but an initial outlay lower than other drilling systems. This system offers flexibility to the hire industry as only one type of drill bit is required to cover a diversity of electro-pneumatic hammers — in terms of different models from the same source as well as different manufacturers.

Recent tests have confirmed, however, that the optimum drilling efficiency of the rotary hammers currently offered to the hirer is being dissipated by the use of the K taper adapter system. Integral shank (i.e. one piece) drills are undoubtedly more efficient.

The K taper system is at its most efficient at the small diameter end of the drilling range — 75% at 16mm and below. As the drilling diameter increases, the efficiency drops away to a rating of 50% at 50mm. The loss of efficiency occurs at the taper — blow energy is dissipated at this intersection and the resultant losses produce a con-

siderable build-up of heat (try holding a K taper after drilling a 25mm hole to a depth of 150mm in even light material).

To show the effects on drilling performance, the Kango R.&D. team tested a Kango 950 Model K with integral shank and K taper drills. All tests were carried out by drilling in the same block of 50 Nm concrete. Three holes were drilled 100mm deep with each drill and the drilling time averaged.

As the results, shown in the table below indicate, the efficiency of the K taper system drops dramatically as the drill diameter increases.

For the hire customer who wishes to drill a limited number of holes, and where drilling time is not critical in the overall job programme, then the K taper will always have a place in your catalogue.

Integral shank drills should be considered for those multi-hole applications where time is of the essence and repeat business would be guaranteed from customers who find their drilling times reduced by up to 50%.

The technical benefits of the integral shank system are irrefutable. The com-

mercial aspect is also worth considering.

Using a 22mm K taper drill (400mm length) and adapter as an example, the combined average cost is in the vicinity of \$112.00, including sales tax. The drill adapter represents approximately \$72.00 of this price. A 22mm x 560mm integral shank drill lists around \$80.00, including sales tax. So immediately the initial cost benefits of the K taper drills become apparent.

However, as the integral shank drill has an inherently longer life than the K taper equivalent — no taper to wear or sustain damage — the final cost must include an adjustment for the increase in service life and the increase in productivity. The initial outlay is only one factor in the total equation — the increased drilling rate over a large number of holes reduces the cost per hole significantly.

Kango Australia will be expanding their stock of integral shank drills progressively as the building and construction industry becomes aware of the major benefits to be gained from the use of these drills. □

HOLE DIAMETER	INTEGRAL SHANK DRILL	K TAPER SYSTEM	% INCREASE IN TIME WITH K TAPER SYSTEM
	SECS	SECS	
16MM	19	29	53%
22MM	24	40	67%
32MM	39	73	87%
50MM	85	190	124%

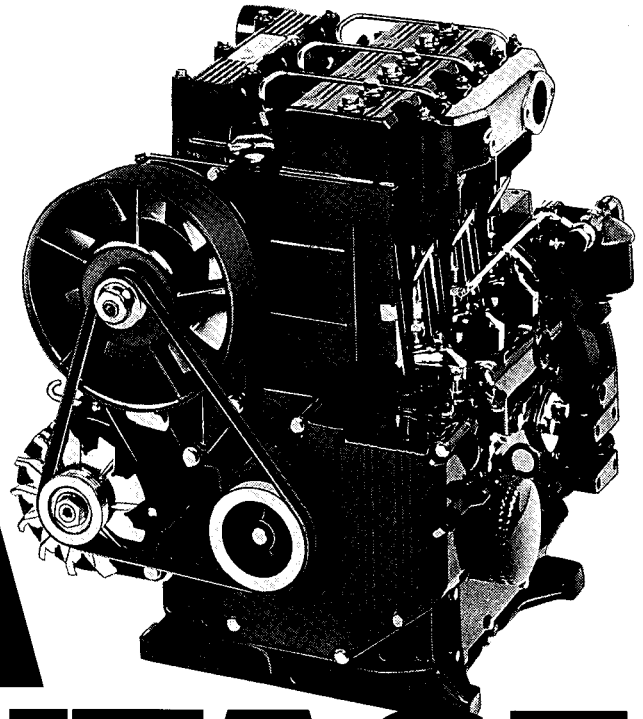
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S.A.: 81 Grange Road, Welland 5007. Tel.: (08) 340 1844
W.A.: 155 Abernethy Rd, Belmont 6104. Tel.: (09) 479 1460

LPAL112

New Linde reach truck — the "R14"

THE NEW Linde R14 Reach Truck has a capacity of 1400 kg. It has been designed to significantly increase productivity in demanding warehousing applications involving medium and high level storage. The entire concept of this truck is the result of a thorough analysis of storage operations.

Even so, the final truck performance always depends on the driver. With this in mind the entire reach truck has literally been designed around the operator: the R14 combines technological innovation with novel, original features and ergonomic design.

The floor of the drivers compartment is only 500 mm above the ground, providing the easiest possible access to the driver's seat. The shape of the chassis, body and overhead guard have been developed to give the best possible all round visibility. The comfortable driver's seat is cloth-covered. Seat adjustment provides optimum comfort for operators of all statures, providing an environment for high operator performance with minimum fatigue.

In line with this philosophy of ergonomics, all movements to lift and lower the fork's mast, reach and fork tilt can be controlled without moving the operator's forearm. Similarly, all travel movements — acceleration, braking, change-over from forward to reverse — are controlled by the Direct Drive System, DDS, introduced by the Linde Group many years ago. This system allows the driver to control the truck without the need for him to change his driving position whatsoever.

This very advanced Reach Truck design has been optimised for a capacity of 1400 kg. The design embodies a number of special features

such as a particularly rigid chassis, a very low centre of gravity and a fixed mast with tilting fork carriage, which results in exceptional stability and correspondingly high residual capacity at high lift. There is no downrating up to 7 metres lift height, and at 7.7 metres lift height residual carrying capacity is still at 1250 kg, equivalent to what is normally associated with reach trucks of higher nominal carrying capacity. The pump motor is rated at 9 kw and provides lift speeds of 47cm/sec. laden. A truly unique performance for this type of truck.

A novel transistor-based electronic control unit allows exceptionally smooth control of the power output of all electric motors. Due to high efficiency, consumption of electric energy is low, so that the number of working cycles that can be performed per battery charge is particularly high.

Critical information is displayed by high visibility instrumentation in front of the steering wheel: working hours, battery charge, level of hydraulic brake fluid and perhaps the most important innovation — the state of wear of the brushes of the traction pump and power steering motors, are all clearly indicated.

The demand on regular maintenance is exceptionally low, since the service intervals have been extended to 500 hours.

This is a further consequence of the attention to detail at the design stage plus the use of a large number of standardised components.

For further information:

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



Even fork-lift reach trucks can be attractively styled. Linde set new standards in this category by a combination of modern design and the latest ergonomics. The Linde R14 has a capacity of 1.4 tonnes

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Kubota Tractors Number One again

KUBOTA TRACTOR (Australia) Pty Ltd (KTA) completed their 1991 financial year on a high by regaining market leadership of the Australian tractor market. KTA simply sold more tractors than their competitors despite both recession and drought!

1991 has proved to be the toughest year — for farmers, for distributors and manufacturers who provide the necessary capital equipment, and for dealers who provide the infrastructure to support the products.

Commenting on the 1991 sales result, Mr Blair Bateman, General Manager, Agricultural Division of KTA, said, "After such a tough year it is a great result for Kubota and its dealer group. This is the third time in the past four years that Kubota has achieved number one market position. This result will allow Kubota dealers to consolidate their position in 1992 as premier suppliers of tractors and related agricultural machinery imported by Kubota."

Kubota has made a dramatic impact on the tractor market in its fifteen years

of operation in Australia, achieving a 19.4% market share in 1991. Mr Bateman explained, "The fact that nearly one in five tractors sold in 1991 was a Kubota unit demonstrates that Australian Farmers have come to appreciate the quality inherent in Japanese engineered products over and above the traditional offerings."

KTA commenced operation in Australia in 1977 and was the leading tractor brand in the relatively "boom" years of 1988 and 1989. Mr Bateman said, "Recapturing the Number One position in 1991 in such a difficult period is extremely satisfying for the entire KTA organisation."

The total market for 1991 in Australia finished at 5,581 units according to Agriview, the statistical data service which monitors sales for the tractor industry. This is approximately 40% down from 1990 figures and more than 48% below the total in 1989.

Forecasting the market outlook for 1992, Mr Bateman said, "KTA does not believe there will be any upturn and views the year as one of consolidation for the machinery industry. The recent

fall in the value of the Australian dollar may help producers with exports, however, the downside will be increases in the price of machinery."

Mr Bateman explained that prices will probably increase quickly in 1992. He said, "Most distributors savagely cut inventories in 1991, consequently the exchange rate increases will be passed on as the new imports arrive. In other words, to take advantage of savings, customers contemplating a purchase may well be advised to move while stock is available."

Prospects for certain rural producers should improve in 1992, Mr Bateman noted. "It would appear the commodity price cycle has bottomed. However, it will be 1993 before machinery sales are likely to show any improvement."

For further information contact:
Blair Bateman, General Manager
or Bruce Hawkey, Deputy General Marketing Manager

Kubota Tractors (Australia) Pty Ltd
9-23 King William Street
Broadmeadows, Vic 3047
Ph: (03)309 2000. Fax: (03) 309 2933



Giant crane cuts sewerage odour

ONE OF the biggest mobile cranes in Australia has played a major role in keeping the environment sweeter by placing a 40-tonne steel lid on a Sydney Water Board sewerage treatment plant digester tank to eliminate odour.

A 400-tonne Liebherr LMT 1400 all terrain crane, owned by Brambles Cranes, was able to negotiate 3.5 metre fire trails to reach the site of the digester at Kellyville, near Castle Hill, in the north-western suburbs of Sydney. This route was necessary to avoid a bridge at the main entrance to the plant, which would have needed extra support to carry the weight of the crane.

The crane can lift to a height of 136 metres and has a working radius of up to 100 metres. Its all-up weight of 96 tonnes

is carried on 16 wheels each one nearly two metres in diameter.

Having reached the site, this extremely manoeuvrable giant was able to use a short luffing fly of 28 metres to lift the lid 20 metres into the air and place on the digester without damaging the surrounding trees, some of which are 15 metres tall.

Positioning and preparing the crane and completing the lift took about nine hours, which was considerably faster than using several static cranes.

The lid was designed to capture methane gas, which until now had been released into the air. With the cover in place the gas will be bled off and used to heat the sludge. This method will produce more efficient digestion and also save energy.

Mark Burdajewicz, project manager, Aquatec-Maxcon Pty Ltd, had nothing but praise for the operation.

"It's a marvellous piece of equipment and we were very impressed with the efficiency and co-operation of Brambles Cranes," said Mark Burdajewicz.

The lid was manufactured in Queensland and assembled on site under a turnkey engineering project by Aquatec-Maxcon Pty Ltd as part of a major \$3.4 million upgrade to reduce odours and improve efficiency at the Kellyville plant.

For further information, contact:

Ian York, Manager Brambles Cranes
PO Box 365, Smithfield, NSW.

Ph: (02) 604 5888. Fax: (02) 725 2194.

Aggreko are INXS

WHEN INXS and all of Australia's most popular musicians stepped on stage for the Concert For Life, held in Centennial Park, Sydney, it was Aggreko Generator Rentals that kept the music pumping.

The enormous Concert For Life sound and light show needed the power from 23 generators totalling some 7000 plus

KVA, 11 distribution centres and over 5 kilometres of cable to link it all together.

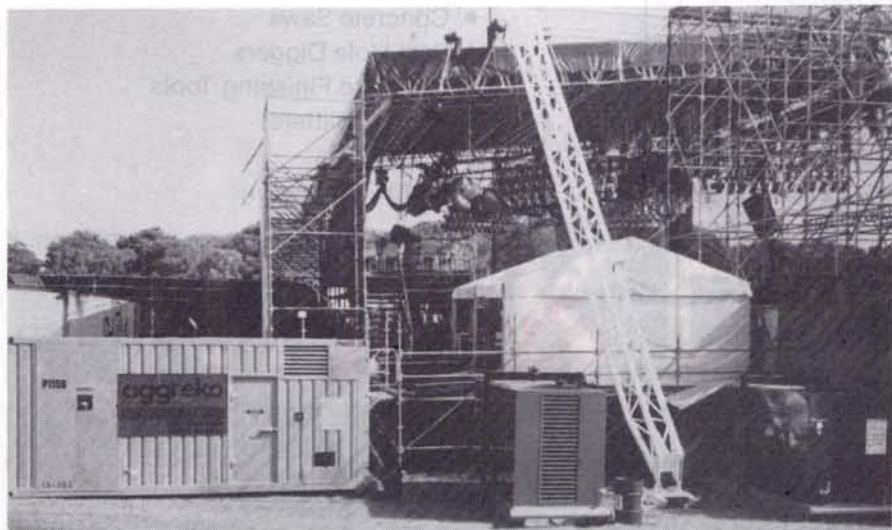
Thanks to Aggreko on site back up, support and co-operation, the show ran like clockwork and the time and effort and assistance provided by the Aggreko team, was greatly appreciated by Lee Charters, the Concert For Life Production Manager.

Supplying power for the stage, sound and lighting, the recording facilities, ground and security lighting, was nothing new for Aggreko, who on previous occasions have powered Dire Straits, Queen, Cliff Richards and now the Olympic Games in Barcelona, where along with 60,000KVA of power being supplied, high volume air conditioners are also provided by Aggreko.

Being Australia's largest hirer of portable power, Aggreko, nationally is considered to be the number one choice for the film, television and entertainment industries.

With the most modern fleet of truck mounted film units in the country, as well as the superhush skid mounted sets, combined with 24-hour, 7-day nation-wide service, Aggreko can supply the solution to all your power problems.

Aggreko equipment can be rented from Melbourne, Sydney, Newcastle, Brisbane, Townsville, Karratha and Perth or from over 100 agents simply freecall, 008 335 268.



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