

HIRE and RENTAL

Industry Quarterly

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

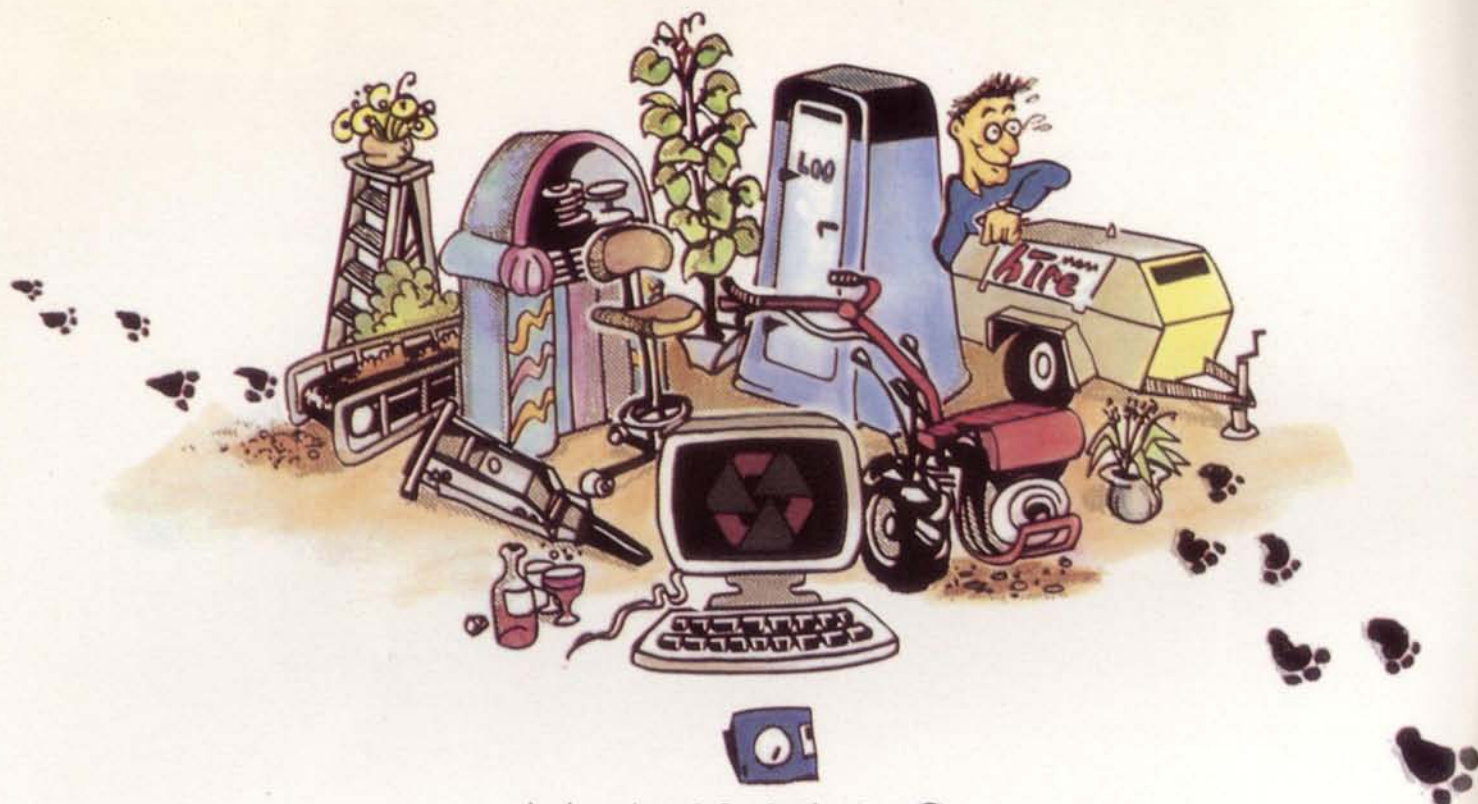
JULY 1992

Registered by Australia Post. Publication No. NBP 844



Full Convention Section
Hitachi – Cover Story

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National Association

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Secretary: Rolf Schufft (02) 957 5792
65 Berry Street,
North Sydney 2060

New South Wales

President: Stephen Donnelly (02) 666 4766
Executive Officer: Jenny Lohri
P.O. Box 1163
Castle Hill 2154
(02) 634 2964
Fax: (02) 899 3419

Victoria

President: Barrie Cerda (03) 791 6188
Secretary: Lois Ziebell (03) 720 1835
Fax: (03) 729 7936
12 Rachelle Drive,
Wantina 3152

Queensland

President: Tom Kinross (07) 277 4455
Secretary: Elaine Cronin (07) 355 1481
Fax: (07) 0090
P.O. Box 15,
Fernny Hills, 4055

South Australia

President: Pat Pearce (08) 371 0750
Secretary: Tim Mee (08) 373 1422
136 Greenhill Road,
Unley 5061

Western Australia

President: Barry Martin
(09) 478 1466
Secretary: Dave Braidwood (09) 350 5410
Fax: (09) 350 6530
181 Welshpool Road
Welshpool 6106

New Zealand

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

Zone 1 (South Island):

Director: Trevor Tuffnell, Richmond
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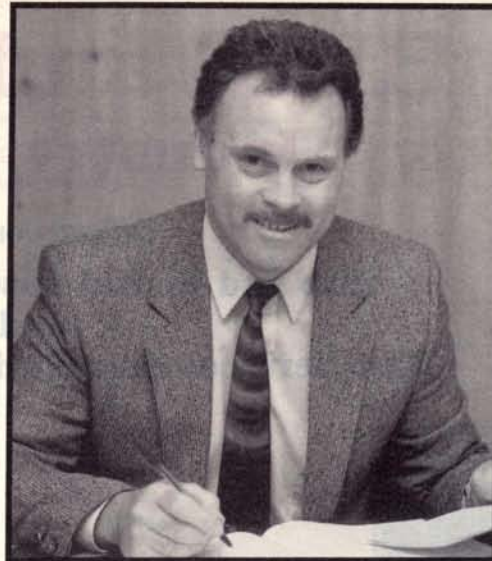
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PRESIDENT'S REPORT



Mike Wilton, National President

By the time you receive this magazine, the 21st International Hire Convention and Exhibition will be only several weeks away. As detailed in this issue, it promises to be a splendid event, and those who attended the last Queensland convention, at the same venue on the Gold Coast, will have happy memories from four years ago. I know the Queensland committee have been working very hard to live up to their former success, and the 'Coming of Age' convention promises to be one out of the box.

The exhibition area at the Hotel Conrad has been extended since our last visit, and now all exhibitors will be under one roof. A comprehensive programme of speakers, seminars and workshops has been arranged, and the entertainment and partners programmes are the trimmings of what promises to be an exciting and informative week.

A highlight of the convention will be the launch of the Association Safety Manual, with a detailed session outlining the content and application of the manual. The completion of this national project will be especially important to all our members, and a real benefit from belonging to the association. It will be available at the convention following the seminar, and shortly after, through all State associations.

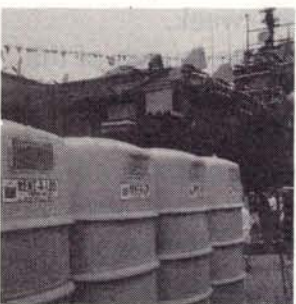
In Victoria, we have been taking a critical interest in the new Sales Tax Assessment Bill that has just reached the Senate from the House of Representatives. Brian Elms has been instrumental in dissecting the Bill and referring it to Coopers & Lybrand for further examination. The legislation does affect our industry, and an article appears elsewhere in this issue detailing its likely impact, and the steps we are taking to ensure our voice is heard.

Looking forward to meeting a large number of you in the Queensland sunshine in August.

HIRE and RENTAL

Industry Quarterly

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



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HIRE & RENTAL Industry Quarterly

Suite 503, Bronte Road
Bondi Junction, NSW 2022, Australia

Tel: (02) 387 7858

(02) 387 7861

(02) 389 7998

Fax: (02) 389 8348

PUBLISHER:

Benson Publishing Company

P.O. Box 308

Rose Bay, NSW 2029

AUTRALIA

PRINTED BY:

Promail Pty Ltd

3/16 Mars Road

Lane Cove 2066

EDITOR:

Ken Benson

ADVERTISING MANAGER:

Greg Kelson

PRODUCTION MANAGER:

Terry McOmish

21st International Convention & Trade Exhibition Issue

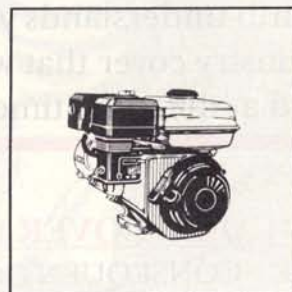
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PRODUCED BY:

Market Ability
5 Watkins Street
Bondi, NSW 2026

TYPESET AND LAYOUT:

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

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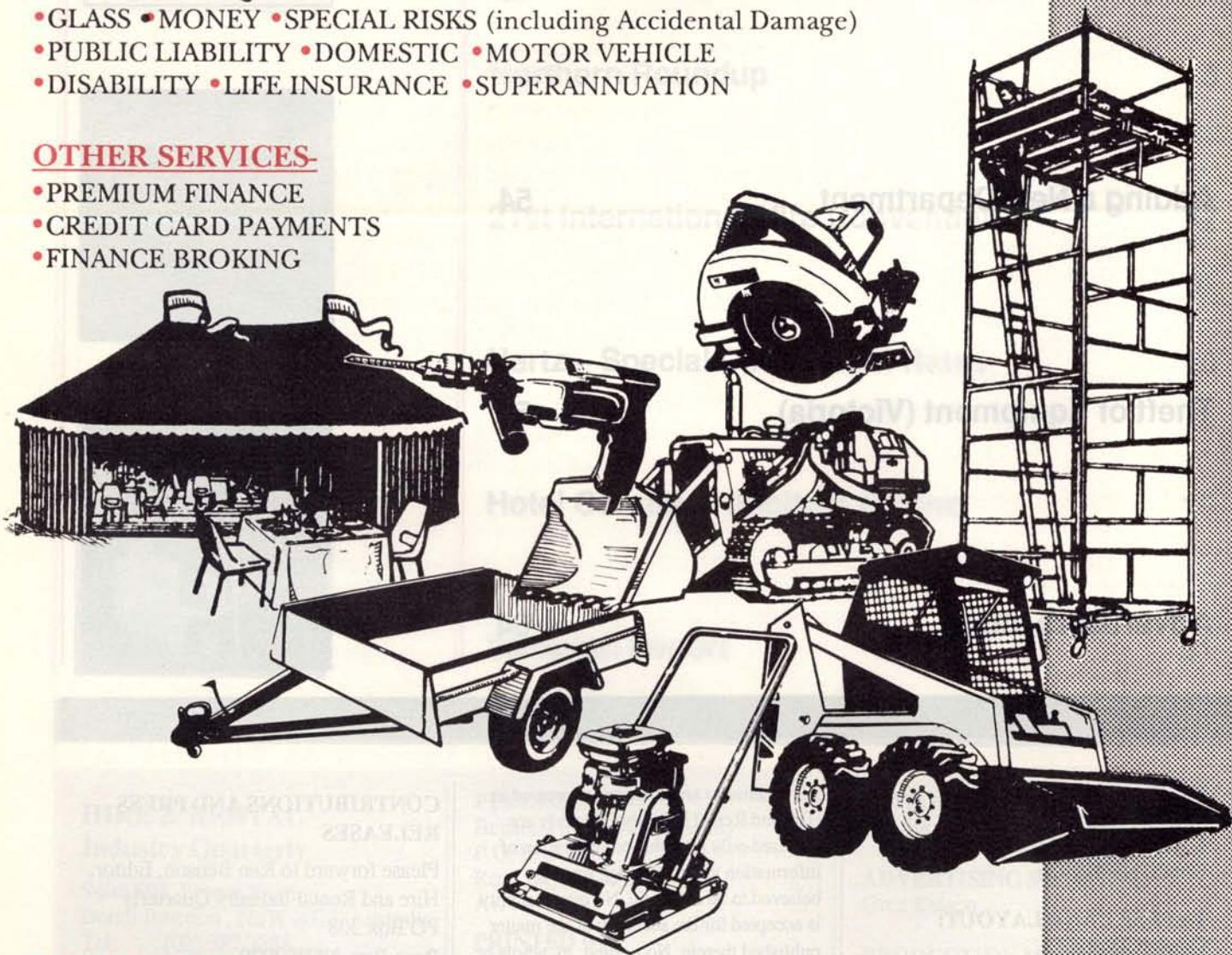
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HARIB - ENDORSED BROKER OF THE HIRE AND RENTAL ASSOCIATION OF AUSTRALIA

THE NORTHERN ROUNDUP

EARLY IN 1986, Tom Jacobson of Jayhire in Mackay and Don Neate of Paramount Hire Services Cairns, discussed the possibility of a meeting of the owners of small hire businesses in the North and North-west of Queensland to focus on and, perhaps, better understand the many changes in the Hire Industry in Australia.

Distance made it almost impossible to obtain instant answers and advice from the committee in Brisbane, which was, itself, still seeking answers from the H.R.A.

It seemed a good idea at the time to canvass the other small companies for support and take it from there if there was sufficient interest.

Response was immediate and Cairns was chosen as the initial venue. Representatives came from as far south as Rockhampton and as far west as Katherine. It proved a wonderful opportunity to discuss problems, indulge in the industry's traditional past time of brain-picking, and list questions that we found were most important to us. The camaraderie of a weekend in the company of our fellow sufferers and achievers was an added stimulus to carry us through the next 12 months.

So the Northern Roundup was born and since then it has moved to Mackay, Townsville and Bowen until finally coming to roost in Townsville as the most central city.

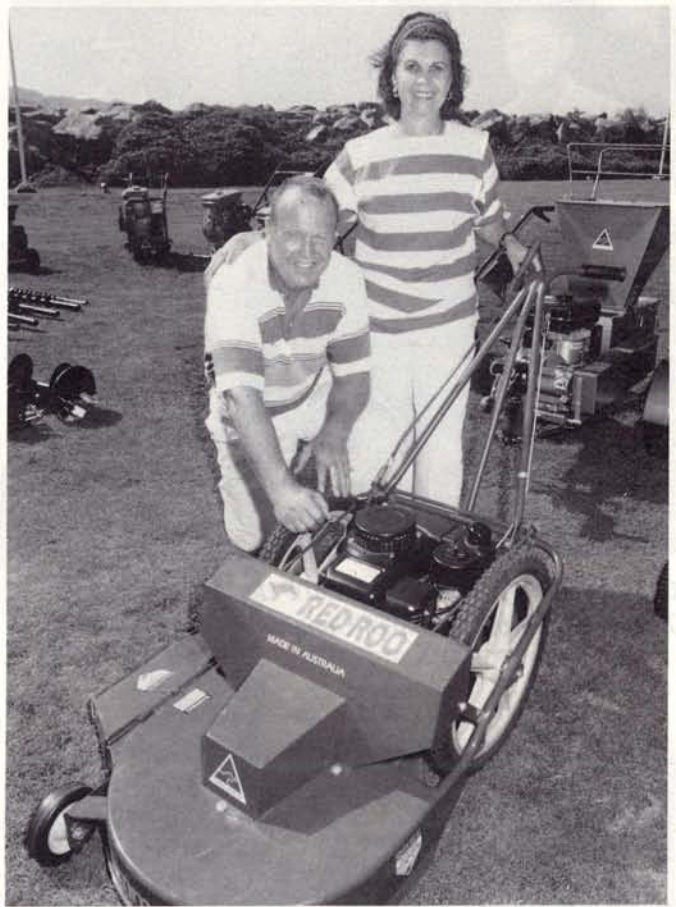
This year's venue, the Sheraton Breakwater Hotel and Casino in Townsville, chosen by 1992 convenor, Marlene Caldwell of Burdekin Hire in Ayr, was so popular that it was unanimously voted to be the site of all future Roundups.

Each year the gathering has grown, due to the unstinting efforts of the various organisers, and year by year, the number of exhibitors has increased, so that hirers and suppliers meet on a basis of friendship as well as business.

The 1992 Roundup fielded representatives from 25 companies, 23 exhibitors, with a total of 92 persons present at the dinner and 96 at the Trade Show.

As a wider range of equipment is made available at the Roundup, buyers can take advantage of specials not usually available in the north as well as getting all the latest information directly from the 'horse's mouth'. This has brought exhibitors from as far away as Toowoomba and a wide coverage of equipment we didn't know we needed!

It has always been advocated that the northern members needed to meet the State Secretary, so that correspondence could be carried out with a person who had witnessed the "Tyranny of Distance" and its bearing on members understanding of decisions conceived and taken in Brisbane. This year, Elaine Cronin, the present secretary, was a guest and decided asset at the gathering. Elaine was able to talk



Erika and Jim Kerr of the Red Roo Mower Co., Toowoomba.

to the various members and discuss their concerns and evaluate suggestions that could be useful in the many facets of the Hire Industry.

Our convenor, Marlene, had organised a wonderful package at a delightful venue and Stephen Ede of Doug Ede's Party Hire in Townsville, erected a large marquee to house the exhibits and a white frame marquee with pixie lighting on the waterfront lawns for the Saturday night's dinner. A gala atmosphere was added by the professional balloon decorations of Lyn Neate of the Mareeba Party Works. Lyn passed on the basics of her skill with a small workshop session the next day.

Marlene had organised prizes and giveaways both at the dinner and on the Sunday during the Trade Show with the help of the generosity of the exhibitors. A panel of judges had difficulty allotting the display prizes as so many exhibitors had worked to achieve outstanding presentations. Displays ranged from disposable party items, through catering equipment, computers systems, seating

Continued on pages 6 and 7

Continued from page 5



Gordon Bontoft, Carmerita and Peter Assenbruck of Townsville. Mole Group of Companies.



Shane Ryland of Townsville's Barbeques Galore and Jamie Caldwell of Burdekin Hire Services.

and tables, handyman tools, builders equipment to heavier implements and machinery. The best coverage ever. We wonder if there will be as comprehensive a range at the August Convention.

Tom Kinross, State President of the Queensland Hire Association, flew in on the Saturday and although an early flight out of Townsville on Sunday prevented his attendance at the afternoon meeting, he spoke of the aims of the Queensland branch and the value of such gatherings as the Roundup to foster understanding within the industry. The presence of the president is essential to establish a clear picture of the personalities and problems of companies distant from the capital.

Other Southern members welcomed to the Sheraton Breakwater '1992 Bash' were representatives of three Brisbane hire companies and the State Manager of a national company. We hope that they have created a precedent and more representatives from other areas will bring their knowledge, expertise and good fellowship to future Roundups.

The members of the Queensland Northern Roundup wish to extend an invitation to members of other hire and rental businesses throughout Australia to attend our 1993 Queens Birthday weekend gathering to be held, once again, at the Sheraton Breakwater Hotel and Casino in Townsville and will be organised by Modesta Barra of Barra Hire in Ingham.

See you there!
DON NEATE



Conference organiser, Marlene Caldwell of Burdekin Hire.



Donna Anderson of Coral Coast Hire and Lyn Neate of Mareeba Hire



Allan Burke and Dennis Rogers of Bynorn , Brisbane, Peter Thomas of Flexovit, Townsville and John Burdell of Makita, Cairns.



Val Leet, Terry and Dallas Mulley, all of Burdekin Hire.

Portable loos are "number one" need

THE 80,000 people who packed Sydney's Garden Island on a May weekend had only one thing in mind.

It was the aircraft carrier, USS Independence, which is longer than three football fields, as high as a 25-storey building and holds 5,000 crew and 80 aircraft.

But, with the queues and excitement, the crowd's thoughts soon began turning to the brightly coloured Rent-A-Loos, lining the wharf.

When you've gotta go, you've gotta go!

The increase in big, outdoor functions in recent years had led to a growth in the portable toilet hire business and a demand by the public and event organisers for higher and higher standards.

Fleet Base East Manager, W.O. Brian Addison, who organised facilities for the Sydney visit of the USS Independence as part of the Coral Sea Battle celebrations, said he had to consider several aspects when hiring portable toilets.

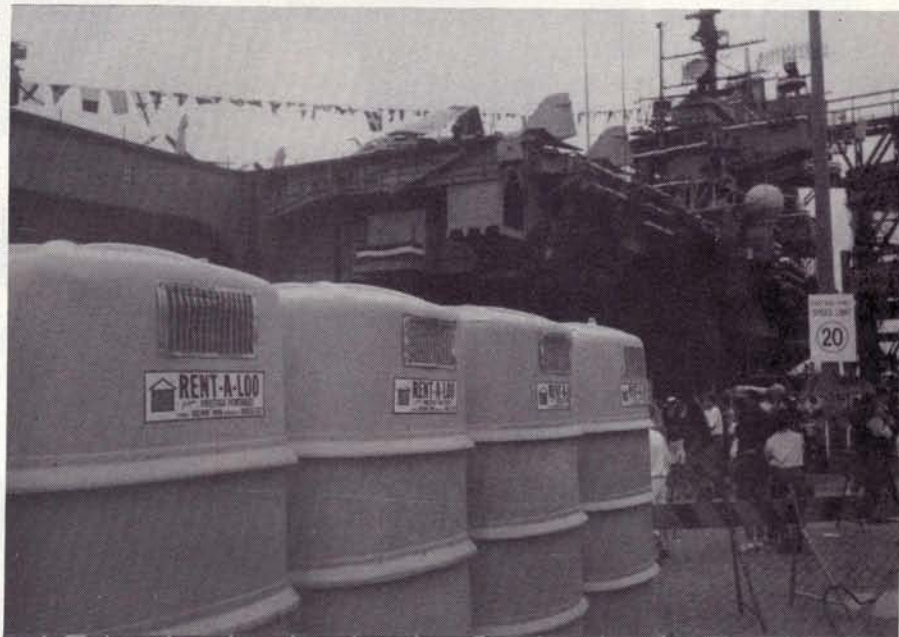
"Service is very important to us because we have an image to uphold," he said.

"It's not just making toilets available, but keeping them clean, hygienic and presentable.

"A pumpout tanker and service crew stood by all weekend. This made things more pleasant and reduced the number of units needed.

"We have used Prestige Portables previously, and I would have no hesitation in recommending them to the Navy again."

Prestige Portables is the hire company which supplies the distinctively coloured, turquoise and yellow Rent-A-Loos.



A line of Rent-A-Loos forms an "honour guard" for the giant aircraft carrier, USS Independence, at Garden Island.

Over the last 18 months, the company has been chosen to handle most of the major, outdoor public events in Sydney, Brisbane and on the Gold Coast.

They include the Festival of Sydney concerts, Concert for Life in Centennial Park, Sydney Harbour Bridge 60th Anniversary celebrations, Eastern Creek Motor Cycle Grand Prix, RAAF 70th Anniversary Air Show, Battle of Britain Air Show and major golf tournaments.

Rent-A-Loos also will be on hand for the huge public walk through the Sydney Harbour Tunnel on August 30, preceding the official opening.

Prestige Portables' managing director, Gordon Esden, said that while standard, chemical toilets are still preferred for certain events, organisers were leaning increasingly towards the more modern "freshwater flush" units.

"They are more pleasant and hygienic, with a flushing system,

handbasin and optional accessories such as lights, mirrors and paper seat cover dispensers," Mr Esden said.

For the first time this year, all the toilets at the Festival of Sydney concerts, held in the Domain on four successive Saturdays in January, were freshwater-flush units.

Organisers of this year's motor cycle grand prix at Eastern Creek in Sydney also chose, for the first time, this style of toilet.

This new style toilet is available not only in individual units, but in multi-function units (MFUs) — portable buildings containing separate cubicles and a common handbasin area.

MFUs are often preferred for VIP areas and smaller functions.

Prestige Portables has branches in Sydney, Newcastle and Queensland. For further information call (02) 688 2688 or toll free (008) 26 7979.

* * *

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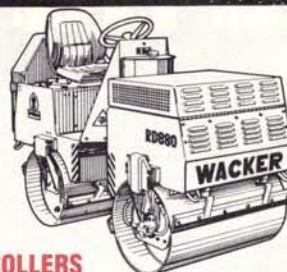
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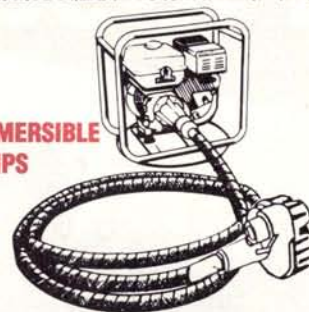
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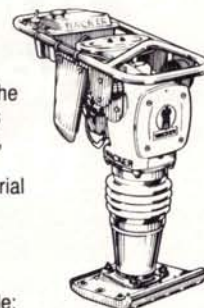


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free air filters on selected models, in-tank fuel filters, oil lubricated ramming system, centrifugal clutch and many more will ensure a high return from your investment.

Wacker's know-how and technology has been utilised to develop its extensive range of vibratory plates. Ranging in sizes from 460mm to 800mm wide with features that include hydraulically operated forward/reverse models, either petrol or diesel engines, infra-red remote control or cable operated remote control. These units will suit both contractors and the handyman alike.

Their Australian-made flexible shaft vibrators are designed to meet application requirements and with the recent introduction of 3m and 9m shaft lengths to compliment the standard 6-metre shafts, these units are very versatile and reliable. The vibrating heads are avail-

able with a diameter of either 25, 40 or 57 and driven by either petrol, diesel or electric drive units, they will satisfy all application requirements.

People associate the Wacker name with compaction. But they have a range of high performance pumps that is surprising. There is a choice of either 2 or 3 inch, petrol or diesel centrifugal pumps. These are a true trash pump and will pass solids of 25mm of the 2 inch pump and 38mm for the 3 inch pump. With capacities of 53,000 and 100,000 litres per hour, these pumps are real workers. Wacker also have available diaphragm trash pumps capable of passing solids up to 45mm and flexible shaft pumps with capacities of 55,000 litres per hour.

Be sure to visit the Wacker stand at this year's Hire and Rental Expo. ■

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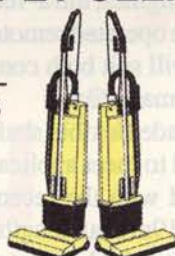
KSM 900/B



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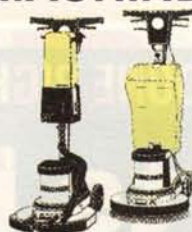
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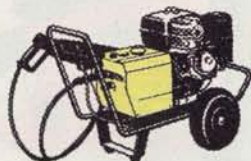


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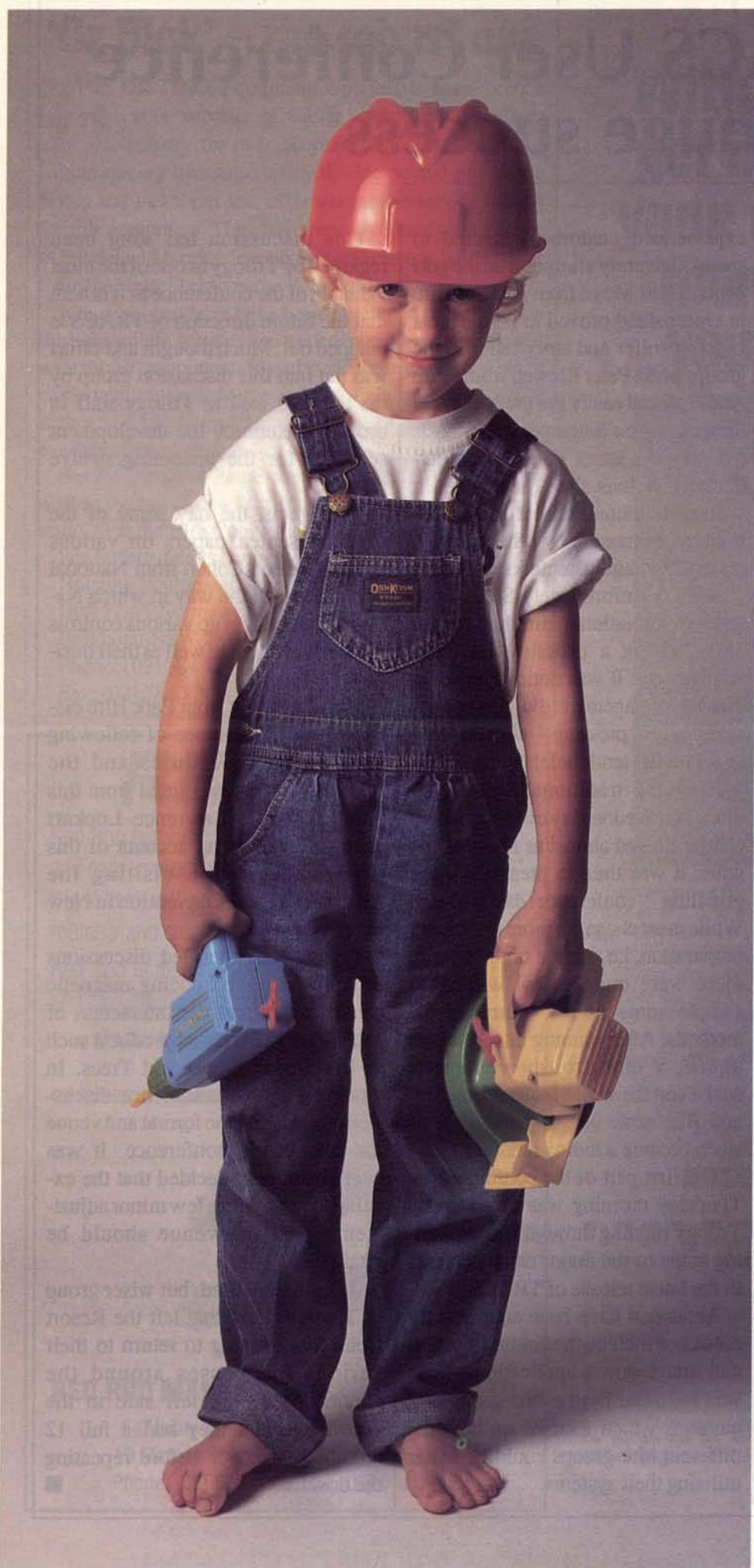
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1992 TRACS User Conference a huge success

JUDGING BY the response from users, Trilogy's third annual TRACS User Group Conference, held at the Resort Hotel, Brighton Le Sands, from 27-29 May was easily the most successful of these conferences to date.

Despite the demands of the recession, TRACS users from all around Australia, including Western Australia, Queensland, Victoria, South Australia and New South Wales, were all in attendance, indicating the high regard Trilogy customers have for this conference. The new format which included golf, increased training sessions, more discussion groups and the venue, in particular, received an overwhelming "thumbs up" from the users.

The conference serves as a forum for users to express their views on TRACS and Trilogy and to air any concerns which may have arisen in the past twelve months. The main thrust of the conference however is to provide a line of communication between the customer and Trilogy and just as importantly, between the customers themselves. This has allowed Trilogy to maintain an awareness of the customers' and the industry's requirements while also providing an opportunity for customers who may otherwise never have met to share ideas on how to improve their usage of TRACS within their own business. The users conferences have become integral to the ongoing success of TRACS and has meant that Trilogy has become pro-active rather than reactive in their development strategies for the product.

This year's conference again began with training sessions all day on the Wednesday, though some of the more

experienced customers elected to spend a leisurely afternoon on the golf course. Phil Moye from Jonkers Hire in Queensland proved to be the most capable golfer and story teller in the group, while Peter Blewett from Perth Audio Visual easily got the best value for money on a dollar per stroke basis (he played a lot of golf!!). One particularly vicious slice (he claimed it was unintentional) almost decapitated a group of passers-by who dared to make disparaging remarks about his "swing". Unfortunately Steve Donnelly from National Hire had to quit early, citing a pressing business engagement. It was noticed however that the engagement did become increasingly "pressing" after carding an 11 on the tenth hole!

After the traditional welcoming dinner on Wednesday evening, where chatter flowed almost as freely as the wine, it was time to prepare for the gruelling "conference day" ahead. While most chose the more traditional preparation, i.e. a good night's sleep, there were quite a few willing to sample some of the "alternative" methods. After running into a mobile phone, a monstrously venomous snake and the world famous Bourbon and Beefsteak bar, any thoughts of sleep became a fading memory.

The first part of the conference on Thursday morning was taken up by Trilogy running through and explaining some of the major enhancements in the latest release of TRACS.

Areas that have been significantly enhanced include the communication and stand down applications. This was followed by the first group discussions which focused on how the different hire groups could be better utilising their systems.

This discussion has long been regarded by Trilogy as one of the most valuable of the conference as it is here that the future direction of TRACS is mapped out. Much thought and effort was put into this discussion group by the users as well as Trilogy staff in order to determine the development schedule for the upcoming twelve months.

Throughout the day some of the users presented papers on various topics. Colleen Cohen from National Hire discussed the way in which National Hire had set up various controls within the system as well as their business.

Marilyn Schott from Park Hire discussed the importance of following the correct procedures and the benefits that can be gained from this practice, while Lawrence Lockart gave an entertaining account of this experiences while visiting the American Rental Convention in New Orleans.

Trilogy staff then led discussions on topics such as bar coding, magnetic card readers and the interaction of TRACS with PC based products such as Excell and Forest and Trees. In wrapping up the conference discussion moved onto the format and venue for next year's conference. It was overwhelmingly decided that the existing format, with a few minor adjustments, and the venue should be retained.

It was a very tired, but wiser group of TRACS users that left the Resort Hotel that evening to return to their various businesses around the country. They all left safe in the knowledge that they had a full 12 months to recover before repeating the dose. ■

'Oz Blok' – the robust one

HOISTING Equipment Specialists have been a major supplier of lifting equipment to the hire industry for over 10 years. H.E.S. not only distribute quality hydraulic, manual, electric and pneumatic hoists and jacks, but also offer a complete service facility for this equipment. They have recently introduced a range of hand chain blocks, lever hoists and electric hoists under their 'in-house' brand name 'Oz Blok'.

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

See the complete range of products H.E.S. distribute, as well as the brand-new 'Oz Blok' electric hoist by visiting stand 73 at the Hire Convention.

For further details contact:

Hoisting Equipment Specialists Pty Ltd

Unit 12/63 Norman Street

Peakhurst NSW 2210

Phone: (02) 584 1177

Fax: (02) 584 1201.

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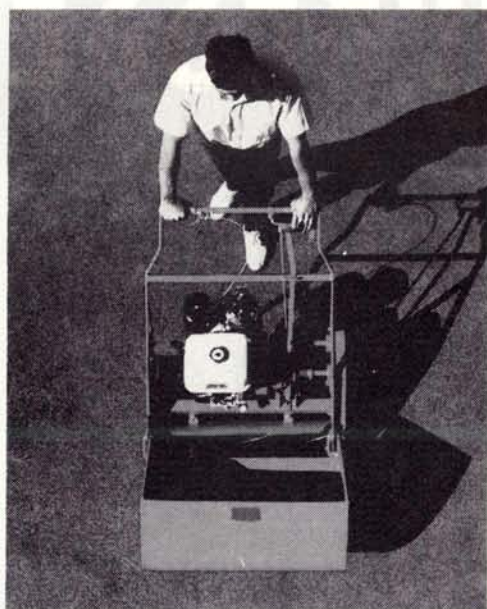
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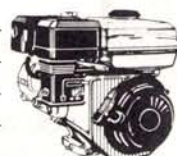
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"Coming of Age"
**21st INTERNATIONAL
HIRE CONVENTION
& EXHIBITION**



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

SPECIAL CONVENTION RATES

AUSTRALIAN AIRLINES



We are pleased to announce Australian Airlines has been appointed official airline for the 21st Annual International Hire & Rental Convention & Trade Exhibition.

In recognition of their valuable contributions, it is important that you support this appointment by flying Australian whenever air travel is required.

As a special conference fare has been negotiated for delegates attending, we suggest you contact your local Australian Airlines Group & Convention Travel department's (details below) to avail yourself of this, or any other promotional fares which may be applicable.

A discount of 30% off the full economy airfare at the time of booking has been negotiated for this particular conference, subject to seat availability.

Australian Airlines are proud to be part of your conference, and know you will enjoy flying the Friendly Way.

The following telephone numbers of Australian Airlines Convention Travel offices are provided for your assistance.

SYDNEY	951 9999
CANBERRA	250 8276
ADELAIDE	216 1311
BRISBANE	867 3311
PERTH	13 1212
HOBART	38 3516
LAUNCESTON	32 9900
TOWNSVILLE	53 3333
DARWIN	82 3381
MELBOURNE	205 3000
ALICE SPRINGS	50 5202
CAIRNS	50 3740
GOLD COAST	38 1066
MACKAY	57 1411
ROCKHAMPTON	22 1033



Hertz Car Rental is delighted to be associated with your National Convention.

Hertz have reduced rates especially for delegates.

A rental car provides you with the flexibility to explore both the convention city and the surrounding country regions at your leisure.

Hertz offers a wide range of the latest model vehicles and you will find Hertz conveniently located at all major airports, capital cities, and holiday destinations throughout Australia.

Should you wish to extend your stay either prior to or following the convention, Hertz would be pleased to offer you the discounted rate. Please ask for details.

DELEGATE CONVENTION RATES

These rates apply to all Hertz Corporate and participating licensee locations throughout Australia.

Metropolitan Area

Vehicle Group/Type	1-3 Days	4-10 Days	11-21 Days	22 Days
B Small Manual eg Ford Laser Hatch, Nissan Pulsar	\$59	\$53	\$49	\$44
C Medium Auto/Air eg Ford Laser Sedan	\$69	\$59	\$53	\$49
D Large Auto Air eg Ford Falcon, Holden Commodore	\$79	\$69	\$59	\$54
E Wagon Auto/Air eg Ford Falcon	\$89	\$75	\$65	\$60
F Ford Fairlane Auto Air	\$109	\$95	\$85	\$79
P Ford Fairmont Ghia Auto/Air	\$99	\$85	\$75	\$69
T Nimbus Manual eg Nissan Nomad, Ford Spectron	\$99	\$85	\$75	\$69

Rates subject to country and remote surcharge

**For reservations please call
008 33 3377, quoting CDP 289177.**

Hotel Conrad and Jupiters Casino



HOTEL CONRAD and Jupiters Casino has set new standards for hotel, casino and convention facilities in Australia. The complex is operated and managed by Conrad Hotels, the international subsidiary of Hilton Hotels U.S.A. Located on Broadbeach Island in the heart of Queensland's Gold Coast, Australia's premier holiday destination, there can be no more spectacular setting. Set in fifteen acres of landscaped gardens and parkland, the complex is an architectural masterpiece and an imposing landmark of Australia. The Hotel Conrad and Jupiters Casino is just thirty minutes from the Gold Coast Airport and an hour south of Brisbane's International Airport.

Hotel Conrad, with 622 guest rooms and suites, is Australia's largest hotel. Jupiters Casino is renowned for its truly electrifying at-

mosphere 24 hours a day. The Pavilion Convention Centre has been specifically designed as a totally self-supporting convention and meeting facility. The 1000-seat International Showroom features dazzling production shows. Five restaurants provide a great variety for both house guests and local diners, along with seven bars. Fortunes Nightclub is open seven nights for dancing and entertainment.

For the fitness minded, recreation facilities include illuminated tennis courts, heated swimming pools, spas, a health club, jogging track set in the landscaped gardens.

Shopping is provided at exclusive boutiques within the hotel complex and at the Oasis Shopping Resort just a short ride away via the monorail link which also provides access to the beach. Additionally, Pacific Fair Shopping Centre is just a short walk across the island bridge.

Although an integral part of the hotel-casino complex, the Pavilion Convention Centre has been designed as a totally self-supporting convention and meeting facility. With a seating capacity of 2,300 in theatre-style, the 17,600 square feet of column-free area makes it Australia's largest hotel convention centre. The Pavilion can be divided into seven independent rooms, and in addition, there are five break-out meeting rooms.

Jupiters Casino provides more than 100 gambling tables where guests can play Roulette, Blackjack, Craps and Sic-Bo, as well as Australia's very own game of 2-Up which has already proven a great attraction with overseas visitors. Guests can also try their luck at Keno or Video Gaming Machines. Admission into the Casino is free and registration is not required. Guests of 18 years and over are welcome to come and enjoy the excitement and hospitality of Jupiters Casino.

The opening of the opulent V.I.P. gaming room, "Club Conrad", has added another dimension of style and choice to the existing two casino levels.

Another entertainment attraction is the 1,000-seat International Showroom where major productions "Starz", "Galaxies" and "Hollywood Legends" played to thrilled audiences.

Guest to the complex are provided with a choice of five restaurants ranging from the elegant silver-service dining in Nicholsons to the casual atmosphere of the 24 hour a day Garden Cafe.

Hotel Conrad and Jupiters Casino is a landmark of which the Gold Coast and Australia is very proud — a distinctive complex of international standard, offering the widest possible range of quality facilities for both visitors and residents.

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 renowned, 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 advising. He has worked in the Complex Advising 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 sessions, 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.

EXHIBITORS SHOWCASE

Abaco Solutions

2nd Floor, 498 High Street Mall
Penrith NSW 2750

Telephone: (047) 21 4757. Fax: (047) 31 2960

Abaco Solutions are exhibiting PHD, a multi-user computer software for the Hire and Rental Industry, which is affordable and remarkably easy to use. PHD has been designed to include all the features for Party Hire, as well as Plant and Equipment Hire.

PHD software integrates front-office, bookings and contract printing, with an automated back-office system, which includes customer billing, packing and delivery dockets and a broad range of accounting and managerial reports.

PHD is capable of incorporating both date-based rentals (for Party Hire) and time-based rentals (for Plant and Equipment Hire) all on the one contract. PHD is available in modules so that only those parts of the software that are required need to be purchased.

Anna Brech, the designer of the PHD software, will be present on the Abaco Solutions stand, to answer any questions.

.....

Australian Portable Dance Floor

2 Townshead Street, St Phillip, ACT 2606

Telephone: 285 2896. Fax: 285 2242

The Australian Portable Dance Floor stand will be manned
by Bill Stares

.....

Advanced Power

33 Sheppard Street, Liverpool, NSW 2170

Phone: (02) 600 6555. Fax: (02) 821 1936

Advanced Power currently manufacture an impressive and extensive range of heavy-duty generating systems for prime power and standby capacities up to 2000KVA.

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 400 amp and mobile lighting towers are available for the contractor, rural, hire and industrial users.

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Tauranga, New Zealand

Phone: 64 (07) 578-8022 64 (07) 578-8921

Fax: 64 (07) 578 8978

Managing Director: Spencer Tankard

Director: Wendy Tankard

Baytex Manufacturing are Australasia's leading manufacturer of
Marquees, Tents and Accessories for the Rental Industry.

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Aluminium Services and Supplies

52 Zillmere Road, Zillmere, Qld 4034

Phone: (07) 265 5355. Fax: (07) 865 1383

Peter Watkin, Jim Smith and Terry Bechly will be manning the stand and displaying Alu-Frame Marque Frame Flag Poles and Stands.

Alu-Frame is a light-weight easy to erect reasonably priced medium sized marquee system. Alu-Frame is more versatile than most other comparable products.

The system is easily added to and can be made into long blocks suitable for fete stands

Airdraulic Birco Group Pty Ltd

Unit 3, 3 Lanceley Place, Artarmon, NSW 2064

P.O. Box 833, Crows Nest, NSW 2065

Phone: (02) 439 4200. Fax: (02) 439 5636

On display will be:

AIR EQUIPMENT: From 3/8" impact wrenches to Macdonald 5 head concrete scabblers. Timberking pneumatic chain saws. All consumables including points, chisels etc for electric and air tools. Hoses, clamps, valves, oilers etc.

PUMPS: From 12V submersibles to Selwood 8" priming, solids handling units. Complete design and engineering service. Pollution control equipment.

DRILLING EQUIPMENT: Extension gear, bits, blast hole plugs, anfo loaders etc.

PLUS: Heaters, fans, extractors, pressure washers, steam cleaners, reversing cameras and alarms.

SERVICE: For 25 years doing our utmost to maintain our commitment to customer service from Sydney to Perth to Mount Isa to New Zealand to Indonesia. 1000s of satisfied customers who continue to call upon **AIRDRAULIC BIRCO GROUP** to assist in their endeavours.

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Private Mail Bag 48, Springvale, Vic. 3171

Phone: (03) 551 7066. Fax: (03) 551 7981

N.S.W. Phone: (02) 821 3355. Fax: (02) 821 4669

Qld Phone: (07) 875 1175. Fax: (07) 875 1769

S.A. Phone: (08)326 0855. Fax: (08)382 3359

W.A. Phone: (09) 249 5558. Fax: (09) 249 5144

Briggs & Stratton is the world's largest manufacturer of air-cooled petrol engines, with a range from 3 to 18hp, vertical and horizontal shaft.

Briggs & Stratton Australia is responsible for the company's business activities in Australia and distributes products to over 1000 dealers Australia-wide.

The Vanguard-OHV range is billed as Briggs 'Top Gun' and this new range of engines features overhead valve technology at its best.

The Vanguard-OHV range of engines will be available in the following horsepower: 9hp, 12.5hp, 16hp horizontal shaft, and 12.5hp, 14hp, 16hp vertical shaft.

The Vanguard-OHV V-Twin configuration engines equipped with full pressure lubrication will surely set new industry standards in their horsepower ranges.

.....

Compaction Equipment Sales

Unit 8/348 Southpine Road

P.O. Box 5015, Braradale, M.D.C. Qld 4500

Phone: (07) 881 0507. Fax: (07) 881 0508

Mobile: 018/23905. A/H (07) 285 5835

Stands No. 3 and 4

Personnel present on display stand:

Mike Cahill, (Manager of Compaction Equipment Sales), Paul Dorahy (Manager of Roadquip Pty Ltd - Rammax dealer NSW), Bill Jeffries (Manager Form It Fibreglass), Geoff Dury (Sales Manager Tracgrip (New Zealand)).

Products on the stands will include:

Rammax RW 1431 Trench Roller, Rammax DS 68 Diesel Rammer, Tracgrip TG45 Walk Behind Roller, Form It Fibreglass Portable Toilets.

EXHIBITORS SHOWCASE (continued)

Betta Hire

74-76 Shore Street, Cleveland, Qld 4163
Phone: (07) 286 1200. Fax: (07) 286 1420

Stand 1: John Mason and Dennis Mason

For several years now, Betta Hire has been importing specialised equipment for the hire industry. The Principal of Betta Hire, John Mason, has been a regular visitor to the U.S.A. rental conventions for many years and has carefully selected and secured Australian distribution rights for equipment that is the very best available for hire use.

THE PALMER FLOOR STRIPPER. This machine is legendary. The original model was sold thirty years ago and it has been constantly improved ever since. It enjoys a reputation for top quality and it has no challenger as THE machine. It removes glued down floor coverings such as vinyl or carpet like magic and is also great for removing deposits of fibreglass, mortar etc. It works so well that users never complain. They invariably praise it as the perfect machine for what otherwise would be a very difficult task.

THE KWIK-TRENCH TRENCH DIGGER is a disc type trencher with easily replaceable bolt-on tungsten tipped teeth. It has also been in production for over thirty years and is well tried and proven as the best in its class. There are two models. The first digs to 200mm deep by 50mm wide and the second to 250mm deep by 75mm wide. The machines are simple to operate, dig very quickly and easily through soil or clay and cut roots without trouble. Also, they are perfectly safe to operate as they are fully shielded and the design incorporates a clutch for added safety. This is far and away the best machine for lawn irrigation installation, root control, water service and many other uses.

THE MAXIM ROTARY TILLER is an extremely rugged machine that has also been tried and proven over many years. Its virtues are simplicity of design, coupled with great strength which has been engineered into every vital part. The chaincase incorporates reinforcing and parts such as the depth bar and hitch casting are practically indestructible. This fine tiller is almost identical to the famous Merry tiller which was always the definitive tiller for rental yard use in the U.S.A. Most parts are interchangeable between the two tillers. Rotary tillers are always a good hire item and the Maxim is without a doubt the best available.

Donald Howe Contracting Pty Ltd

75 Warratah Street, Kirrawee NSW 2232
Phone: (02) 521 4191. Fax: (02) 521 4566

STUMP GRINDERS, CHIPPERS,
DIAMOND BLADE WEAR GAUGE

Mr Donal Howe will be exhibiting the Dosco Stump Grinders and Chippers.

STUMP GRINDER: These powerful machines can grind a 36" stump away in 1-1/2 hours. Down to 18" below ground level, leaving only a pile of chips to put on the garden for mulch. No digging required.

THE CHIPPER: This machine will take up to a 4" branch. Really a heavy duty machine, built to last and good hire profits.

DIAMOND BLADE WEAR GAUGE: These gauges measure how much wear per hire on your diamond blades. Don't give your profits away, compare with wear rate between different brands of blades

Fein Power Tools (Australia) Pty Ltd

134 Bonds Road, Riverwood, NSW 2210
Phone: (02) 534 3533. Fax: (02) 533 2650

Fein Power Tools will again have a comprehensive range of electric and pneumatic tools on display for visitors to discuss the advantage of putting the Fein range of tools into their hire depots.

This year the Fein stand will be manned by our state manager, Mr Ted Cheesemen from our Brisbane office which opened in January this year. Ted has had over 25 years in the power tool industry. Also Fein's General Manager, Mr Darryl Kenny, will be there to assist. We look forward to seeing a good number of old faces again this year.

Crommelins

Crommelins Operations Pty Ltd

139 Welshpool Road, Welshpool, W.A.

P.O. Box 352, Bentley, W.A. 6102

Phone: (09) 350 5588. Fax: (09) 458 9716

Crommelins Machinery are again exhibiting a range of products suitable for the hire industry. Apart from their range of Robin engines, both petrol and diesel, that feature the new Electronic Oil Sensor plus the new Touch Stop waterproof "off" switch, a new range of Robin generating sets, some featuring idle control, and a not seen before range of welder/generators, will also be on display.

Added to this will be products for the first time available in Australia, selected during Terry Crommelin and Frank Calleja's visit this year to the American Rental Convention at New Orleans. Products especially suited for the hire industry include:

1. An 8" 240 volt, 50 cycle, 1hp floor sander.
2. A 12" x 18" heavy duty orbital floor sander. This will attract a great deal of attention.
3. A small trenching machine ideal for the experienced and inexperienced for the laying of water reticulating systems.
4. Finally a heavy duty wet and dry 10 gallon vacuum cleaner featuring a strong polyurethane bowl. This unit has already been proven in Australia via two leading hire companies.

Despite the depressed conditions in the building and hire industries, Crommelins have taken considerable space in the pavilion and have arranged for Bob Jones and Frank Calleja, two of the of their senior product managers from Perth, to be on the stand, together with managing director Richard Crommelin, and founder-director Terry Crommelin.

Also in attendance will be their South Australian Agent, Mark Flanagan, their company representative for Victoria and Tasmania, Greg Solin, and their company representative for New South Wales, Lindsay Ryan. Plus representatives from their Queensland sales and service agents.

Crommelins are offering an additional discount off the normal hire company purchase price for orders lodged with them at the HireExpo. This traditional discount is applicable for orders for immediate delivery or forward delivery up to the end of December 1992.

HVLP - spray painting has never been cleaner or easier

NEW

The revolutionary High Volume Low Pressure process from Wagner features:-

- An application efficiency of more than 80%.

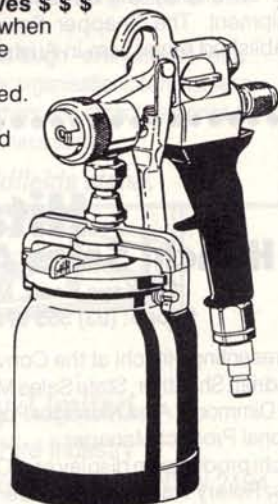
Up to 50% of material can be saved over a conventional air spray gun. **Saves \$ \$ \$**

- A minimum of paint rebound when spraying corners or cavities due to the low pressure with which the paint particles can be applied.

- Less covering work and masking by the user is required since the rebound cloud is reduced to a minimum.

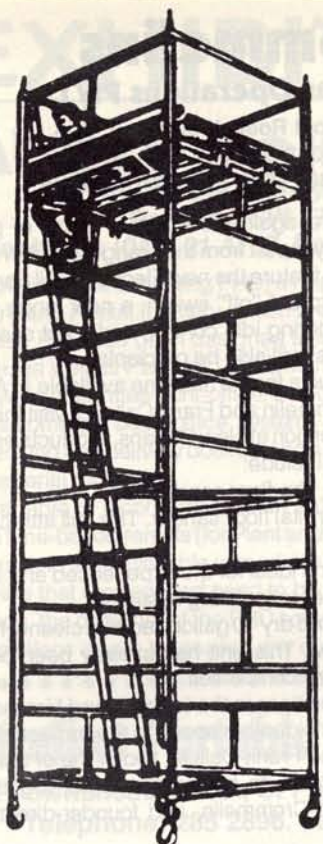
- Less overspray and rebound minimises the environmental impact of conventional air spraying and leaves the user with a much cleaner, safer working environment.

Three models are available to suit your budget and needs.



WAGNER

FOR FURTHER INFORMATION CONTACT
WAGNER SPRAYTECH AUSTRALIA PTY. LTD. (03) 587 2000



NO-BOLT SCAFFOLDS

ALUMINIUM TOWERS

Designed for the Hire & Rental Industry

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

NO-BOLT SCAFFOLDING PTY LTD

22 Dingley Ave., Dandenong 3175
Telephone (03) 793 2355

DEAL DIRECTLY WITH THE
MANUFACTURER CALL
NOW TOLL FREE
008 331 478

EXHIBITORS SHOWCASE (continued)

Kango Australia Pty Ltd

61-63 Governor Macquarie Drive, Chipping Norton NSW 2170
Phone: (02) 755 1277. Fax: (02) 755 1393

Alek Jankowski (Managing Director); Bill Lewis (Marketing Manager) and Jerry Cooper (Queensland Manager) will be attending this year's Convention.

Kango Australia Pty Ltd will be displaying their complete range of electro-pneumatic demolition hammers, rotary hammers, light weight drilling hammers and general purpose power tools. The highlight of the display will be the new Kango Model 928 petrol powered demolition hammer. Using the time-proven Model 900 hammer mechanism, powered by a sturdy and reliable 28cc two-stroke engine, the 928 is attracting attention from all sectors of the construction industry.

Also on display will be a range of Snapper commercial turfcare equipment. The Snapper Power Plug core aerator is already an established rental item in Australia.

Hitachi

Hitachi Sales Australia Pty Ltd

136 Keys Road, Moorabbin, Vic. 3189
Phone: (03) 555 8722. Fax: (03) 532 1815

Representing Hitachi at the Convention are:

Mr Adrian Sheather, State Sales Manager, Qld Power Tool Division; Mr Paul Dimmock, Area Manager Power Tool Division Qld; Mr Noel Ryan, National Product Manager.

Hitachi products on display are; Cordless Tools, Electric Drills/Impact Drills, Rotary Hammer Drills, Demolition Hammers, Angle Grinders, Sanders — Orbital and Belt, Circular Saws and Jig Saws, Mitre Saws, Routers, Impact Wrenches, Cut Off Machines, Nibblers and Shears.

Flexible Pipe Cleaning Tools Pty Ltd

8-10 Palmer Court, Mt Waverley, Vic. 3149

Phone: (03) 543 8722. Fax: (03) 544 5492

Mobile: (018) 36 1524. Toll Free: (008) 335 031.

NSW: (02) 604 3859. Mobile: (018) 28 5034

Qld: (07) 394 3801. Mobile: (018) 74 2377

Specialising exclusively in sewer and drain cleaning equipment, we offer new equipment sales, after sales service and an expert 'quick turn around' repair service for all brands of rental and plumbing machines.

We are distributors of Electric Eel, a popular, compact, reliable, low maintenance (low operating cost) plant item.

Electric Eel 'TRS' Cables, introduced to the hire industry by Flexible Pipe Cleaning Tools a few years ago. Now they are the industry standard.

Rothsburgher, a compact design for use indoors in confined areas. Uses both large and small cables (down to 9mm) to clean both sink waste lines and drains to 100 and 150mm.

Hand operated Drian Sets, in solid rod or coiled sections. Simply screw them together for easy operation. A popular hire item.

See Jim Farrugia and Harry Harvey at the Exhibition for advice on equipment packages or problem solving ideas.

Flextool (Aust.) Pty Ltd

Melbourne Phone: (03) 419 6300. Fax: (03) 417 1391

Sydney Phone: (02) 818 5722. Fax: (02) 818 3276

Brisbane Phone: (07) 252 2306. Fax: (07) 252 5359

Adelaide Phone: (08) 298 1388. Fax: (08) 296 3201

Perth Phone: (09) 451 2077. Fax: (09) 350 5011

Flextool will be actively represented at Hireexpo by staff from Melbourne, Sydney, Perth and Brisbane branches. We invite you to join us at our stand and see our display of hire proof portable equipment. Do not miss the new product range including the Flextool 370mm plate compactor, 360mm mobile floor saw and the Kango 928 petrol demolition breaker. Sample our Coming of Age Convention Exhibition special deals.

EXHIBITORS SHOWCASE (continued)

Hoisting Equipment Specialists Pty Ltd

Unit 12/63 Norman Street, Peakhurst
Phone: (02) 584 1177. Fax: (02) 584 1201

Hoisting Equipment Specialists offer an extensive range of lifting equipment including hydraulic, manual, electric and pneumatic hoists. H.E.S. also distribute the Simplex and O.T.C. range of hydraulic pumps and cylinders.

Backed by a strong service division, the 'Oz Blok' 'in-house' brand name, has become the trademark for quality hoist products. The new 'Oz Blok' electric hoist range will be on show at the H.E.S. stand at the International Hire Convention on August 18, 1992. Combining all the rugged features required of a hoist in today's industry, with the latest safety inclusions, this hoist is perfectly suited to the hire industry.

Homelite Textron

22 Terracotta Drive, Blackburn, Vic 3130
Phone: (03) 878 6155. Fax: (03) 878 8483
New Zealand Office: 33 Northway Street
P.O. Box 9072, Hamilton, New Zealand
Phone: 7-849 0182. Fax: 7-849 0184

Homelite Staff in attendance: Ian Milton, Tom Garratt.

Homelite Product Range on display include:

Brushcutters, Chain Saws, Lawn Mowers, Shrub Trimmers, Blower Vacs, Centrifugal Pumps, Trash Pumps, High Pressure Washers, Multi Purpose Saws, Ventilating Blowers, Generators, Diaphragm Pumps.

HONDA MPE

Motorcycle & Power Equipment

1954-1956 Hume Highway, Campbellfield, Vic. 3061
Private Bag No. 19, Campbellfield, Vic. 3061
Phone: (03) 270 1111. Fax: (03) 270 1122 (Sales)
Unit 12, Galeway Executive Park,
12 Links Avenue, Eagle Farm, Qld 4007
Phone: (07) 268 1390. Fax: (07) 260 1350
Unit 6, 81-83 Station Street, Seven Hills, NSW 2147
Phone: (02) 538 7828/7685. Fax: (02) 639 7885

Stand attendees: Ross Harman, Peter Payne, Adrian Butcher, Colin Fitzpatrick

On the Honda Australia MPE stand, we will have a range of general purpose engines in various horizontal and vertical shaft options, manual and electric start.

There will also be Honda's range of walk-behind mowers, portable super silent Honda generators, tillers and water pumps.

Ingersoll-Rand (Australia) Ltd

PO Box 358, Archerfield, Qld 4108
1151 Beauforest Road, Acacia Ridge, Qld 4110
Phone: (07) 277 3511. Fax: (07) 875 1960

Stand will be manned by: Neil Clarke, Queensland Regional Manager; Eddie Bredin, Sales Engineer, Qld; Bob Hely, Sales Engineer Qld.

The following models will be on display:

P180WD Portable Compressor
G27 Portable Generator
DD25 Self Propelled Vibratory Roller
V4 Portable Construction Pump

Sewer Equipment Company (Aust.)

11 Carrington Road, Marrickville, NSW 2204

Phone: (02) 559 5622. Free Call: 008 028 584

Fax: (02) 559 5076

The display will feature the popular Model 'C' Hire Kit with the new Posi-Drive cable couplings which give extended cable life.

Suppliers of drain cleaning testing and inspection equipment, S.E.C.A. will be exhibiting their full range of Electric Eel products.

oldfields

Pty. Limited

MOBILE ALUMINIUM TOWERS



NEW • NEW • NEW

A new approach to mobile tower hire is being demonstrated by Oldfields at the coming of age exhibition!

A prototype of the new concept has been successfully market tested and has been widely acclaimed during those tests.

The new concept will be of particular interest to hire companies with trade and maintenance clientele and is also of interest to DIY Hirers.

The concept features are:-

- Quick-easy to hire.
- Saves Customers time.
- Adaptable - wide application - convenient - saves everybody time and money.
- Easy to transport.
- Simple component checks.
- Safe, easy to use.

ADD ON HIRE ITEMS

Oldfields will also demonstrate how hire companies can attract add on hire or improve profits by increasing sales to their customers.

During this period when business is tough - every little bit helps. If with relatively small outlays, hire organisations can increase their business with existing customers and attract new ones at the same time, it makes good business sense.

See you at the Oldfields stand.



Oldfields Pty. Limited

Suppliers to the Hire Industry

Head Office: 29-31 Alfred Street, Campsie NSW 2194

Ph: (02) 718 5577 Fax: (02) 718 5736

EXHIBITORS SHOWCASE (continued)

JLG Industries (Australia) Pty Limited

PO Box 972, 11 Bolwarra Rd, Port Macquarie, NSW 2444
Phone: (065) 81 1111. Fax: (065) 81 0122

JLG Industries Australia will be exhibiting two exciting new products at this year's ARA Exhibition.

The first is a 14-foot narrow scissor lift - the Commander CM1432. This lowest-cost JLG combines load capacity and compact exterior dimensions in an extremely manoeuvrable design intended for even the tightest working environments. Easily fits through standard doorways and, at around 900kg GVW, is lightweight enough for freight elevators. Single lift cylinder with integral holding valve is designed for low operating pressures and reduced amperage draw, 4.0 km/hr travel speed and 25% gradeability for maximum productivity. Greatly reduced maintenance requirements lower operating cost and downtime. Backed by standard JLG "1 and 5" Warranty, the best in the industry.

The second is a whole new concept in light weight self propelled boom lifts. The JLG 30HA is affordably priced and ideally suited for any industrial or commercial application requiring up to 227kg capacity, 9.14m platform height and compact exterior dimensions. Efficient 48V DC system enables three to four work shifts between recharges. Low GVW for easy transport, low floor loadings and longer component life. User-friendly controls are bold, colourful and easy to identify. Greatly reduced maintenance requirements lower operating costs and downtime. Also backed by standard JLG "1 & 8" warranty, the best in the industry and the best spare parts back-up in Australia.

These products complete JLG's already wide range of self propelled elevating work platforms — the industry standard in access equipment. Geoff Campbell will be manning the display.

Jaden Pty Ltd Mini Loaders

43 Alex Fisher Drive, Burleigh Heads, Qld 4220
P.O. Box 54, Burleigh Heads, Qld 4220
Phone: (075) 93 4567. Fax: (075) 93 4398

Jaden Loaders will be showing their new dedicated Trenching System, along with their new range of loaders from 13hp to 20.7hp. Alister Rayner and Dealers from other States will be on the stand.

Johnson & Couzins Ltd

Cnr Waltham Rd & Byron St, Christchurch P.O. Box 7271. Phone: 664-038. Fax: 653-057

Johnson & Couzins Ltd, New Zealand, Marquee Manufacturers, will be exhibiting Peg/Pole Marquee Systems; Super Frame System; Marquee Parts and Accessories, including Roof and Wall Liners. Outdoor Site

Merlin Australia

1/37 Ethel Street, Yeerongpilly, Qld 4105
Phone: (07) 848 1760. Fax: (07) 848 6503

Merlin Fibreglass Manufactures the famous Merlin Full Freshwater Flushing Portable Toilets used by hire companies since 1975. Merlin pioneered the world's first full flush with water seal. Models have been constantly updated since then and today we are showing our "Plastic Fantastic". Double skin walls fibreglass base straight drop or full flush with sump. Designed as a one-man operation. Light, strong, with an easily handled weight.

Representing on stand: Reg Denny, M.D. and Malcolm Cramb, Queensland and Northern NSW Sales.

Kärcher Pty Ltd

HEAD OFFICE: 2/158 Browns Rd, Noble Park, Vic 3174

Phone: (03) 795 4422. Fax: (03) 701 0001

NSW: 63 Parramatta Road, Silverwater 2141

Phone: (02) 748 6144. Fax: (02) 748 6171.

QLD: 10 Rocklea Place, Ipswich Rd, Rocklea 4106

Phone: (07) 875 1525. Fax: (07) 875 1306.

S.A.: Unit 4/400 Grand Junction Rd, Mansfield Park 5012

Phone: (08) 347 2667. Fax: (08) 347 3456.

W.A.: P.O. Box 1220, Canning Vale 6155

Phone A.H. (09) 525 6155. Fax: (09) 525 5798.

N.Z.: 12A Ron Driver Place, East Tamaki, Auckland

P.O. Box 58-547, Greenmount

Phone: (09) 257 4603. Fax: (09) 274 5609.

Kärcher personnel manning the stand are:

Mr David Sholson, Managing Director; Mr Shane McRostie, Northern States Sales Manager; Mr Steve Rodda, Product Manager, Inplant; Mr Peter Hellier, Product Manager, Floor Care.

The products to be displayed are as follows:

Hot and Cold Pressure Cleaners, Wet and Dry Vacuum Cleaners, Industrial Sweepers, Spray Extraction Units, Floor Care Products.

Lyons Computer

Unit 8, 31 Black Street, Milton, Brisbane, Qld 4064
Phone: (07) 367 1533. Fax: (07) 1538

LBS PLANT & EQUIPMENT HIRE SOFTWARE,
RUNNING ON WESTERN COMPUTER
486 MULTIPROCESSOR

Lyons' Stand A will be manned by: Glen Lyons, Lyons Computer; Nerida Braad, Lyons Computer; Paul McDonald, Western Computer; Ross Quick, Western Computer

Stihl Pty Ltd

29 Laverack Avenue, Eagle Farm, Qld 4007
P.O. Box 165, Hamilton Central, Qld 4007
Phone: (07) 268 6044. Fax: (07) 868 1550

Stihl Pty Ltd stand will be manned by Mr Neil Glover, and our display will include: chainsaws, brushcutters, cutquicks (concrete and steel cut-off machines), hedgecutters, augers and borers, backpack misters, air brooms, high pressure water cleaners (hot and cold), plus wet and dry vacuum cleaners.

Stihl's range of portable two-stroke power tools are well known in the hire industry. However, the recent addition to the Stihl range of a comprehensive line of German manufactured pressure cleaners and wet and dry vacuum cleaners, will be of particular interest, as the same legendary quality and after sales service will apply to this new range of products, as applies to Stihl's other products.

Spitwater

192 Evans Rd, Salisbury (Cnr Tarragindi Rd), Brisbane, Qld 4107
P.O. Box 309, Salisbury, Qld 4107
Phone: (07) 274 1311. Fax: (07) 275 2117

Spitwater Australia Pty Ltd of Albury NSW are this year represented by their Queensland operation, Spitwater Queensland. The display will be on Booths No. 9 and 35, attended by Mr Gary Rodgers and Mr Geoff Marks. Products to be displayed will include the latest range of Spitwater High Pressure Cleaners and Carpet Extraction Units. Also featuring will be the Jetfire Portable Gas Space Heaters and Dryers.

EXHIBITORS SHOWCASE (continued)

Oldfields Pty Limited

29-31 Alfred Street, Campsie, NSW 2194
N.S.W.: (02) 718 5577. Qld: (07) 273 1755
Vic.: (03) 326 6411. S.A.: (08) 297 6955
W.A.: (09) 244 2245. N.Z.: Auckland (09) 64 5314
Wellington (04) 71 2601. Christchurch (03) 349 4664.

Oldfields — an Australian company with 75 years involvement with the building industry, manufacture a number of products of direct interest to the hire industry.

These include aluminium scaffolding, aluminium and fibreglass ladders, airless spray equipment, trestles, planks etc. that are suitable for rehire to the trade or public.

Oldfields Aluminium Mobile Scaffolds are ideal for the construction and maintenance industries.

Oldfields Ladders, Planks and Trestles. A range of industrial heavy duty units for use in electrical contracting will be exhibited.

Oldfields Airless Paint Sprayers for professional and homemaker painting applications.

Oldfields Tiered Bench Seating for schools, theatres and sporting events. All components simply lock together to provide instant seating in a few minutes.

Viking Powerclean Pty Ltd

Cnr Newbridge Road & Kelso Crescent
P.O. Box 42, Moorbank, NSW 2170
Phone: (02) 602 3666. Fax: (02) 601 3527
754 Beaudesert Road, Coopers Plains
P.O. Box 326, Archerfield, Qld 4108
Phone: (07) 275 1683/1388. Fax: (07) 875 1395
218 Princes Highway, Dandenong, Vic. 3175
Phone: (03) 793 1892. Fax: (03) 794 0682

Staff manning the Powerclean stand are:

Pat Hand, Tony Thompson, Jerry Krusza, Gary Cubis.

Products being displayed: Gerni High Pressure Water Blasters. Winner High Pressure Water Blasters. Hiretech Floor Sanding Equipment. Hiretech Wallpaper Strippers. Airless Paint Spraying Equipment. Advance Floor Care Products.

ADVANCE POWERCLEAN FLOOR MAINTENANCE:

There is a new market opportunity for the Hire Industry in floor cleaning equipment. "Hire Menus" are missing the tasty profits available from the reliable high production cleaning equipment from Advance. Viking Powerclean has identified the opportunity for rental to warehouse, offices, hospitality, food industry, sporting venues and commercial cleaners. Advance have well proven scrubbing, sweeping, carpet cleaning and vacuuming units now available from Viking Powerclean.

Red Roo Manufacturing Co. Pty Ltd

19 Manton Road, South Oakleigh, Vic 3167
Phone: (03) 544 4066. Fax: (03) 544 0342

The Red Roo Manufacturing Co. Pty Ltd is working hard to establish a place in the Australian commercial lawn care market. With a successful transition from importer to manufacturer, we hope to provide products that will perform to the Rental Industries demanding standards.

Red Roo manufactures big wheel slashers, garden mulchers, woodchippers, rotary hoes, post hole diggers and small trenchers. These items have been tried and proven over many years.

If you're in the market, please do not hesitate to ask what the Red Roo can do!

Systems and Management Pty Ltd

11 Abbotsford Road, Bowen Hills, Qld 4006
Phone: (07) 257 1545. Fax: (07) 252 4567

Ironbark Hire — the truly flexible hire system

The Ironbark Hire system has been fully developed in Australia for the Australian hire industry. Covering every aspect of the hire business, Ironbark Hire takes care of your hiring, booking, sales, front counter transactions, stock control, in-depth accounting, payroll and management reporting in an easy to use package that fits any size hire company.

Ironbark's data-flow system means data entered at the front counter flows through the complete system, updating all relevant modules and preventing the need for time consuming data re-entry. And because Ironbark software is based locally, modifications and alterations are always available to make sure the system you end up with is the system you've always wanted. Our flexibility makes a world of difference.

See the Ironbark Hire system demonstrated at stand 46 by Chris Findlater, Tony Petersen and Jo Lawton.

Trilogy Business Systems Australia Pty Ltd

Head Office: 444 Gardeners Road, Alexandria NSW 2015
Sydney: (02) 330 0444
Melbourne: (03) 690 4000
Brisbane: (07) 371 6311
Canberra: (062) 39 1650
Perth: (018) 91 6949

The Trilogy TRACS system was released in Australia and New Zealand by Trilogy Business Systems in June 1989. With over 70 installed sites in 3 years, TRACS has very quickly established itself as the leading computer system for Hire and Rental companies in Australia.

TRACS is a fully integrated system that has been written and designed specifically for the hire industry by people who both understand and appreciate the needs of the industry. Boasting an extremely fast and efficient contract processing system, TRACS can provide your business with an opportunity to provide a better service for your customers and thereby increasing the profits of your business.

Trilogy provides comprehensive training and support programmes through both our National and Branch support groups. We have also designed a thorough implementation plan which will ease your introduction to the system and ensure a successful installation.

Wacker Australia Pty Ltd

913 Princes Highway, Springvale, Vic. 3171
Phone: (03) 547 4033. Fax: (03) 562 3371

Wacker Australia will be exhibiting Vibratory Plates, Vibratory Rammers, Vibratory Rollers, Pumps, Concrete Vibrators, Drive Units and Petrol Cutting Saws.

Wagner Spraytech Australia Pty Ltd

33 Hinkler Road, Mordialloc, Vic 3195
Phone: (03) 587 2000. Fax: (03) 580 9120

Wagner will be displaying their new H.V.L.P. equipment. Airless Equipment: 1075, F400; GP2600.

D.I.Y. Equipment: W800; 400SE; Wallpaper Steamer.

Manning the stand will be L. Matthews, J. Mitchell and R. Jasiecki.



FLOOR
SAWS



PLATE
COMPACTORS



POWER
TROWELS



CONCRETE
GRINDERS

PRODUCTS THAT PERFORM ON SITE!

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

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

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



Flextool

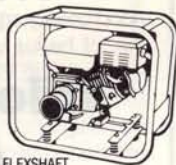
Australian Made Quality Products A.C.N. 004 502 961



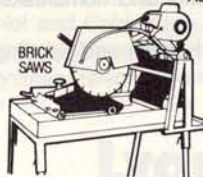
CONCRETE
VIBRATORS



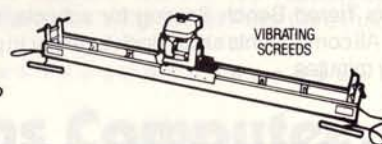
SUBMERSIBLE
TRASH PUMPS



FLEXSHAFT
DRIVE UNITS



BRICK
SAWS



VIBRATING
SCREEDS

MELBOURNE
Head Office
191 Wellington Street
Collingwood Vic. 3066, Australia
P.O. Box 1102
Tel: (03) 4196300
Fax: (03) 417 1391

SYDNEY
29 Crescent Street
Rozelle N.S.W. 2039
Tel: (02) 8185722
Fax: (02) 818 3276

BRISBANE
17 Ross Street
Newstead Qld. 4006
Tel: (07) 252 2306
Fax: (07) 252 5359

ADELAIDE
25/937 Marion Road
Mitchell Park S.A. 5043
Tel: (08) 298 1388
Fax: (08) 296 3201

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

DARWIN
Tel: 008 801108

"AETCO POWER KING GENERATORS"

- ◆ Powered by Kohler Command Engines
- ◆ Engine noise greatly reduced
- ◆ Heavy duty unit with roll frame for protection and mobility
- ◆ Pressure lubricated fitted with oil filter ensuring longer life
- ◆ 2 year warranty



- ◆ Overhead valve engine with Hydraulic valve lifters
- ◆ Cylinder head requires no maintenance
- ◆ Not even engine decarbonising
- ◆ Available either with recoil or electric start, supplied with battery and leads

Contact AETCO now and we can help

AUTRALIAN ENGINE & TRANSMISSION COMPANY

N.S.W.
Tel: (02) 684 4666
Fax: (02) 684 4470

VIC.
Tel: (03) 398 5211
Fax: (03) 398 6196

QLD.
Tel: (07) 277 2333
Fax: (07) 875 1457

S.A.
Tel: (08) 349 7442
Fax: (08) 349 7886

W.A.
Tel: (09) 279 4511
Fax: (09) 279 1602

Theft of equipment

AS INDICATED previously the Association has established a Database for members' use.

As soon as a theft or fraud is detected, all information should be sent immediately to me for insertion in the Database.

Once a month all new information in the Database will be sent to members, as well as to the Crime Prevention Office for forwarding to all Police Divisional Districts.

I would suggest that you make several copies of the "Report on Al-

leged Theft or Fraud" form, ready for completion when necessary.

Red Alert Scheme

In the meantime the Association's Red Alert Scheme is still in existence. Members who wish to subscribe to the Scheme are constantly receiving notices about those customers who you would prefer not to have dealt with. When any subscriber contacts me with details, the information reaches other subscribers within 48 hours. New subscribers are always welcome (the cost is \$30 for 50

notices), so please ring me if you are interested.

Name Badges

A quote was obtained from Patrick Promotional Products for the production of name badges and the cost would be approximately \$5 per badge. Three other types of name badges were tabled. Following discussion, Heinz Schendzielorz undertook to have a badge prepared with the Association's logo and with the name of the person and company, and this will be considered at the next meeting.

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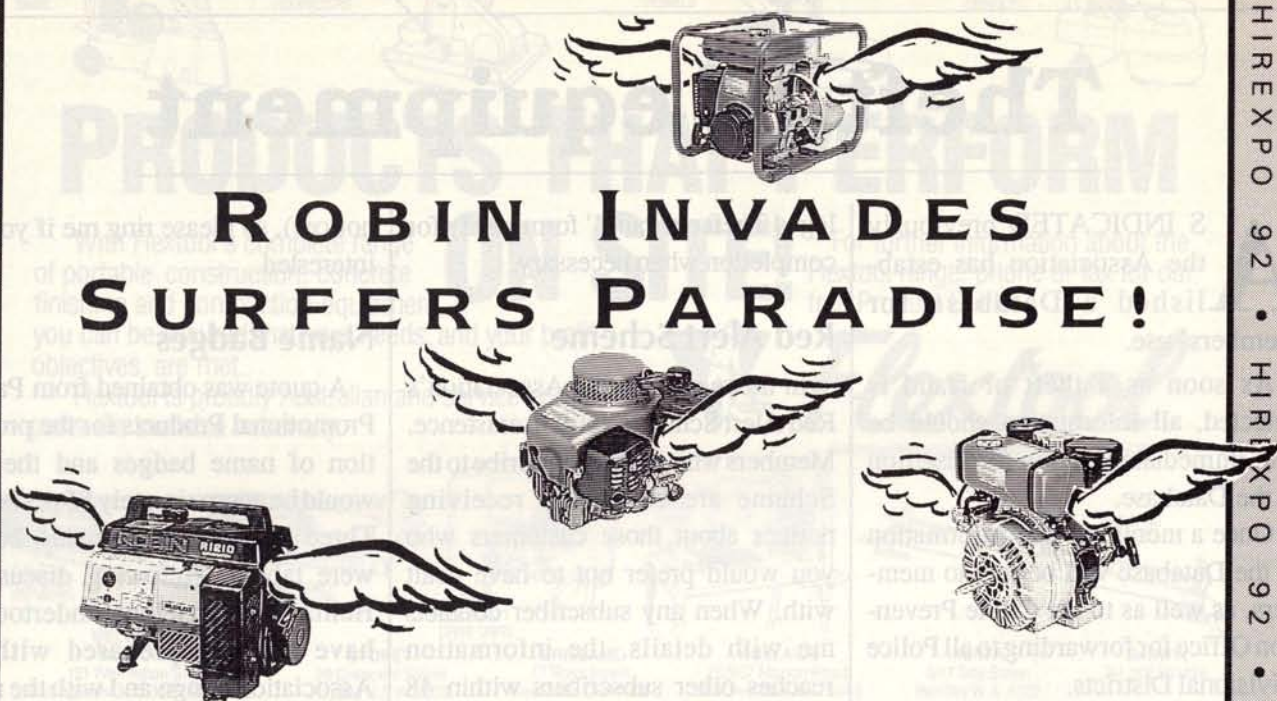
319 Middleborough Rd., Box Hill 3128 Australia.
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Robin

NEVILLE JEFFREY 1987

Flex HIRE MATE FROM ADVANCE

ADVANCE Power Products latest release is a range of Hire-Mate portable generators that have been designed and built to comply with the requirements laid down by the Standards Association of Australia.

This range, which is an extension of the popular Power-Mate series, has been specially developed to satisfy the specific needs and requirements of government and local council authorities, schools, colleges and training centres, the building and construction industry and as the model name indicates, hire companies and their customers.

The Hire-Mate series is available in 2.2kVA, 3.75kVA and 5.5kVA sizes with a choice of Honda or Robin, four stroke, air cooled petrol engines. Generally units are built to customer's requirements and can include any number of features in any combination. Alternative arrangements include a tubular steel scoop carry frame with vibration absorbing rubber feet or a

roll-over protective frame, removable lifting eye, weather-proof power outlets, earth leakage circuit breaker, long-range fuel tank, trolley kit with foldaway handle, earth stake and cabling and unit mounted operating instructions.

Advanced Power's expertise and reputation for locally designing and building power generation systems from 2kVA to 2000kVA; AC and DC petrol or diesel driven generator/welders in capacities from 165 amps to 400 amps; and mobile light towers for site applications, has meant these latest portable models have gained acceptance with Australia wide users. Deliveries of Hire-Mate portable generators have already been completed to several government departments, the NSW RTA, NSW State Rail, Water Board, State Emergency Service, local councils, training colleges and a number of hire companies.

Advanced Power also provide a custom design and manufacturing service for

their Powerhouse and Rural generating system for stand-by and mains power applications. These diesel driven generating systems in either air or water cooled configurations are customised by using a number of Advanced Power designed electronic control modules, to provide the exact degree of monitoring, control and protection required for optimum performance. These modules include the Australian Design Award winning Intelli-Gen system, which is built around Australian designed micro computer technology, as well as several simplified modules used to provide convenient automatic start/stop on demand operation for remote area power supplies or automatic mains failure back-up operation.

For further information please contact:

Advanced Power Products Pty Ltd
33 Shepherd Street,
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Fax: (03) 768 3400

S. Australia:

Southern Equipment Sales
Phone: (08) 325 0322
Fax: (08) 326 1918

Safe and fast power pruner

A REMARKABLE new machine that allows the fast and safe pruning of trees and hedges from ground level has been released in Australia by outdoor power equipment specialist Allpower Industries.

Known as the 'Power Pruner', the unit involves a powerful and yet compact Echo Brushcutter engine, an extension pole incorporating a flexible driveshaft, and two types of power pruning heads.

The pruning head gives you the option of applying a circular saw or a 250mm (10in.) chain saw bar and chain.

The extendible pole and driveshaft can be locked at any length between 2.1m (7ft) and 3.3m (11ft). Depending on the height of the operator, the unit can therefore be applied from ground

level to about 5.6 metres (17.5ft) — more if a safe elevated working platform or position is adopted.

Applications include the pruning of fruit trees, the pruning and trimming of plantation timber and the control of tree growth around power lines and buildings.

Allpower's Power Pruner is expected to have immediate application with farmers, foresters, government departments, tree loppers and hire services.

Because the Power Pruner is extendible and engine-powered, it offers a fast, effortless and safe means of pruning.

"The Power Pruner really is a new and exciting tool that will improve productivity and safety for many

people," commented the Marketing Manager of Allpower Industries, Mr Keith Billing.

"Echo chain saws and brushcutters are already well established and popular with these groups of users so they should have a high initial appreciation of the Power Pruner's reliability and ease of use," Mr Billing said.

"It's an exciting development and with the winter pruning season fast approaching, an early consideration of the Power Pruner should save a lot of people a lot of time and trouble this year."

For further information:

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Phone: (03) 890 3344.

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Company Contact

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Flextool comes of age in Queensland!

THE BRISBANE branch of Flextool (Aust.) Pty Ltd is proud to be your host this year at the company's display at Hirexpo, staged at the Hotel Conrad on the Queensland Gold Coast.

We congratulate the Hire and Rental Association of Australia on holding its 21st International Hire Convention & Exhibition, and are reminded that our Brisbane branch came of age last year, with 21 years of participation in the Queensland hire and rental industry.

Under the capable management of Ron Wyatt, Flextool has been an active member of the Queensland hire industry for 22 years. Ron's involvement has been at both a grass roots and at executive level, having held the position of President of both the Queensland Hire Association and the Hire Association of Australia.

Flextool uses the resources of the hire industry to service that industry. Bob Snowdon, the Brisbane sales engineer is no stranger in the cockpit of an aircraft. He regularly hires and pilots a light aircraft to visit hirers in the outback areas of western Queensland.

Bob has established and trained a network of agents, mostly hirers, who provide service and backup for Flextool products throughout the vast state of Queensland.

The 2500 – Kango's Big Breaker

THE TOP of the range model 2500 – Kango's big breaker – is a product gaining wide acceptance for performance and reliability. A redesigned front end and a long throw crank assembly has given the 2500 real thump (49 Joules hitting power at 2200W) for tackling the most difficult of all demolition jobs – breaking up foundations, road curbing and thick concrete flooring.

In addition to its traditional demolition function, the 2500 is versatile. A comprehensive range of accessories is available for other applications – asphalt cutting, back-filling, electrode-driving, tamping and digging heavy clay.

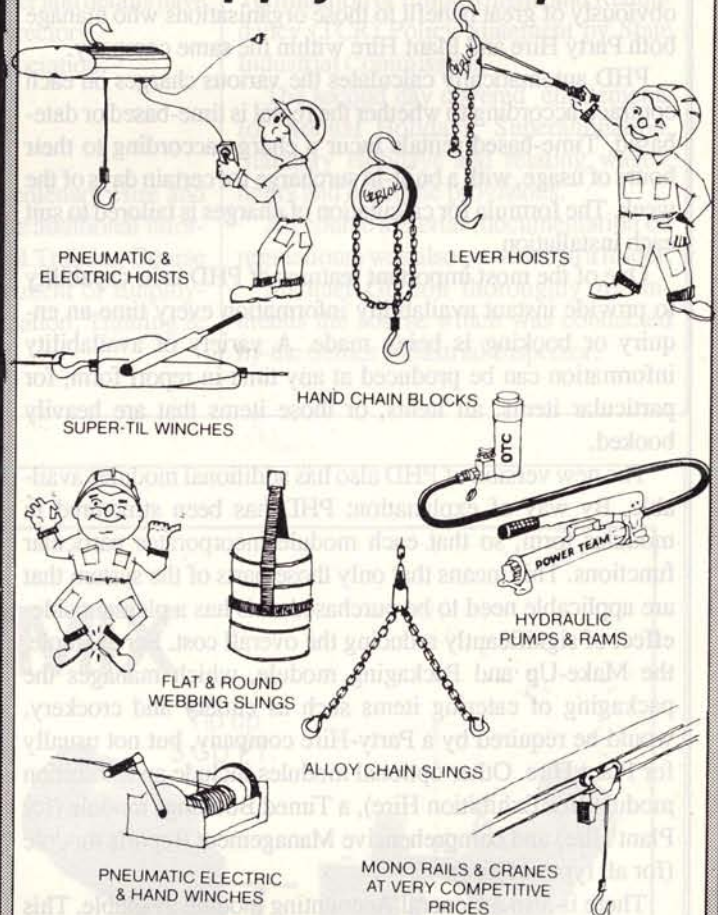
It is double insulated for operator safety and its grease-packed lubrication system helps promote smooth operation. The Kango 2500 provides many advantages: it uses standard 28mm breaker tools which are readily available throughout Australia and New Zealand and the breaker can be powered directly from a mains supply or generator.

These major features of portability and dust-free operation makes the Kango 2500 a logical choice for confined indoor operations and hazardous work in elevated positions

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New release of PHD Hire Software

A NEW release of PHD, the multi-user, hire and rental computer software package from Abaco Solutions has just been announced. The principal designer of PHD software, Anna Brech of Abaco Solutions said: "The new version of PHD is capable of incorporating both date-based rentals (for Party Hire) and time-based rentals (for Plant and Equipment Hire) all on the one contract. This feature is obviously of great benefit to those organisations who manage both Party Hire and Plant Hire within the same company.

PHD automatically calculates the various charges on each contract, according to whether the rental is time-based or date-based. Time-based rentals incur a charge according to their hours of usage, with a built-in surcharge for certain days of the week. The formula for calculation of charges is tailored to suit each installation.

One of the most important features of PHD is its capability to provide instant availability information every time an enquiry or booking is being made. A variety of availability information can be produced at any time in report form, for particular items, all items, or those items that are heavily booked.

The new version of PHD also has additional modules available. By way of explanation: PHD has been structured in modular form, so that each module incorporates particular functions. This means that only those parts of the system that are applicable need to be purchased; this has a pleasant side-effect of significantly reducing the overall cost. For example, the Make-Up and Packaging module, which manages the packaging of catering items such as cutlery and crockery, would be required by a Party-Hire company, but not usually for Plant Hire. Other optional modules include an Exhibition module (for Exhibition Hire), a Timed Bookings module (for Plant Hire) and comprehensive Management Reports module (for all types of hire).

There is also a General Accounting module available. This is fully integrated with the Bookings module, so that receipts and refunds associated with PHD contracts are automatically reflected in the General Accounting module according to a pre-defined chart of accounts. This enables the simple process of printing out the relevant ledgers and journals as required, thus eliminating most of the book-keeping chores.

PHD is remarkably easy to use. This has been proved by several first-time computer users who are now using PHD without difficulty and to great advantage. Extended training services are available if required, as well as friendly telephone support.

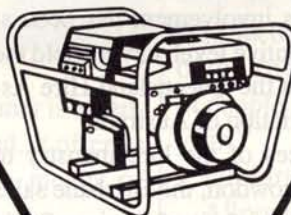
Anna Brech will be present on the Abaco Solutions stand at Hireexpo to answer any questions regarding PHD. If you are unable to attend the exhibition but would like more information on PHD, Anna can be contacted at her Penrith office on (047) 21 4757.

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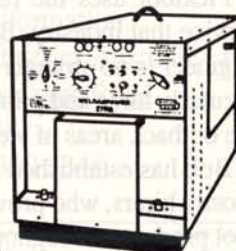
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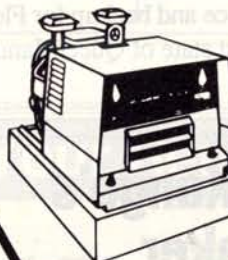
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LA 226 HPMV

Stop Thief Ring-Around

WE SEEM to have had some confusion over the procedure for starting a ring-around

The person who suffers the loss of equipment should phone the Secretary and ALSO the next person to their own on the Ring-Around list with the following details:

1. The name of the company affected and the date of the loss.
2. Details of the equipment.
3. Customer's given name and address.
4. Telephone and licence numbers.
5. Date of Birth.
6. Vehicle description and registration.

As each company receives a call, the time should be noted, also the name of the company that you phoned the message to.

At various intervals where shown on the list, the secretary must be phoned

again, so that the progress can be monitored.

Pads are available to members which are pre-printed to record this information, which then becomes a record for your reference. If you have not received one of these, let me know and I will send one to you.

New Member

We have a new metropolitan member – Richlands Party Hire & Sales. Trevor Dawson is the new owner and details have been included in the directory.

Welcome to the Association.

Awards

Michael Gordon, Centenary Hire and Sales, has sent me some additional information on the Industrial Training Course he did with the Department of Employment, Vocational Education, Training & Industrial Relations.

Firstly, the 2-day course cost \$100, not \$200. The hours were 9.15am – 4.30pm with one hour for lunch. Morning and afternoon tea was provided.

Some of the subjects covered included:

- Long Service Leave;
- Leave Entitlements – maternity, adoption and parental;
- Continuous Service;
- Payment of Leave;
- Casual and Part-time work;
- Record Keeping;
- Trading Hours and Holidays;
- Superannuation.

The first day covered the Industrial Relations Act 1990-1991, Sick Leave and Termination of Employment, and Redundancy (TCR) Policy Statement by State Industrial Commission.

The second day covered entitlements for Annual Holidays, Superannuation, Statutory Holidays and relating wages, hours and overtime provisions.

All course material (documentation on regulations) was also provided in a folder.

Michael Gordon thoroughly recommends the course which was conducted by the Senior Industrial Inspector.

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Incorporation of Hire Association of New South Wales

AS OF 1st May, 1992 the Hire & Rental Association of NSW became an incorporated body. The name must now include the word "Incorporated" and to work in line with the other states the following name has been approved: "Hire & Rental Association of Australia (New South Wales Region) Incorporated". Please address all future correspondence accordingly.

Dembicon Australia — Supplier Night — "Diamond Cutting Tools"

Thank you to those who attended the evening at Dembicon. It sounds like a particularly productive evening was had by all. Dembicon advised that in all the attendance reached 52 from a total of 13 hire companies with a predominance of members from the country regions.

A thank you should go to Stan Macey from Meghaven Hire, who put

considerable effort into organising the country members attendance. Thank you, Stan!

The evening was a great success with members expressing their opinion that it was particularly productive, informative and educational.

Dembicon provided a BBQ and drinks along with the product presentation and demonstration with an open forum for discussions. Thanks again to all involved.

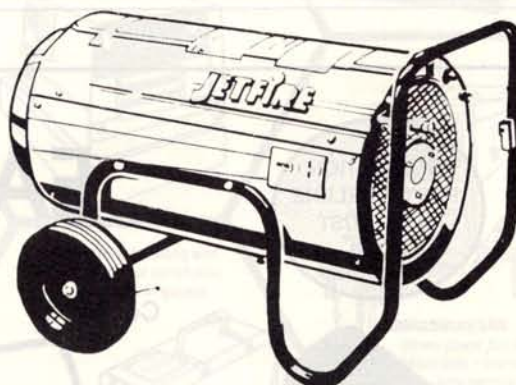
Localised hire meetings

After receiving feedback from association members as to what they would like the committee to do in

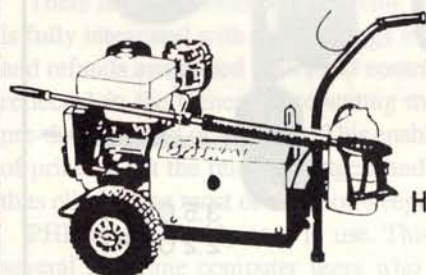
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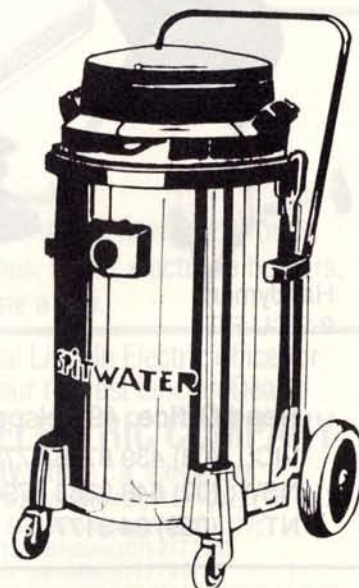


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1992, it was agreed that localised hire association meetings would be held to provide a forum for discussion and to provide members all over NSW with the opportunity to attend a meeting close to home.

To date meetings have been held in Kiama to cover the Wollongong and Nowra area, two regions of the Sydney metropolitan area with bookings made for the Canberra and Newcastle/Central Coast regions to be held within the next ten days. Attendance has been good and very positive feedback has been forthcoming. Future meetings to be held in the Coffs Harbour/Armidale area, Dubbo and Penrith/Blue Mountains.

Members will be advised by invitation as to when and where meetings are being held.

If you have already attended a meeting and wish to make comment, please do not hesitate to contact me at the office by mail, phone or fax — I would be delighted to hear from you.

Consultant Director

Our Consultant Director, Mr Bob Jackaman, is no longer working for the Association. During the time Bob worked for the Association he did a good job in promoting the Association and laid down a solid foundation for future Directors to follow.

In due course the position of Consultant Director will be filled and advice will be given accordingly.

JENNY LOHRI

Executive Officer

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Ironbark's data-flow system means data entered at the front counter flows through the complete system,

updating all relevant modules and preventing the need for time consuming data re-entry. And because Ironbark Software is based locally, modifications and alterations are always available to make sure the system you end up with is the system you've always wanted. Our flexibility makes a world of difference.

See the Ironbark Hire system demonstrated at stand 46, or call Systems and Management on (07) 257 1545 for more information.

Portables excel on the homefront

TWO divisions of the A. V. Jennings Group have hired stylish "up-market" portable office complexes from Prestige Portables for use in new home sales operations.

Freedom One Homes is using a custom-built, 9.6m x 6 building on its new Carseldine estate in Brisbane. The building includes two separate sales areas, lounge and large display area.

A similar building has been ordered for Freedom One's Browns Plains estate, and the company plans to make the eye-catching buildings its "trademark" on future subdivisions.

Another Jennings division, Today Homes, hired a 12m by 6m complex from Prestige Portables for use in Homeworld 11 in Sydney.

It includes a large display area, two sales cubicles, manager's office, fax/photocopier room, and toilets.



Prestige Portables supplied Freedom One Homes with this stylish portable building for use on the Carseldine estate

Jennings' experts have drawn on their design and interior decorating expertise to give the buildings extra individuality, style and warmth.

External additions include pergolas, decking and landscaping, while inside,

the buildings have been tastefully decorated and furnished.

Mike Barry, manager of Freedom One Homes, said: "Business has been spectacular. The office deserves part of the credit because it portrays a quality

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image, reinforcing with buyers the fact that they are dealing with a company of substance."

Mr Barry said that the hired sales office meant Freedom One was able to start selling the Carseldine estate as soon as the land was ready.

"Normally, we wait for the first display home to be completed, and use the double garage as a sales office," he said. "This would have meant a three-month delay after the estate was finished on April 10.

"Instead, Prestige Portables installed the office as the bulldozers were moving out, and the extra touches were added before the official opening on April 23."

Today Homes salesman, Chris Guy, said of the complex in Homeworld 11: "I think it's great. It's spacious and comfortable, with air-conditioning and good lighting."

Prestige Portables hires and sells portable buildings for any purpose. Standard, "mobile" units can be

delivered within 24 hours, while made-to-order complexes can be ready within 10 days of agreement on design.

Prestige Portables
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or toll free (008) 26 7979

ARIEL Aircompressors

ARIEL COMPRESSORS from Ariel of Marston in the U.S. are distributed throughout Australia by Australian Engine & Transmission Company.

Compressors are reciprocating and can be direct driven by either a diesel engine, gas engine, or electric motor prime mover.

While Ariel have until now been primarily a supplier of gas compressors which are used extensively in the

natural gas industry for both pipeline compression and booster compression, they have recently supplied a number of compressors designed to operate on air.

A new company recently formed in Adelaide, Western Air, has identified a major requirement for higher pressure aired systems, for use particularly in mining applications. Accordingly Western Air have recently taken delivery of two Model JGP1 booster air compressors which will boost the air pressure from 350psi to 750psi. Driven by a diesel engine, the engine and compressor and associated equipment are mounted on a base such that they can be supplied as a mobile package, which can be transported from one site to another with a minimum of delay and disruption to production.

Further details of applications such as this can be obtained from:

John Whitely,
2 South Street, Rydalmere,
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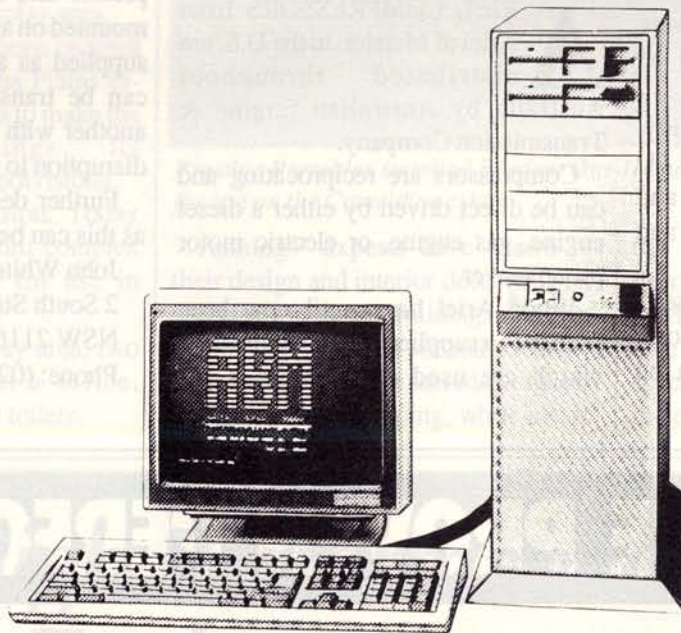
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The Software Link has all the answers and a proven solution for your hire business.

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

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PURE-FLOW Spin-On filters marketed by Australian Hydraulics Company in Australia, are supplied to some of the biggest equipment manufacturers in the world. High profile companies such as Fiat-Hitachi of Italy, Sauer Sundstrand, Carraro, Dynapac, Renault and Peugeot, J.I. Case, and J.C.B. of Great Britain, all use Pure-flow filters.

Pure-Flow Spin-On filters are made to ISO 29000 standard as set by world industry manufacturers. It is claimed that this conformity of a standard allows a high quality filter to be interchangeable on leading brand manufacturers equipment.

Spin-On filters come in a variety of sizes for flow rates between 0 and 500 litres per minute. They are easily replaceable, with an absolute rating of 10 micron and are available with and without indicators and by-passes.

In Australia, Pure Flow filters are used on earth moving equipment, tractors, transit mixers, and protection of hydraulic systems on machine tools.

Further information on Pure-Flow Spin-On filters is available from Australian Hydraulics Company — branches in all states.



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Safety first on ANZ Bank building

SAFETY was greatly enhanced when Hi-Climber work platform units were used for a major upgrading of the facade of the ANZ Bank building at 68 Pitt Street, Sydney.

Stuart Bros is totally refurbishing the 27-floor building, which was opened in 1962 by the then Prime Minister, Robert Menzies.

The external upgrading was completed in April, but internal refurbishing will continue well into next year.

External work included removing and replacing existing columns, installing new storm moulds, cleaning and re-sealing the facade with a waterproof treatment, and removing and replacing all corking.

Project amanger, Neal Jenkins, said there were several advantages in using Hi-Climber units, which consist of

motorised work platforms on steel masts, bolted to the building.

"Scaffolding is labour intensive, obstructs views and disturbs tenants, while swinging stages lack a stable work platform," Mr Jenkins said.

"Hi-Climber units have good capability, are very stable, easy to operate and require little maintenance."

Stuart Bros' safety co-ordinator, Chris Schultz, said that from a safety angle, the mast-climbing platforms were "a vast improvement" on other options.

"Swinging stages can swing around like a life boat in the ocean and often develop problems, such as water penetrating the electrical system," he said.

Mr Schultz said the service back-up provided by Hi-Climber was excellent.

"I have enjoyed dealing with them — they are a very responsible type of firm, and I think they have the interests of the building industry at heart," he said.

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.

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New from Alpen — Fluro Crepe Streamers and Paper

BRIGHT NEW colours in Fluro Yellow, Fluro Pink, Fluro Orange, Fluro Green and Fluro Lilac have been introduced into the Alpen range of Crepe Streamers and Crepe Paper. They are bright, very colourful and when teamed with Balloons such as Deep Purple, Green, Yellow, Pink and Orange, the atmosphere becomes immediately "Carnivale".

Balloon accessories such as Clips, Strings and Curling Ribbon conveniently cut to 1.25 metre lengths are of course available to use with the balloons. The Curling Ribbon comes

in a range of bright colours too.

A new shade that has become the fashion with partygivers and decorators is Jade Green. There are Balloons to match and as a contrast Deep Purple Balloons and Metallic Silver look great.

Silver Balloons are by far the most popular metallic colour. Silver Balloons are used in decoration for weddings, wedding anniversaries and Christmas. When Silver is combined with Black, Burgundy, Wine or various pastels, the resulting colour scheme can be very sophisticated and is particularly suitable for both males

and females celebrating one of the big '0' birthdays. Celebrating milestone birthdays from 30.... to.... 100 is very popular, despite the fact that most of us don't want to admit to having reached our next personal decade.

Following the American trend, Australians are celebrating more occasions and when they do celebrate they are making the effort to decorate. Many themes are used and the themes affect the decoration, food and dressing for the party. Even in a recession there are the traditional celebrations and personal milestones that are important to record and celebrate.



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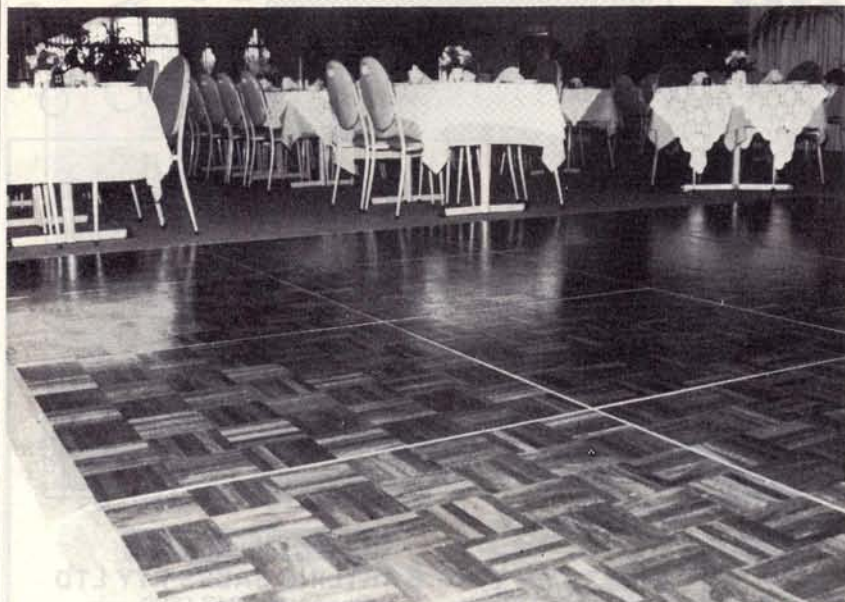
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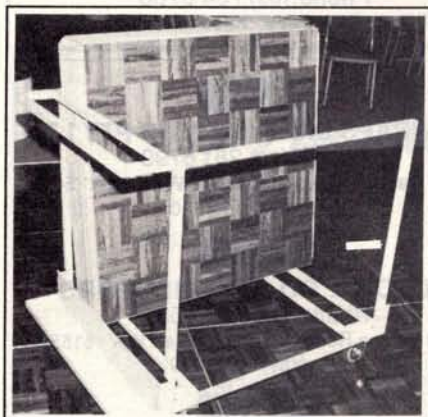
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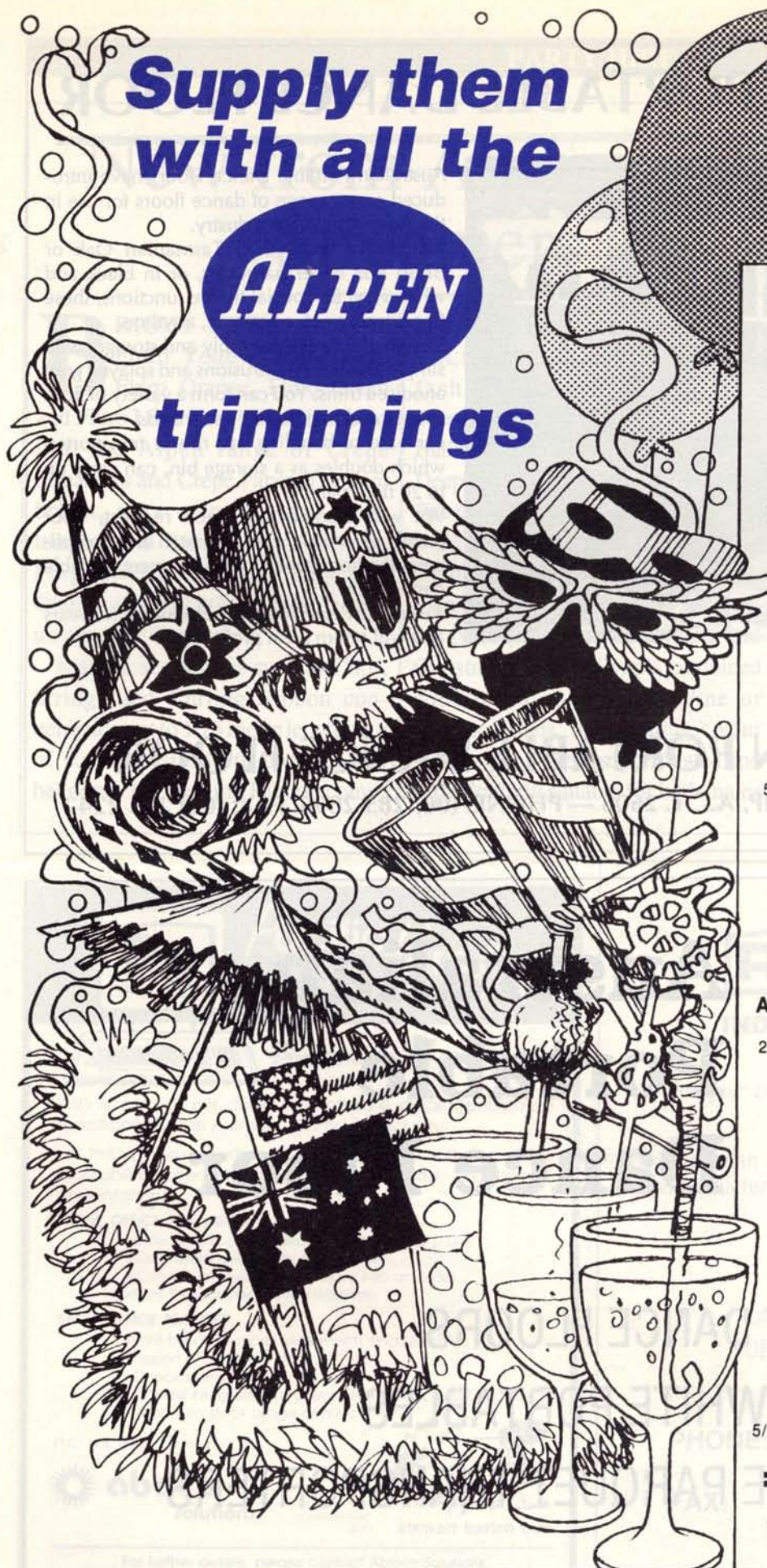
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Introducing the majestic new Baytex 12M Electron

IT IS now more than 12 months ago since we introduced the ELECTRON range of Marquees to the Australian market and we are pleased to report that this product has enjoyed considerable success with our customers.

Major developments in the Electron have seen the introduction of a 12m wide series and a lace up design for the 9m wide. The 9m x 15m one piece roof design, while quick to erect and take down, has proven a bit of a handful to clean and dry.

A feature of the construction of the 12m series was the development of a new eave band design. This is an area we have been working on for some time and our smaller Electrons have a very simple eave band to give the clean, smooth exterior lines we are aiming for.

However, with the advent of the 12m Series, much higher design loads on the stress points demanded a more sophisticated eave band design. This was

achieved with the introduction of an additional catenary web running in a curve between the side pole strong points. This web serves to distribute the guy rope tension more evenly into the fabric of the roof again ensuring a smooth crease-free profile.

The features of the new Electron range our customers enjoy most are: impressive looks, the roof shape is exciting and contemporary and catches the eye of potential customers. Ease of erection, fewer poles mean fewer pegs and more space in between, also more space inside for more flexible seating arrangements. Wind cheating profile, the absence of flat surfaces eliminates "fabric flap" resulting in a quieter, more stable tent. Reduced cost, while the larger Electrons in particular are still quite time consuming to make, new construction techniques and materials have resulted in economies which we can pass on to our customers in the form of reduced prices.

Complementing the Electron perfectly is a new range of roof linings which are cut to enhance the beautiful curve of the Electron roof. They soften the interior lines and create a wonderful ambience for a top-class wedding function. When teamed with Baytex French Window Walls, Centre Pole Linings and other quality accessories, the results are quite stunning. Party Hirers with Electron Marquees have a proven advantage.

Fabric is the never ending problem for all party hire operators and we at Baytex are continuously working to source the best fabric for each rental application. We are presently using a new top quality French fabric made by Serge Ferrari in our 12m tops. We are also working to source more fabrics with Antiwicking base cloth as we are convinced that this will be a major advantage to the industry. Our aim by this time next year is to have the problem solved.

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Jukebox party hire industry booming

MORE AND more people are hiring jukeboxes than ever before for their parties and functions, because they give the hirer what they want — good quality sound, easy to operate and no problems.

The reason for this is with the advent of compact disc juke boxes. Where old record jukeboxes would have up to 100 moving parts and require considerable maintenance, the new CD jukeboxes are fully solid state which require no maintenance and the players are a sealed unit and also require no maintenance.

This brings us to the point that the new CD jukeboxes are considerably more reliable and you don't get the breakdowns. Also the quality of sound is far superior.

At Compact Disc Jukebox Party Hire we manufacture jukeboxes for the party hire industry. Lightweight and easily

transportable, yet strong and durable. A lot of our new customers are hire companies that had never operated jukeboxes before and who got tired of passing on hirers and \$\$\$ to other companies, by purchasing our jukeboxes. They now reap the benefits themselves.

Just ask Bob Barnett of Barnett Party Hire, Wangaratta. He purchased his first jukebox in August 1990 and today Bob operates 4 jukeboxes. Bob had no previous experience in the jukebox business.

With our new 50s style jukebox, we are getting a lot more special occasion functions as people are taking advantage of the stylish looks and make the jukebox one of the attractions at the function, i.e. weddings, motor shows, radio station promotions. With our new 1992 model jukeboxes, the CD player sits on shock absorbers. This opens up a whole new hire market with river

cruises, pleasure boats, halls with wooden dance floors, etc. which caused problems in the past because the jukebox wasn't on a stable surface. Now you can rock the jukebox backwards and forwards and it will still play.

Now is the time for your company to purchase compact disc jukeboxes. Instead of referring jukebox hirers to other firms, buy your own and watch the extra money come in. At this year's Hire Convention, being held at Conrads Hotel on the Gold Coast, we are offering special deals on our 1992 range of jukeboxes with a special promotional package to help you get up and running.

For more information please contact:

David Miller

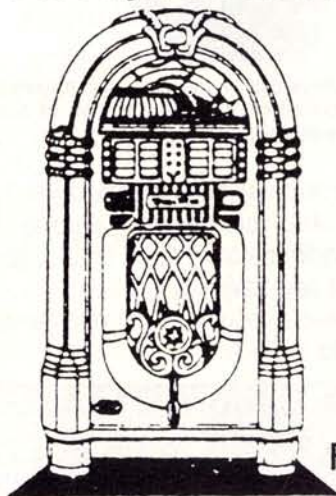
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Now all I've got to do is wait for the old Kawasaki to wear out. Mind you, the way it's going, it looks like I'll retire before it does, and I might never get that new Kawasaki . . ."

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Despite the pressure from the marketplace, Hitachi have resisted the temptation to compromise and have maintained the highest level of design and manufacturing standards.

Field evaluation is an important segment in the development of Hitachi power tools. Prior to their release to the marketplace every tool is rigorously tested in actual hire conditions here in Australia. From the snowfields of the Snowy Mountains to the scorching heat of Central Australia – Hitachi tools continue to send good vibrations.

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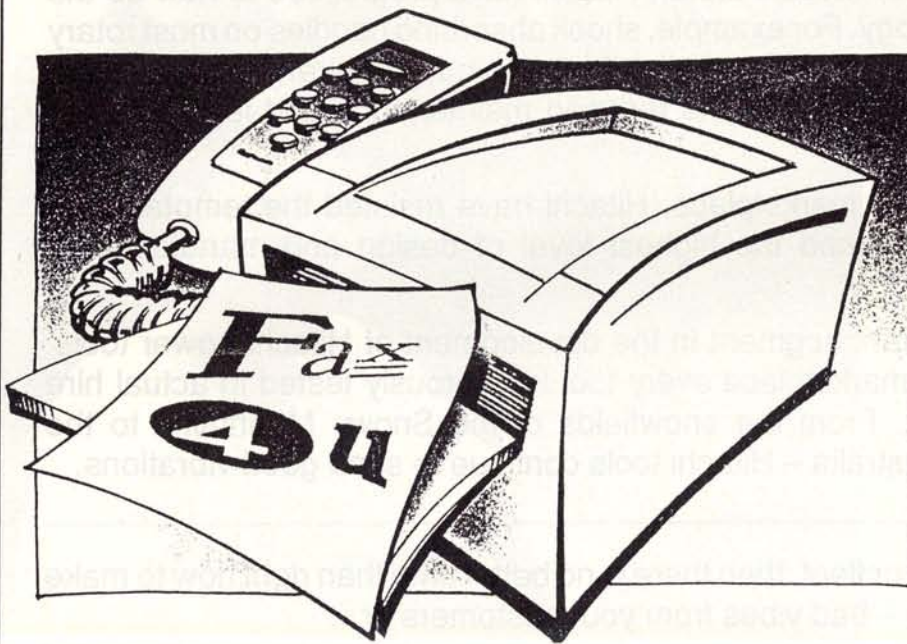
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Adding a new department can increase traffic flow and profits



ADDING a new product or service to your store can be the elixir your business needs to get back on track in this tough economy. When you expand into a new merchandise category or launch a new department, you create the potential to increase your sales volume in two ways: 1) you have another item to sell your existing customers; and 2) you broaden your store's appeal and this will attract new customers.

The addition of a new product can also provide less direct — but equally important — benefits to your business. It can build goodwill among your customers (especially if the item is something they have requested), add excitement to your sales floor; create new advertising and promotional opportunities, and protect your turf by preempting a competitor who sells the item from moving into your area. Moreover, when you aggressively add to your inventory, you are sending out the mes-

sage that, despite what the media says about a "recession", you're confident about your business — and this attitude will rub off on you customers.

As with any other major business venture, however, the success of a new department will depend largely on how well it is planned, executed and promoted. If you are considering expanding the range of good or services offered by your business, here are some guidelines to follow.

Choosing a product

Determining which product or service to add to your store is, of course, the most important decision you will make. The best rule here is to let your customers be the guide. Many business owners report that they first got the idea to branch out into a new item after receiving repeated requests for it from their customers.

But even if nothing stands out as being particularly in demand among

your clientele, there are steps you can take to zero in on products that will complement your current inventory and be a fruitful addition to your store. Take inventory of other retail businesses in your industry — are there any goods or services they are offering that you are not currently involved in? What about accessories or add-ons that can be used with your existing products? Attending trade shows and reading trade magazines are other excellent ways to learn about different products that have performed well for others who are in your type of business.

Also, take a long hard look at your clientele. If your store draws a particular demographic group, consider other items that hold strong appeal to individuals of the same age, sex, income and interests. Or, on the other hand, if your prototype customer tends to come into your store with another family member (spouse, child, etc.), it might be wise to add a product sideline that will reach this "secondary" group of consumers — who, after all, may have nothing to do but stand around and browse while their companion is making his/her selection.

Once you have targeted a product that seems like a good candidate — whether through customer request or your own research — you should evaluate it in greater depth before making the commitment to take it on. First, conduct an informal poll of your customers to determine just how much of a demand there actually is for the item.

Second, gauge the extent of the competition in your immediate market area. Find out which other stores and businesses carry the item, the price they use, and whether they run many sales and promotions on it. An item that is

routinely discounted should generally be avoided, since its profit margins will be slim.

Third, talk to store owners in other parts of the city who have the product to find out how successful it has been for them. Be sure to ask if they have encountered any special difficulties or problems with it, such as slow deliveries from suppliers or excessive damageability.

Executing the expansion

If everything checks out and you decide to go ahead and add the item, there are several things to consider in executing your expansion. Unless your store already has enough space to accommodate the new department, you will have to decide between expanding the physical size of your sales floor and eliminating or cutting back another product category. Which of these alternatives you choose depends on your particular circumstances — whether you have the capital and space available for expansion, for example, or whether you feel there is a product that can (or should) be eliminated. Regardless of which route you take, make sure you have enough space to set the new item off in its own area, and to draw attention to it with signs and other point-of-purchase material, so that customers who enter your store will immediately be aware of the addition.

You also will have to decide whether to “test the water” by bringing in a small amount of the new product at first, or whether to take the plunge and set up a full-blown department.

Although the first alternative may seem most attractive because it allows the store owner to gauge customer response before making a heavy financial investment (and this definitely is an advantage), there is also a strong argument for starting out with a large inventory. Studies have shown that when a store brings in a small amount of a new product, it may not provide an adequate “test”, since customers often will not

buy an item if they perceive the selection as being poor.

Timing is another critical element in the success of a new department. You will want to start realising a return on your investment as quickly as possible, so if the item is seasonal it should be brought in at the appropriate time of year. Similarly, when adding a service that consumers typically look for in the yellow pages, make sure your timing coincides with the issuance of a new directory; otherwise you may have to wait as long as nine months to a year to be listed — and you will miss out on countless sales in the interim.

‘As with any major business venture, however, the success of a new department will depend largely on how well it is planned, executed and promoted.’

Training your employees to demonstrate and rent the new item is another important preparatory step. One way to ensure that your sales people obtain the necessary product knowledge is to arrange for your supplier to come into your store and hold a seminar. Many suppliers and manufacturer’s representatives are happy to do this as part of their service to a new account. It’s also a good idea to designate one of your staff members as a “specialist” in the new product area. Employees sometimes shy away from things they are not familiar with, so the new item may get neglected unless somebody is specifically held responsible for it.

Promoting the department

Just like a brand-new store, a new department will get off the ground much faster if it is advertised and promoted. But when you add a department, you are many steps ahead of the brand-new store owner — you already have an established clientele that can serve as a customer base for your new product.

Thus, the place to begin advertising is with your store’s existing customers. This can be done effectively and inexpensively by taking the following steps: having employees inform customers ahead of time that the new department is coming; putting up signs in the store; sending postcard announcements to customers on your mailing lists, and handing out coupons to customers that offer them a discount incentive to try the new item.

However, because one of the objectives of adding a new department is to expand your store’s clientele, you also will have to advertise to a broader market beyond your current customers. A well-placed series of media ads is, therefore, a wise investment. A good way to draw attention to the new item is to build your add around a sweepstakes drawing or contest, in which the new product is given away as a prize. The ads should invite consumers to come to your store to register for a chance to win.

Holding a “grand opening” celebration for the new department is another excellent way to generate public exposure. Not only will such an event promote the new product, it will also create excitement for your business as a whole and convey the image that you are a dynamic company that is aggressively innovating and evolving.

Last, but not least, don’t overlook the opportunity to obtain free publicity for your department by sending a press release to the business editor of your local newspaper. With all the talk of gloom and doom today, most business sections are eager to print “positive” news about local stores and companies that are on the move and expanding. □

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Theft of equipment

FOR A long time members have had continuing problems with fraud and theft in their hire activities. Although incidents have been reported to local police stations, the police have often regarded them as localised small matters, since there has been no centralised collating system to show up the magnitude of the total problem.

The Association has had discussions with the Crime Prevention Office of the Victoria Police. These have clarified a number of aspects of dealing with the problem, and the police have been most helpful in suggesting procedures to minimise the adverse financial effects on members. Below are a number of recommendations arising out of the discussions, which we hope will benefit members if adopted.

Even when members have located stolen items, it has in the past been very difficult to obtain possession of them. You may not be aware that there is a new Second-Hand Dealers and Pawnbrokers Act dealing with this. Relevant sections of the Act state:

"A person claiming to be entitled to the possession of goods in possession of a second-hand dealer may apply to a Magistrate's Court for an order for delivery of the goods. The application must be supported by evidence on oath of affidavit, and if satisfied by the evidence the Clerk of the Court may make both of the following orders: an order directing the dealer to deliver the goods to the applicant, and an order directing the dealer to refrain from altering the form of the goods and from disposing of them in any way except delivering them to the applicant."

If the dealer lodges an objection then procedures are set out to ascertain the true owner of the goods.

The Association's recommendations to members are:

- ① It should become standard practice for all members to have some form of photographic record of every customer entering into a contract of hire or rental. If a Polaroid camera is used, guidelines would need to be established regarding handling procedures of the photograph, and it should be destroyed in the customer's presence upon satisfactory completion of the contract, i.e. when equipment had been returned and all financial details completed. A less expensive alternative would be to use a video camera, in which case the videotape can be re-used. Such a policy would need to be clearly displayed at premises so that customers know that it is a standard procedure.
- ② Hire/Rental Contracts should be printed on carbonised paper of a similar type to that used for Bankcard transactions. This special paper readily allows palm prints or fingerprints to be "lifted", thus assisting the police to trace offenders. In this case the top copy must be retained, and the duplicate given to the customer. The use of a standard hire form used by all members would enable law enforcement agencies and insurance companies to record and scan electronically the details of stolen equipment.
- ③ Each member should in addition to keeping records of serial numbers, etc. of equipment, implement some sort of system of identification for all items.

This is probably most easily done by use of a special marking paint that cannot be obliterated by painting over it. One brand is Aust-Guard, which is colour-coded for instant identification, and is supplied to each client as their own unique formula. It is not cheap (at about \$600 per litre for 2,000 applications), and is available from Max Simpson, Aust-Guard Security Services, 91 Hay Street, Subiaco, W.A. 6008.

- ④ At present thefts from sites are reported directly to the local police by the hirer/renter. They should be required to include the name of the (hire firm) owner in their report, and also to report the theft immediately to the company hiring out the equipment. The report to the police should include important information such as engine size, serial numbers and identifying marks. The police are prepared to forward a copy of this Crime Report to the Dealers Squad, who have a collator capable of maintaining an up-to-date repository of information about equipment that has been stolen or fraudulently obtained.
- ⑤ We currently operate a "Red Alert" scheme for those members who join it. The Association is prepared to establish a Database for members' use. As soon as a theft of fraud is detected, all information, as per the attached form, would be sent immediately to the Secretary for insertion in the Database. Once a month all new information in the Database would be sent to all members, as well as weekly to the police Crime Prevention office for forwarding to all Police Divisional Districts.

FEIN NIBBLER

THE FEIN nibbler model RSS636-4 has been specially designed to cut sheet metal profiles which have 90 (right angle) bends.

Roofing and wall cladding profiles can be cut easily and cleanly either along the profile or at right angles to the profile.

The machine is light (only 1.6kg) and easy to use.

The throat of the cutting die is designed to allow the body of the machine to move freely through the very difficult cutting positions created by the 90 angle of the profile.

The cutting action does not burn the metal or harm any protective coating on the sheet. It leaves no difficult-to-

remove metal dust particles. It does not distort the metal on either side of the cut.

Sales and service facilities are available on a national basis throughout the Fein Power Tool Network:

Sydney: 134 Bonds Road, Riverwood

Phone: (02) 543 3533

Fax: (02) 533 2650

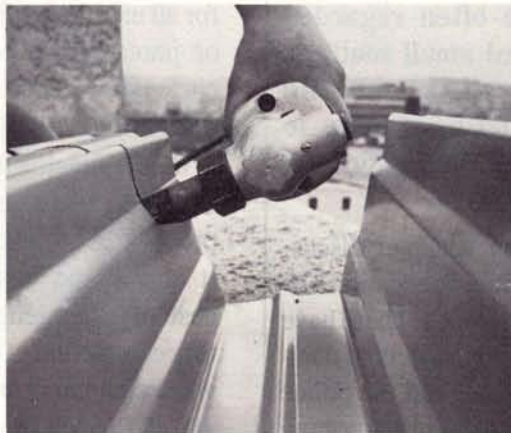
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Mobile tower crane has 58m height

A MOBILE tower crane with a height of up to 58m is being used in the construction of a \$15 million, 12-storey block of units at Bondi Junction in Sydney, where site access is very limited.

This unusual crane, on hire from Brambles Cranes, is an American-built Manitowoc 3900 which can be used either as a conventional crane or in a tower configuration.

With 49m of tower and 45m of boom, the Manitowoc 3900 will lift 3.8 tonnes at 45m radius. Towers up to 58m and boom lengths of up to 63m are possible.

The crane was chosen by builders, Concrete Constructions, because of its ability to be set up quickly in a confined space, providing a viable alternative to a conventional tower crane.

The rubber-tyred Manitowoc, which is a legal road vehicle, has a lattice type boom and is versatile in that it can be



A Manitowoc 3900 mobile tower crane on hire from Brambles Cranes to Concrete Constructions for use on their Bondi building project.

used as a tower on low-rise buildings and can be assembled aerially or on the ground. Aerial assembly was used at Bondi due to site restrictions.

The vehicle has been on site for several months and is being used for general lifting including formwork, steel reinforcement, bricks, services pipework, scaffolding and remove on-site debris.

The first three floors of the building will incorporate shops, offices and car parking area, while the remaining nine floors will contain 52 high quality units.

The block, which was begun in December 1991, is due for completion at the end of this year.

For further information contact:

Ian York, Manager Brambles Cranes
P.O. Box 465, Smithfield, NSW

Phone: (02) 604 5888

Facsimile: (02) 725 2194.

Kubota tractors – the best you can buy

IT'S NO SECRET that Kubota's ride-on mowers and garden tractors cost a little extra. It's no secret either that they're the best you can buy. Kubota engineers didn't cut any corners when they designed for this segment of the market. From rugged engines to adjustable spring suspension seats and cruise control, these machines boast a variety of exceptional features.

Kubota offers three different series, each to cater for specialised property maintenance needs encountered by contractors, hobby farmers and domestic or commercial property owners.

Designed for the professional, the G1800 and G1900 models have been developed to do a better job with greater speed and comfort. These tractors are fitted with durable liquid cooled 3-cylinder, 16 or 18 hp diesel engines. They feature hydrostatic transmission with cruise control and shaft drive mowers to handle even long, wet grass with ease. A shaft drive three bag 354 litre grass catcher is optional.

Operators quickly become aware of the efficiency and comfort benefits of the G series. The large fuel tank and remarkable light and tight four-wheel steering allow for longer running and

less fatigue. Cruise control eliminated the need for constant foot pedal pressure, while the adjustable spring suspension seat fitted on the semi-flat deck maximises comfort.

For those who need the versatility of a rugged 3-point hitch, the GT Series stands alone. Kubota's sleek GT integrates engine, tractor body, mower deck and implements in a big performer for the small acreage owner.

Powerful three cylinder liquid cooled diesel or petrol engines (16hp and 21hp) deliver the high torque rise needed for heavy-duty work. A large volume pump provides plenty of power for efficient implement operation. Both GT850 and GT1050 models feature cruise control and feather light steering and all the safety features of the G Series range.

When it comes to ride-on mowers, Kubota beats the competition with more than eye-appeal. Kubota brings new standards to lawn care. Another world first! The T1600H ride-on mower sets the pace with a 2-cylinder 13.5 horsepower liquid cooled diesel engine.

Kubota have come with an exclusive Three Vortex Combustion System (TVCS) which provides the ideal air-fuel mixture. The result — reduced maintenance, extended engine life, reduced fuel consumption and superior performance.

Kubota's shaft drive system ensures quick, responsive operation, while the hydrostatic transmission increased the power, the durability and the **fun!** The 3-blade 44 inch mid-mount mower is powerful and efficient, without the parts replacement and adjustment problems of belt driven systems.

Add to engineering brilliance a host of safety and comfort features and it's easy to tally the difference for which you pay a little extra.

For further information contact:

Bruce Hawkey, Marketing Manager

Kubota Tractor (Australia) Pty Ltd

9-23 King William Street

Phone: (03) 309 2000. Fax: (03) 309 2933



Hyster's A1.00XL Electric Lift Truck

YOUR LIFT truck's manoeuvrability through tighter turning means an increase in productivity. Hyster Australia Pty Ltd knew this and eagerly awaited the arrival of their A1.00-1.50XL series of three wheel electric trucks, models which have sold over 4,000 units world-wide in such a short time.

The star feature is the variable wheelbase design, when the mast is tilted back-

wards, the extended wheelbase provides greater travelling stability. As the lift truck is manoeuvred for stacking (i.e. the mast is moved forward), the wheelbase shortens giving a tighter turning circle the opposition wishes it could match.

Hyster have been producing electric lift trucks with a difference for over 20 years, concentrating on design, quality and reliability to stay ahead of the competition.



Rugged welder for powering remote operations on and on

THE POWERWELD 310-I AC/DC diesel welder and AC power source, developed for the demanding Asian Market, is also available locally.

Australian designed and manufactured by The Lincoln Electric Company, the field welder gives 40-330 amps of AC welding current output and up to 320 amps of DC current as well as 240 volt, 50Hz auxiliary power.

Mounted on a substantial chassis, the welder is tough enough to stand up to heavy hauling across country.

The machine also features Lincoln Electric's new powder coat finish which retains its brilliant appearance as well as protecting the body panels for many year.

The Powerweld 310-I is powered by a Kubota water cooled, four stroke, three cylinder diesel engine. This is the same engine used in the Weldan-power 275Q, noted for quiet operation.

An air cleaner silencer and an exhaust muffler are mounted inside the engine's canopy to cut induction noise and radiated sound.

The Powerweld 310-I is also suitable for long-term primary power and temporary stand-by, or emergency power. Its AC generator's 6000VA, 240v, 50Hz output can light sixty 100 watt bulbs or drive a 2hp motor, started without load, while the 3000VA, 115v, 50Hz output can drive a 1hp motor, started under no load.

It can operate all AC power tools within the rating of the unit. Simul-



The Powerweld 310-I AC/DC diesel welder and AC power source, designed and manufactured locally, features Lincoln Electric's new powder coat finish which retains its brilliant appearance as well as protecting the body panels for many years.

taneous welding and auxiliary power loads are permissible.

As an AC welder, the Powerweld 310-I runs stick electrodes for stainless, alloy and high tensile welding and for hardsurfacing.

For demanding applications, such as TIG welding in AC and DC, the unit features a multi-position current selector switch plus fine current adjustment.

The welder works well with Lincoln Electric's LN-25 wire feeders for continuous wire welding with MIG and flux-cored wires and extends the reach of welding in awkward locations.

Other optional features include:

- The High Frequency unit with gas valve for TIG welding.
- A sprung road trailer with 14in. pneumatic tyred wheels and coupled for a 50mm ball, in kit form or factory fitted.

The Powerweld 310-I field welder is guaranteed by the Lincoln care warranty for 3 years after purchase covering parts and service.

Availability of spare parts for the unit is also guaranteed by Lincoln Electric Australia for 15 years past the last manufacturing date.

For further information, contact The Lincoln Electric Company (Australia) Pty Limited, 35 Bryant Street, Padstow, NSW2211. Phone: (02) 772 7222.

Lincoln Electric's magic box for the man on the move

THE LN-25 portable welding wire feeder and gun/cable assembly will be featured on the Lincoln Electric stand at this year's Hire and Rental Expo, to be held at the Hotel Conrad on Queensland's Gold Coast.

The unit offers even further scope for welding operators in reaching remote and awkward work sites.

In addition to its outdoor Inner-shield capabilities, the LN-25 can handle gas shielded wires, thanks to a built-in solenoid, which is automatically engaged when the gun trigger is depressed.

The unit can also be hooked to both variable and constant voltage power sources without the need for adapters as well as being compatible with existing petrol or diesel generators.

The connection to the power source is via the electrode cable only. There are no control cables necessary.

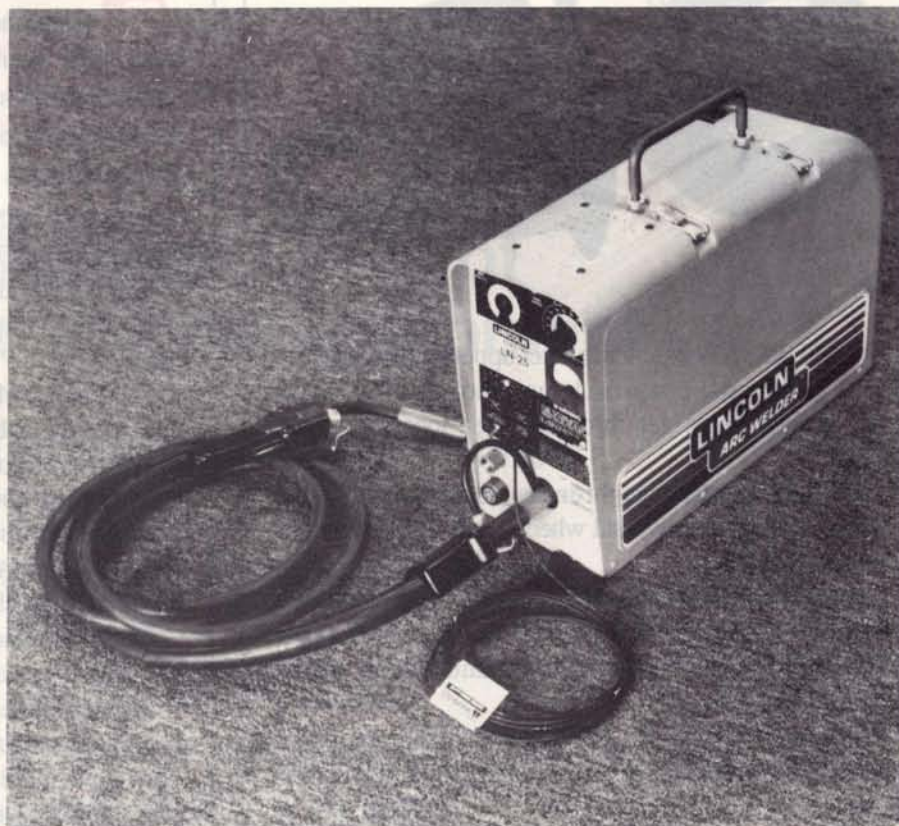
The unit is proving especially popular with contractors, while being both multi-purpose and mobile.

The wire driven assembly features a quick release mechanism for effortless changing of the electrode.

The LN-25 takes up to 15kg electrode coils. Simply connect the electrode cable, clip it to work and it's ready to weld.

Valuable in cases where the operator needs to concentrate attention solely on the weld, such as vertical or work on drafty sites, electronic circuits protect the feeder from excessive wire drive overload and power source over voltage.

Feedback from the unit's tachometer is monitored to control wire feed speed and acceleration,



while solid state dynamic braking rapidly stops the motor to minimise wire overrun.

While weighing around 15 kilograms, the unit is as compact as they come, enabling LN-25 to go where no semi-automatic welder has gone before.

As with most Lincoln Electric machines, the unit is backed by a three year warranty covering parts and repairs with spare parts support guaranteed over ten years.

The Lincoln stand at this year's HireExpo will also feature their popular Weldanpower range of engine driven welders and auxiliary power sources.

For further information contact your nearest Lincoln Electric dealer or ask the man on the stand.

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& Exhibition**

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A new multi-purpose saw from Homelite



THIS SAW extends market opportunities. Lighter and more powerful to use, the Homelite MP38 Saw helps get through tough jobs faster and easier.

With the lightest weight in its class (8.8kg/29.5lbs) and an exclusive universal wheel shaft, this saw stands out in the industry.

A triple air filter system for extra engine protection, a wrap around handle that reduces vibration and a new semi-automatic belt tensioner and wheel guard positioner.

The rugged new 62cc 2-cycle Homelite engine is designed and matched to wheel speed to optimise performance.

The 1.4 litre fuel tank gives longest running time of any saw in its class.

The new Homelite MP38 has many features not seen before in one cut off saw and is therefore suitable for more applications hence opening new markets.

For further information contact:
Homelite Textron 008 036 163

Heavy duty mixer drive

A HEAVY duty concrete mixer drive has been released by Australian Hydraulics Company. Designed for use with Sauer Sundstrand hydrostatic pump motor combinations for infinitely variable drum speed control, the new mixer drive is manufactured by Sauer Sundstrand of Neumunster, West Germany.

Called the HPM51, the new drive system offers torque capabilities to 51,000 Nm. the unit is based on Sauer's existing proven design, but offers a number of substantial innovations that provide improved reliability and longer life.

The new HPM51 heavy duty mixer gearbox utilises a new concept in the hardening process of the ring gear for longer and more trouble free life. It also has a strengthened housing design that eliminates torsional stresses from the system. A modified spherical main roller bearing with improved start up and running lubrication capabilities is also built into the new drive.

Large oil capacity of 14 litres for optimised lubrication on all rotating parts of the design criteria.

The new system offers a water pump drive option and is supplied as standard in a 99:1 ratio configuration. Input maximum speed is 2,000rpm, maximum swivel angle is plus or minus 6 degrees and weight is 240 kilos.

Further information is available from Australian Hydraulics Company — branches in all states.

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New release from JLG

JLG INDUSTRIES Australia is preparing to unveil two new products at this year's ARA Exhibition. Both products are at the small end of the company's huge range of high quality self propelled elevating work platforms.

The new 30HA boom lift and CM1432 scissor lift are both aimed at providing safe, reliable, low cost access

primarily in industrial and commercial applications.

JLG's General Manager, Geoff Campbell, says: "These products complete JLG's range, so we are now able to provide everything from a 14-foot scissor lift. JLG is committed to being the best supplier of self-propelled elevating work platforms in Australia. We have the highest standards in machine safety and reliability, built

especially robust for the arduous hire game. We also back our products with a huge stock of spare parts at our main Port Macquarie facility, with further stocks at our branch and distributors outlets."

Earlier this year JLG restructured its operations to focus its efforts to better serve its large Australia customer base, particularly in the hire and rental business.



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Cockburn Corporation establish new sales division

COCKBURN Corporation, the operators of the successful Western Australian Hire Company Cockburn Hire, have recently established a new sales division know as "Co quip". The primary objective of this division is to offer clients the choice between hiring and buying equipment. Traditionally the group have focused on hire, of which they are now second largest group in Western Australia behind Coates.

Co quip at present are the manufacturers agent for Australia for the Sinano 10 & 17KVA power generators, the Denyo range of welder/generators, the Denyo range of power generators, Merlin portable toilets in Western Australia and importers of industrial tarpaulins.

Co quip will be able to utilise the 25-strong branch network of Cockburn Hire in Western Australia and Darwin. All Cockburn Hire branches are now equipped with demonstration and exhibition stock, allowing customers to view the latest of industrial products available. Co quip have also commenced recruiting agents throughout Australia, in an effort to penetrate the Australian market.

Co quip look forward to talking to the Hire Industry at this year's annual Hire Conference at Jupiters on the Gold Coast.

New Floor Saw with fingertip control

HIREXPO is the venue for the release of a new model floor saw from Flextool that offers many benefits including improved performance and convenience.

Perhaps the most impressive feature is the fingertip control of blade adjustment. Although the weight of the machine is concentrated over the blade to maximise cutting performance, an ingenious spring counterbalance ensures that blade adjustment is simple and effortless. A depth indicator enables the operator to monitor the blade position and depth of cut.

The height of the handle is adjustable, and for added safety the motor throttle and water tap are within easy reach.

The heavy gauge steel baseplate and wide front wheelbase ensure reduced vibration, improved stability and accurate cutting.

Versatility of the machine is enhanced by its ability to cut on both sides and up to a wall. The standard machine uses a 360mm blade. When fitted with an optional guard and a 410mm blade, the depth of cut increases from 125 to 150mm.

Honda or Robin petrol powered models are available with oil level cut out protection. A crane lifting hook and a water tank is available as accessories.

The machine is built to the high standard of quality and performance that are synonymous with Flextool products and well proven by the hire industry.

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