

HIRE and RENTAL **Industry Quarterly**

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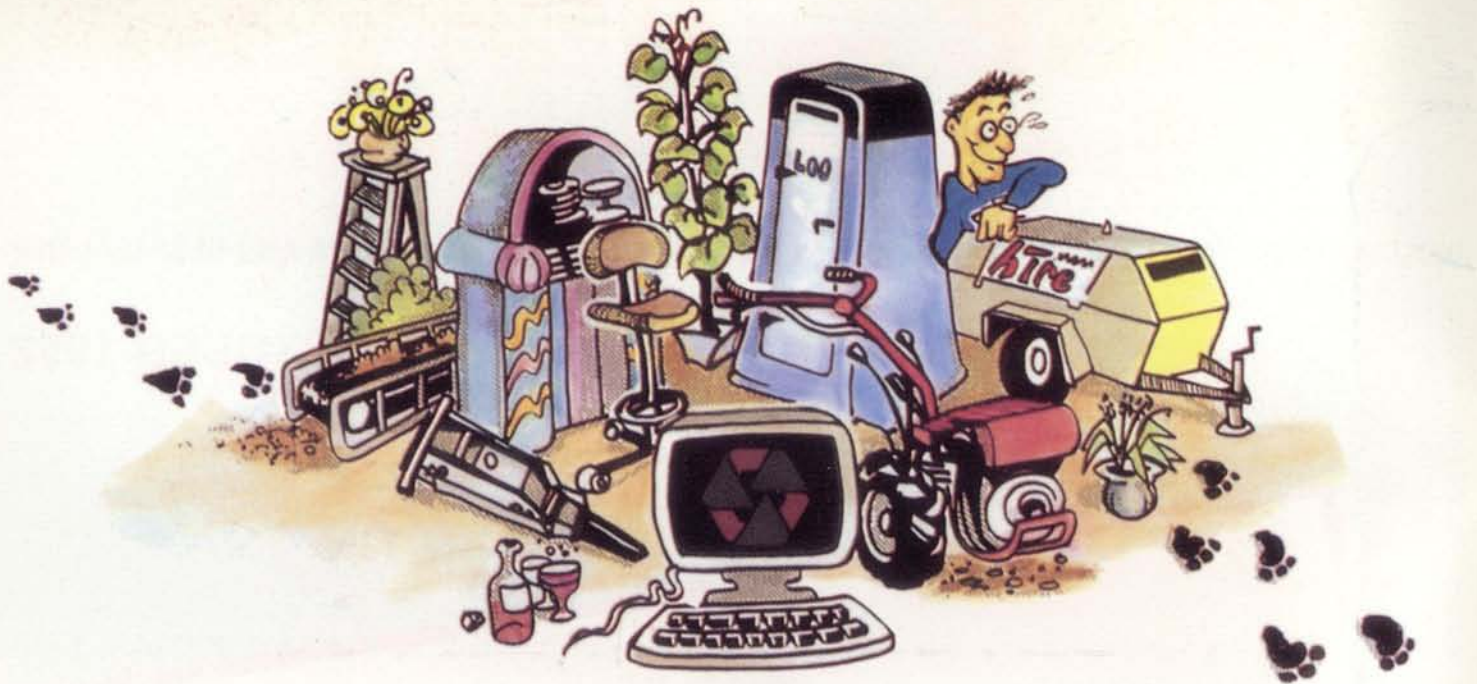


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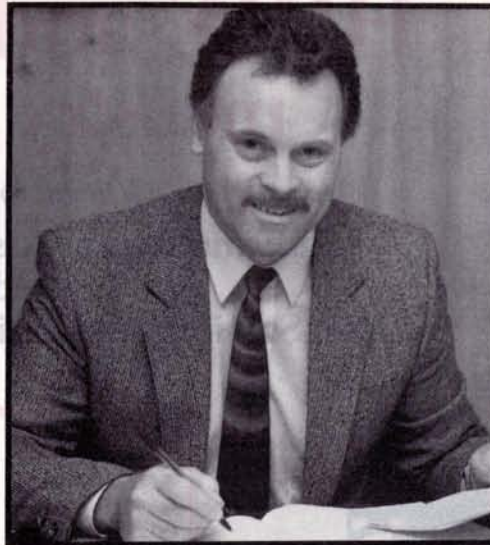
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PRESIDENT'S REPORT



Mike Wilton, National President

Conventions, like the years, roll past and their importance is assessed as we look back at them. Our 21st International Hire Convention and Exhibition in Queensland will doubtless be judged as significant for several reasons. It was attended by over 170 delegates and 65 exhibitors who all agreed that the occasion was the most successful for several years. For this writer, the mood was certainly more optimistic than in recent years, and this was reflected in enquiries and sales at the exhibition.

Notable too, was the release of the HRA Safety Manual, emphasizing both the increasing awareness of the importance of safety as an issue, and a further increase in the service our Association provides for members. It was my personal pleasure to present the 1992 President's Award to Pat Pearce from South Australia, and Life Membership to Des Whelan. Congratulations go to the Queensland division for arranging a well-attended event that was informative, enjoyable and commercially successful.

During August, I was happy to accept an invitation from Tasmania to attend an inaugural meeting of approximately twenty hire organizations in Hobart. Until now, Tasmanian companies have only been able to join the Association as Victorian members. They are now keen to set up their own division to address state issues – their enthusiasm and the fact that some had driven from as far as Burnie and Devonport augers well for the success of the expansion of the HRA into the Apple Isle.

A significant event in September has been the appointment of Eric Johnson as Consulting Engineer to the NSW division. Eric brings with him a wealth of experience from acting in the same capacity for the Elevating Work Platform Association of Australia.

Like the HRAA, the EWPAA promotes service and safety standards among its members. As Eric continues to act for both associations, I believe that the arrangement will promote a closer relationship between the organizations, as we both have similar aims and aspirations for our members in the rental industry. The broader our coverage, the greater the level of service and representation we will be able to provide. In these difficult times it is appropriate that we are able to promote unity, and speak for our industry at all levels.

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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21st NATIONAL COMING OF AGE CONVENTION

Queensland Region has successfully hosted the 21st National Hire Convention and Exhibition. The weather and the venue contributed to the success and the exhibitors put on an excellent display.

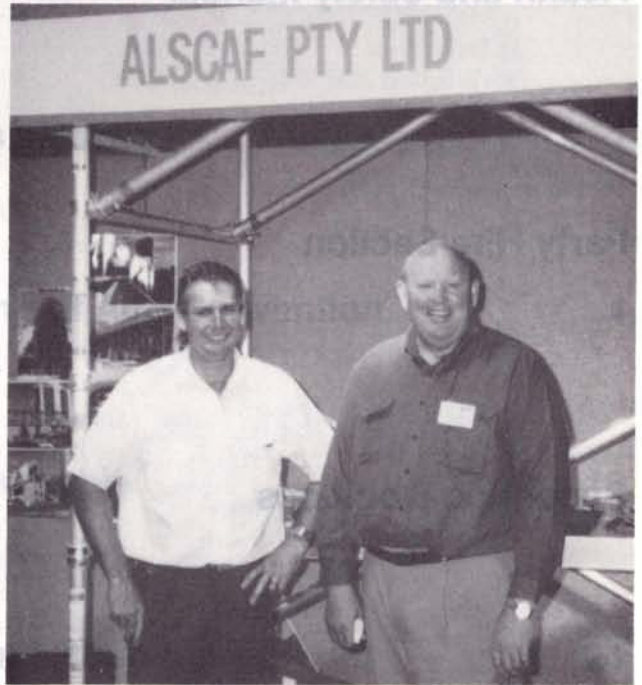
TILT TRAY TRANSPORT & COATES HIRE supplied the transport and fork-lift used for setting up and pulling down the exhibition which was no easy task. MOLE ENGINEERING sponsored the daily Convention Bulletin.

Monday morning was taken up with arrivals and registration with time for delegates to look around before a tour of six Gold Coast Hire operations commenced at 12 noon. We were made most welcome and Coates supplied a very generous luncheon and light refreshments were offered by the other companies. All the yards looked spic 'n' span, and Moreton Hire displayed an impressive Party Hire operation.

The "21st Celebration" reception was held in the "Fortunes Club" and this was a perfect setting for delegates and exhibitors to meet and socialise with each other.

Tuesday morning opened with business sessions and included four Association speakers who spoke of their experiences in the industry. They were Arthur Staines of All Hire & Trading, Margaret Neate of

Cairns Party Hire, Harry Stacpooole from Stacpooole Hire in Tasmania and Stephen Donnelly, National Hire and President of the NSW Region. This segment was found to be popular with the delegates who attended.



David Griffith (Rapid Metal Developments), Maurice Abbott (Alscap Pty Ltd).



Kemble Miller (Flextool Vic), Adrian Sheather, Noel Ryan and Paul Dimmock (Hitachi Power Tools).



Grant Friis (Trilogy NSW), Gary Kerr (Northside Hire), Bruce Davies (Trilogy NSW) and Alan Clayton (Trilogy Vic).

After a short tea break, Hank Parker, President of the American Rental Association addressed the delegates on general trends in the rental business in America and he commented that he hears the same things in America as he is hearing in Australia with regard to difficulties and trends in the rental business.

Richard Woodhead then conducted a session on "The Legalities of Hire". He gave examples of situations which could lead to legal action being taken against members, and pointed out the large sums of money involved. The legal responsibility lies with the company hiring the equipment, even if negligence by the user appears to be a contributing factor.

He told how there is always a large cost involved and even if the case is won, the legal costs to defend the action can be very high. Richard also conducted a Workshop later in the afternoon, where members were able to ask advice on various legal issues.

The exhibition centre was open for shopping sessions both in the afternoon and evening.

On Wednesday 19th, David Pye, from Carlingford Consultants conducted a Safety Seminar and launched the Association's National Occupational Health and Safety Manual. He emphasized the need to know the Safety Laws which include the requirements of Worker's Compensation and what is required of employers and employees at work places.

Not only are corporations held responsible, but individual officers, managers, supervisors and employees for acts or omissions which result in serious injury.

Penalties for breaches can be severe, ranging from \$50,000 to \$250,000 for corporations, up to \$25,000

for officers and up to \$2,500 for employees. Jail terms may apply for serious cases and wilful repetition.

The requirements can be complicated and cover the care of employees, customers and making the workplace safe. The employer has a duty of care to all employees under Common Law. Employers must also observe Statutory Laws.

On Wednesday afternoon, other sessions included the Power of Marketing by Bill Proud, who also followed with a workshop on marketing applications. Later, there was a session on Taxation by Graeme Sykes on Implications for Hire.

Finally, Jim Whiting, Queensland Director of the National Safety Council spoke on Hire and Safety and commended the Association on the material available for members which could be seen at the Association booth.

Movie World was the venue for the CASA-BLANCA DINNER on Wednesday evening with the opportunity of seeing and participating in some of the "behind the scenes" skills of movie making before being entertained by a brilliant young pianist setting the mood from Humphrey Bogart's film. Last but not least, the belly dancer gave lessons to willing participants. This was voted a fun night.

The final exhibition was open on Thursday morning and there were two workshops to choose from – General Hire and Party Hire which ran until lunch-time. The schedule was very tight for those who went to every session but having the opportunity to obtain this information was time well spent.

Continued Page 6

Lunch was held in the International Showroom, and this was a surprise to most. Lunch was served at the tables overlooking the stage, and some very talented members of our Association gave a performance that you might see in real life at any time in a Hire Shop.

Greg Dwyer wrote and directed the act and played the anchorman role. The parts of the customers were played by Scott Walker, Owen and Cathy Staines, Robert Johnston and Ian Milton, and showed the funny side of situations ranging from the bad service

at the front desk, through to the ill-informed customer and ignorance of conditions of contract etc. It was well played and the messages were loud and clear.

Unfortunately this performance was not video-taped for others to see. A number of people enquired about obtaining a copy for training purposes.

An appropriate session to follow this was a Customer Service seminar "Key to Profit" by Jack Collis. The final address, United We Stand, was given by Hank Parker.



Australian Portable Dance Floors, Cathy Staines (All Hire Brisbane), Rosemary Miller (Logan Hire), Bill Stares (A.P.D.F.), Margaret Neate (Cairns Party Hire).



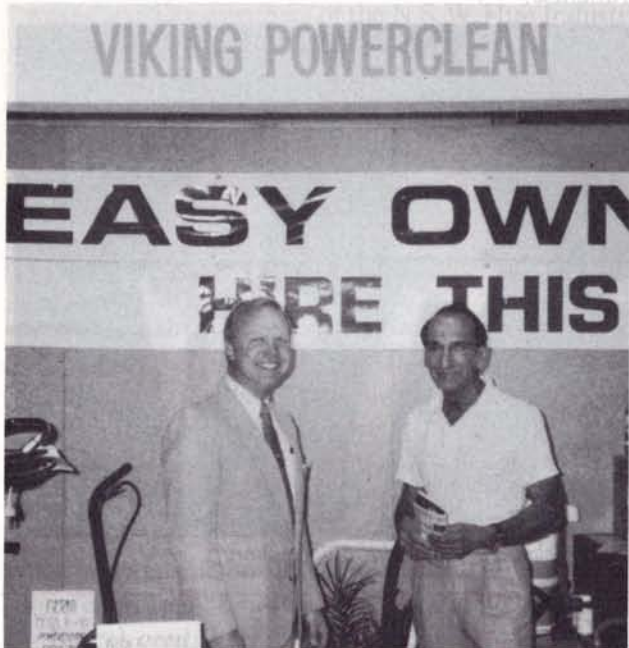
Adrian Butcher, Hiro Ishihara, Ross Harman (Honda Power).

The Convention finished on a high note with Cocktails and a Gala Banquet and floor show in the Surfers Paradise Room. The presentation of the President's Award was made to Mr Pat Pearce, Aladdin Exhibition Furniture Hire, South Australia. Pat is the SA State President, National Delegate and is past National President of the Association.

Kango presented a sponsorship cheque to the Convention Committee for the Movie World evening. The Best Exhibit was awarded to Karcher, and the Homelite exhibit was highly commended.

Audio Cassettes are available for each of the 10 seminars from Quickcopy, PO Box 148 Springwood, 4127. Phone (07) 841 2233 or Fax (07) 841 2851. The price is \$10.50 each tape or \$95.00 for the full set of 10 tapes, and this includes a free folder.

The **National Occupational Health and Safety Manual** is available for \$90 including postage. The price includes the first of the periodical updates. This manual is most essential for setting up a "Risk Management System" which is cost-effective and also protects your company's legal liability.



Jerry Kruza (Viking Powerclean), Alex Bertola (Albany Hire W.A.).



Jim Farrugia, Larry Harvey (Flexible Pipe).



Terry Burrows (Hire It Sydney), Darryl Kenny (Fein Power Tools).

Victorian Region Honours Des Whelan

The recent "21st Coming of Age" Convention on the Gold Coast was the venue for the Victorian Region to honour one of their favourite sons with a richly deserved Life Membership.

Des Whelan joined the hire industry at the age of 15 years and until the sale of Whelans Rentals earlier this year, helped that company to be a leader in its field in Victoria.

Throughout his association with the hire industry his integrity and business acumen have encouraged his colleagues to elect him to all of the industries premier positions.

During his career Des has served as Victorian President, National President, winner of the National Presidents Award and is currently a Victorian Vice President.

In his presentation at the Convention, National President Mike Wilton, described Des Whelan's latest honour by saying "That Victorian Honourary Life Membership is bestowed on only those persons who have rendered meritorious service or assistance to the Association."

What of the future?

Des is actively pursuing several business interests outside the rental industry. The Melbourne murmur strongly suggests he should take up a McDonalds franchise!



Des Whelan celebrates with Mike Wilton.

Denyo Product Release

Leading Japanese welder manufacturer "Denyo" has introduced two new welding products into the Australian welding market. Available is the Denyo 200 AMP, 10kVA welder/generator and the 350 AMP, 15kVA welder/generator. Both these units are powered by the recognised Kubota Diesel Engines, operating at 3,000 RPM. The Denyo units are equipped with both three and single phase, and are capable of operating select types of Lincoln and Esab wire feeders.

These machines are amongst the quietest available on the Australian market, with noise levels operating below 78DB. They can be conveniently forked onto a vehicle or alternatively the machines have central hitching for overhead craning. Exterior maintenance points are conveniently located on the right hand side of the machine, enabling easy no fuss maintenance. Denyo machines are equipped with dry type aircleaners, which are easily removed for servicing.

Denyo have not compromised on product standards, features such as the visual fuel gauge,

water/oil gauges, earth leakage have all been packaged for ease of use and maximum productivity. The machines are equipped with load sensing, allowing full utilization of machine resources when you need it. The benefits of this are improved fuel efficiency and longer machine service life. Denyo welder/generators come standard equipped with engine protection, allowing you full confidence that the machine will automatically shut-down if oil levels drop or water temperature increases.

Denyo has been received well into the Australian Hire Industry, with machines being purchased by Coates Hire in Queensland and Western Australia and Carnegie Rental Centre in Victoria. The machines are supported through an extensive agent network in every state of Australia. Agents include Awisco in Queensland, Broadway Welding Supplies in Victoria, New South Wales and South Australia, Dynaweld Industries in New South Wales and Gordon Reid in Western Australia. Stocks of these machines are available immediately, so call your agent for a demonstration today.

An Absent Friend

The Hire Industry has lost one of its favourite sons. It saddens me to report the death of **BRUCE THORSBY**.

Bruce passed away unexpectedly from a heart attack on the 17th September, 1992 while on a caravan holiday on the west coast of Australia with his companion and wife Lorraine.

Bruce was a well known and loved character who was revered by members of the N.S.W. Hire Industry. He was easily recognised by his nuggety shape and infectious laugh.

Bruce completed his trade certificate in the early 1950's and started working in the Coledale Coal Mine as a maintenance mechanic.

In the early 1960's Bruce left the mines to take up a position as Sales Engineer with the Coates Hire Group.

In 1970 Bruce formed his own hire company in Coffs Harbour "ALWAYS HIRE" which rapidly expanded to seven depots along the North Coast of N.S.W..

Bruce will always be remembered for the tremendous love he had for his family, of life itself and his ambition to travel. He would take every opportunity to take in as much as he possibly could and often the words were expressed "I'm here for a good time".

Bruce's contribution to the young and new people of the Hire Industry must be mentioned. His unselfish, inquiring manner and encouragement were of great benefit to many. When told of another's success he would quickly respond "did you really - goodonya".



Bruce Thorsby.

A Rotarian, a committee member of the Coffs Harbour Turf Club, a man involved and committed to all aspects of his local community. A wonderful ambassador for the Hire Industry.

From friends, associates and the Hire Industry as a whole we extend our deepest sympathy to Bruce's family, especially wife Lorraine, daughters Joe-anne, Donna and Leesa and son Ian. Bruce will be sadly missed.

The memories were full
His encouragement was strong
I'm proud to know this man
as a friend, he'll always belong.



From Left: Peter Hellier, Shane McRostie, David Sholson, Steve Rodda.

Best Exhibit at Trade Show

David Sholson and staff, stand proudly in front of their award winning stand at this years Trade Exhibition - Well done Karcher!

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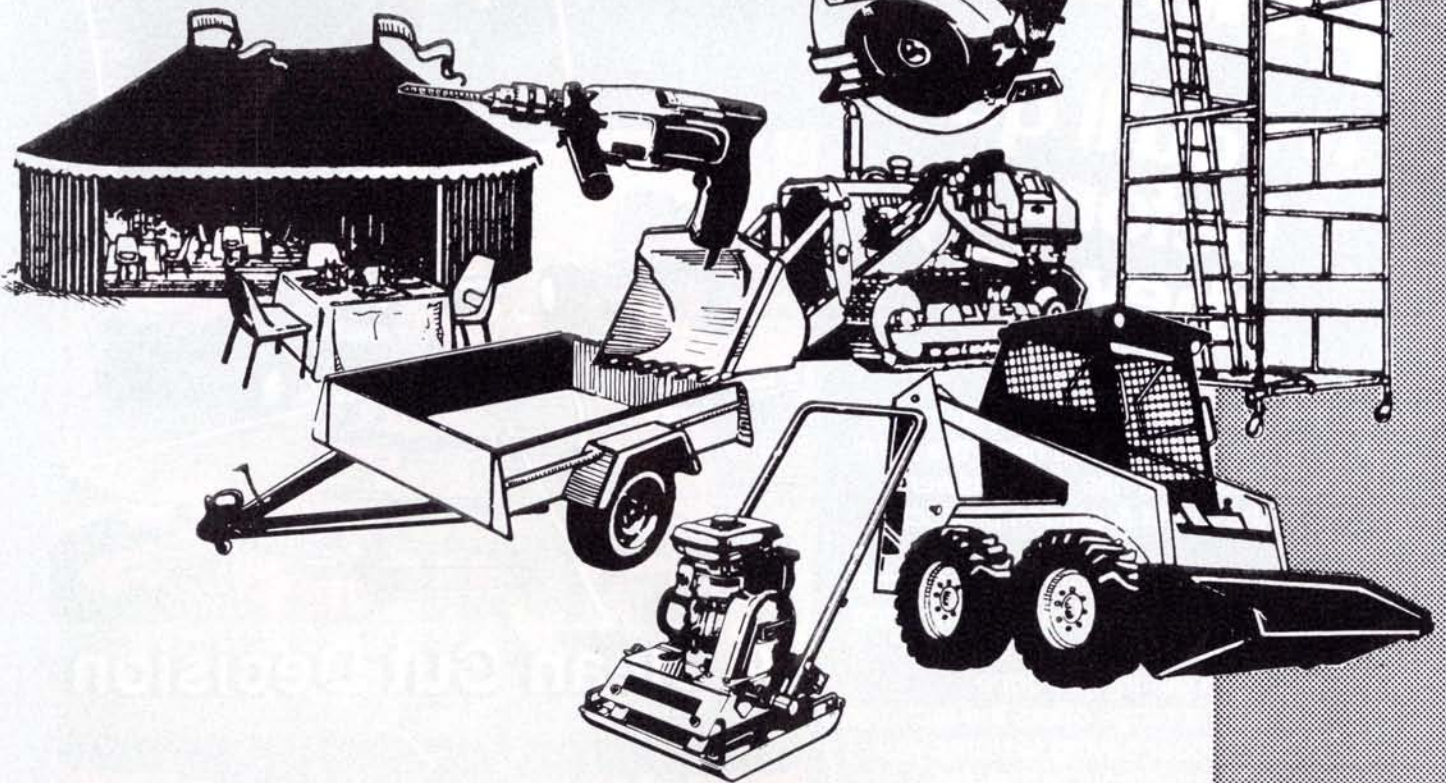
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The bright red reference light emitted by the LB-5 is a single wavelength laser that maintains a small diameter over a long distance, to give a working radius of 25 metres. Powered by a rechargeable battery, the LB-5 gives an operating time of 70 hours between recharges. The LB-5 can also be mounted in the horizontal or vertical position, using either a tripod or special vertical or suspended mounting plates. An extensive range of options, including a rod eye detector for true one man levelling is also available. The hand held rod eye detector provides both an audible and digital readout to indicate when the level grade has been established.

The new LB-5 Mini Beacon establishes new standards for compactness and portability with the transmitter itself weighing only 1.6kg.

Further information on the new LB-5 Mini Beacon laser level and alignment system is available from Lightwave Technology, PO Box 510, Bayswater 3153. Telephone: (03) 720 6222.

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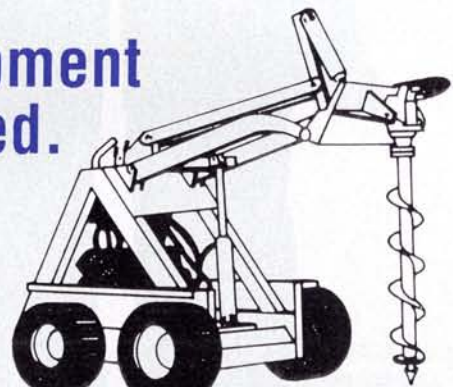
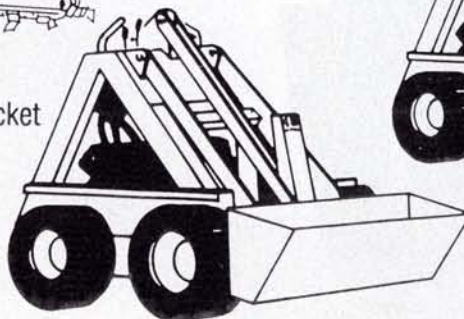
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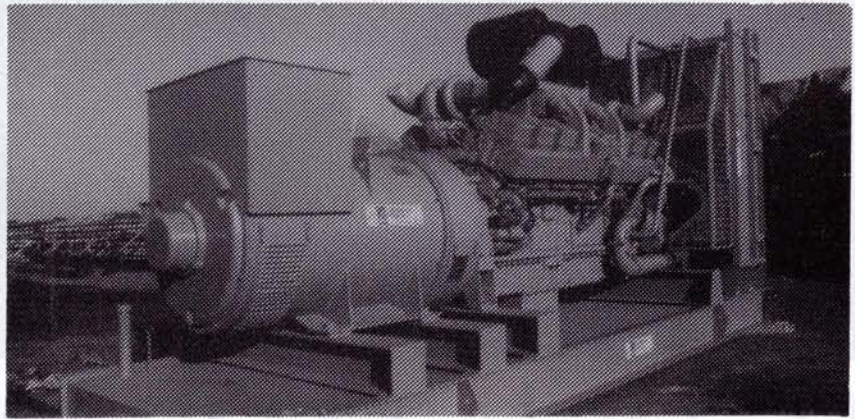
(See your Yellow Pages for outlets across Australia.)

Harbour Tunnel Generators Vital For Safe Travel

Advanced Power Products recently installed and commissioned two diesel driven generating systems which will ensure a reliable back-up power supply for Sydney's Harbour Tunnel operations.

The installations comprised two generating systems, one with a capacity of 540kVA while the other was a 787kVA unit. These power plants will provide emergency power to both the Tunnel Ventilation Station which exhausts the potentially dangerous car exhaust fumes, and the North Portal Operations Centre, ensuring the continuance of vital services should the mains grid supply fail. Additional loads reliant on these generating units include traffic control and surveillance camera equipment, tunnel lighting, drainage pumps, fire extinguishing systems, lighting and building services, lifts and computer equipment.

Both installations include an Advanced Power Australian Design Award Winning 'IntelliGEN' monitoring system. These micro computer based control systems continuously monitor the mains power situation and automatically instigate generator start-up should any serious abnormality be detected. Additional functions include engine, alternator and electrical demand monitoring, along with extensive automatic equipment protection. LCD displays provide feedback information and the touchpad control panel enables manual operation for test procedures along with quick and simple program entry. As the IntelliGEN systems are



AP5510 Bonnette Marketing

infinitely reprogrammable, supervising staff can enter the appropriate security codes to access and implement any changes in operation requirements, eliminating the need for expensive equipment updates.

The Harbour Tunnel project is just one of many that Advanced Power have recently completed or which are underway. Others include a 750kVA installation at the Bankstown Taxation Offices, 630kVA unit at Nepean Hospital, a 700kVA system for Westfield Shopping Centre Liverpool, two 920kVA plants at Hooker House Sydney, and two 1250kVA generators for the Russall Centre Building 'A' in Canberra.

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Important Dates

HIREX' 93

**Wembley Exhibition Centre,
London**

26-28th January, 1993

Hirex '93, the 21st major gathering for the tools, plant and equipment hire industry will take place as above. The exhibition format for Hirex '93 will also feature a seminar programme and demonstration area, and will once again bring together over 200 leading manufacturers and distributors of tools, equipment and small plant.

This year for the first time, the prestigious HAE Conference has been moved alongside Hirex '93 to add further industry focus to the event. If you are interested and need further information please contact your state secretary.

G.M.A. and A.S.I. Join To Reduce Industry Costs

Late last year the Grocery Manufacturers Association and the Australian Supermarket Institute joined together to improve the distribution chain.

Recently a pallet sub-committee was formed under the Chairmanship of Brian Soulsby, National Customer Service Manager, Colgate-Palmolive.

“Our objective is to make recommendations to reduce costs related to warehousing/shipping platforms used in the grocery industry. CHEP Australia is working with the sub-committee by offering their assistance in any way which will help us to achieve our objective” says Brian Soulsby.

To assist the sub-committee, CHEP Australia held a meeting in June at their Lidcombe, Sydney branch and demonstrated a wide range of pallet designs available for future market demands.

Resulting from the company’s research and development programme the pallets viewed by the sub-committee highlighted the significant number of options available in both timber and non-timber pallets.

According to Jonathan Mitchell, National Manager, CHEP Australia, this meeting was the second in the development of pallet options in conjunction with the G.M.A./A.S.I. Joint Sub-Committee. CHEP has, over many years, provided a variety of pallet designs and indeed materials, in response to client requirements. Product development and refinement is an on-going feature of our business activities. Says Mr Mitchell, “It is apparent that CHEP is viewed by some operators in the market as being inactive in development and proactive of the status quo.

“CHEP is a business very much driven by customer needs. Should a materials management need be identified through interaction with a customer or industry group, CHEP will work with that group to provide the solution. This commitment has been expressed to the G.M.A./A.S.I. Joint Sub-Committee, and we look forward to working with them on this project.”

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NSW Report

Appointment of General Consultant

The Hire Association of Australia (NSW Region) Inc. has recently appointed a part-time General Consultant, Mr Eric Johnson.

Eric will be available to all members any time by fax: 988 3618 or via this office on the usual fax and phone numbers. Eric will return any enquiry as soon as possible.

Duties of the General Consultant in the main will be to liaise with Government and regulatory bodies on all matters concerning the Hire Industry and to keep abreast of all

issues concerning the Association. Communication lines will be kept open at all times via this office.

We wish Eric a long and rewarding association with the Hire Association. Welcome Eric!

Welcome to New Members

Mr Dennis Smith
Dennis Smith Holdings Pty Ltd
81 Pacific Highway
CHARLESTOWN NSW 2290

Mr Graham Ridden
Australian Power Products Pty Ltd
PO Box 1108
STRAWBERRY HILLS
NSW 2012

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Tuesday 6th October, 1992

Subject: The repair and maintenance

of air demolition hammers. Featuring the repair of 70lb, 22lb Jackhammers and a Rockdrill. Please make a note in your diary now, invitations and more details will be sent out shortly.

Recommended Hire Rate List

All full members should have received a copy of the recently published "**Recommended Hire Rate List**". More copies are available from this office at a cost of \$16.00 per copy plus postage – copies will be posted with an invoice.

In due course information and rates will be available on "Portable Buildings" and "Vehicles and Trailer Hire".

Thank you!

Jenny Lohri
Executive Officer

Advice for Young Job Seekers

Get your foot in the door, and then show the boss what you can do!

That's the advice to young job seekers from Mark Zimmer, of Killarney Heights, who know what it's like to work your way up from the bottom.

Mark is the Equipment Manager for a major hire company, Kennards Hire, and has responsibility for more than 15,000 tools and other pieces of equipment spread throughout 22 branches.

He has just chalked up 20 years with the company, which has its headquarters at Artarmon.

Managing Director, Andrew Kennard, believes Mark's experience might provide a lesson for some of today's young job seekers.

Circumstances prevented Mark going beyond School Certificate level, but he had always liked machines and working with his hands, so he headed for the hire business.

He started as a "yard boy", but his natural talents, coupled with a willingness to learn and determination to succeed, soon had him gaining one promotion after another.

Although he knows probably more than anyone else in the company about the workings of the huge range of equipment, Mark still does not have any formal qualifications.

"I learnt on the job and did a lot of practical courses," he explained.

Mark said that despite today's grim employment situation, he believed there were still opportunities for young people to work their way up from the bottom.

"Obviously there are not as many chances as there were 20 years ago, but don't give up, keep on trying," he said.

"You may have to take a terrible job to start with, but once you are in, you've got a chance to show what you can do.

"The person who gives up looking,



Mark Zimmer . . . "get your foot in the door, and then show the boss what you can do."

or knocks back a job because it is too lowly or pays poorly, may have twice your qualifications, but he will never get the chance to impress."

Mr Kennard said employees like Mark Zimmer, were the backbone of the business.

"Mark's contribution is not just to our company", Mr Kennard said. "He and his wife, Patsy, have two beautiful young kids and are also involved in local community work."

Further Information:
Mark Zimmer or Andrew Kennard
Ph: (02) 436 2177

ARE YOU PROFITABLE?

ARE YOU AS PROFITABLE AS OTHER HIRE COMPANIES?

ARE YOUR COSTS HIGHER OR LOWER THAN OTHERS?

**YOU REALLY SHOULD KNOW YOUR POSITION AGAINST THE
HIRE INDUSTRY AS A WHOLE!!!!**

The Committee of your association is prepared to arrange an Inter-firm Comparison which is designed to show average cost, profit, productivity levels etc. achieved within the Hire Industry in NSW.

How is it done **WITH CONFIDENTIALITY GUARANTEED?**

Participating firms will be required to complete a questionnaire giving fairly extensive financial and other information. This information is returned to the Hire Association in a sealed envelope with a code number. The information is then passed on to a private company that processes the information and prepares a general report showing such things as labour costs to turnover; financing costs to plant value; etc.

In addition each participating company receives a report relevant to their own position. The link between the participants and the identification code is maintained by the Hire Association. The Association does not see any of the information provided by the participants and the firm processing the information is not privy to any knowledge about who is actually supplying the information. In this way any information that you supply is confidential and cannot be linked back to individual Hire Companies.

WHAT IS THE BENEFIT?

The reports show average results of the total group as well as highs and lows. The inter-firm comparison is an effective management tool in that it allows you to compare your position against the industry. If, for example, you are less profitable than the average you can look at other ratios such as labour costs, repair costs, pricing etc. to find out where the real difference is actually occurring. It is recommended that before making a decision on whether to participate in this exercise or not you should discuss with your accountant or financial advisor the benefits you will obtain.

WHAT DO YOU NEED TO DO?

If you can see the benefit of participating at a cost to you of \$150 please complete and return the bottom section. It is proposed that the survey will cover three distinct areas of the industry. These are general hire, party hire and specialist hire (i.e. Portable Buildings, High Reach, Materials Handling etc.)

Company Name:

Contact Name: **Phone Number:**

Please tick the area(s) you wish to cover:

General **Party** **Specialist**

I would like to take part in an *Inter-firm Comparison* for the Hire Industry and agree to complete the questionnaire supplied to me and to pay the \$150 cost involved.

Signed: **Date:**

Pump Hire Service Expanded

With contractors, mine managers and quarry operators showing increasing interest in contract hire and on-site management of pumping equipment and accessories, Hanson Sykes Pumps is now offering an expanded range of hire pumps, accessories and associated customer support services.

Headquartered in Newcastle, the company manufactures its own range of heavy duty centrifugal pumps and also distributes several of the best-known imported product lines, including the Swedish-made Grindex electric submersibles

and the Japanese Koshin range of portable trash pumps.

The company's equipment hire operations are conducted through a national network of plant hire depots and customer service facilities.

For general contracting duties, including sump pumping and well-pointing applications, each depot maintains a large inventory of diesel driven, self-priming, solids-handling pumpsets, with discharge connections from 75mm to 200mm and flow rates from 23 L/sec to 300L/sec. Fully enclosed silent-running pumpsets of similar size and capacity can be hired for use in residential and

other noise-sensitive areas.

Also available on hire are electric submersible drainage and sump pumps, with discharge connections from 50mm to 150mm, and the "Hydra" 150mm portable hydraulic submersible sump pump, capable of handling solids up to 65mm and offering a maximum flow rate of 114L/sec.

Recently included in the company's contracting gear inventory are silent-running portable gensets (from 10kVA to 50kVA), trench-shoring panels and boxes, manhole boxes and trailer-mounted traffic lights.

For underground mining

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Fax: (02) 684 4470	Fax: (03) 398 6196	Fax: (07) 875 1457	Fax: (08) 349 7886	Fax: (09) 279 1602

operations, Hanson Sykes recommends the mines-approved, flameproof, electric motor driven HSV3E 75mm and UVA4E 100mm pumpsets.

The 75mm pumpset comfortably handles solids up to 20mm diameter, has a maximum discharge capacity of 18.9L/sec (250gpm) and a maximum head of 67m (220ft). The 100mm unit is a low profile, clean water unit producing a maximum flow of 37.9L/sec and achieving a maximum head of 134m (440ft).

For surface and open cut mining, the company offers a complete range of diesel driven solids handling, high head, centrifugal vacuum self-primed and compressor-primed pumpsets, with discharge connections from 75mm to 200mm.

Heavy duty suction and discharge hoses, couplings and lightweight steel pipe sections are supplied as required.

Associated customer support services available through all Hanson Sykes depots include hire pump delivery, installation and commissioning, deep well and excavation site dewatering, on-site supervision of pumps and generators during public holidays, equipment refuelling and maintenance and immediate replacement in the event of a breakdown calling for workshop attention or repair.

Further information is available from: Peter Kondouras, Hanson Sykes Pumps Pty Ltd, PO Box 264, Belmont NSW 2280. Phone: (049) 42 1350. Fax: (049) 42 1303.

Let Hyster Put Your Books Into Order

Take a building of more than 70,000 square feet and pack some 7 million books into it and you have the Transworld Publishers Warehouse at Moorebank, NSW.

To keep ahead of the hundreds of multi-book orders to be fulfilled daily, Transworld Publishers choose Hyster Hi-Rackers to speed up the order picking process.

With the turret truck attachment providing 180° of fork swing allowing both sides of the aisle to be serviced, Hyster Hi-Racker represents the ultimate in cost effective high density material handling capacity.

As Jacquie Thompson, Transworld Publishers Warehouse manager says, "The Hyster Hi-Racker is a very satisfactory unit backed up by first-class dealer servicing".

Contact:

Hyster Australia Pty Ltd
Ian Lather Tel: (02) 772 3277

Hyster Sales (Sydney)
Ian Robbins Tel: (02) 831 1188



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ELECTRIC EEL (AUST.)
DISTRIBUTORS THROUGHOUT AUSTRALIA

New Barricades Coloured For Safety



New barricades from Kennards Hire are coloured red and yellow for maximum safety.

Extensive inquiries were made in Australia and overseas before Kennards Hire decided on the colours for its new safety barricades.

Red and yellow were the most recommended combination – red, because it is the common sign of danger; yellow, because it stands out even more than white at night.

Black, which is often used on barricades, was among colours given the “thumbs down” because it does not stand out in the dark.

The boards in Kennards barricades are painted in reflective paint for extra safety.

They are made of tough, hard-wearing plastic, which makes them lighter and easier to handle.

Barricades are useful around building sites, road and footpath works, large public gatherings and many other situations.

The RAN hired Kennards' new barricades to control big crowds which turned out to inspect visiting U.S. warships at Sydney's Garden Island.

Kennards also hires A-frame barricades, which are ideal for small hole barriers and traffic control.

Other safety equipment available

includes witches hats, road signs, safety mesh and fire extinguishers.

Details can be found in a new 84-page, full colour rental catalogue, which is available free at any Kennards' branch.

Kennards Hire now has 22 branches in Sydney, Newcastle and Queensland, having acquired eight outlets from one of its strongest rivals, GKN Rentals.

Kennards Hire, Head Office,
16 Herbert Street, Artarmon. 2064.
Phone: (02) 439 3477.

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COMPANY

ADDRESS

POSTCODE TEL NO

CTP Insurance in NSW

(Advice provided by HARIB)

We feel we should draw attention to certain 'gaps' in cover provided by CTP Insurance under the Motor Accidents Act 1988 in NSW.

For example:

(a) The CTP Insurance only indemnifies the owner and the driver. The owner (Section 3 (3) is 'the person in whose name the vehicle is registered.'

There is no indemnity for Passengers, so a wife and family members (if of age) or friend are not protected if, for example they open a door and injure a pedestrian, cyclist etc.

Similarly, Employees who are sued personally, would not be protected in similar situation.

The Act is silent on the situation where the owner is not the person in whose name the vehicle is registered. Leasing Companies, Finance Houses, Banks and Credit Providers generally are not protected nor are Hire Car Companies who register the vehicles in another name. Similarly, in a corporate conglomerate the vehicles may be registered in one Company name but used by employees of other Companies.

Receivers are not protected for their Personal Liability.

Clearly, there are many examples where Indemnity of only the owner and the driver is inadequate

(b) Trailers are not covered when detached from the vehicle and parked off a public street e.g.: a private property.

Trailers, when detached from the vehicle and parked on the Public Street, are only covered by the Nominal Defendant Scheme with its rights of recourse against the owner or driver.

No mention is made of the 'Tools of Trade' Risk when the Trailer is either detached, on or off the Public Street, or attached and operated, or unloaded or loaded by a person who is not the owner or the driver.

All persons buying or arranging Insurance are strongly recommended to obtain a copy of the Act and ensure that they arrange Insurance to protect their clients against the 'gaps'.

Insurers providing CTP Insurance are, in our experience, not prepared to extend the CTP Insurance Cover.

In arranging Insurance to cover the 'gaps', Section 100 must be considered:

100 (1). A person (other than a licensed Insurer) shall not issue or renew policies of Insurance or indemnity in respect of a liability covered by a third-party policy in so far as the liability applies to the use or operation of a motor vehicle on a Public Street.

Cover Provided By Other Insurance Policies

The 'gaps' are either not protected by other classes of basic Insurance Policies or only partially protected. e.g.: Domestic Insurance:

The Policies generally exclude Liabilities arising out of the ownership possession or use of Motor Vehicles.

Some Policies protect the Insured against liabilities arising from the use of garden implements including ride-on mowers, motorised wheel-chairs and motorized golf-buggies, provided no registration is required. Some Policies protect the Insured as a passenger in a Motor Vehicle provided the Insured has no right of control.

Note in each case the protection is for the named Insured only. Some Policies have a broad definition of Insured to include members of the family permanently residing with the Insured. Others have no such extension.

The cover must be checked in each instance to ensure protection is granted to all family members whilst using garden implements.

Injury to the family members is excluded under all Policies examined. Again there is a wide difference in the exclusion. Some only exclude the Insured and family residing with him, others exclude the wider family, Contractors, Sub-contractors etc. Again you should check this exclusion carefully.

THE DENYO \$ MAKER



THE DENYO 280 WELDER/GENERATOR

- 280 Amp Welder - 10KVA Ac generator
- D850 Kubota diesel - 70 Db
- 36 Litre fuel tank - 380kg weight

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1992 Convention Great Success



1992/93 Officers, Hire and Rental Association of N.Z. Inc.

Executive Director: Mr Kelvin Strong
Box 12013
Wellington
Ph: (04) 473 6514
Fax: (04) 473 2930

Director at Large: Mr Hamish Bates
Hamill Hire Ltd.
Box 16201
Hornsby
Christchurch
Ph: (03) 349 7503

President: Mr Paul Booth
(and Zone 2 Director) Hiremaster Dannevirke
Box 243
Dannevirke
Ph: (06) 374 7856

Zone 1 Director: Mr Warren Egan
Hiremaster Rentals
Box 323
Mosgiel
Ph: (03) 489 6069

Zone 3 Director: Mr Glenn Craven
49 Hastings Road
Mairangi Bar
Auckland
Ph: (09) 579 4009

The 1992 Convention and Trade Exhibition of the Hire & Rental Association of New Zealand was one of the most successful held by the Association in its 15 years of existence. Over 150 Delegates, partners and Associate members gathered at the Sheraton Hotel in Rotorua in the second week of August for this event.

Convention began ahead of the official opening when 40 people involved in the Party Hire Scene gathered for an afternoon of speakers and round table discussions on matters pertinent to this ever growing sector of the industry.

A President's Cocktail hour for Overseas Guests followed by a welcoming cocktail gathering for all Delegates preceded the dinner for the evening in the form of a Buffet based on foods from various countries. Overseas Guests joining us were American Rental Association President Hank Parker and his wife Ruth Anne, who had flown into New Zealand that morning and also Keynote Speaker John Kroeger from Australia. Several other overseas Delegates were in attendance for this function and convention. The 'Live Entertainment' on the programme took the form of the art of Karaoke with in turn every table of Delegates being coerced/encouraged to mount the stage and do their thing. As usual in such circumstances some budding artists were to the fore.

Wednesday morning was spent in a series of round table workshop sessions to discuss a number of topics affecting the Industry, including General safety; debt management; contracts and staff training. This format enabled all present to participate in small groups prior to summaries being given back to the whole convention.

Lunch in the Marquee Trade Exhibition area was followed by the important session of 'What's New' from Trade Suppliers with Delegates then spending the afternoon viewing the equipment from 42 Exhibitors - almost a record. Noticeably this year was an increase in those allied to Party Hire and 11 first time exhibitors.

A late afternoon seminar lead by Rob Baldock dealt with the subject of Balloon Art. The 50 attendees listed to the basics of balloon art for an hour and then it was a case of 'all hands on deck' as everyone became involved in preparing balloon decorations for the 'New Orleans' Theme evening. In the space of some 45 minutes 1000 balloons were blown up, woven into decorations and installed in the Ballroom. Party Hats, Masks, a Jazz band and a special New Orleans menu contributed to the success of this second evening. The idea had originated

from those 14 members who attended the 1992 A.R.A. Convention in New Orleans.

Thursday morning had Keynote Speaker John Kroeger sharing his knowledge on the topic of 'International Trends in Special Events' and this address was very well received by Delegates. The Annual General Meeting of the Association followed later in the morning with a large number of Delegates attending to discuss the Annual Reports and to consider future requirements.

Lunch again was held in the Trade Exhibition area and included a series of inter zone competitions including the cooking of lunch for delegates on barbeques. The stripping down and assembling of a chain saw and a sheep shearing competition added to the luncheon entertainment with overall winners being Zone 1 (South island).

The Awards Ceremony during which a presentation was made to Hank and Ruth Anne Parker in appreciation of their joining us and participating in our 15th Annual Convention and Banquet drew this highly successful event to a close.

Newly Elected Officers

The following Officers were elected at the 1992 Annual General Meeting.

President: Paul Booth (Dannevirke)
(also Director Zone 2)

Zone 1 Director: Warren Egan (Mosgiel)

Director at Large: Hamish Bates
(Christchurch)

(This is a new position for a one year term).

Director Glen Craven (now Immediate Past Chairman) retains his directorship of Zone 3 for a further one year.

Awards Presentation

At the 1992 Convention the following presentations were made:

Best Image Award: Zone 1, Handi Hire.
Nelson.

Best Image Award: Zone 3, Cowleys Hire.
Whangarei.

Best Trade Exhibition: Titan Plant Services
Ltd.

Phil Levy Award: Trevor Tuffnell, Nelson,
for Outstanding Contribution to the
Industry.

A special presentation was made to Mr Colin Crooks in recognition of his past contribution to the Industry.

Quality Management System

The Annual General Meeting discussed at some length the question of Quality Assurance and to what extent the Association should become involved in assisting its members to achieve this. It was eventually agreed that the Association prepare a set of guide-lines that would enable Member Companies to institute a Quality Management System that will meet ISO 9000 accreditation requirements and voted that up to \$10,000 be spent on achieving this.

1993 Convention

Subject to the satisfaction of the Directors as to suitability of venues the 1993 Convention and Trade Exhibition of the Association will be held in Dunedin on dates to be finalised.

Industry Surveys

The Association has recently concluded two surveys amongst its members. The Cost of Doing Business Survey attracted a mediocre response but the average results have been circulated to members.

An Average Rate Survey fared significantly better with responses from members being divided into General Hire and Party Hire. Again, these results, including a break down zone by zone were distributed to members prior to Convention.

New Partnership with American Rental Association

Following a meeting between A.R.A. Officials and Overseas Delegates at the 1992 New Orleans Convention there has been established a Business Exchange programme whereby Industry Members from one Country can visit for up to two weeks and be hosted by Industry Members in the other Country. This enables business operations to be studied and as well brings a closer understanding through social contact. Several New Zealand Members have already offered to be Hosts and we look forward to the not too distant future when we can welcome Guests under this programme.

New Kango Lightweight Drilling Hammer

Kango's recent release of their new model 200 lightweight drilling hammer has created considerable interest from hire operators, builders, plumbers, electricians as well as sub-contractors to the construction and building industry. The penetration rate is impressive – right up to the maximum concrete drilling capacity of 20mm.

This 2.5kg hammer is well balanced with an easily adjusted forward handle assembly. One simple screw positions the handle and locks the depth gauge. The 520 watt input rating is more than adequate to produce continuous reliable performance at a maximum speed of 900rpm and 4000 blows per minute at full load.

All operators require versatility in drilling hammers and Kango has certainly concentrated on this factor with the Model 200. A release mode has been included for accurate drilling and also featured is a hammer cut-out switch

for drilling with a conventional chuck and straight shank drills in metal, wood, plastics, etc. The standard drill mounting is an SDS+ collet chuck. Keyed chucks and special adapters are available as optional extras – the adapter includes a hexagon slot to take standard screwdriver bits, hex drivers and other drive bit tools.

A service cover on the handle is easily removed for fast, convenient cable replacement. A robust, fully insulated gearbox continues the Kango tradition of rugged, reliable engineered components where maximum torque and vibration is concentrated. Operator safety has not been neglected with the fitting of a safety clutch.

Standard equipment includes the side handle, depth gauge and dust trap. The Kango Model 200 is now available from Kango's Australian and New Zealand dealer network.

Training for Elevated Work Platform Operators

The Metropolitan College of TAFE is running training courses for for elevated work platform operators in conjunction with the Elevating Work Platform Association of Australia.

The courses will be run at the Epping campus of the college or on-site if required.

Training will include all the necessary skills needed to operate the following equipment: trailer mounted elevating work platform; self-propelled boomlift slab model/rough terrain; self-propelled boomlift (buckle boom); push around elevating work platform; and scissorlift slab/model rough terrain.

Areas covered are regulations, standards, recommendations and governing bodies; compliance pleas; safety features; equipment

planning and selection and safe operation. Participants receive hands-on operation experience.

At the end of the one-day course Participants will receive their Elevating Work Platform Operator's Card and a certificate from the college, plus workbooks for on-going revision.

The courses are opened to anyone who operates or is likely to be operating an elevated work platform.

The person to contact for information if you or your company is interested in training is Brian Parr, Industrial Services Co-ordinator, at the Horticulture campus of Northern Metropolitan College of TAFE, telephone (03) 387 3255 or (03) 217 1042.

Conveyor and Hoist goes National with Tracs

Conveyor & Hoist Rentals started in Sydney in 1977 and a lot of water has flowed under the bridge since then – the old original rented premises at Chippendale have given way to more spacious premises at St. Peters, the innovative new gear from Germany has joined the hoists and conveyors (as well as, improved chain blocks and elevators from Australian manufacturers), a branch was opened in Newcastle in 1989, and in May of this year the company made their first move in their blueprint to become a National company when they opened their latest branch in Melbourne.

Managing Director, Barry Newton feels a lot of the company's success is due to the fact that he has always searched for the best and most innovative equipment available – and if it has not been available the company has built it themselves. A good example of this is the company's modification of portable conveyors. Just a decade ago all conveyors available in this country were driven by a motor and v-belts above the conveyor belt and it was inevitable that, from time to time the larger items jammed as they passed beneath the motor. With the assistance of a motor manufacturer a motor was designed with a gearbox incorporated in the drum, the motor was then bolted alongside the drum nestling between the belts and coupled with v-belts. This modification allowed an even larger variety of goods to be moved by a conveyor and Conveyor & Hoist conveyors rapidly became (and have remained) the conveyor of choice for most of Eastern Australia.

Talk to Barry who loves the technical side of the business about inventing new conveyor drives, finding the safest rubbish chute, the best mini-crane and the like and he will tell you this is the most important part of the business, the secret of the company's success.

Talk to Annette Newton-Brown the company's Operations Manager and she will agree, but, she will also tell you another vital component within the company – "TRACS" the computer system, set up and maintained for the company by Trilogy. Annette agrees that while the special gear the company has so successfully invented and imported over the past decade has a place in the market waiting for it in Melbourne she firmly believes that it would have been extremely difficult to get a branch going so far from Sydney without the aid of their TRACS system from Trilogy.

Vince Mackie, the Melbourne branch manager is in complete agreement with Annette on this. Vince particularly likes the Multi-search for Equipment function which enables him to look at all three depots and see what gear is available, where that gear is currently, and what is under repair. This way he does not need to clutter



Vince Mackie

his depot with an item that may only be called out on hire once or twice a year, but, if such an item is required he can still get it to the customer. (And in most cases as quickly as if it were held in the Melbourne branch). While Vince is an old and experienced hand at the hire game he is, of course, new to Conveyor & Hoist and therefore, another TRACS feature he finds most useful is the National Customer Listing whereby he can look up the name of a customer, what his terms of trade are and if the customer has had any problems or special requests in the past.

Geoff Catle, Vince's Operations Manager is also very enthusiastic about the TRACS system – Geoff states he has always liked the TRACS system – "it is so quick and easy to use" Geoff thinks 'Just Ask' which enables him to design his own reports is one of the great benefits of the system. In these busy early days of getting the branch up and running Geoff rates the computer as a very helpful and extremely friendly assistant.

Annette is in complete agreement with Geoff on this, and while she is the company computer expert, she admits there is still lots more she can find for TRACS to do for her. She thinks she's going to have great fun over the coming years extending TRACS to the limit on setting new functions in place.

Barry? He's more than happy to let Annette and Geoff run the system – he loathes paper work (but, he does admit he likes being able to push a button and have the required information appear on the screen!) – while he invents and discovers equipment for them to code, number and ass to the 'memory' ready to delight and surprise Australia's builders, renovators, landscapers and materials movers.

Management Committee Report

General Business

a. Annual General Meeting – Venue and Date

It was suggested that Chancellor on the Park was an excellent venue last year and it was decided to make a booking for February 1993. Ian Kennedy was nominated to make arrangements. The normal monthly meeting will be held on Tuesday 9th February, and tentative dates for the AGM are Saturday 13th or 20th February 1993.

b. Xmas Function Response

The request for interest in a Xmas function brought only 5 replies and this did not justify organising anything during the busy Xmas period. It was felt that members would prefer to attend the AGM in February.

c. Safety Manual

The Secretary reported that 27 orders had been filled for the National Health and Safety Manual. There was some concern that all members had not yet placed their order and emphasis was placed on the fact that the legal implications are very severe for non compliance with the Safety Act.

d. Incorporation

Ray Whittaker, Chairman of the Corporation Working Group reported that the group is in the process of compiling a draft copy of the Constitution, using the NSW, Victorian and the current Queensland documents as a guideline. The draft will be presented to the Committee at the next meeting. It may be necessary to seek legal advice and it is expected that this should be finalised prior to the Annual General Meeting in February.

e. Representation to Department of Transport

Tom Kinross reported that he has spoken to the Department who advised that they have sent a proposal to the Department of Business Industry and Regional Development (BIRD) for a standardised set of

procedures for Quality Assurance for plant hire and other areas. They are working on a structure for implementation for companies pursuing Government contracts. The Department will be holding another meeting and will then advise the Association of the outcome. Additional information has not been received to date and Tom Kinross will report again at the next meeting.

f. Portable Toilets

Tom Kinross also advised that as a result of his discussions with the Department of Business Industry and Regional Development, he had further inquired about the ongoing problem of cleansing portable toilets. The proposals submitted to the Health Department by the Association, waste disposal and portable toilet companies are being collated and a proposal is expected to be finalised by the end of October for review by these companies. If the proposal is not agreed on, further submissions can be made. The department has set a completion date of 31st December.

g. Wholesale Sales Tax

As reported in the National Council Minutes, the Victorian Region was alerted to proposed changes to the Federal Sales Tax Legislation which would have serious ramifications for the Hire Industry. A sub-committee was formed and their swift action resulted in a positive response by the Senate Select Committee. The Victorian Association was complimented for its initiative and it was agreed that the account for \$7,150 from Coopers and Lybrand be paid out of the 1992 Convention surplus.

After reading the document, the majority of the Committee perceived a different interpretation to the one expressed. Ian Kennedy will go back to the National Body to seek further clarification.

Aust. Management Buy-Out for Hanson Sykes Pumps

Until recently a wholly-owned subsidiary of the UK-based Hanson Plc Group, Hanson Sykes Pumps Pty Ltd has been acquired by two of its Australian directors and a third investor in a bold management buy-out that promises significant long-term benefits to the restructured company and to its Australian and overseas customers.

Now trading as Sykes Pumps Australia Pty Ltd, the company is already an established manufacturer, importer and distributor of pumps and other equipment that are widely used in the mining quarrying, civil engineering, manufacturing and process engineering industries.

The principal product lines presently marketed include "Univac" and "Dri-Vac" heavy duty automatic prime centrifugal pumpsets, "Sanivac" marine pump-out systems, "Grindex" electric submersibles, "Viking" internal gear pumps, Blagdon air-operated diaphragm pumps and Bauer quick release pipework couplings.

The three directors of the new Australian-owned operation are managing director Jon Collins, finance director Doug Reed and technical director Neil McCosker.

Announcing the acquisition, Mr Collins said that the restructured company was now free to improve and expand its existing manufacturing and marketing operations in Australia, to add to its product range and to develop its own export markets - mainly in the SE Asian area - for Australian-made pumps and related technology.

The company's head office, factory and central parts warehouse are located in Gateshead, south of Newcastle.



The three directors of Sykes Pumps Australia (l to r): finance director Doug Reed, managing director Jon Collins and technical director Neil McCosker.

Pump hire, sales and service operations are presently conducted through a national network of ten branches, servicing all capital cities and principal industrial centres.

At least two more branches, strategically located to service the mining communities, are soon to be opened in Australia. Another has already been established in Singapore.

Interviewed in his Gateshead office, Mr Collins said that the existing manufacturing facilities would be upgraded, enabling the company to reduce manufacturing costs while still offering a reliable, Australian-made product backed by assured availability of spares and factory support facilities.

"The overriding consideration," he said, "will always be the establishment and maintenance of the highest attainable quality standards in all our products and services."

Mr Collins went on to say that more product lines, including special-purpose pumps for use in manufacturing, chemical and process engineering applications, would be added progressively to the current range.

"Using our own expertise," he said, "we have already embarked on a challenging programme of technical innovation and new product development."

"We are also totally committed to holding and further improving our present position as industry leader in the pump hire sector through the introduction of new pump hire services and facilities."

"To ensure that we remain cost-competitive, and that we never lose touch with our customers, all of our product ranges - whether imported or locally manufactured - will continue to be marketed exclusively through company owned and operated sales, service and equipment hire outlets."

New National Caterpillar Engine Dealer

A new company has been formed to market Caterpillar engines across Australia.

The company, Energy Power Systems Australia Pty Ltd, is a joint venture between Caterpillar of Australia Ltd and its dealers.

Energy Power Systems Australia will be responsible for the distribution and engineering support for Cat engine product, including power generation, packaged power plants and marine engines.

Until now, Caterpillar distributed the engine range

through its five independent dealer organisations – Hastings Deering (Qld), Gough & Gilmour (NSW), William Adams (Vic), Cavpower (SA) and WesTrac (WA).

General Manager of the new company, Mr David J Collinson, said Energy Power Systems Australia had been formed with the full support of Caterpillar and its dealers "to provide new strength and direction to Cat engine distribution and application".

Mr Collinson said the new distribution arrangement would continue the existing

personalised service in all centres, but with back-up from a national base of operations.

"This will provide enhanced engineering facilities, a broader inventory coverage and a level of unmatched competence to handle major national and international projects," he said.

Spare parts and service coverage would continue to be through the existing Caterpillar dealer network.

Head office of the new company will be in Melbourne at 17-55 Nantilla Road, Clayton North. Ph (03) 566 0666, Fax (03) 561 6273.

New Catalogue from Lincoln Electric

An up to date listing of products and services has just been released by The Lincoln Electric Co. (Aust.) Pty. Limited, arc welding specialists of Padstow in Sydney.

Ablaze in full colour, the 20 page catalogue features Lincoln's latest equipment including automatic and semi-automatic welding operations.

Power source types covered by the catalogue include multi-process, pulse and inverters as well as eight wire feeder models available, all with detailed specifications throughout.

Extras include Lincoln's new range of constant voltage DC power sources and TIG welders, such as the state of the art Square Wave TIG 350.

Page 4 covers Lincoln's heavy duty diesel site welders, familiar to many as the workhorses of the construction industry, and their wide range of engine-driven welders.

A full page each has been devoted to consumables for different welding process, covering hardsurfacing, wires and fluxes for submerged arc welding, Innershield with self-shielded flux-cored wires,

Outershield with gas-shielded flux-cored wires, solid wires for MIG welding, and stick electrodes for manual welding.

Consumables categories are laid out in tables for easy reference.

The catalogue also has a list of Lincoln Electric welding accessories and technical handbooks.

For further information, contact:

The Lincoln Electric Company (Australia) Pty. Limited, 35 Bryant Street, Padstow, NSW 2211

Phone: (02) 772 7222

Ironbark Hire: The Australian Alternative

If your search for an effective computer solution keeps turning over nothing but inflexible, re-hashed American Systems, Ironbark Hire will pleasantly surprise.

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

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

Since its release in 1987 Ironbark Hire has spread throughout Queensland and northern New South Wales, concentrating in Brisbane and the Gold Coast. "Because most installations have come about as a result of referrals from satisfied customers, our users have tended to become fairly localised," commented Tony Petersen, Systems and Management's marketing manager. "This has allowed us to give excellent support, but also created a situation where many southern companies don't realise a fully Australian developed product like ours exists. Many of our present users were looking around for one to two years before they found exactly what they wanted."

Arthur Staines, Managing Director of Allhire, East Brisbane spent months researching and evaluating software for hire companies before deciding the system he was after didn't exist. With "a great deal of scepticism" he decided to check out the one developed locally, and has been

running Ironbark Hire ever since. "We were encouraged to have additions and alterations made to bring the system up to our particular needs, and Systems and Management saved us countless hours by transferring existing data from our old computer," said Arthur. "The opportunity of having local support has also been a distinct advantage, knowing that a phone call will bring immediate response, either personally or by modem."

Arthur sees Ironbark Hire's best features as:

QUICK SEARCH for customers and equipment by using the first two or more letters of name, or numbers if preferred; also for the availability of products in stock and for locating these out of hire.

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

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

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

ROLLOVERS are quickly and accurately processed for equipment still on hire at the end of each month, without the likelihood of transcription error when done manually.

EARNINGS AND UTILISATION REPORTS by group or individual items prove to be invaluable when making decisions as to the need for increasing or eliminating inventory.

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

Changes to Sales Tax Law Offer Cost Savings to Leasing Companies

The Hire and Rental Association of Australia, in consultation with the Melbourne office of Coopers & Lybrand, has successfully lobbied the Federal Parliament to have major changes made to the new Sales Tax Law. It is critical for Association members to implement certain procedures if they are to fully avail themselves of concessions that have been introduced in respect of goods subject to eligible short-term leases.

The enclosed article, compiled by Coopers & Lybrand, has been prepared for Association members.

Federal Parliament has recently passed legislation under the guise of Sales Tax Simplification that substantially alters the impact of sales tax on leasing operations.

The legislation is effective as from 1 January 1993 and in the interim it is critical for members to implement certain procedures if they are to fully avail themselves of concessions that have been introduced in respect of goods subject to eligible short-term leases.

Short-term Leases – the Changes

The concessions that will be available for equipment on short-term lease are as follows:

- if the equipment is leased for the whole of the statutory period, (usually two years) in exempt circumstances, full exemption will apply; or
- if leased both in taxable and exempt circumstances, partial exemption will apply.

Where equipment is to be subject to short-term leases and all or some of those leases will be in exempt circumstances it will be necessary to agree an exempt percentage with the Sales Tax Office (STO). The exempt percentage will be the percentage of time of the statutory period during which it is estimated equipment will be leased in exempt circumstances.

The exemption will apply not only to equipment but also to parts, fittings, etc. for use in maintenance of equipment and equipment used mainly in carrying out repairs to such equipment.

Provisions will apply whereby the above goods may be purchased free of tax with tax being paid on the taxable portion when the goods are first leased or used.

Alternatively, where tax has been paid on purchase of equipment and a refund may be obtained when the goods are first leased. The refund due will be equal to tax paid multiplied by the relevant exempt percentage.

Unfortunately, provisions do not exist to allow refunds of tax paid on parts and repair equipment used in exempt circumstances.

Determining the Exempt Percentage

The exempt percentage to be agreed with the STO will be determined by establishing the percentage of time during the "statutory period" (generally two years) that the goods will be leased to persons who will use the goods for exempt purposes.

Leases that meet the above criteria are those to exempt bodies (ie. Government Departments, schools, hospitals, local councils, etc.) and the manufacturers or contractors who are able to claim sales tax exemption in respect of the lease.

Documentation to Support Exemption

In the past it was not relevant to most members whether the lessee was a sales tax exempt body or otherwise able to claim sales tax exemption given that the equipment involved was normally purchased at tax inclusive prices and leased at rates set accordingly.

However, the changes to the law outlined above offer cost savings that can be obtained merely by ensuring that appropriate supporting documentation is obtained secure the most favourable exempt percentage.

To maximise your exempt percentage it is suggested the following documentation be obtained wherever possible:

- a quotation of sales tax certificate from the lessee; or alternatively,
- an exemption certificate from exempt organisations or exempt users.

It is also suggested that a card system be maintained for each particular type of equipment leased in tax free circumstances and that full details of both valuable and tax free leases be recorded thereon.

Application for Exempt Percentage

As the changes discussed become effective on 1 January 1993, it is essential an application for an exempt percentage of goods subject of short-term leases be lodged with the STO as soon as possible to ensure an agreement is in place by that date.

The foregoing analysis has been prepared by Coopers & Lybrand, Indirect Taxation Specialists. Should members require any further advice or assistance in relation to the above matters do not hesitate to contact John Flanagan or Michael Doran on (03) 606 4914.

Cleaner Oil with Glacier

Today's engine manufacturers are employing the latest in technological advances in engine development to achieve substantial improvements to engine performance.

Oil companies have also adopted such developments and research into high tech grade oils for every conceivable application however, one important factor which, until recently, has remained slightly 'behind the times', is the engine's lube-oil filtration system.

AETCO, the Australian distributor for 'glacier Centrifuge Oil Filtering Systems', has answered the call from operators trying to obtain the maximum operating hours with minimum service requirements.

Studies have shown over the years that engine wear is directly related to lube-oil cleanliness. Conventional full-flow oil filter systems can only remove relatively large contaminating particles over a short period, allowing harmful smaller particles to continue circulating in an engine's oil system. Glacier filters, however, will remove particles as small as .5 micron (smaller than bacteria) continuously throughout the life of the oil.

Maintenance supervisors of Perkins, Mack, Caterpillar, Detroit Diesel & Scania have also come to realise the amazing benefits to be gained on installing such filters.

Benefits such as the Glacier Model Sponner II has to offer:

- Holds five times more dirt than conventional oil filters
- Can reduce component wear up to 70%
- Increase engine life up to 50%
- No replacement filters/cartridges (all Glaciers)
- Simple installation
- Environmentally friendly

For more information on the proven way to clean oil better, longer and more economically, ring AETCO for your nearest Glacier distributor.



Hyster can get you more Output per Shift

The fastest way to increase lift truck productivity is to increase operator productivity.

When it comes to narrow-aisle trucks, the newly released Hyster N30FR reach-model operator compartment is roomy, comfortable and efficient. The larger work space helps boost operator efficiency whilst a thick ribbed rubber mat covers the floor area giving comfort and support. A conveniently placed built in dashboard, also acting as a desk, along with easily grasped controls make for a smooth operation. Hyster have used the latest design advances in the N30FR reach truck giving exceptional manoeuvrability, low maintenance and high performance transistor controller for smooth acceleration from nil to top speed.

Quite simply, the Hyster N30FR is the high quality reach truck that's priced right for your high density handling operation.

Hyster Australia Pty Ltd (02) 772 3277.
Contact Ian Lather - Marketing Representative.



Air Operated Double Diaphragm Pumps

Recently appointed Australian distributor of the UK-design Blagdon range of air operated double diaphragm pumps, Hanson Sykes Pumps has released details of four models suitable for use in mining, mineral processing, drilling and construction industry applications.

Of mines-approved design, and capable of handling thin, viscous, corrosive, abrasive or volatile liquids, the pumps are widely used overseas for the removal and transfer of dirty water, mill scale, mineral processing chemicals, drilling muds, slurries, grouts and similar media.

The four models have inlet/outlet diameters of 25mm, 40mm, 50mm and 75mm respectively, with maximum flow rates from 2.2 L/sec to 14 L/sec, discharge pressures up to 1500 kPa and total head capacities to 72m. The flow rates and discharge pressures are infinitely variable within the operating parameters of each pump.

All four units are available in a variety of customer-specified combinations of pump body, diaphragm and valve assembly materials. Pump body operations include cast iron, stainless steel, aluminium and (for non-metallic 25mm pumps only) polypropylene and PTFE.

The choice of diaphragm materials includes Viton, polyester or PTFE, while all units are fitted with ball or flap valves of PTFE.

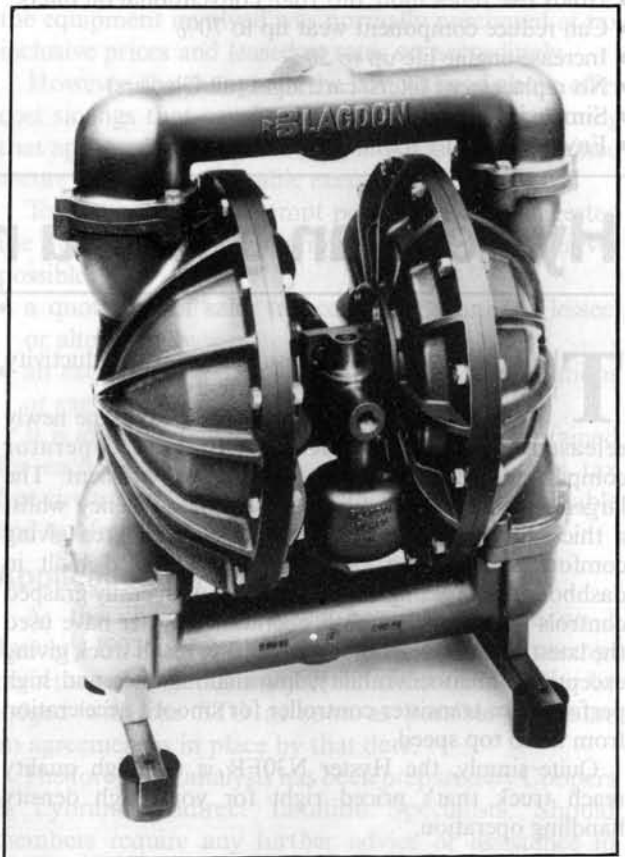
Safe to use in hazardous areas, and suitable for pumping flammable or explosive liquids and slurries, the pumps are of seal-less, self-priming (to 6m) design. Easily handled and installed, they are also suitable for submerged operation in mine sumps or storage tanks for process plant chemicals.

According to the manufacturer, the air-

powered pumps will operate reliably for long periods without attention and can be allowed to run dry without risk of damage or danger to equipment or personnel. Maintenance requirements are described as minimal.

Optional accessories include a diaphragm burst detection unit, a resettable stroke counter, a programmable stroke counter (for liquid dosing applications), level sensors (for automatic pump start-up and shut-down), a frequency sensor (for flow rate control) and a selection of hoses, couplings, strainers and system fittings.

Further information is available from Ian Brassett, Hanson Sykes Pumps Pty Limited, 9 Oakdale Road, Gateshead, NSW 2290. Phone: (049) 42 1350. Fax: (049) 42 1303.



Blagdon air operated double diaphragm pump.

Expert Assistance for your O.H.S. Services

David Pye, the Principal of Carlingford Consultants, is a professionally qualified mechanical engineer with extensive industrial experience in Manufacturing, Technical Service and Loss Control.

He is familiar with the practical needs of small business and larger organisations up to multi-national level; in both management and shop-floor line supervision.

Seventeen years experience in Occupational Health and Safety has included seven years as National Loss Control Manager for a major multi-national company and ten years conducting his own consultancy.

Clients include Chamber of Manufacturers (N.S.W.), National Safety Council of Australia (N.S.W.), Risk Management organisations and private clients in construction and manufacturing.

David is a N.S.W. Government accredited Trainer of Workplace O.H.S. Committees and an associate member of the Safety Institute of Australia and the Australian Fire Protection Association.

Carlingford Consultants provide the following O.H.S. Services:

Training:

A wide variety of O.H.S. Training is available, ranging



from half-day to two-day presentations, in-house or external venue.

Courses can be designed to suit clients' needs on specific subjects or general program development for Managers, Supervisors or Employees as required. Participation workshops approach is supported with training aids and ample notes.

Workplace Audits:

Range from half-day walk-through with report and recommendations on hazards, systems and Regulatory requirements, to full O.H.S. Inspection and Systems Audits.

O.H.S. Programs:

Can be designed to suit clients' specific business needs

for any organisation size or type of operation. Assistance can be provided to implement systems if required. Includes Policy development.

Company O.H.S. Manual

Preparation:

Manuals can be designed for specific client needs.

Location:

Carlingford Consultants is located in Sydney, but services can be provided anywhere in Australia. Minimum project outside N.S.W. is two days.

Fee:

A highly competitive fee rate is offered. Normal arrangement is fee-for-service basis on a daily rate, depending on type and extent of service. Discounts apply for extended projects.

Safety in the Hire and Rental Industry

1. What's in it for Us?

1.1 Cost

Occupational Health and Safety (O.H.S.) is one of the most significant managerial responsibilities of the 1990's.

An effective O.H.S. program will help reduce costs. The hidden and direct costs of accidents, worker's compensation and fines for breaches of regulations, together with the cost of major fires or other emergencies add up to be very significant in business.

It is just plain good business sense in a competitive environment, to control these mostly avoidable costs which come right off the bottom line of profit. A simple avoidable accident involving say, one day off work plus medical costs amounting to a total of \$300.00 could set in a real cost of \$1,000 to \$1,500 when the hidden costs are included. To recover this, would require added rentals of \$10,000 to \$15,000 according to your profit margins.

"Unbelievable!" you say. The Association's O.H.S. Manual will show you how this is a real probability. It will also show you how to avoid or minimise these unwanted costs.

1.2 Legal Liability

A good O.H.S. program protects your legal liability. Every employer has a duty of care to all employees under Common Law. Employers must also observe Statutory Laws. These State Acts and their regulations concerning safety vary from state to state.

Broadly they are in three types:-

- i. Industrial Safety Laws

- ii. Awards.

- iii. Crimes Acts.

Safety Laws which include the requirements of Worker's Compensation spell out what is required of employers and employees at work places. Some awards have provision for safety issues and Crimes Acts can embrace "corporate manslaughter" in the event of fatality. Not only are corporations held responsible, but individual officers, managers, supervisors and employees for acts or omissions resulting in serious injury.

Suppliers - including those who hire or rent equipment, have duties under both Common Law and Statutory Laws to ensure goods and equipment are provided in safe condition and sufficient instruction given so that they can be used without danger.

Penalties for breaches can be severe, ranging from \$50,000 to \$250,000 for corporations, up to \$25,000 for officers and up to \$5,000 for employees. Jail terms of up to two years may apply for serious cases and wilful repetition.

All Safety Acts since 1983 include provision for employee participation in safety at work, through committees and/or representatives. In most cases mandatory training is required at employer's cost.

The requirements can be complicated. Every manager and supervisor should know at least the main legal requirements for their state in order to protect themselves and the company.

The Association's manual will have a separate section on legal obligations by state.

1.3 Care of Employees

An O.H.S program provides for the care of employees and all persons at the workplace.

All recent O.H.S. Acts require employers to ensure the safety, health and welfare of all employees at work. So you have to know what the main safety problems are, the regulatory requirements and have a plan to protect everyone at the workplace, especially employees. You are also required by law to protect non-employees, that is, visitors, contractors, vendors, etc.

Willing co-operation and good morale of employees is essential for successful operation of business. Clear evidence of your concern as an employer for the safety, health and welfare of employees is demonstrated by a good safety program.

1.4 Care of Customers

An O.H.S. program will provide for the safety of users of rented equipment, that is, you customers.

Such a plan not only helps to protect your legal liability from those using the equipment but also can be used as a selling aid. Other things being equal, that is, costs, availability and effectiveness, customers will prefer the reliable supplier who is known to provide safe products. In this way they protect their own liability and the persons using the equipment. The image of a "safe company" promotes sales.

2. Making Work Safe

2.1 Define the problems

First we have to know what the problems are. To do this a safety

audit of the workplace is needed. This includes inspection of the workplace, looking for hazards, review of previous accidents and worker's compensation records, and a close look at procedures and systems.

From the audit, we can decide on the main risks and if any breaches of regulations exist. The audit can be conducted in-house if there is sufficient skill available in the company; if not use an external consultant.

2.2 Deciding What to Do

When the main risks are known a suitable policy and program can be developed to suit the business. The program will explain how to carry out policy and will vary according to the needs at the workplace. Some common inclusions are:-

- Set the responsibilities - who does what.
- A system for continuous identification and control of hazards through regular inspections and corrective actions.
- A system for accident investigating, reporting and summarising.
- Getting employees involved and motivated.
- First aid, rehabilitation and emergency procedures.
- Provision of suitable training for managers, supervisors and employees.

This is only a basic list. Other items are added as needed.

3. Safety of Customers

As previously mentioned we must provide for the safety of customers as far as practical. This is done through a system of pre-delivery safety checks in the yard or workshop with documentation and tags, stickers, etc. to indicate status of each piece of equipment

or item supplied.

We also need to ensure that the user has sufficient information provided to operate or use the goods or equipment without danger. This is provided in a system of written information, stickers, verbal instruction and if necessary, demonstration by experienced and trained staff.

It is also essential to prove that the users have any certificates of competency required by regulations for operation of some classes of equipment, for example; explosive powered tools, fork lift trucks etc.

Systems of equipment safety checking and information provision must be audited regularly to ensure that they are carried out effectively.

4. Where to get O.H.S. information

- When available, the Hire and Rental Association O.H.S. Manual.
- The Government O.H.S. Authority for your State. For example, in N.S.W. "WorkCover".
- The Federal Government Safety Authority known as "Worksafe".
- Your local Employer Associations.
- Your Insurer, Insurance Broker, or Risk Management Company.
- Private consultants.
- The National Safety Council of Australia in your state.
- Some large public hospitals, universities, or T.A.F.E. Colleges have O.H.S. units.
- C.C.H. or Butterworths O.H.S. Legal Reference manuals and Guidebooks on O.H.S. Planning.
- Government book shops and information services.

5. Plan to reduce Business Risk in O.H.S.

A logical plan would include the following parts:-

- Know your legal liability.
- Know the main hazards and costs for your operation related to safety issues.
- Establish a company policy and program on safety.
- Make sure all managers and supervisors are aware of and carry out their responsibilities in safety.
- Monitor the system to ensure policy and program is working.

6. Conclusion

Remember a good Occupational Health and Safety Program is cost-effective and also protects your company's legal liability.

The Hire and Rental Association Manual will help you to work out a suitable plan for safety at your workplace.

The Hire and Rental Occupational Health & Safety Manual is now available at cost of \$90 each. An order form is enclosed, or contact your State Secretary.

An Instruction Manual is also available from the New South Wales Region. The complete set includes 33 professionally compiled sheets (see enclosed list) and a represented in a folder in plastic pockets. These can be photocopied and the relevant sheet given to customers when tools and equipment are hired. The cost is \$120 plus \$5 postage and the manual is available directly from the NSW Region by completing the enclosed order form and forwarding it with your payment to the address on the form.

Loos Cope with Harbour Leaks

A FLEET of 120 Rent-A-Loos ensured there were no problems with "leaks" when the Sydney Harbour Tunnel opened with a huge public walk.

More than 130,000 excited walkers made the underwater crossing on August 30, while another 8,000 people joined in celebrations in the Domain.

Several walkers wore snorkels, goggles and flippers, making light of reports that the tunnel was already leaking.

The public walk was organised by the Royal NSW Institute for Deaf and Blind Children, with the assistance of several districts of Rotary International.

They raised about \$400,000 towards the cost of building a pre-school for deaf and blind children at Glenmore Park in western Sydney.

"The total cost is about \$1.2 million, but at least we have made an excellent start," said the institute's project officer, Alison Valis.

Ms Valis said the public walk had gone off very smoothly, and the Rent-A-Loos had played their part in making the occasion a success.

"We chose them because they were recommended by the organisers of other big events held in the Domain, and their price was very competitive," Ms Valis said.

"Having 100 units in the Domain, where the walk ended, meant there were no queues.

"We were very happy with the service provided by the Prestige Portables."

Prestige Portables has catered for most of the major outdoor, public events held in Sydney, Brisbane and on the Gold Coast over the past 18 months.

Rent-A-Loos were hired for the Festival of Sydney concerts, Concert for Life, Sydney Harbour Bridge 60th Anniversary celebrations, Eastern Creek Motor Cycle Grand Prix, RAAF 70th Anniversary Air Show, Battle of Britain Air Show and the Coral Sea Battle celebrations.

Organisers have a choice of standard, chemical Rent-A-Loos or freshwater flush toilets, which have a flushing system and handbasin.

Standard units were ordered for the tunnel walk because of the large crowd involved.

But, for smaller, more specialised functions, many organisers prefer to hire freshwater flush units.

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

Organisers of the 1992 Eastern Creek motor cycle grand prix also chose this type of toilet for spectators.

Freshwater flush units are available as single toilets or in multi-function units (MFUs) – portable buildings, containing separate toilet cubicles and a common wash area.

MFUs are often used in VIP areas.

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

Prestige Portables,
15 Rowood Road,
Prospect. 2149.
(02) 688 2688, or,
(008) 26 7979.



Sydney Harbour Tunnel walkers pass along line of Rent-A-Loos.

HIRE & RENTAL ASSOCIATION OF AUSTRALIA

ENQUIRIES:
CONTACT YOUR STATE ASSOCIATION

HIRE AND RENTAL OCCUPATIONAL HEALTH & SAFETY MANUAL ORDER FORM

Contact:		
Company:		DATE
Address:		
Phone:	Postcode:	
QTY	ITEM SUPPLIED	AMOUNT
	Occupational Health and Safety Manual/s	
	@ \$90 each	
	Cheque enclosed for:	
CHEQUES SHOULD BE MADE PAYABLE TO: HIRE & RENTAL ASSOCIATION		

New Kango Petrol Hammer A Modern Classic

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

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

With its powerful, air cooled 28cc, 2 stroke, single cylinder engine the new 928 is capable of delivering the same great capacity to break, cut, tamp, dig or compact as its famous counterpart, the Kango 900K Demolition Hammer.

Bill Lewis, Kango's Marketing Manager, points to a "basic need for a portable high performance petrol engine hammer in agriculture, forestry, plant hire and other

situations where electric power supply is unavailable. It was natural for us to satisfy this need by basing this new development on our own tried and proven machines."

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

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

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

Stick Electrode puts Welding in the Pink

Improved flux formulations and manufacturing techniques have enabled Liquidarc Pty. Ltd. to offer their new 6012GP electrode to spearhead their expanding range.

Dubbed the "Big Pink One", because it's recognisable by its pink flux coating, the 6012GP runs smoothly in all positions, especially vertical down.

It's fast freeze characteristics, smooth arc and excellent slag removal means positional welding has never been easier. The new "Big Pink One" gives all the benefits expected of a medium to heavy rutile electrode, including:

- Excellent for bridging gaps and poor fit-up.
- Easy use for less experienced operators.
- Stable arc (especially easy to use on low OCV machines)
- Premier vertical down welding.
- Meets AS 1553.1 E4112 Grade 2 and Lloyds Register of Shipping Grade 2.

Being a member of the world's largest manufacturer of welding products, Liquidarc has drawn on the latest world-wide experience and technology to produce an electrode with wide general application.

The company is acknowledged as one of the largest suppliers of welding electrodes to the Australian market.



Liquidarc's new 6012GP general purpose stick electrode is easily recognisable by its pink flux coating and packed in 25kg cartons of 5kg plastic wrapped packets identified with bright pink.

The "Big Pink One" is packed in 25kg cartons of 5kg plastic wrapped packets identified with bright pink.

For your free sample packet of the "Big Pink One", contact your nearest Liquidarc office or their Head Office at 35 Bryant Street, Padstow, NSW 2211. Phone: (02) 772 7222.

Golf Day will launch New Terex Subsidiary and a "hole-in-one" will get you a new car!

A golf day on December 11th, at the Warringah golf course, will launch Koehring Pacific Pty. Ltd., a subsidiary of the Terex Corporation. Koehring Pacific will be the Australian arm of Koehring Crane and Excavator Co., formed specifically to service the access equipment industry and heavy duty, rough terrain cranes for the mining and construction industries.

The launch of the company will also mark the return to the industry of one of the most charismatic characters in construction. John "Shades" Shevlin has over twenty five years experience in this field and he will be heading up the new operation.

Koehring will distribute "Marklift" access equipment, scissor & boom lifts, and Lorain hydraulic cranes. Terex bought out Marklift Industries in the U.S.A. when that company went bankrupt. "There are hundreds of these machines in operation in Australia", remarked Shevlin, "and we are now going to be in a position to offer their owners "hands-on" service and spare parts." He

went on to say that advanced crane technology from Lorain and a new scissor and boom lift range, backed by what he intends to be the best parts and service support in the industry, will position Koehring to take advantage of the economic recovery in Australia as it unfolds.

The new company will have significant financial and marketing support as the Terex Corporation is one of the largest manufacturers of mining, earthmoving, construction and materials handling equipment in the U.S.A. with approaching US\$2 billion per annum.

A bonus for those invited to attend the launch will be a "Subaru" 4WD station wagon for anyone who can achieve a "hole-in-one" on the nominated hole.

Further information:

Koehring Pacific Pty. Ltd.
Telephones: (065) 83 4468
(081) 655 766
(02) 439 3966.

Temporary Site Services Division

The Division is concerned at the lack of a uniformly high standard of temporary sanitary facilities on domestic building sites. Some members try to cut corners by not carrying out the proper maintenance, so that they can reduce their prices, and therefore gain extra business.

The Division has prepared a Code of Practice for all members who hire out site toilets to sign. Those who do sign will have their names put on a list of recommended suppliers to be sent to all councils.

A draft of a circular to Division members, together with a Code of Practice and also a letter to the municipal councils, was circulated to Board members.

The Board agreed in principal to this proposal, with only minor amendments to the documents, and the Division will finalize the matter at its next meeting.

The Site Services Office's reports for June and July were noted by the Board. It was noted that his appointment will be reviewed by the Division at its next meeting.

Superannuation

From July 1, 1992 new Superannuation Guarantee Levy came into effect, and all employers (with very few exceptions) will have to pay superannuation on behalf of their employees of 3% or 5% of annual salary. The Hire and Rental Insurance Brokerage will have an approved superannuation plan for the hire industry and this will be offered to members shortly.

Board Appointments

Brian Topp indicated that he finds it difficult to attend Board meetings and asked if another person could attend on his behalf. It was pointed out that the Board has the power to co-opt a replacement (clause 13.12 - articles of association). Mike Wilton undertook to contact Wayne Weller, Coates Hire, regarding his attendance at Board meetings.

Computer Package

It was suggested that a software package could be made available to new members or to members who are considering putting a computer into their business. However the Board felt that it would be inappropriate to recommend one supplier over others, and that perhaps special "computer days" could be arranged on a regular basis.

Promotional Video

Mike Wilton showed two short videos, one promoting the World Congress Centre and one promoting Melbourne. The Board felt that the "Melbourne" video was appropriate for a promotional video for next year's Melbourne Convention. Mike Wilton to arrange the production of the Convention video.

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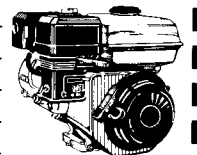
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Safety – A Management Challenge for Survival in Hard Economic Times

To survive in difficult economic times we need to put as much effort into preventing losses as in promoting profits.

A major development on this theme for 1992 is the publication of the Hire and Rental Associations Safety Manual, which has been professionally developed by David Pye, Principal of Carlingford Consultants.

It is clear that to maintain customer confidence, avoid legal liability and forestall Government interference in our industry and mandatory safety regulations, we must be seen to be committed to safety and have effective safety programs both as individual companies and collectively as an industry. The threat of compulsory Codes of Practice already exists and we can see State Government Safety Authorities moving on things like towing regulations for hired equipment and skid-steer loaders safety following accidents.

Unfortunately in the Hire Industry our risk of legal liability and costs associated with accidents and insurance are quite high. Much of our

equipment is inherently dangerous if not used according to instructions. Its use by customers is largely beyond our control. Additionally, product liability as "suppliers", Common Law and Statutory Law safety expectations get tougher every year. Once litigation is involved there are no winners, only heavy costs and often damaging publicity for individual companies and the industry.

As safety and legal responsibilities for our staff and customers are being increasingly emphasised, the manual will be an invaluable aid as a first step in implementing a safety policy and program for your company. To protect yourself personally, and your company, against liability and costs, the Association urges all members to obtain a copy from your State Association.

The manual which provides an enormous amount of reference material in one convenient low cost source, covers the following main topics:

- Getting started on your Safety Program
- Setting Safety Policy

- Developing a Safety Program to suit your workplace
- Programs for Customer Safety
- How to control most of the hazards
- Legal requirements by State
- Major sources of Safety Information

It is industry-specific and requirements of each state have been considered. An up-dating service on legal requirements will be provided.

To start a cost-effective safety program which works for your particular kind of business, the following steps are needed:

1. Find out what the main risks are at your workplace and in the use of your equipment by customers. You also need to be sure you are complying with all State Safety Regulations. You may need an outside expert to help you with this step.
2. Decide your Policy and a Program to control the risks.
3. Decide who is responsible for the various tasks involved and make sure

they do them.

4. Get your employees involved.
5. Managers should audit the program regularly to a written Policy, Program and Procedures.

The Manual explains how to do these tasks.

Successful programs are noted for these things:

- Senior management involvement
- Supervisors are responsible for safety of all who work for them and what they do are held accountable
- Employees participate
- There is written Policy, Program and System systematic training and

emphasis on prevention.

The Safety Manual provides a most valuable starting point. For further assistance the services of Carlingford Consultants are available.

Carlingford Consultants can provide help through audits of workplaces and safety systems, make recommendations on hazard control and meeting State Safety Authority Regulations. They also provide training on a wide range of subjects including Management Briefing on Legal Obligations, Safety for Supervisors, and specific hazards. Projects can

be done on-site or through group seminars arranged by your State Branches, Group seminars will significantly reduce costs to individual companies.

State Branches of the Association are encouraged to arrange seminars for members in conjunction with launching of the Safety Manual to keep the promotion moving.

Remember, there must be clear evidence that we have effective safety programs, an Industry Safety Policy and Code of Safe Working Practices to avoid having Government Regulations forced upon us.

New offices in two weeks

A SLUDGE recycling company has solved an urgent need for more office space with a stylish, made-to-order portable complex which was ready within two weeks.

Bio-Recycle, based at Windsor, west of Sydney, needed the extra room because of rapid expansion over the last 12 months.

"Bricks and mortar" construction would have taken too long. Also, management was reluctant to build, as it plans to move the administration offices to a new site within two years.

The company decided instead to hire an up-market portable office

complex from Prestige Portables.

It comprises two buildings, 7.2m x 9m and 6m x 3m, which connect to each other and to the original office area.

The complex provides a reception area, two staff offices, boardroom and a large executives office.

"I didn't like the idea at first," managing director, Neil Schembri, said. "But now I think the complex is very impressive.

"The extra facade and landscaping give it a classy appearance which I did not think was possible.

"I was also amazed that Prestige Portables had the complex ready within two weeks of us placing the

order.

"It was built in a factory to our plans, transported out on big trucks and installed within a couple of days.

Prestige Portables, who operate in Sydney, Newcastle and Queensland, has had nearly 15 years experience in solving all sorts of accommodation problems. It can even deliver standard, "mobile" buildings within 24 hours.

Prestige Portables
5 Rowood Road
Prospect, NSW 2149.
Telephone (02) 688 3055 or
STD free 008 26 7979.

New 240 Volt Sump Pump from Pacific

Pacific Pump Company have extended their range of D.C. Submersible Pumps, a new non-corrosive design 24 volt submersible pump model SD25L2 has been added to the range. Based on the 12 volt design the unit is manufactured with an outer casting of fibreglass reinforced polyester.

The inlet strainer and all wetted components are resistant to salt water and some corrosive materials. They feature an oil lubricated mechanical seal for durability and an internal motor protection device. The pump is supplied with a one inch hose connection and is extremely portable weighing only four kilograms. Excellent performance for its size is reflected with a maximum flow of 115 litres per minute and total head capability of 6.5 metres.

Pacific Pumps believe the unit is ideally suited for field service crew; where 240 volt power is unavailable or combustion engine pumps are impractical.

The compact nature of the pumps means they can be carried in the back of any vehicle with the minimum of inconvenience. Removal of seepage and stormwater from inspection pits, site construction work plus its use as a portable bilge pump provide an economical and effective solution.

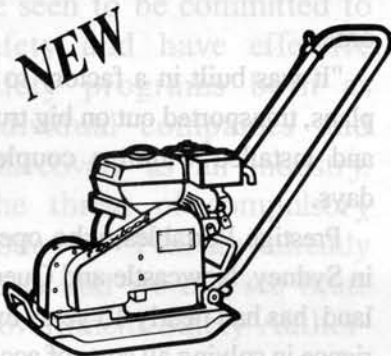
For further information on this product, please contact your nearest Pacific Pump Company branch:

New South Wales:	Tel: (02) 638 5600	Rob Bury
Victoria:	Tel: (03) 398 5211	Troy Bottegal
Queensland:	Tel: (07) 275 2899	Janina Kocinski
South Australia:	Tel: (08) 346 2622	Don Murfitt
Western Australia:	Tel: (09) 279 4511	Ray Alridge



New 240 volt Sump Pump from Pacific.

PLATE COMPACTOR



- 37 cm wide - ideal for paving & trenches.
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Model 928

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- Robin or Honda motor with oil level sensor.



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It's Party Time

Let's Party

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Ruth E. Wilson — she's flown balloons over alps, deserts and oceans... now it's Japan — November 14-24

IN OUR Bicentennial year, the Sun-Herald dubbed her "Woman for Australia". Ruth E. Wilson has represented her country on a regular basis since 1977 at world ballooning competitions. She worked for four years to bring her concept of a 16-day fly/drive endurance event across Australia from Perth to Sydney to fruition in 1988.

Later this month, she will lift off with 105 other pilots in Saga, Japan to defend her bronze position on in 1990.

The Pacific Ballooning Championships and Ladies World Cup will be held from November 14-24 where this high flying media event attracts over 300,000 spectators at each launch, morning and afternoon.

The Sydney based Company, On Site Rentals Pty Ltd, who have interests in Southern China, Fiji and New Zealand, have expanded their diversification to enter the international world of sport by sponsoring Ruth, a former Australian champion, in Japan.

Mr Malcolm Williams, managing director of On Site Rentals Pty Ltd, said at a recent industry dinner, that it is his belief that when times are tough in business, the need to get behind promotional and inspirational activities becomes paramount in achieving higher consumer awareness of product. Mr Williams has been in the rental industry for almost 20 years. His company rents portable buildings and Super Loos to all areas of population.

The company has sought expansion in recent times and is focusing on providing improved sanitation facilities in Southern China, portable housing for Fiji and in-

creasing their stronghold in the rental industry in New Zealand.

"Ruth approached our company to discuss the feasibility of our designing a portable loo to fit in the balloon for a special ballooning challenge she is working on currently. The decision to support her bid in Japan was a consequence of that initial meeting. We wish her success in her endeavours," said Mr Williams.

Ruth Wilson has worked and lived in the USA, Canada, Japan and New Zealand and has flown balloons regularly in those countries as well as in Switzerland, Germany France, UK, Austria and throughout Australia.

She has survived a 7 meter wave which wrecked the marlin fishing boat she was on, causing her to be swept out to sea with no life jacket, bleeding head wound and severe back injuries. After 50 minutes in the ocean and on the point of surrendering to the sea, she noticed a pod of dolphins circling around her, jumping and splashing so that the rescue boat finally found her. What followed this near death experience? Intensive care... a new dolphin balloon added to her fleet of balloons... and much more.

Since September 1, her home is now Longueville, Australia.

Ruth E. Wilson can be contacted on (02) 428 4775.



Malcolm Williams, managing director of On Site Rentals Pty Ltd at Moorebank, congratulates Ruth Wilson at the World Ballooning Cup in Saga, Japan, November 14-24, 1992.

Party Hire



HirePoint has already been tried and proven by 26 Hire companies around Australia since 1986.

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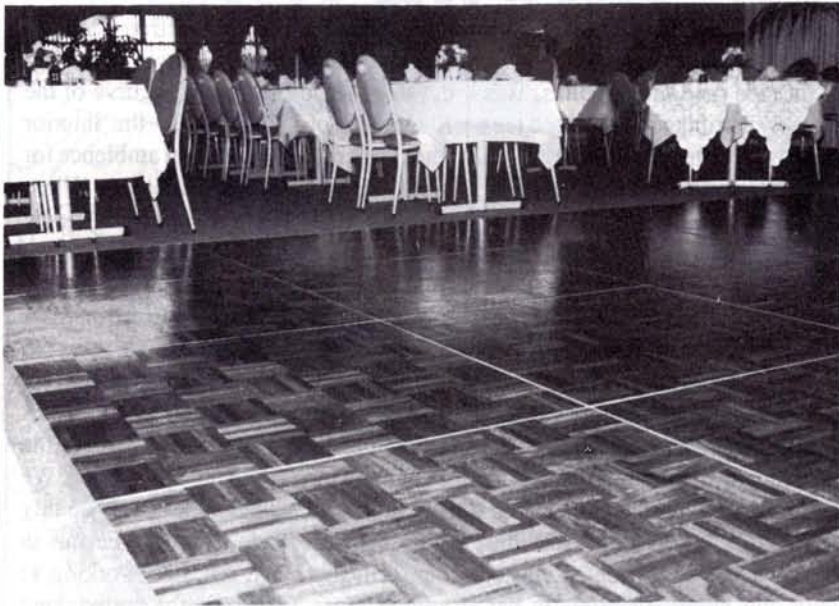
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So phone now :-

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Phone (02) 876-2745**

AUSTRALIAN PORTABLE DANCE FLOOR



Australian Portable Dance Floors have introduced a new range of dance floors for use in the Australian Event Industry.

Beautifully finished in Tasmanian Oak or Brush Box finger parquetry, or in black and white vinyl for special theme functions, these floors look great, anywhere, anytime.

Designed for easy assembly and storage, with simple aluminium extrusions and splayed gold anodised trims. You can form a variety of floor shapes and sizes to suit your needs.

For ease of handling our robust transporter, which doubles as a storage bin, can carry up to 20 floor panels.

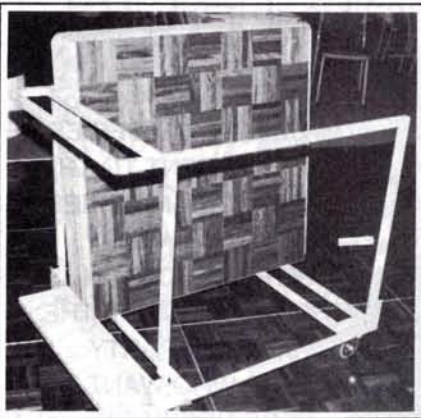
We will manufacture upon request, floor panels in specific sizes to match and compliment the floor panels in your current portable dance floor.

Australian Portable Dance Floors last for years and will return great profits.

For further information contact:

AUSTRALIAN PORTABLE DANCE FLOOR

2 TOWNSEND STREET, PHILLIP, A.C.T. 2606 — PHONE: (06) 285 2896. FAX: (06) 285 2242



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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.

ECONOMY • QUALITY • CLASS

ELECTRON



FROM THE
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WEDDING TENT TO THE
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DOLMAR

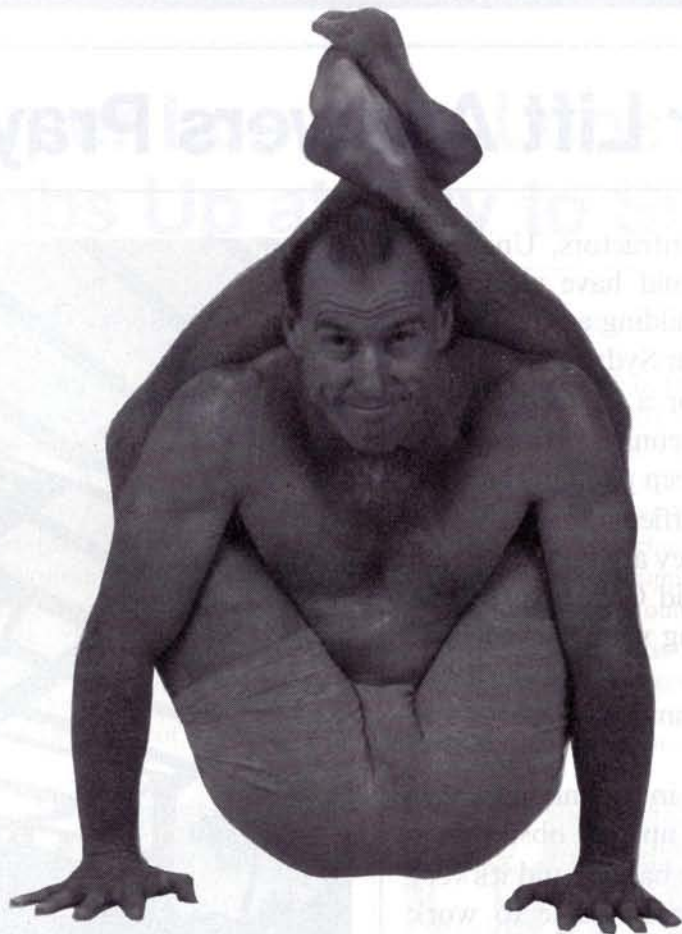


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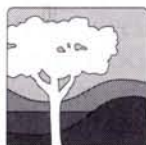
Ironbark realises this sort of flexibility is only achieved through years of experience

There are plenty of computer systems marketed to the Australian hire industry. Some are little more than glorified accounting packages, while others are "off the shelf" foreign systems that have been chopped and changed under licence to fit the local market. Quite surprisingly, all of these systems work. Some better than others. But there's one hire system that offers the security and flexibility of having been conceived, written, developed and supported here in Australia for Australia's hire industry. The Ironbark-Hire system.

The unique flexibility built into Ironbark-Hire means it can bend and stretch to fit into your hire company, whatever the size. From the small business looking forward to expansion, to the multi-

branch hire organisation, Ironbark-Hire will be the right choice. Modifications? No Problem. Our team of industry-experienced programmers are always available to make sure your computer system fits your business like a glove.

Because we realise that small firms become medium sized firms. And medium sized firms become big firms. And you need a computer system that can expand at the same rate as your hire business, without requiring overseas correspondence, crippling re-configurations or hideously expensive upgrades. Our flexibility makes a world of difference. The Ironbark-Hire system. Call Tony Petersen on (07) 257 1545, or send the coupon below for a full list of features.



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YES, Please send me more information on Ironbark-Hire, the totally flexible hire system for the Australian hire industry.

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Business name _____

Address _____

Phone _____ Fax _____



Trailer Lift Answers Prayers

Steel erection sub-contractors, Universal Rigging (Aust), would have welcomed divine help while building a new church at Austral in south-western Sydney.

Instead, they settled for a 12 metre trailer lift (cherry-picker) from Kennards Hire to help with the erection of the steep pitch of the roof.

"Churches are more difficult than a lot of other buildings because they are very steep and awkward to work on," said Col Hughes, who operates Universal Rigging with partner, Ken James.

"But we found the Kennards' machine was right up to the task.

"It is small, easy to get into confined areas, manoeuvres well and gets up over obstacles.

"The controls are in the basket, and it's very simple to operate and comfortable to work in.

"We saved an enormous amount of time using the machine. One of our men fitted all the purlin struts in about one and a half hours. A couple of years ago, it would have taken more than a day.

"Small cherry pickers are not very expensive to hire, compared with the larger models. This one cost us about \$230 a day, which was money well spent."

Mr Hughes said that because of Workcover regulations on the handling of steel, his firm now used cherry-pickers and boom lifts to provide the utmost safety for workers.

"We often hire 12 metre cherry-pickers because they are suitable for most small to medium size buildings and factories in the metropolitan area," he said.

Kennards Hire, which now has 22 branches following the recent acquisition of the eight GRN branches, has two size trailer lifts, with working heights up to 12 metres and 14 metres.

The company says the access machines are hired for a wide range of jobs, including tree lopping, factory maintenance, painting, sign-writing and cleaning.



A 12 metre trailer lift, from Kennards Hire, in use on the new church being built at Austral.

They can be towed behind any vehicle over 1,700kg (3,740lbs), or Kennards will deliver to site.

The basket capacity for both models is 200kg (440lbs).

Kennards' other access equipment includes man-lifts, aluminium and A-frame scaffolding, trestles and a big range of step, extension and roof ladders.

Full details are available in the company's new, 84-page colour catalogue, which is free at all 22 branches.

Kennards Hire,
Head Office,
16 Herbert Street,
Artarmon. 2064.
Ph: (02) 439 3477.

Super Loo Dog Loos gets Thumbs Up at City to Surf Run

Mitzi was the first to explore them while her owner, Julia Atkinson of Bondi stood by grinning in amazement. 'Buddy' found relief by taking advantage of the tree stump as interested spectators on Bondi Beach for the City to Surf Run during August gave the 'thumbs up' to the SUPER LOO MALE & FEMALE DOG LOOS.

"Dogs defecating on the streets and beaches has grown into a huge problem in European cities and it is getting that way in Sydney", commented one of the officials, Richard Payne of Balmain. "Pooper scoopers, special vacuum lifts and other methods have been invented to try to maintain cleanliness. This is an Australian first and these dog loos go right to the cause of the problem - great idea", he said.



A first for City to Surf . . . Super Loos Dog Loos from On Site Rentals at Moorebank.

On Site Rentals was the first company to introduce portable toilets into New South Wales nearly 20 years ago. The company has chalked up a first once more with the concept of their Super Loo Male & Female Dog Loos. Both models are 1.5 metres square at the base with a sand filled plastic pan and a 1.8 metre back frame advertising the loo. The male dog loo has a centrally placed tree stump while the female version is the same, minus the tree stump.

Malcolm Williams, Managing Director of On Site Rentals, whose company has been associated with City to Surf for the past 12 years, confirmed that his company has provided over 2000 SUPER LOOS to the event but that this year he was particularly pleased with the response to the DOG LOOS.

"When Brad Dixon, Yard Foreman at our Central Coast

branch, suggested the prototype, we decided immediately to proceed with the concept", said Malcolm Williams. "Pet lovers enjoy taking their animals with them to outdoor events. Why shouldn't dogs have access to a comfort station? Our SUPER LOOS have serviced hundreds of thousands of people over the years at special events such as Carols in the Domain, The Pope's Tour, Iron Man Races on Sydney beaches and many others. We are getting enquiries now re the supply of our canine loos to be placed at shows and various outdoor celebrations".

And for the dog who has everything, what better gift than a personalised doggie loo for Christmas.

For further information please contact:

Ken Walsh at On Site Rentals: Phone: (02) 601 1766.



"Buddy" at dog toilets Bondi Beach City to Surf.



Brad Dixon, designer of the Super Loo Dog Loos with 'Mitzi' first user of the the Loos at City to Surf Bondi Beach.

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



“**T**he only complaint I can make about this seventeen-year-old Kawasaki engine is that it just refuses to pack it in. We'd like to get a new one, but how can I when this old one still runs just like new.”

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



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

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

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KSM 900/B

BRUSH TYPE CARPET CLEANERS



TBS 35

TBS 42e

SPRAY EXTRACTION CARPET CLEANERS



PREX SL



PUZZI

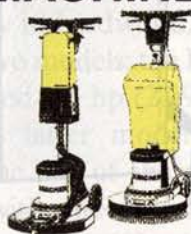


PUZZI PROFI 200



KMR 1200

DISC MACHINES



NT 501

VACUUM CLEANERS - WET & DRY



NT 602 LP
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FLOOR SCRUBBERS

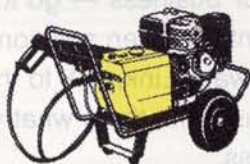


BR600/B
BR500/B

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3000 psi
Petrol
(925 L/H)



HD 890

2500 psi
(800 L.H.)
3 phase



HD 755

1600 psi
(700 L.H.)
Single phase



HD 655

1500 psi
(600 L.H.)



HDS 550c

1300 psi (480 L/H)
Single phase

HDS 555C

1500 psi (550 L/H)
Single phase

HDS 750

1500 psi (700 L/H)
Single phase

HDS 790C

2200 psi (600 L/H)
3 phase

HDS 990

2600 psi (950 L/H)
3 phase

HOT WATER HIGH PRESSURE CLEANERS



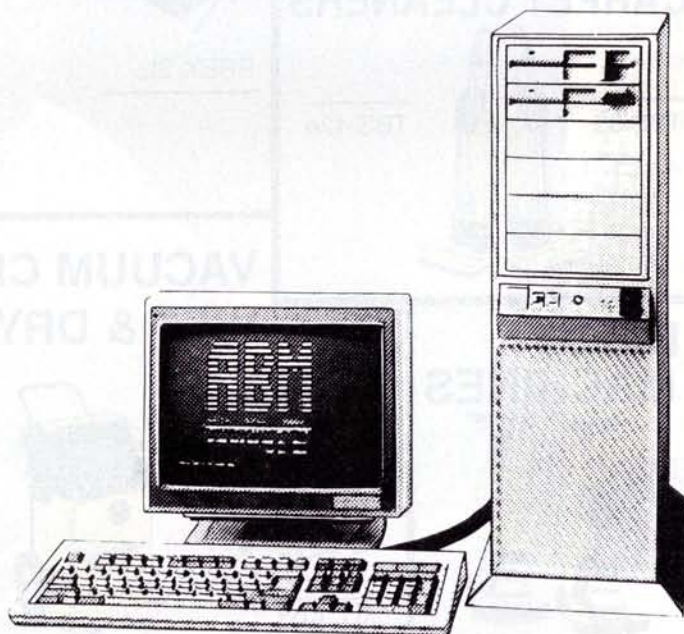
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For your personal copy of the QUICKHIRE System Overview write to or call

The Software Link

P. O. Box 1, Berkeley Vale NSW 2259.

Telephone 043 - 65 3388 : Fax 043 - 65 3400

 **QUICKhire**

Chainsaw Range Now Fully Categorised

The Tanaka Professional Range of Chainsaws is now fully categorised for ease of choice by the user. Available from Parklands Trading Co., Australian distributor for Tanaka engine driven garden products since 1968, the range features chrome bores for longer life and double lobe crankshafts for more power and less vibration.

The base model is the ECS-320 labelled for limbing/pruning use. Next step up is the firewood category with two saws: the ECS-330 and ECS-3500. The ECS-3500, though only 34cc, develops more than two horsepower (1.6 kW). Operating over a broader range of engine speeds, the user gets plenty of cutting power without stressing the engine at lower rpm. The ECS-3500 is said to outperform many 40cc saws, while handling a 16" (40cm) bar comfortably in hardwood.

The farmer category has two models: the ECS-4000 and ECS-506, 2.8 hp and 3.6 hp (2.09 and 2.68 kW) respectively. The latter model can handle a 20" (50cm) bar. The top of the range is the hardwood category, with one model, the ECS-655 which can handle a 24" (60cm) bar easily. Powered by a powerful 4.5 hp (3.36 kW),

this model features a heavy duty bucking spike and a tough sprocket nose bar. This model is ideal for commercial users, with heavy duty requirements.

All Tanaka chainsaws have all bearings at both ends of the crankshaft, instead of the more fragile needle bearings used inside many saws. The range also features two piston rings for sustained performance and remote fuel tanks to eliminate fuel vapourising when the saw gets hot – which prevents restarting. All saws are continuously rated and come complete with a gear driven oil pump for better lubrication.

All models feature the Tanaka anti-vibration system for operator comfort and ease of use. All safety devices are standard.

All chainsaws also come with a standard two year homeowner warranty. Full service and parts backup is available through Parklands.

For more information, please contact:

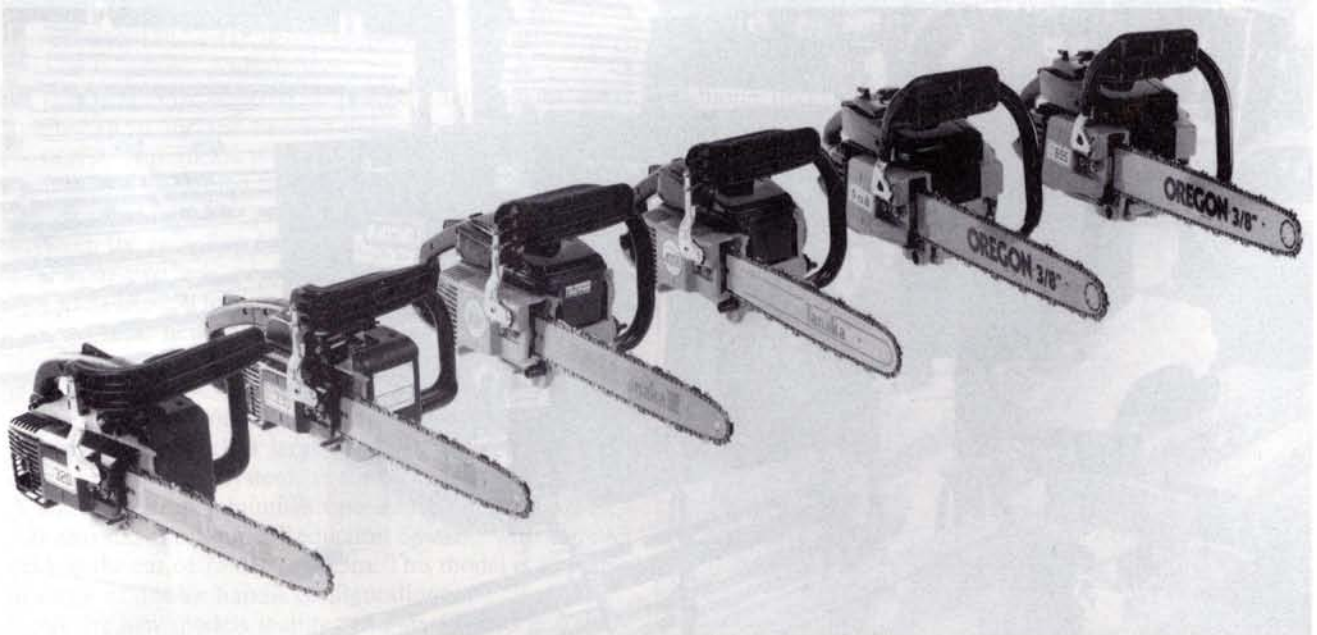
Mr. Ron Zacka

Parklands Trading Co. Pty. Ltd.

71 Chapel Street

Lakemba N.S.W. 2195

Phone: (02) 758 2111 Fax: (02) 759 7844



The Tanaka Professional Range of Chainsaws. Parklands Trading Co. Pty. Ltd.

Tough Lincoln Diesel Model Welders Can Really Lean On

The latest addition to Lincoln Electric's Wieldanpower range of field welders and auxiliary power sources offers over 300 amps with less sound than similar models.

Powered by an extremely quiet water-cooled Kubota D950-B 3 cylinder, 4 cycle diesel engine, the new Wieldanpower 300+ field welder gives an AC range of 40-330 CC amps and a DC range of 40-320 CC amps.

The multi-process machine is ideal for building contractors, hire companies, local government bodies and rural operators who can benefit from simultaneous welding and auxiliary power on-site, away from normal power.

The 300+ unit also features an automatic engine idler which the operator can select by means of a toggle switch on the front console. This saves fuel and reduces engine wear and sound emission. A low idle, the unit is cut to 1,400rpm from a top speed of 3,150rpm without load.

The Kubota engine's indirect injection and spherical combustion chambers also add up to very quiet operation. Sound level is around 72dBA at seven metres.

The exhaust outlet on the unit is horizontally arranged which avoids the need for noisy flap valves for weather protection.

As a constant voltage welder, the 300+ provides optimum arc characteristics for MIG and flux cored wire welding.

As a variable voltage welder, the unit is excellent for welding with stick electrodes, especially low hydrogen and stainless types, plus air carbon arc metal removal.

The Wieldanpower 300+ also features a fine current control which makes TIG welding a breeze.

As an auxiliary power source, the 300+ gives 6000VA of 240V 50Hz output, enough to light sixty 100 watt bulbs or drive most power tools on site, away from mains power. The 300+ also gives 3000VA of dependable power at 115V 50Hz for driving wire feeders and high frequency options.

Up to 15 amps can be drawn from each of two 240 sockets, or up to 20 amps from each of the unit's two 115 receptacles.

Key start is standard on the 300+. as are glo' plugs, for easy cold weather starts, warning lights for low oil pressure and low battery charge and an hour meter to enable easy logging of service periods.

Routine maintenance may be performed from the side.

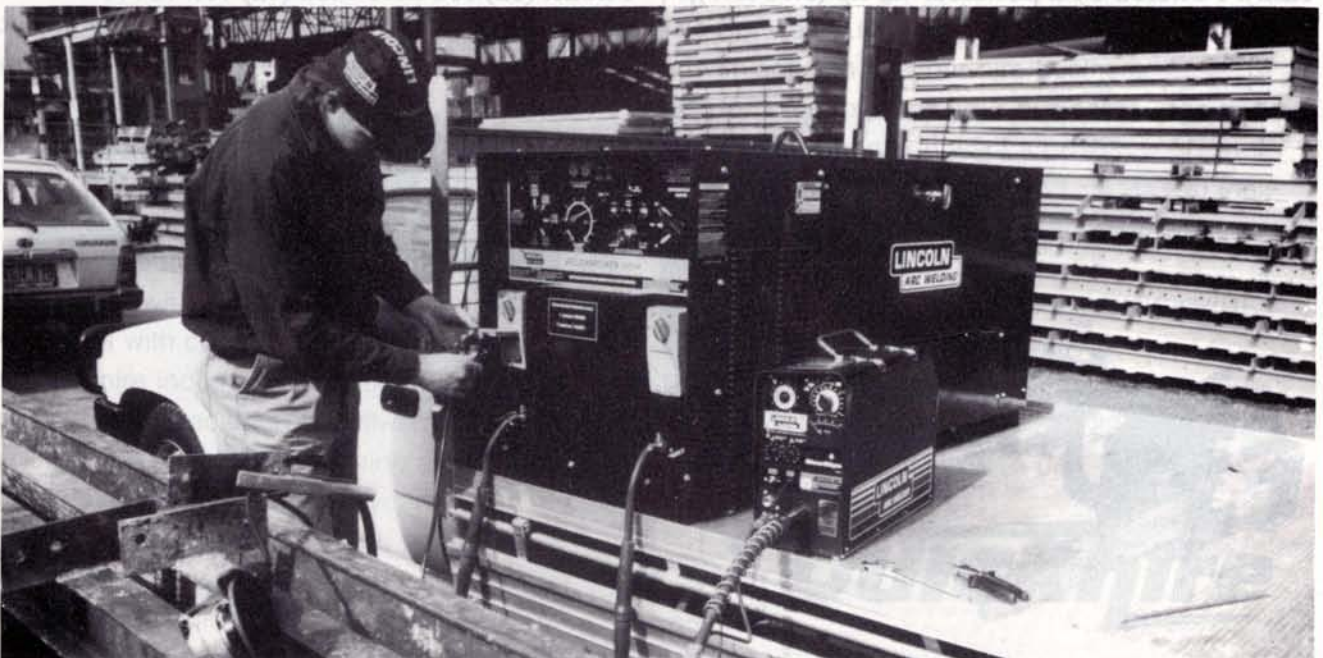
Periodic maintenance is via hinged doors on both sides and there is an external sump drain conveniently located at the side of the chassis.

Branded with the reliable Wieldanpower name, the 300+ meets the electrical safety requirements of Australian standard 2790.

Like all Lincoln Electric's heavy-duty field welders, the machine is protected by the Lincolncare warranty covering Lincoln-made parts and service for 2 years. Supply of parts is also guaranteed for 10 years past the last manufacture date of the model.

Lincoln Electric have been manufacturing machines for the expanding Wieldanpower range of combination welding and auxiliary power sources for over 30 years.

For further information contact The Lincoln Electric Company (Australia) Pty. Limited, 35 Bryant Street, Padstow, NSW 2211. Phone: (02) 772 7222.



The Wieldanpower 300+ offers sufficient auxiliary power for most 240V 50Hz tools on site and also works well with modern welding processes using wire feeders such as Lincoln's LN-25.

Yanmar 3 Tonne Super Swing Excavator

TUTTS in Sydney has recently delivered a Yanmar Super Swing Excavator, Model B3 to a Riverstone contractor, Raybus Pty Ltd, who is contracting to the State Rail Authority in NSW. The Yanmar B3 Excavator features a Knuckle boom design, that allows offset boom operation and the Excavator to rotate a full 360° within the width of the Excavator Track.

Raybus chose the Yanmar B3 Excavator because of its ability to operate in very confined spaces. On the current SRA contract, it was essential that they could move an Excavator up between rows of railway tracks and then dig out the footings for electrical pylons and compactness of operation was essential to ensure that they did not disrupt the continual railway traffic.

Larry Moles, the operator of the B3 said that although the operator's compartment is extremely compact, the controls are laid out within easy reach and the machine was very smooth when walking it from one site to the next because of the unique design shockless travel system.

The Yanmar B3 comes standard with a dozer blade and steel canopy, with optional steel or rubber tracks that can be interchanged within 2 hours. The machine has a lockable fuel cap and engine bonnet and the standard toolless "Control Pattern change over mechanism" to allow for control pattern changes to suit individual operators.



A free technical specification sheet on the Yanmar B3 Super Swing Excavator is available from: TUTTS, 2 South Street, Rydalmere NSW 2116. Phone: (02) 684 4400 Fax: (02) 684 1501.

New Brushcutters Added To Tanaka Range

Parklands Trading Co., exclusive Australian distributors for Tanaka engine powered lawn and garden products since 1968, announced three new brushcutter models. These will complement the basic model, the TBC-4000 "Parklander" domestic brushcutter and replace some existing ones.

The new TBC-4500 is a professional straight shaft timmer ideal for the heavier domestic use. Featuring a powerful 1hp (0.75kW) 20cc engine, the unit is also lightweight, weighing only 4.5kg. Like most Tanaka brushcutters, the TBC-4500 has an anti-vibration system between the engine and shaft for smoother operation.

One of two new professional models for commercial use, the TBC-250 features Tanaka's new Sound Reduction System. The new muffler/intake design reduces sound levels by up to 44%. This model has been re-engineered (replacing the TBC-220) with 13% larger engine.

The third new model, the TBC-300 replaces the TBC-265 and comes with a larger 29cc engine. The unit has dual anti-vibration system, at the handle and the engine. A shoulder strap minimises operator fatigue. The TBC-300 also has the Sound Reduction System, with only 85 dBA at the ear or 75 dBA at 7.5m. This model is available in single or double handle configurations.

All the new models feature solid-steel shafts and alloy steel cutting head. The autofeed "brain" cutting head is available as an option.

Full spares and service back-up is available through Parklands.

For more information, please contact:

Mr. Ron Zacka

Parklands Trading Co. Pty. Ltd.

71 Chapel Street, Lakemba N.S.W. 2195

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



The Tanaka TBC-300, one of the new brushcutters in the range.

Brambles Forklifts Wins Coca Cola Hire Contract

Coca Cola has rented 13 LPG-powered Hyster forklifts from Brambles Forklifts, painted red with the company's distinctive logo and decals, for use in its 10 country depots covering an area from Rockhampton to Coffs Harbour in the south and west to Inverell.

The agreement covers a three year period with equipment fully maintained and serviced during that time.

"Service Response within one hour" is the motto which won over John Storey, Purchasing Officer of Coca Cola Bottlers in Brisbane to Brambles Forklifts, when looking to rent forklifts on a long term basis for their South Queensland country operations.

"We had a number of favourable quotes to consider but Brambles guaranteed that if we had a breakdown, the service response time to get a mechanic on site to attend to the breakdown was within one hour, and this was an important factor in our consideration of all the quotations," he says.

John Storey says that in the past, Coca Cola Bottlers had always purchased their own capital equipment and carried out maintenance within the company.

"However, under the Brambles scheme there is a saving in capital cost, as well as no worry and fuss if breakdowns occur.

"Forklifts are vital to our operation and in some of these centres we only have one, so Brambles' undertaking to respond within one hour or replace, if repairs are to be protracted is a valuable commitment to us.

We were also impressed by Brambles' solid reputation and proven background in this field," he adds.

Brambles Forklifts claims to have over 3000 forklifts for hire. Now available from 23 locations throughout Australia, they range from light duty, battery operated machines to 48 tonne capacity special purpose forklifts.

For further information please contact:

Peter Ambrose

Manager

Brambles Forklifts

767 The Horsley Drive,
SMITHFIELD NSW 2164

Telephone: (02) 604 8800

Facsimile: (02) 609 4982.



John Storey, Purchasing Officer, Coca Cola (centre) with Tony Robinson, Manager, Brambles Forklifts, Brisbane and Glenn Todd, Forklift Operator, Coca Cola.

Hako Solves Problem at Sunshine Sugars

The Hako Jonas 1100 has proven to be the answer to a special problem for Manildra Harwood Sugars who trade as Sunshine Sugars. The company must maintain a dust free environment. The requirement is difficult considering their location at Clyde Railway Yards and the fact that the dust generated in their industry is fine and difficult to pick up.

Sunshine had tried several possible solutions to no avail. The company's latest attempt was the use of the Jonas 1100. The Jonas 1100 has, among its many features, automatic high-lift emptying capacity which enables the operator to tip the collected waste into a standard debris container from the comfort of his or her seat. The Jonas 1100 also has a large filtration area of four square metres that separates the dust with an efficiency of 99.5%.

Manager of the Clyde Plant, Mr Carl Ross, was amazed at the results. "The machines are suitable for their purpose and do the job well." The Jonas 1100 is regarded as the best machine in the industry for medium to large floor space areas. Sunshine's factory is about the same size as a football field and is

completely swept under one and a half hours.

To complement the Jonas 1100, Sunshine have employed the use of the "Minuteman 32B" floor scrubber. The Minuteman 32B is required for areas where the fine sugar dust becomes exposed to moisture and forms a sticky area on the floor. This ends up covered in fork lift tracks and other residue. The Minuteman 32B is also used to pick up water from the dock floor. The scrubhead is capable of exerting 109kgs of downward force which is thought to be exceptional for a machine which is so light to use. The scrubbing of Sunshine's factory takes approximately 2 hours.

Commenting on the combination of the two Hako machines, Operators, Messrs Phil Churton and Geoff Grace, were surprised at just how efficiently their needs had been met: "They work well and are very reliable".

The machines at Sunshine Sugars are just two in a range of thirty Hako scrubbers and cleaners designed to suit every application. They are available from authorised Hako dealers throughout Australia.

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



Hako Jonas 1100.

High Pressure Oil from 'Shop Air'

The Australian Hydraulics company have announced the release of the new 10-500 Series of SC Hydraulic Pumps. SC air operated pumps operate on the simple but efficient principle of power magnification through the use of differential areas. A relatively large air operated piston drives a smaller piston which provides fluid flow at high pressure. Only 690 kPa (100 psi) of air pressure is required to attain maximum hydraulic pressure.

The SC10-500 consists of a basically common air motor to which can be fitted a range of 15 different sized fluid pumps enabling a selection of high flow up to 23.6 litres per minute (6.25 gpm) or high pressure up to 276 mpa (40,000 psi).

The SC10-500 pumps can be specified for oil or water service and other fluids will be considered

on application.

Australian Hydraulics Company expect the SC10-500 series pumps will find wide acceptance in many industries as they have the ability to function as a low pressure fluid transfer pump right through to an extreme high pressure hydraulic pump. The pumps are suitable for static or burst pressure testing whilst also being suitable for powering hydraulic presses, shears, punches, riveters as well as hydraulic tools such as pruners and cattle de-horners etc.

All of this is powered by a 'shop-air' supply system which is generally available and usually underutilised in most factories.

Further information on SC pumps is available from Australian Hydraulics Company, branches in all states.

Vale Jock McKechnie

The Association was saddened to learn of the passing of Jock McKechnie, an Honorary Life Member of the Association.

Jock was an early and successful pioneer of the party hire industry since he bought Miller Bros. Hirings in Richmond in 1946.

He was the doyen of the party hire industry in Australia for many years, respected and looked up to by his customers and industry colleagues alike.

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INDUSTRY NEWS

Quick, Clean Pump-Out

A DIAPHRAGM pump from Kennards Hire provided a quick, effective method of emptying a large solids settling tank at a major Sydney Hospital.

The tank collects waste from the renal unit.

After testing the waste, Water Board officers gave approval for it to be pumped into the sewage system.

The diaphragm pump completed the job in less than an hour.

Kennards says the pump has a variety of applications, ranging from emptying septic tanks to site dewatering and excavations.

It operates at 9,000 LPH (2,000 GPH) and uses 50mm (2in) hoses.

No priming is required, and it can operate dry, making it very useful for slow seepages.

Kennards also has 25mm (1in) and 50mm (2in) submersible pumps, flexible shaft pumps and centrifugal pumps.

The smallest unit is a 12V inline pump for emptying water beds and pumping diesel and kerosene.

Kennards Hire has 22 branches in Sydney, Newcastle and Brisbane following the recent acquisition of eight outlets from one of its strongest rivals, GKN Rentals.

Kennards Hire,
Head Office,
16 Herbert Street,
Artarmon. 2064.
(02) 439 3477.



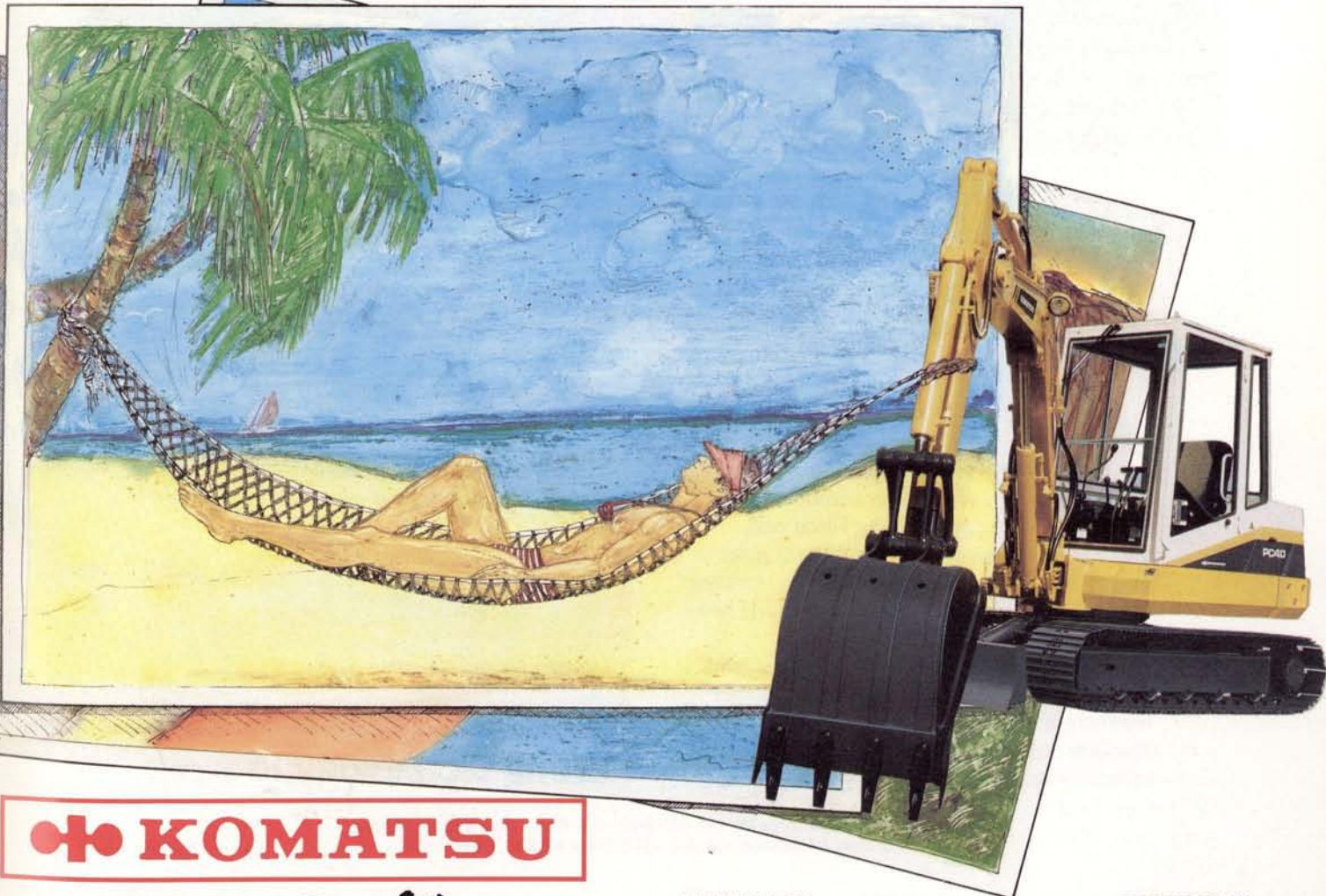
A diaphragm pump from Kennards Hire empties a settlement tank at a major Sydney Hospital.

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Profit is what successful business is all about, and one of the great success stories in the small excavator business is Komatsu.

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Punchy diesel engine. Feather-light steering. And Kubota's exclusive one pedal/all function Hydrostatic transmission. It all adds up to such absolute control that mowing even the most intricately landscaped lawn is a snack.

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CLIFTON COURT SMITH KUB 1430



FOCUS

September 1992

THE SUPERANNUATION GUARANTEE LEVY HOW DOES IT AFFECT YOU ?

The Government's Policy

It is the Government's intention to ensure all people have an adequate and secure level of income in retirement. To help them achieve this they are trying to encourage private provision for retirement, for example, through superannuation.

Operation of the Levy

In support of this the Government announced the introduction of a Superannuation Guarantee Levy (SGL) commencing from 1st July 1992. It set out a prescribed level of employer support applying from this date, as follows:

- 5% of earnings for employees of employers who have annual payrolls greater than \$1,000,000 and
- 3% of earnings for employees of employers whose payroll is less than \$500,000.

Provision has been made by the Government for the gradual increase in the prescribed level of superannuation support based on the following schedule.

The payroll threshold for increased employer contributions has been moved from \$500,000 to \$1 million and the new scale of contributions is as follows:-

Period	Payroll \$1M or less	Payroll > than \$1M
01/07/1992 - 31/12/1992	3	4
01/01/1993 - 30/06/1993	3	5*
01/07/1993 - 30/06/1994	3	5
01/07/1994 - 30/06/1995	4	5
01/07/1995 - 30/06/1996	5	6
01/07/1996 - 30/06/1997	6	6
01/07/1997 - 30/06/1998	6	6
01/07/1998 - 30/06/1999	7	7
01/07/1999 - 30/06/2000	7	7
01/07/2000 - 30/06/2001	8	8
01/07/2001 - 30/06/2002	8	8
01/07/2002 - onwards	9	9

* The increase from 4% to 5% on 1st January, 1993 for employers with payrolls in excess of \$1million may be disallowed by either House of Parliament and be different to 1st July, 1993.

The annual payroll to be used is that applicable to the year end 30th June, 1992 and will be defined as the amount of "salary or wages" paid by the employer during the year and includes amongst other things, commission, allowances, directors fees, overtime and penalty rates and payments for unused annual leave and long service leave. Fringe benefits will not be included.

Employer Superannuation Support for each individual will be measured in terms of a percentage of an employees "earnings" as currently used where an employer was providing super support for its employees at 20th August, 1991. In

any other case, the employer will be assessed against an earning basis that it is required to be used under an Industrial Award or ordinary time earnings, which does not include overtime payments.

From the 1993/94 year and subsequent years the support required must be provided each month or within 28 days of the end of each month. In other words contributions must be made on a regular monthly basis. We strongly urge all employers to follow this requirement now if they are not already doing so.

The Superannuation Guarantee Charge Bill (SGCB) will apply to all employers .

'Self-Employed' persons are excluded at this stage.

Employers will have a liability in respect of all their full time, part time and casual employees, based on their annual payroll.

Exemptions

There are limited exemptions in respect of the following categories of employees:

- Employees who are under 18 years of age at the beginning of the financial year (1st July) and who are not working full time with one employer.

- An employee who earns less than \$450 a month.
- Employees who are non-residents and resident employers who assess employees employed by non-resident employers, who are paid for work undertaken outside Australia.
- Employers who receive pay and allowances that are exempt from income tax under sec 23(s) of the Income Tax Assessment Act 1966.
- Employees who are over the age of 65.
- Employees in their capacity as Members of the Defence Reserve

Effect on Award Obligations

The SGL will not alter existing Award provisions but will operate independently of, but in conjunction with the award system. Award superannuation support provided by employers will count towards the prescribed level of superannuation support as long as full vesting and preservation provisions apply to benefits arising from this support. Employers in default of their award obligations will be subject to existing award compliance mechanisms and they will not be considered as having satisfied their award obligations even though they have paid the levy.

Preservation

For SGL purposes, the prescribed level of employer support must vest in the employee immediately, however, preservation will not be compulsory until 1st July, 1993, unless they are paid to a superannuation arrangement established after the 22nd December 1986. Therefore, for most employees in our members' plan preservation of contributions will apply immediately. All contributions due under the SGL must also be paid to a fund in compliance with the Occupation Superannuation Standards Act. Our fund meets these standards.

The Employers Responsibility

Employers will be required to self-assess annually as to whether or not they comply with the SGL in respect of each employee for a financial year. If there is a shortfall they have until the 14th August to remit the contributions to an appropriate fund. (This is for the first year of operation).

Each employee must be advised via their Group Certificate of the support provided and whether or not:

- the levy is payable
- the employer is exempt from the levy with respect to that employee.

The Levy

The self-assessment performed by the employer is subject to audit by the ATO and employers who assess they have a liability for the levy will be required to lodge a return.

The levy applied to the employer will be calculated as,

- the level of support or shortfall in support required for each employee ie. 3% or 5% depending on the above tests.
- an administration component which has been set at a flat rate of \$50 - plus \$30 for each employee in respect of whom the employer has a shortfall.
- an amount as a proxy for superannuation fund earnings which will be calculated on the whole amount outstanding from the start of the financial year (1 July) until the due date of payment to the ATO (possibly 14 August in the following financial year) ie 13.5 months interest. The rate of interest applicable is that equivalent to other ATO penalties and is currently 14.026%.

The levy and any additional amounts levied for late payment will be NON-DEDUCTIBLE to the company for income tax purposes. Further penalties, which will also

be non-deductible, will apply for offences such as failure to lodge statements, late lodgement, false or misleading statements and arrangements to avoid payment of the levy.

The possible cost to the Employer

Avoidance of the SGL whether intentional or not could prove costly to the employer. Consider the following example.

Employee on \$25,000-employer contribution due 5%

Example 1. - Employer contributions paid in accordance with Award obligation and or SGL requirements as required.

Contribution Due	\$1250.00
Less Tax Deduct. @ 39%	487.50
Net Cost to Employer	762.50

Example 2. - Employer subject to levy due to failure to comply.

Contribution Due	\$1250.00
Tax Deduction	0.00
Interest due @ 14.026%	197.25
Admin. Charge Imposed	80.00
Net Cost to Employer	1527.25

As you can see the employers failure to comply has resulted in a net loss of \$764.75 for just one employee, more than the actual cost had he complied with his obligations as required.

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IMPORTANT

If you require any further information regarding the Superannuation Guarantee Levy please contact Colleen Hay on (03) 483 6300. Hire and Rental Insurance Brokers can assist in the arrangement of an appropriate plan for your employees.

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