

# **HIRE and RENTAL** **Industry Quarterly**

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

JANUARY 1993

**JLG** CELEBRATES **10 YEARS** IN AUSTRALIA



**AND INTRODUCES FIRST CAR TRANSPORTABLE SCISSOR LIFT**

**COVER STORY PAGE 26**





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**TRACS**

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BUSINESS  
SYSTEMS

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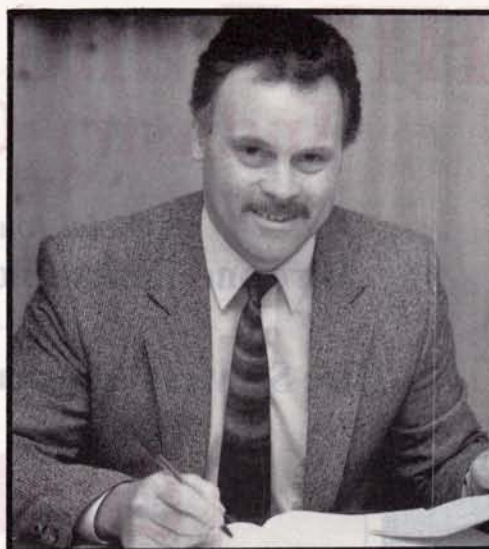
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## PRESIDENT'S REPORT



**Mike Wilton, National President**

*A November trip to Albury/Wodonga to help launch the Association Safety Manual in North Eastern Victoria emphasised the truly national coverage of our great industry. Twenty or so enthusiastic country members took the opportunity to socialize and discuss industry concerns into the night. The same major issues surfaced – maintenance of rental rates, market contraction, liability – that are familiar concerns to metropolitan members. And the same willingness to discuss common concerns with competitors reinforced the unity that the H.R.A.A. has fostered in our industry since its foundation. This is the strength of our association – the provision of a local, state and national forum for the interchange of ideas and information; and an organisation that provides ever-increasing specific services as benefits for members.*

*1992 will not be remembered as one of the halcyon years for the Australian rental industry. Nevertheless the association year will be remembered for:*

- the development and acceptance of aims and guidelines for future national conventions and exhibitions.*
- the publishing of the H.R.A.A. Safety Manual and its acceptance as an invaluable reference by members.*
- our successful lobbying of the Federal government to achieve changes in proposed sales tax legislation.*
- the return to good-time conventions on the Gold Coast.*
- the beginning of a process that will see the H.R.A.A. and the E.W.P.A.A. working closely together with a common purpose.*

*However, while it can be satisfying to look back, the challenge ahead is awesome. For many members, the question is still one of survival. I trust that our association continues to provide real service to all members to help the industry return to healthy, vigorous growth. I also hope that when you read this, you have enjoyed a peaceful, satisfying Christmas and that the New Year is less stressful and more rewarding than that which preceded it.*

*I thank you all for your support and fellowship in 1992.*



# HIRE and RENTAL Industry Quarterly

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



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# Sales Tax Simplification: The sequel

On the other hand, equipment that is used exclusively in repairing or maintaining equipment leased to goods producers when the repair equipment is used more than 50% in repairing or maintaining equipment leased under eligible short-term leases to goods producers, exemption will apply to all the repair equipment.

## Party Hire

It should be noted that repair of goods leased to exempt organisations such as government departments, councils, etc. is not an eligible use of repair equipment.

## Queensland Report

Parts, accessories, tools, etc. for repair equipment are exempt from sales tax. Many firms have been leasing their repair equipment under finance leases. Where the original lessor is not a goods producer, the original lessor is not eligible for exemption.

## Safety Newsletter

Initial finance lease will be ignored if the lessor is not a goods producer for an eligible activity.

## Lease/Sale Arrangements

## Victorian Report

In a sale of goods to another person will not trigger a liability to tax if immediately on the expiration of the trial lease or when the goods are sold or leased to a person who will use them for an eligible activity.

## Advertising Index

How is exemption obtained?

tion may be obtained by obtaining an exemption certificate from the goods producer.

Where the parts, etc. are for use in the repair of goods subject to eligible exemption, exemption will apply.

## Eligible Short-Term Leases

The short-term lease provisions apply where goods are leased for periods of time less than the statutory period. Where it is intended to lease goods in exempt circumstances on a short-term basis, it will be necessary to ensure that the lease is a short-term lease. The percentage of the statutory period during which it is intended to be used or sub-leased will be the goods producer's percentage of the statutory period.

Where goods are to be leased on a short-term basis it will be necessary to ensure that the lease is a short-term lease. The percentage of the statutory period during which it is intended to be used or sub-leased will be the goods producer's percentage of the statutory period.

Following our recent visit to the Government has considered that exemption should be available for goods in the repair of goods.

## Rate of Goods Leased in Exempt Circumstances

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## Advertising Index

How is exemption obtained?

## TYPESET AND LAYOUT

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# Sales Tax Simplification: The Sequel

by John Flanagan, Senior Manager, Indirect Taxation Services,  
Coopers & Lybrand, Melbourne Office

## Introduction

In the October 1992 edition of Hire & Rental Industry Quarterly Coopers & Lybrand advised members of the impending changes to the sales tax treatment of leases under the proposed Sales Tax Simplification Legislation. A Coopers & Lybrand Submission prepared on behalf of the Associations addressed key concerns before the Senate Committee, the Australian Taxation Office and all political parties. The submission was extremely successful and many changes have been made to legislation which has now been passed by Parliament. The new legislation is effective from 1 January 1993. The following provides an overview of how the legislation operates and suggests what actions members should take to ensure that they obtain the maximum benefit. Notwithstanding, members are encouraged to seek professional advice when planning their affairs.

## Eligible Leases

The new legislation provides that goods may be leased on an exempt basis under what is termed an eligible long-term lease or an eligible short-term lease. Different rules apply for each type of lease.

### Eligible Long-Term Leases

To be an eligible long-term lease the lease must meet the following criteria:

- The lease must be as long as the statutory period, usually two years,
- The lessor must be given evidence at or before the granting of the lease, of the intention of the lessee or sub-lessee to use the goods for eligible purposes, and
- No part of any tax paid by the lessor must be passed on in leasing charges.

## Eligible Short-Term Leases

The short-term lease provisions apply where goods are leased for periods of time less than the statutory period. Where it is intended to lease goods in exempt circumstances on a short-term basis for the whole of the statutory period full exemption will apply whereas if there will be a combination of both taxable and exempt leases, partial exemption will apply.

Where goods are to be leased on a short-term basis it will be necessary to agree on an exempt percentage with the Sales Tax Office. This percentage will be that percentage of the statutory period during which it is anticipated lessees or sub-lessees will use the goods for eligible purposes.

### Repair of Goods Leased in Exempt Circumstances

Following our representations the Government has conceded that exemption should be allowed for goods, ie. parts, accessories, fittings or attachments, for use in the repair of goods leased in exempt circumstances. Once again, there are separate rules for long-term leases and short-term leases.

Where the parts, etc. are for use in the repair of goods on an eligible long-term lease full exemption will apply.

Where the parts, etc. are for use in the repair of goods subject to eligible short-term leases exemption will apply to that percentage of the goods as agreed with the Sales Tax Office.

### Repair Equipment

In like manner exemption applies to equipment for use in carrying out repairs to goods leased in exempt circumstances. Where the goods being repaired are subject to an eligible long-term lease exemption will apply to re-

pair equipment providing it is used exclusively in repairing or maintaining equipment leased to goods producers. Where the repair equipment is used more than 50% in repairing or maintaining equipment leased under eligible short-term lease to goods producers exemption will apply to an agreed percentage of the repair equipment.

It should be noted that repair of goods leased to exempt organisations such as government departments, councils, etc. is not an eligible use of repair equipment.

## Multiple Leases

Many hire firms finance their leasing stock by finance lease. Whereas under the original legislation the finance lease would trigger a liability for tax, the provisions have been altered so that the initial finance lease will be ignored if the sub-lessee will use the goods for an eligible activity.

## Lease/Sale Arrangements

In a similar manner a trial-lease or loan of goods to another person will not trigger a liability to tax if immediately on the expiration of the trial lease or loan the goods are sold or leased to a person who will use them for an eligible activity.

## How is exemption obtained?

### Eligible Long-Term Leases

If goods are purchased specifically for lease under an eligible long-term lease the goods may be purchased free of tax by quoting an exemption declaration to the supplier. At this time the form of the exemption declaration has not been prescribed, however, it is anticipated that it will be in a form similar to that of the presently used exemption certificate.



If, on the other hand, equipment has been purchased at tax inclusive prices and the first lease of the goods is an eligible long term lease a refund of the tax paid must be obtained from the Sales Tax Office.

#### Eligible Short-Term Leases

In like manner goods purchased for lease under an eligible short-term lease may be purchased free of tax by quoting an exemption declaration. However, if the agreed percentage is less than 100% the lessor has a liability to sales tax on an amount equal to the purchase price less the purchase price multiplied by the exempt percentage. Where tax has been paid on the purchase of the goods the lessor is entitled to a refund of an amount equal to the tax paid multiplied by the exempt percentage.

#### Parts, accessories, fittings and attachments/repair equipment.

Where the parts, etc/repair equipment are used in the repair of goods subject to an eligible long term lease, exemp-

tion may be obtained by quoting an exemption declaration on purchase.

Where tax has been previously paid a refund of the tax paid may be obtained from the Sales Tax Office.

Where the parts, etc/repair equipment are used in the repair of goods subject to eligible short-term leases, exemption may be obtained by quoting an exemption declaration. However, there are no credit grounds for obtaining a refund if tax has been previously paid.

#### Lease/Sale Arrangement

There is unfortunately no provision whereby goods purchased for trial-lease or loan may be purchased free of tax. However, there is a credit ground to permit a refund of the tax paid if after the trial lease or loan period the goods are either sold or are leased to a person who will use them for the remainder of the statutory period for exempt purposes.

#### Planning Considerations

The new legislation provides hire firms with tax savings not enjoyed un-

der the old legislation. However, to take advantage of these savings members must be well aware of the provisions and how they impact on their business. In particular, members who lease by short-term lease to exempt users must plan so that they are in the best position to negotiate a favourable exempt percentage with the Sales Tax Office.

They also need to submit applications on a timely basis so that agreements are in place prior to acquisitions. Any members who can take advantage of the concessions outlined above should commence to record details of all leases of particular types of equipment which are leased to exempt users.

Where this type of information is not kept on computer it is suggested that a card system be introduced and details of all leases both taxable and exempt be recorded thereon. Again, it is always prudent to obtain professional advice when establishing new accounting systems.

## 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 |   |           |      |



## "Living with change"

# 22nd INTERNATIONAL HIRE CONVENTION & EXHIBITION

WORLD CONGRESS CENTRE  
MELBOURNE

7 TO 10 SEPTEMBER 1993

| Eligible Long-Term Leases   |  | How is exemption obtained?                                  |          |
|---|--|---|----------|
| DATE  | To be eligible long-term lease the lease must meet the following conditions: | Eligible Long-Term Leases                                   | Contract |
|   | • The lease must be for a minimum period of 12 months.                       |   | Company  |
| AMOUNT  | • The lease must be for a minimum period of 12 months.                       | Repair Equipment  | Address  |
|   | • The lease must be for a minimum period of 12 months.                       |   | Phone    |
| Eligible Leases   |  | ITEM SUPPLIED   |          |
| The new legislation provides that goods may be leased on a basis which is not a long-term lease. Different rules apply to each type of lease. |  | Occupational Health & Safety Manual                         |          |
| Eligible Long-Term Leases   |  | CHEQUES SHOULD BE MADE PAYABLE TO HIRE & RENTAL ASSOCIATION |          |



## Change of address

The Hire & Rental Association of Australia (New South Wales Region) Incorporated, has relocated. Please note new address, telephone and fax numbers:

P.O. Box 523  
Newport Beach, NSW 2106  
Telephone: (02) 979 5093  
Fax: (02) 979 5108

## AGM and Principal's Seminar

The Annual General Meeting and Principal's Seminar 1993 will be held on 23 February at the Parkroyal, Parramatta.

## Western District Chapel meeting

September 16th saw the above chapter take their meeting "out bush" to the beautiful scenic district of Mudgee, and its Annual Wine Festival.

Those present included, Gary, Rik and Karen Silburn - Illawarra Hire, Maune Abbott - Alscafe and his business partner Jim Whyte, Jim Dormer - Dormer's Hire Dubbo, local identity Mike Shepperd - Mikes Penrith Hire, Mike & Chris Scarce - Camden Hire, Bob & Andrew Stein - Stein's Wines and Smithfield Hire, Terry & Beryl Burrows - Hire It, Seven Hills, Colin Weeks - Mudgee Party Hire, Rob Christie - Christie's Hire, Brookvale, Mike, Rodger & Lurline Brown - Hire Power, Windsor and last but not least Mrs Jenny Lohri, the Hire Association Secretary.

The basic concept was threefold.

1) To get our members away from the immediate problems and demands of daily business by virtue of a clean, fresh, distant venue.

2) To maybe induce members from Bathurst, Armidale, Tamworth.



*Stein's Wines, Mudgee. Hosts: Bob and Andrew Stein of Smithfield Hire*

Dubbo, Orange and Cowra to attend, thus permitting valuable exchange between country and city.

3) To perhaps stimulate some different thoughts on why the current climate of business has come about, and in reviewing this climate to maybe see the place of the hire industry in the future fabric of the Australian business scene.

To this end Mr Peter Nicholls was good enough to introduce the morning session at the Mudgee Aero Club room (which on this cold day was comfortably warmed by a roaring log fire!) by introducing a video tape given by a Mr Jeremy Lee of Freedom Potentials.

The material presented dealt broadly with aspects of world finance, philosophy, trade and the probable effects of such philosophy on the immediate Australian economy.

These facts hopefully stimulated thoughts on the effects that such procedures could have on our particular industry, bearing in mind that as primarily a service industry, our rewards, such as they are at present, come from satisfying the needs of investors, who are reacting to international financial forces to varying degrees, according to the circumstances.

At this stage, Norm Irons of Normic Hire Blaxland was exhibiting symptoms of acute insatiable hunger and the gathering then repaired, complete with Normic Hire chairs to Stein's Wines where our hosts Bob and Drew Stein feasted the assembly on BBQ'd fresh Mudgee lamb and sausages, with salad, accompanied by a selection of wines appropriate for the occasion.

Karen and Lurline provided the salads together with cakes and cookies for sweets.

Mr Maurie Abbott was then good enough to run some ARA videos on staff appearance and presentation, together with customer service at the 'coal face', so very important in the current climate, when every point must be a winner.

The group was then fortunate enough to be given a lecture tour of the winery by Bob Stein, with an explanation of procedures and processes involved in wine making.

At the completion of the tour there was a viewing of one of the most comprehensive private collections of vintage motor cycles that one could wish to see.

Following a freshen up at the Hithergreen Motel, which has a beau-





Norm Irons, Normic Hire – "a man with a healthy appetite"

tiful rural setting in the nearby vineyards, the party, less those who had been obliged to leave for home, met at the local wine Bar & Bistro for an extremely hospitable and friendly meal, complete with lively discussion on many aspects of the industry.

Thursday saw morning tea, at the Putta Olo, Gulgong, attended by the Mike Scarces, the Terry Burrowses, the Silburns, Norm Irons (still hungry!) all of whom were taken on a tractor tour around that small property together with a review of work done to date, agricultural pursuits taken, and future plans envisaged.

The parties involved then departed for their respective base of operation at eleven am

Hopefully, an enjoyable, educational time was had by all.

## **GST seminar**

On 26th October a session was held at the Auburn Business Club in relation to the Fightback package and in particular GST.

We had expected Senator Bronwyn Bishop to attend this session. However, at a very late point in time the Taxation Office Hearing was set down for the 26th at which Senator Bishop was expected to be present. Despite the last minute hiccup we were happy to present Dr Harry Edwards MP, Liberal Member for Berowra and currently Chairman, Opposition Economics & Business Task force.

An enthusiastic attendance of approximately 45 listened to Dr Edwards on the issue of GST. Generally those present benefited from Dr Edwards' comments and question time provided a forum for everyone to have their say. Many aspects of the proposed GST were clarified.

Three points in particular were asked of Dr Edwards. The questions and answers follow:

**Q 1)** In view of GST being imposed upon us, can we seek exemption from stamp duty as an industry?

**A 1)** There is no GST payable on the stamp duty component of a hire/rental transaction. However, stamp duty is a State Government matter. A company can apply for exemption at any time, but there is no relationship to the (Federal) GST.

**Q 2)** Please clarify that GST payment and collection is due only at the time of receipt of payment.

**A 2)** Companies, with turnover of \$1m or less can opt to operate on a cash basis. If they do, then payment is due only at time of receipt of payment.

For companies with turnover greater than \$1m, the system will be operational on an accrual basis so that GST tax obligations will be based on invoices issued and received during that period.

**Q 3)** In the event of a bad debt would we be exempt from paying GST as monies had not been collected.

**A 3)** In the cash basis situation, in the event of a bad debt GST would

not be payable.

In the accruals situation the GST would be payable in respect of the period. However in the event of the transaction being written off as a bad debt the GST previously paid is recoverable.

In the event of a liquidation where say, 50% of the account is paid, then 50% of the (GST) involved would be payable - or recoverable if previously paid.

## **Western District Chapter Last meeting of 1992**

This chapter of the association has been kind enough to forward a written report, including photographs, of the last two get-togethers.

The group that gathered at the Memories Restaurant, Penrith, for the last get-together of 1992 included Mike & Chris Scarce/Camden Hire, Terry & Beryl Burrows & Daughter/Secretary - Jenny from Hire It, Norm & Jenny Irons from Normic Hire, Mike & Lurline Brown from Hire Power, Gary & Karen Silburn from Illawarra Hire, Maurie Abbott & Helen from Construction Rentals with guests John Wellington from Compair and Mark Verdon from Wollongong. Andrew Stein of Smithfield Hire was a later, but nevertheless, welcome late-comer - must have been on a diet of some kind!

While the meeting was by nature of the season a largely convivial one, there was discussion relating to various aspects of business. However, as this tell-tale photograph shows Norm Irons' appetite was still good and in recognition of the occasion a special order of after dinner mints was specially ordered and appreciated.

Mr Maurie Abbott, our Vice President, was kind enough to convey a message of good-will to us all and an optimistic outlook for 1993.



# New South Wales **REPORT**



*Those present at Memories Restaurant, Final Western Districts Chapter meeting 1992*

## Suppliers' Night

A Workshop was held on 6th October, 1992 at Consolair Tools Pty Ltd. The following report has been provided by Consolair Tools.

"We were pleased to have the opportunity to host representatives from members of the Hire Association at the demonstration evening when we were able to demonstrate the dismantling and reassembly of a range of jackhammers and a small rock drill.

The evening was well attended with approximately 40 visitors present, with some traveling from as far away as Ulladulla and Mittagong in addition to the metropolitan area.

On display was the Consolair range of breakers, rocks drills, drill steels, points, chisels, lubricators, couplings in addition to the range of automotive tools including impact wrenches, grinders, drills, sanders and polishers.

Those attending were taken through the steps of repairing a CP9 small rock drill, a 201b and a 751b breaker. The importance of using the correct grade of lubrication was stressed, as well as the importance of using in line

lubricators and good house keeping with regard to keeping air hoses clean and free from site dust and debris.

Light refreshments were provided and it was a good night of fellowship for all concerned with some representatives suggesting that perhaps a further night could be held to cover a larger rock drill and compressor servicing. The management of Consolair Tools agreed that this could be arranged on a date to be set in the future. Mr. Stan Macey of Meghaven Hire, Ulladulla, thanked the management and staff of Consolair Tools for hosting the evening."

## Welcome to new members

### Full Member:

Mr Michael Cotter  
Active Plant Hire Pty Ltd  
174 Adderley Street  
Silverwater, NSW 2141  
Phone: (02) 648 4444  
Fax: (02) 648 5217 (G,P)

### Associate Members:

Mr Max Carleton  
A.S.M. Portable Buildings Pty Ltd

49 Jedda Road  
Hoxton Park NSW 2171  
Phone: (02) 608 4000  
Fax: (02) 607 4858

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Pty Ltd  
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Wetherill Park NSW 2164  
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Mr Steve Clifford  
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Fax: (02) 649 2084

Mr Collin Miller  
Consolair Tools Pty Ltd  
28 Parraweena Road  
Taren Point NSW 2229  
Phone: (02) 525 2188  
Fax: (02) 525 1039

## FUNNIES

*Medical Terminology for the layman –  
author unknown*

**Artery** — The study of fine paintings

**Coma** — A punctuation mark

**Minor Operation** — Coal digging

**Morbid** — A higher offer

**Nitrate** — Lower than the day rate

**Organic** — Musical

**Outpatient** — A person who has fainted

**Post-operative** — A letter carrier

**Protein** — In favour of young people

**Urine** — Opposite of you're out.



# The G.S.T. in New Zealand — does it work?

With the possible introduction of the Goods and Services Tax to Australia, Jenny Lohri, from the Hire and Rental Association of New South Wales, questions Kelvin Strong, executive director of the Hire and Rental Association of New Zealand Inc., on its effect on the industry in New Zealand.

**Question 1:** When was GST introduced in New Zealand?

**Answer:** The tax was introduced in 1986.

**Question 2:** At what rate?

**Answer:** The tax was introduced at the rate of 10% but was increased to 12½% about two years later. This is the current rate.

**Question 3:** What have been the added costs, documentation, and procedures involved?

**Answer:** It is very difficult to put an actual figure on this. I discussed your letter at a meeting of the directors of the Association yesterday and they report that whilst there was initial concern at the increased costs of keeping records, like most things this is now just accepted.

**Question 4:** On what items do you charge it or is it on the whole invoice value?

Hire/Rental; Fuel; Cleaning; Consumables; Other

**Answer:** GST (as it is known) is charged on everything except financial services, i.e. banking and interest. There are some other minor exemptions relating to renting of household dwellings (refer 4.5 when you receive the book from us), imported goods and others subject to excise duty.

**Question 5:** Is it charged to all customers or are some exempt?

**Answer:** It is charged to everyone. Absolutely no exemptions. However, businesses which are registered for GST are able to claim back the tax on any expenditure, just as they have to pay GST collected on any sales.

**Question 6:** Do some hire/rental companies not charge it (or use it as a form of discount)?

**Answer:** Everyone registered for GST must charge it. Some companies occasionally advertise by way of discount that there is not GST payable, but that only affects the customer. The company concerned must still pay the GST at 1/9th of the goods/services to the Inland Revenue Department.

**Question 7:** What do you pay it on: New equipment, leases, hire purchase, accounting prices, fuel, other?

**Answer:** The same answer as to Question 4.

**Question 8:** Did it bring about any fundamental changes to the industry, e.g.

- a) Rental/Hire became non-competitive compared to ownership.
- b) Hire rates moved up or down
- c) Change your finance method.

**Answer:** The answer appears to be no as everyone must charge GST.

**Question 9:** Are there any key issues you are trying to have changed, be it procedural or operational?

**Answer:** No. Everyone, especially in the business area seems happy with the arrangement. It is not compulsory to advertise rates GST inclusive although the government has been pushing for this to happen. A business,

however, must advertise whether the tax is included or not.

I would estimate that somewhere between 80-90% of businesses have rates which are GST inclusive. We have to charge the tax on our members subscriptions.

However, they are able to claim that back as an expenditure item. It is really only the end individual (who can't be registered in their own right) who ends up paying the tax.

When GST was introduced, the personal tax rate dropped significantly for the higher tax rate which was above 60%. That is now approximately 34%. Also at the time of GST introduction, sales tax was done away with.

GST returns have to be submitted either monthly or two-monthly, depending on size of business. Organisations such as ourselves only submit a return six monthly.

We usually find that in the earlier part of the financial year when subscriptions are being received, that we end up paying the difference between what has been collected and paid out tax, whereas in the latter part of the year when subscriptions have largely been paid and expenditure is more than income, then we receive a refund. Tax is payable 30 days after the end of the particular tax period.

I have forwarded by airmail a copy of the current booklet issued by the Tax Department which should cover any other questions you have. However, please do not hesitate to contact me again if I can assist.



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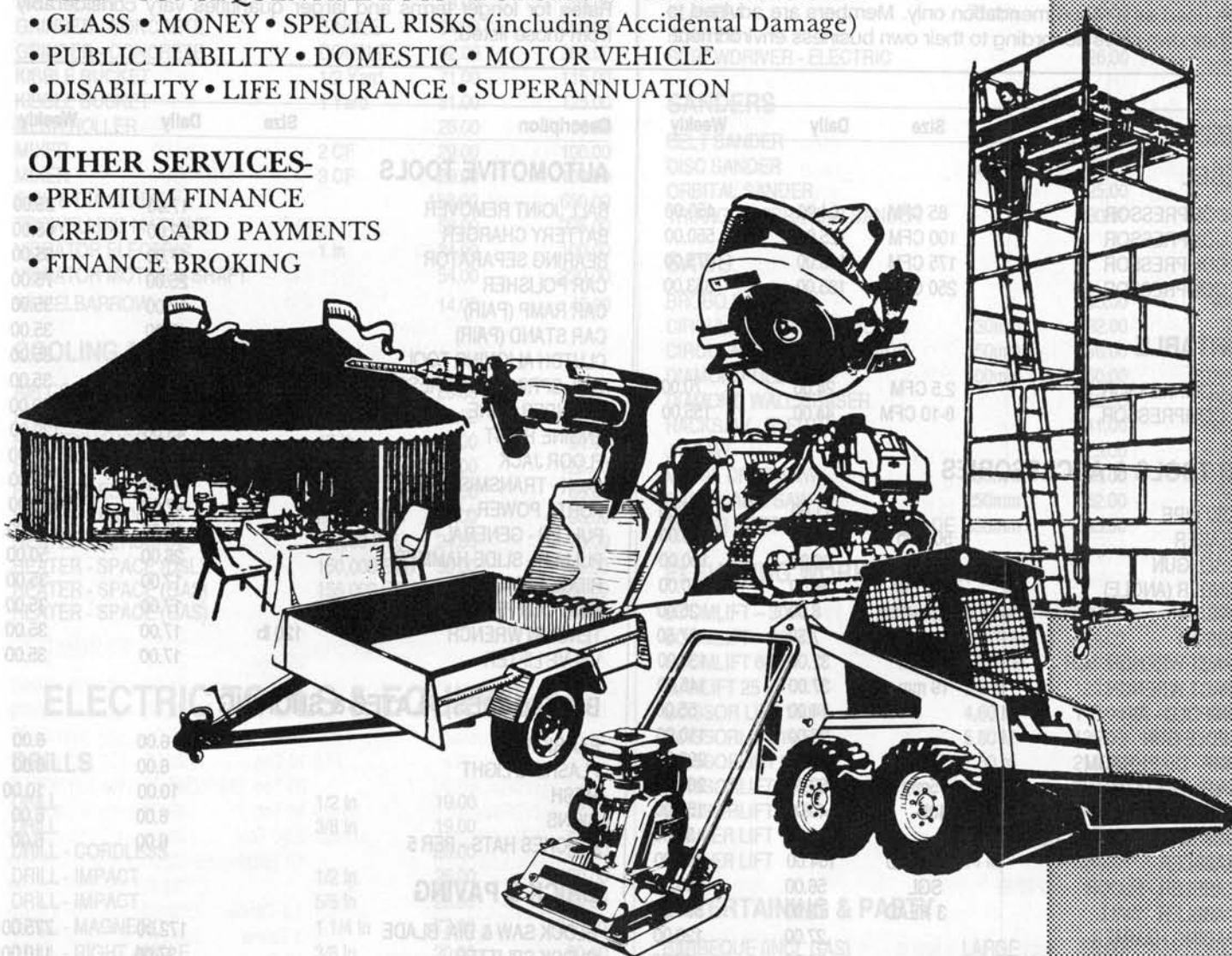
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## OTHER SERVICES-

- PREMIUM FINANCE
- CREDIT CARD PAYMENTS
- FINANCE BROKING



### **Where you can find us:**

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



# HIRE ASSOCIATION OF AUSTRALIA (NSW REGION)

## Recommended Hire Rates List

February 1993

### INTRODUCTION

This list of Equipment Hire Rates has been compiled from lists of items from major hire companies. Rates have been set from these hire companies' lists, and where there has been a difference from one company to another, the rate has been selected from the company which is regarded as a "leader" in that item; i.e. the company who has possibly the largest fleet and therefore probably the largest market share.

### RECOMMENDATION ONLY

These are supplied as Recommended rates only. The Hire Association can legally recommend hire rates, but cannot impose rates on its members.

The Association in no way makes any suggestion that member should use these rates for setting their hire rates. This list is to be used as a recommendation only. Members are advised to set their own rates according to their own business environment.

### ITEM NAMES AND GROUPING

Many different names are used to identify an item. This was a problem which we addressed as follows:

- We tried to use non- brand names where possible;
- We grouped items according to associated uses;
- We have listed different sizes for items which had different prices.

This is an edited version of the complete list, and lists the most commonly carried items and sizes.

### ETHICS

Whilst the Association has no control over how you use this information, it is compiled with the intention for members to use it for internal use, and not use it for marketing purposes.

The rates are based on short term hires and small quantities. Rates for longer terms and larger quantities vary considerably from those listed.

| Description                        | Size     | Daily  | Weekly |
|------------------------------------|----------|--------|--------|
| <b>DIESEL</b>                      |          |        |        |
| AIR COMPRESSOR                     | 85 CFM   | 104.00 | 450.00 |
| AIR COMPRESSOR                     | 100 CFM  | 125.00 | 550.00 |
| AIR COMPRESSOR                     | 175 CFM  | 148.00 | 675.00 |
| AIR COMPRESSOR                     | 250 CFM  | 185.00 | 853.00 |
| <b>PORTABLE</b>                    |          |        |        |
| AIR COMPRESSOR                     | 2.5 CFM  | 24.00  | 70.00  |
| AIR COMPRESSOR                     | 8-10 CFM | 44.00  | 155.00 |
| <b>AIR TOOLS &amp; ACCESSORIES</b> |          |        |        |
| BLOW PIPE                          |          | 11.00  | 35.00  |
| BREAKER                            | 50-80lb  | 28.00  | 115.00 |
| CHISEL GUN                         |          | 26.00  | 100.00 |
| GRINDER (ANGLE)                    | 100 mm   | 39.00  | 160.00 |
| HOSE 1/4                           | 6mm/15m  | 8.00   | 25.00  |
| HOSE 3/4                           | 19mm/15m | 7.50   | 27.50  |
| IMPACT WRENCH - AIR                | 13 mm    | 32.00  | 130.00 |
| IMPACT WRENCH                      | 19 mm    | 37.00  | 145.00 |
| MANIFOLD - AIR                     |          | 14.00  | 55.00  |
| NEEDLE GUN                         |          | 28.00  | 110.00 |
| PUMP - DIAPHRAGM                   | 50mm     | 71.00  | 290.00 |
| PUMP - GOLIATH                     | 75mm     | 63.00  | 265.00 |
| ROCK DRILL                         | 40lb     | 40.00  | 155.00 |
| ROCK DRILL STEEL SCREWED           |          | 10.50  | 30.00  |
| SCABBLER                           | 7 HEAD   | 164.00 | 660.00 |
| SCABBLER - FLOOR                   | SGL      | 56.00  | 250.00 |
| SCABBLER - WALL                    | 3 HEAD   | 72.00  | 300.00 |
| SPADING HAMMER                     |          | 27.00  | 120.00 |
| TOOLS - CLAY SPADE/SCALER          |          | 11.00  | 20.00  |
| TOOLS - MOIL POINT (HIRE)          |          | 4.80   | 14.00  |
| TOOLS - MOIL POINTS (USE)          |          | 4.80   |        |
| TOOLS - PLUGS & FEATHERS           |          | 21.00  | 70.00  |

| Description             | Size   | Daily | Weekly |
|-------------------------|--------|-------|--------|
| <b>AUTOMOTIVE TOOLS</b> |        |       |        |
| BALL JOINT REMOVER      |        | 17.00 | 35.00  |
| BATTERY CHARGER         |        | 32.00 | 65.00  |
| BEARING SEPARATOR       |        | 17.00 | 35.00  |
| CAR POLISHER            |        | 25.00 | 75.00  |
| CAR RAMP (PAIR)         |        | 17.00 | 35.00  |
| CAR STAND (PAIR)        |        | 17.00 | 35.00  |
| CLUTCH ALIGNING TOOL    |        | 17.00 | 35.00  |
| COIL SPRING COMPRESSOR  |        | 17.00 | 35.00  |
| CYLINDER HONE           |        | 26.00 | 50.00  |
| ENGINE HOIST            |        | 43.00 | 130.00 |
| FLOOR JACK              | 2.25 T | 28.00 | 85.00  |
| JACK - TRANSMISSION     |        | 32.00 | 110.00 |
| PORTA POWER - KIT       |        | 47.00 | 125.00 |
| PULLER - GENERAL        |        | 17.00 | 35.00  |
| PULLER - SLIDE HAMMER   |        | 26.00 | 50.00  |
| RIDGE REMOVER           |        | 17.00 | 35.00  |
| RING COMPRESSOR         |        | 17.00 | 35.00  |
| TENSION WRENCH          | 120 lb | 17.00 | 35.00  |
| VALVE LIFTER            |        | 17.00 | 35.00  |

### BARRICADES, PLATES & SHORING

|                      |       |       |
|----------------------|-------|-------|
| BARRICADE            | 6.00  | 6.00  |
| FLASHING LIGHT       | 6.00  | 6.00  |
| MESH                 | 10.00 | 10.00 |
| SIGNS                | 6.00  | 6.00  |
| WITCHES HATS - PER 5 | 6.00  | 6.00  |

### BRICK & PAVING

|                        |       |        |        |
|------------------------|-------|--------|--------|
| BLOCK SAW & DIA. BLADE |       | 172.00 | 775.00 |
| BLOCK SPLITTER         |       | 37.00  | 110.00 |
| BRICK CLEANERS         |       | 80.00  | 360.00 |
| BRICK SAW & DIA. BLADE |       | 128.00 | 58.00  |
| CUT QUICK & DIA. BLADE | 12 In | 127.00 | 470.00 |
| CUT QUICK & DIA. BLADE | 14 In | 145.00 | 595.00 |



| Description   | Size  | Daily | Weekly |
|---------------|-------|-------|--------|
| CUT QUICK SAW | 14 In | 75.00 | 315.00 |
| TILE CUTTER   |       | 28.00 | 80.00  |

## CLEANING, SWEEPING & WASHING

|                            |          |        |        |
|----------------------------|----------|--------|--------|
| PRESSURE WASHER            | 240 V    | 62.00  | 185.00 |
| PRESSURE WASHER HOT        |          | 105.00 | 475.00 |
| PRESSURE WASHER - PETROL   | 2000 psi | 82.00  | 350.00 |
| PRESSURE WASHER - PETROL   | 3000 psi | 118.00 | 475.00 |
| PRESSURE WASHER TURBO HEAD |          | 20.00  | 60.00  |
| SANDBLASTER MEDIUM         | 300 lb   | 123.00 | 555.00 |
| SANDBLASTER - SMALL        | 100 lb   | 80.00  | 330.00 |

## COMPACTION

|                  |       |        |         |
|------------------|-------|--------|---------|
| HAND COMPACTOR   |       | 16.00  | 45.00   |
| PLATE COMPACTOR  |       | 50.00  | 200.00  |
| RAMMER COMPACTOR |       | 56.00  | 240.00  |
| V/ROLLER TRAILER |       | 45.00  | 110.00  |
| VIBRATING ROLLER | 28 In | 78.00  | 340.00  |
| VI BRATIN ROLLER | CC10  | 290.00 | 1200.00 |

## CONCRETE EQUIPMENT

|                        |          |        |        |
|------------------------|----------|--------|--------|
| BOLT CUTTER            | SMALL    | 13.00  | 25.00  |
| BOLT CUTTER            | LARGE    | 14.00  | 45.00  |
| BULL FLOAT             |          | 16.00  | 55.00  |
| GRINDER - CONCRETE     | SINGLE   | 84.00  | 380.00 |
| GRINDER - CONCRETE     | DOUBLE   | 92.00  | 360.00 |
| KIBBLE BUCKET          | 1/2 Yard | 71.00  | 115.00 |
| KIBBLE BUCKET          | 1 Yard   | 81.00  | 125.00 |
| MESH ROLLER            |          | 28.00  | 50.00  |
| MIXER                  | 2 CF     | 29.00  | 100.00 |
| MIXER                  | 3 CF     | 29.00  | 100.00 |
| SAW & DIA BLADE        |          | 158.00 | 650.00 |
| TROWELLING MACHINE     |          | 58.00  | 225.00 |
| VIBRATOR ELECTRIC      | 1 In     | 34.00  | 100.00 |
| VIBRATOR MOTOR & SHAFT |          | 54.00  | 220.00 |
| WHEELBARROW            |          | 14.00  | 40.00  |

## COOLING & HEATING

|                          |             |       |        |
|--------------------------|-------------|-------|--------|
| AIR COOLER - EVAPORATIVE |             | 26.00 | 80.00  |
| FAN - DESK               |             | 16.00 | 50.00  |
| FAN - EXHAUST            | 12 In       | 30.00 | 90.00  |
| FAN - EXHAUST            | 20 In       | 41.00 | 125.00 |
| FAN - PEDESTAL           | 24 In       | 29.00 | 85.00  |
| HEATER - PATIO           | 20,000 BTU  | 31.00 | 95.00  |
| HEATER - PERSONAL        | 10,000 BTU  | 24.00 | 70.00  |
| HEATER - SPACE (DSL)     | 150,000 BTU | 36.00 | 144.00 |
| HEATER - SPACE (GAS)     | 155 000 BTU | 51.00 | 205.00 |
| HEATER - SPACE (GAS)     | 260 000 BTU | 55.00 | 220.00 |

## ELECTRIC TOOLS & EQUIPMENT

### DRILLS

|                         |             |       |        |
|-------------------------|-------------|-------|--------|
| DRILL                   | 1/2 In      | 19.00 | 55.00  |
| DRILL                   | 3/8 In      | 19.00 | 55.00  |
| DRILL - CORDLESS        |             | 26.00 | 80.00  |
| DRILL - IMPACT          | 1/2 In      | 26.00 | 80.00  |
| DRILL - IMPACT          | 5/8 In      | 26.00 | 80.00  |
| DRILL - MAGNETIC        | 1 1/4 In    | 77.00 | 345.00 |
| DRILL - RIGHT ANGLE     | 3/8 In      | 30.00 | 90.00  |
| DRILL BIT - TUNGSTEN    | to 37 mm    | 6.00  | 20.00  |
| DRILL BIT - TUNGSTEN    | over 37 mm  | 11.00 | 50.00  |
| HAMMER DRILL            | (637 Kango) | 50.00 | 155.00 |
| KANGO 426 - LIGHT DRILL |             | 39.00 | 115.00 |

| Description     | Size   | Daily | Weekly |
|-----------------|--------|-------|--------|
| <b>GRINDERS</b> |        |       |        |
| ANGLE GRINDER   | 120 mm | 26.00 | 80.00  |
| ANGLE GRINDER   | 230 mm | 26.00 | 80.00  |
| ANGLE GRINDER   | 300 mm | 45.00 | 180.00 |

### HAMMERS

|                     |       |       |        |
|---------------------|-------|-------|--------|
| CLAY SPADE          |       | 8.00  | 14.00  |
| FLOOR CLEANING TOOL | 6 In  | 20.00 | 75.00  |
| HITACHI BREAKER     | 33 Kg | 75.00 | 300.00 |
| HITACHI HAMMER      |       | 50.00 | 200.00 |
| KANGO 900-950       |       | 49.00 | 190.00 |
| KANGO 1100          |       | 51.00 | 195.00 |
| MOILS & CHISELS     |       | 4.80  | 14.00  |

### OTHER

|                        |          |       |        |
|------------------------|----------|-------|--------|
| ELECTRIC LEAD STANDS   |          | 9.00  | 15.00  |
| EXTENSION LEAD 240V    | 15 m     | 9.00  | 20.00  |
| EXTENSION LEAD 415V    | 15 m     | 15.00 | 30.00  |
| IMPACT WRENCH ELECTRIC | 13 mm    | 28.00 | 85.00  |
| IMPACT WRENCH ELECTRIC | 19 mm    | 35.00 | 140.00 |
| LAMINEX TRIMMER        |          | 26.00 | 80.00  |
| METAL SHEAR            | Small    | 37.00 | 110.00 |
| METAL SHEAR            | Large    | 51.00 | 155.00 |
| NIBBLERS               | 1-2 mm   | 25.00 | 100.00 |
| NIBBLERS               | 2.5-5 mm | 32.00 | 120.00 |
| PLANER                 | 75 mm    | 30.00 | 90.00  |
| ROUTER                 |          | 25.00 | 75.00  |
| SCREWDRIVER - ELECTRIC |          | 26.00 | 80.00  |

### SANDERS

|                           |       |       |        |
|---------------------------|-------|-------|--------|
| BELT SANDER               | 100mm | 25.00 | 100.00 |
| DISC SANDER               | 170mm | 25.00 | 100.00 |
| ORBITAL SANDER            |       | 25.00 | 100.00 |
| TRIANGLE VIBRATING SANDER |       | 30.00 | 90.00  |

### SAWS

|                                 |       |       |        |
|---------------------------------|-------|-------|--------|
| BROBO SAW                       |       | 95.00 | 430.00 |
| CIRCULAR SAW & T.C. BLADE       | 230mm | 32.00 | 95.00  |
| CIRCULAR SAW & T.C. BLADE       | 350mm | 56.00 | 170.00 |
| DIAMOND TILE SAW                | 100mm | 50.00 | 150.00 |
| DIAMOND WALL CHASER             |       | 60.00 | 240.00 |
| HACKSAW - ELECTRIC              |       | 41.00 | 155.00 |
| JIGSAW                          |       | 25.00 | 75.00  |
| METAL DROP SAW                  | 350mm | 45.00 | 135.00 |
| RADIAL ARM SAW                  | 250mm | 62.00 | 225.00 |
| TIMBER DROP SAW Incl T.C. BLADE | 350mm | 45.00 | 135.00 |

### ELEVATING WORK PLATFORMS

|                    |         |        |         |
|--------------------|---------|--------|---------|
| BOOMLIFT - 30FT    | 9.10 M  | 300.00 | 1200.00 |
| BOOMLIFT - 40FT    | 12.20 M | 400.00 | 1600.00 |
| BOOMLIFT 60FT      | 18.90 M | 550.00 | 2200.00 |
| MANLIFT 25 FT      | 7.6 M   | 120.00 | 540.00  |
| SCISSOR LIFT 15 FT | 4.60 M  | 115.00 | 460.00  |
| SCISSORLIFT 19 FT  | 5.80 M  | 135.00 | 540.00  |
| SCISSORLIFT 25FT   | 7.60 m  | 210.00 | 840.00  |
| SCISSORLIFT 30 FT  | 9.10 M  | 280.00 | 1120.00 |
| SCISSORLIFT 40 FT  | 12.20 M | 340.00 | 1360.00 |
| TRAILER LIFT       | 12 M    | 236.00 | 1010.00 |
| TRAILER LIFT       | 14 M    | 290.00 | 1305.00 |

### ENTERTAINING & PARTY

|                     |       |       |        |
|---------------------|-------|-------|--------|
| BARBEQUE (INCL GAS) | LARGE | 58.00 | 180.00 |
| CHAIRS - FOLDING    |       | 1.00  | 1.00   |
| CHAIRS - WHITE      |       | 1.50  | 4.50   |
| PIE OVEN            |       | 15.00 | 15.00  |
| ROASTING OVEN       |       | 60.00 | 180.00 |



| Description   | Size | Daily | Weekly |
|---------------|------|-------|--------|
| ROTATING SPIT |      | 58.00 | 180.00 |
| TABLE         |      | 9.00  | 27.00  |
| URN           |      | 20.00 | 40.00  |
| WATER COOLER  |      | 8.00  | 32.00  |

## EXCAVATING, LOADING & TRENCHING

|                            |        |        |         |
|----------------------------|--------|--------|---------|
| BOBCAT 643                 |        | 290.00 | 1250.00 |
| DUMPER - 2 W.D.            | 1.25 T | 110.00 | 450.00  |
| DUMPER - 4 W.D.            | 1.37 T | 175.00 | 725.00  |
| EXCAVATOR HAMMER           |        | 75.00  | 300.00  |
| MINI EXCAVATOR             | 1 T    | 280.00 | 1260.00 |
| MINI LOADER                |        | 105.00 | 420.00  |
| TRENCH DIGGER - PEDESTRIAN | 10 hp  | 267.00 | 1200.00 |

## FASTENING EQUIPMENT

|                         |        |       |        |
|-------------------------|--------|-------|--------|
| NAIL GUN; & COMP & HOSE | 10 CFM | 86.00 | 260.00 |
| NAIL GUN - FENCE        | 50mm   | 39.00 | 156.00 |
| NAIL GUN - FLOORING     | 50mm   | 42.00 | 168.00 |
| NAIL GUN - FRAMING      | 75mm   | 47.00 | 140.00 |
| POP RIVETTER            | 1/4    | 20.00 | 60.00  |
| POP RIVETTER            | 3/16   | 13.00 | 45.00  |
| POP RIVETTER AIR        |        | 33.00 | 130.00 |
| RAMSET/HILTI GUN        |        | 32.00 | 95.00  |
| STAPLE GUN - AIR        |        | 28.00 | 85.00  |
| STAPLE GUN - ELECTRIC   |        | 26.00 | 80.00  |
| STAPLE GUN - HAND       |        | 25.00 | 75.00  |
| STRAPPING MACHINE       |        | 28.00 | 85.00  |

## FLOOR & CARPET CARE

|                                |         |        |        |
|--------------------------------|---------|--------|--------|
| CARPET CLEANER                 |         | 45.00  | 135.00 |
| CARPET STRETCHER - KNEE KICKER |         | 19.00  | 55.00  |
| FLOOR CRAMP (PR)               |         | 26.00  | 80.00  |
| FLOOR EDGER                    |         | 39.00  | 175.00 |
| FLOOR POLISHER                 |         | 41.00  | 125.00 |
| FLOOR SANDER                   |         | 60.00  | 270.00 |
| FLOOR STRIPPER                 |         | 70.00  | 320.00 |
| LINO & TILE ROLLER             |         | 24.00  | 70.00  |
| VACUUM CLEANER                 | 200 L   | 101.00 | 305.00 |
| VACUUM CLEANER                 | 40-60 L | 49.00  | 145.00 |

## GENERATORS

|                    |          |        |        |
|--------------------|----------|--------|--------|
| GENERATOR - DIESEL | 10 KVA   | 95.00  | 430.00 |
| GENERATOR - DIESEL | 12.5 KVA | 125.00 | 510.00 |
| GENERATOR - DIESEL | 15 KVA   | 135.00 | 550.00 |
| GENERATOR - PETROL | 2 KVA    | 50.00  | 150.00 |
| GENERATOR - PETROL | 3 KVA    | 55.00  | 225.00 |
| GENERATOR - PETROL | 5 KVA    | 70.00  | 300.00 |
| GENERATOR - PETROL | 7.50 KVA | 89.00  | 385.00 |

## HOISTS, ELEVATORS & CONVEYORS

|                             |        |       |        |
|-----------------------------|--------|-------|--------|
| BLOCK ELEVATOR              |        | 45.00 | 205.00 |
| BRICK ELEVATOR              |        | 45.00 | 205.00 |
| CONVEYORS - 10M             | 350 ML | 90.00 | 310.00 |
| CONVEYORS - 4M              | 350 ML | 50.00 | 190.00 |
| CONVEYORS - 7M              | 350 ML | 80.00 | 260.00 |
| HOIST - 2 BARROW 240 V      |        |       | 240.00 |
| HOIST - 2 BARROW 415 V      |        |       | 180.00 |
| HOIST - 2 BARROW DIESEL     |        |       | 300.00 |
| HOIST - SINGLE BARROW 240 V |        |       | 210.00 |
| YORK DRAINERS WINCH         |        |       | 300.00 |

## LADDERS, TRESTLES & PLANKS

|                    |       |       |        |
|--------------------|-------|-------|--------|
| LADDER - EXTENSION | 20 Ft | 24.00 | 70.00  |
| LADDER - EXTENSION | 30 Ft | 32.00 | 95.00  |
| LADDER - EXTENSION | 42 Ft | 45.00 | 135.00 |
| LADDER - EXTENSION | 50 Ft | 56.00 | 165.00 |

| Description                  | Size  | Daily | Weekly |
|------------------------------|-------|-------|--------|
| LADDER BRACKET (PR)          |       | 13.00 | 26.00  |
| PLANK - TIMBER               | 10 Ft | 6.00  | 10.00  |
| PLANK - TIMBER               | 16 Ft | 9.00  | 20.00  |
| ROOF LADDER                  |       | 22.00 | 65.00  |
| STEP LADDER                  | 6 Ft  | 15.00 | 45.00  |
| STEP LADDER                  | 8 Ft  | 17.00 | 51.00  |
| STEP LADDER                  | 10 Ft | 22.00 | 66.00  |
| STEP LADDER                  | 12 Ft | 19.00 | 55.00  |
| STEP LADDER                  | 14 Ft | 28.00 | 85.00  |
| TRESTLES (PR) - ALUM.        | 6 Ft  | 20.00 | 60.00  |
| TRESTLES (PR) - ALUM.        | 8 Ft  | 20.00 | 60.00  |
| TRESTLES (PR) - ALUM.        | 10 Ft | 22.00 | 65.00  |
| TRESTLES (PR) - ALUM.        | 12 Ft | 30.00 | 90.00  |
| TRESTLES (PR) - ALUM         | 14 Ft | 32.00 | 95.00  |
| TRESTLES (PR) - ALUM.        | 16 Ft | 36.00 | 110.00 |
| TRESTLES (PR) - TIMBER/STEEL | 6 Ft  | 20.00 | 60.00  |
| TRESTLES (PR) - TIMBER/STEEL | 8 Ft  | 20.00 | 60.00  |
| TRESTLES (PR) - TIMBER/STEEL | 10 Ft | 22.00 | 65.00  |
| TRESTLES (PR) - TIMBER/STEEL | 14 Ft | 26.00 | 70.00  |

## LANDSCAPING & GARDEN

|                                |       |        |        |
|--------------------------------|-------|--------|--------|
| BRUSH CUTTER                   |       | 65.00  | 200.00 |
| CHAINSAW - ELEC.               | 12 In | 43.00  | 130.00 |
| CHAINSAW - ELEC.               | 18 In | 49.00  | 145.00 |
| CHAINSAW - PETROL              | 18 In | 71.00  | 235.00 |
| FLAME THROWERS                 |       | 26.00  | 70.00  |
| HEDGE TRIMMER - ELECTRIC       |       | 26.00  | 80.00  |
| KNAPSACK SPRAY                 |       | 24.00  | 70.00  |
| LAWN CORER - MOTORISED         |       | 80.00  | 240.00 |
| LAWN EDGER - PETROL            |       | 32.00  | 185.00 |
| LAWN ROLLER - SMOOTH           |       | 19.00  | 55.00  |
| LAWN ROLLER - SPIKED           |       | 16.00  | 45.00  |
| LAWN VACUUM                    |       | 62.00  | 185.00 |
| LAWNMOWER                      | 18 In | 34.00  | 100.00 |
| LINE TRIMMER - PETROL          |       | 34.00  | 100.00 |
| MULCHER                        | 1 In  | 52.00  | 155.00 |
| MULCHER                        | 2 In  | 86.00  | 386.00 |
| POST HOLE DIGGER 1 Man         |       | 95.00  | 430.00 |
| POSTHOLE DIGGER HAND - 4-9 In  |       | 17.00  | 35.00  |
| POSTHOLE DIGGER PETROL - 2 Man |       | 60.00  | 240.00 |
| ROTARY HOE                     | 8HP   | 88.00  | 350.00 |
| ROTARY TILLER                  |       | 65.00  | 200.00 |
| SLASHER MOWER                  | 22 In | 50.00  | 200.00 |
| SLASHER MOWER SELF-PROP.       | 26 In | 80.00  | 320.00 |
| STUMP GRINDER                  |       | 105.00 | 430.00 |
| TURF CUTTER                    |       | 95.00  | 430.00 |
| WIRE STRAINER                  |       | 19.00  | 40.00  |

## LIFTING & JACKING

|                          |             |       |        |
|--------------------------|-------------|-------|--------|
| CHAIN BLOCK              | 1 Ton       | 26.00 | 80.00  |
| CHAIN BLOCK              | 1/2 Ton     | 24.00 | 70.00  |
| CHAIN BLOCK              | 2 Ton       | 24.00 | 80.00  |
| COME-A-LONG              | 1 Tonne     | 22.00 | 65.00  |
| JACK - HYDRAULIC         | 2 Ton       | 16.00 | 55.00  |
| JACK - HYDRAULIC         | 10 Ton      | 26.00 | 80.00  |
| JACK - HYDRAULIC         | 20 Ton      | 35.00 | 105.00 |
| JACK - HYDRAULIC         | 50 Ton      | 63.00 | 200.00 |
| JACK - WALLABY           | 2.50 Ton    | 26.00 | 80.00  |
| JACK - WALLABY           | 10 Tonne    | 32.00 | 95.00  |
| JENNY WHEEL              |             | 18.00 | 60.00  |
| LEVER BLOCKS             | 1.5 Tonne   | 34.00 | 110.00 |
| LEVER BLOCKS             | 3 Tonne     | 40.00 | 130.00 |
| MATERIAL HOIST - (GENIE) | 18 Ft       | 78.00 | 360.00 |
| PANEL LIFTER - 75KG      | 3.3 M       | 47.00 | 140.00 |
| PORTA POWER - PUMP       |             | 22.00 | 65.00  |
| PORTA POWER - RAM        | 10 Tonne    | 22.00 | 65.00  |
| PORTA POWER - RAM        | 20/30 Tonne | 28.00 | 65.00  |



| Description         | Size        | Daily | Weekly |
|---------------------|-------------|-------|--------|
| PORTA POWER - RAM   | 30/50 Tonne | 35.00 | 105.00 |
| PORTA POWER - RAM   | 100 Tonne   | 94.00 | 260.00 |
| ROPE BLOCK & TACKLE |             | 27.00 | 100.00 |
| TIRFOR              | 3 Ton       | 45.00 | 125.00 |
| TIRFOR              | 5 Ton       | 45.00 | 125.00 |
| TIRFOR              | 500 Kg      | 23.00 | 65.00  |

## LIGHTING

|                            |        |        |         |
|----------------------------|--------|--------|---------|
| FLOOD LIGHT                | 500W   | 25.00  | 70.00   |
| FLOOD LIGHT                | 1500 W | 30.00  | 90.00   |
| FLOOD TOWER DIESEL TRAILER | (9 M)  | 260.00 | 1050.00 |

## MATERIALS HANDLING

|                       |          |       |        |
|-----------------------|----------|-------|--------|
| PALLET TRUCK          |          | 22.00 | 80.00  |
| SKATE TURNTABLE       | 20 Tonne | 11.00 | 35.00  |
| SKATES - each         | 5 Tonne  | 22.00 | 65.00  |
| SKATES - each         | 20 Tonne | 18.00 | 65.00  |
| FIBRO CUTTER          |          | 13.00 | 25.00  |
| GLASS SUCTION CUP     |          | 17.00 | 50.00  |
| LEVEL - DUMPY         |          | 48.00 | 190.00 |
| LEVEL - LASER         |          | 60.00 | 180.00 |
| LEVEL - THEODOLITE    |          | 84.00 | 250.00 |
| POSSUM TRAP           |          | 12.00 | 35.00  |
| ROOF TILE CUTTER      |          | 16.00 | 30.00  |
| ROOF TILE PUNCH/NOTCH |          | 19.00 | 40.00  |
| ROOF TOOLS - TURINING |          | 19.00 | 40.00  |

## MOVING AIDS

|                            |           |       |       |
|----------------------------|-----------|-------|-------|
| FURNITURE PADS (SETS OF 5) |           | 15.00 | 45.00 |
| FURNITURE STRAPS           | Pr        | 15.00 | 45.00 |
| HEAVY DUTY TROLLEY         |           | 22.00 | 80.00 |
| LOADING RAMP               |           | 19.00 | 55.00 |
| PIANO TROLLEY              |           | 19.00 | 55.00 |
| PLATFORM TROLLEY           | 1/2 Tonne | 19.00 | 55.00 |
| TROLLEY 6 WHEEL            |           | 19.00 | 55.00 |

## PAINTING & DECORATING

|                                     |  |        |        |
|-------------------------------------|--|--------|--------|
| AIRLESS SPRAY PAINTER               |  | 114.00 | 515.00 |
| LINE MARKER - AEROSOL               |  | 26.00  | 50.00  |
| PAINT STRIPPER - ELEC               |  | 26.00  | 80.00  |
| PAINT STRIPPER - GAS                |  | 28.00  | 85.00  |
| SPRAY GUN                           |  | 19.00  | 57.00  |
| SPRAY OUTFIT HP W/COMPRESSOR & HOSE |  | 62.00  | 185.00 |
| SPRAY OUTFIT LP W/COMPRESSOR & HOSE |  | 45.00  | 135.00 |
| WALLPAPER CUTTER                    |  | 7.00   | 20.00  |
| WALLPAPER STEAMER                   |  | 37.00  | 110.00 |

## PLUMBING

|                                |       |        |        |
|--------------------------------|-------|--------|--------|
| DRAIN RODS                     |       | 26.00  | 50.00  |
| DRAIN SNAKE - MANUAL           |       | 26.00  | 50.00  |
| ELECTRIC EEL                   | 48 Ft | 65.00  | 200.00 |
| ELECTRIC EEL - EXT.            | 8 Ft  | 9.00   | 25.00  |
| FIRE HYDRANT STAND PIPE        |       | 24.00  | 70.00  |
| PIPE BENDER HYDR.              | 50mm  | 37.00  | 110.00 |
| PIPE CUTTER                    | 100mm | 22.00  | 65.00  |
| PIPE CUTTER - EARTHENWARE      |       | 26.00  | 80.00  |
| PIPE THREADER - ELEC.          | 50mm  | 77.00  | 315.00 |
| PIPE THREADER - ELEC.          | 100mm | 103.00 | 463.00 |
| PIPE THREADER - MAN.           | 25m   | 26.00  | 80.00  |
| PIPE VICE & STAND              |       | 14.00  | 55.00  |
| POWER DRIVE; 'RIDGID' ELECTRIC |       | 38.00  | 115.00 |
| PRESSURE TEST BUCKET           |       | 28.00  | 85.00  |
| SOLDERING IRON - GAS           |       | 24.00  | 110.00 |
| STILSON WRENCH                 | 100mm | 18.00  | 70.00  |

| Description               | Size | Daily | Weekly |
|---------------------------|------|-------|--------|
| <b>PUMPS</b>              |      |       |        |
| CENTRIFUGAL PUMP - PETROL | 50mm | 62.00 | 205.00 |
| DIAPHRAGM - PETROL        | 50mm | 67.00 | 200.00 |
| FLEX SHAFT PUMP & MOTOR   |      | 56.00 | 225.00 |
| HOSE - 2" LAYFLAT         | 15 M | 7.50  | 25.00  |
| HOSE - 2" SUCTION         | 6 M  | 7.50  | 25.00  |
| HOSE - 3" LAYFLAT         | 15 M | 11.00 | 35.00  |
| HOSE - 3" SUCTION         | 6 M  | 11.00 | 35.00  |
| SUBMERSIBLE               | 19mm | 35.00 | 105.00 |
| SUBMERSIBLE               | 50mm | 60.00 | 180.00 |
| WATER BED PUMP 12V        |      | 19.00 | 40.00  |

## SCAFFOLDING, PROPS

|                            |       |       |        |
|----------------------------|-------|-------|--------|
| A-FRAME SCAFFOLDS - BRACES |       | 1.00  | 1.00   |
| A-FRAME SCAFFOLDS FRAMES   | 1.5 M | 3.00  | 3.00   |
| ALUMINIUM TOWER            | 2 M   | 49.00 | 145.00 |
| ALUMINIUM TOWER            | 3 M   | 50.00 | 217.00 |
| ALUMINIUM TOWER            | 3.6 M | 50.00 | 217.00 |
| ALUMINIUM TOWER            | 4 M   | 71.00 | 294.00 |
| ALUMINIUM TOWER            | 5 M   | 78.00 | 308.00 |
| ALUMINIUM TOWER            | 7.3 M | 89.00 | 350.00 |
| PROPS                      |       | 9.00  | 10.00  |

## TARPAULINS

|      |         |       |       |
|------|---------|-------|-------|
| TARP | 18 x 12 | 28.00 | 56.00 |
| TARP | 24 x 18 | 37.00 | 74.00 |
| TARP | 36 x 24 | 47.00 | 94.00 |

## TRAILERS

|                     |           |       |        |
|---------------------|-----------|-------|--------|
| BIKE TRAILER        |           | 37.00 | 110.00 |
| CAR TRAILER         | 1.5 Tonne | 73.00 | 220.00 |
| HORSE FLOAT         | DOUBLE    | 67.00 | 200.00 |
| TRAILER - BOX       | 6 x 4     | 30.00 | 90.00  |
| TRAILER - FURNITURE | 9 x 5     | 45.00 | 135.00 |

## WELDING

|                         |          |       |        |
|-------------------------|----------|-------|--------|
| OXY GEAR                |          | 30.00 | 90.00  |
| PETROL WELDER/GENERATOR | 200 Amp  | 52.00 | 235.00 |
| WELDER - DC BULLET      | 250 Amp  | 47.00 | 210.00 |
| WELDER - DC DIESEL      | 225 Amp  | 73.00 | 320.00 |
| WELDER - DC DIESEL      | 400 Amp  | 77.00 | 345.00 |
| WELDER - MIG            | 160 Amp  | 67.00 | 270.00 |
| WELDER 240V             | 1300 Amp | 30.00 | 90.00  |
| WELDING LEADS           | 15 M     | 13.00 | 40.00  |
| WELDING MASK            |          | 5.00  | 15.00  |

## TRUCK RENTAL RATES

|                 | Daily | Weekly | Exs. Kms |
|-----------------|-------|--------|----------|
| <b>VANS</b>     |       |        |          |
| 1Tonne Hiace    | 88    | 528    | .25c     |
| 2 Tonne Van     | 122   | 732    | .27c     |
| 3 Tonne Van     | 132   | 670    | .27c     |
| 4 Tonne Van     | 142   | 852    | .30c     |
| 6 Tonne Van     | 160   | 960    | .31c     |
| Tailgate Lifter | 20    | 120    | —        |

## TABLE TOPS

|                      |     |     |      |
|----------------------|-----|-----|------|
| Utility              | 70  | 420 | .23c |
| 1.5 Tonne            | 88  | 530 | .25c |
| 2/3 Tonne 4.2m (14') | 112 | 670 | .27c |
| 4 Tonne              | 125 | 750 | .30c |



**TIPPERS**

|                     |     |     |      |
|---------------------|-----|-----|------|
| 2.5 Tonne           | 128 | 770 | .25c |
| Mini Bus 12-15 seat | 125 | 750 | .25c |

Note:— Rates shown include damage waiver fee and 100 kms. Customers are subject to damage charges up to an excess of \$500 (\$750 under 25 years). Overhead damage is customer's responsibility.

**PORTABLE BUILDINGS****PORTABLE BUILDING SHELLS**

Average hire period 5 to 11 months (80 weeks)

| Size         | Hire charges per week |
|--------------|-----------------------|
| 3.0m x 2.4m  | \$ 41.00              |
| 3.6m x 2.4m  | \$ 44.00              |
| 4.8m x 2.4m  | \$ 54.00              |
| 6.0m x 2.4m  | \$ 63.00              |
| 7.2m x 2.4m  | \$ 67.00              |
| 6.0m x 3.0m  | \$ 71.00              |
| 9.6m x 3.0m  | \$103.00              |
| 12.0m x 3.0m | \$123.00              |

**ABLUTIONS WET BLOCKS**

Average hire period 0 to 5 months (65 weeks)

| Size            | Hire charges per week |
|-----------------|-----------------------|
| 2.4m x 2.4m 2/0 | \$ 73.00              |
| 3.6m x 2.3m 2/1 | \$ 85.00              |
| 4.8m x 2.4m 3/1 | \$116.00              |
| 6.0m x 2.4m 4/2 | \$123.00              |

**MISCELLANEOUS**

Average hire period 52 weeks

| Size                                 | Hire charges per week |
|--------------------------------------|-----------------------|
| Tables                               | \$ 3.50               |
| Chairs                               | \$ 0.50c              |
| Cup boards & Sinks                   | \$ 7.50               |
| Lockers (clothes)                    | \$ 1.50               |
| Refrigerators                        | \$ 6.00               |
| Hot Water Urn                        | \$ 4.00               |
| Pie Warmer                           | \$ 7.50               |
| Water Cooler                         | \$14.50               |
| Air Conditioner                      | \$20.00               |
| Strip Heater                         | \$ 3.00               |
| Zip Heater                           | \$20.00               |
| Exhaust Fans                         | \$ 4.00               |
| Filing Cabinet                       | \$ 6.50               |
| Desk                                 | \$ 6.50               |
| Plan Bench (per linear meter)        | \$ 2.00               |
| Office Chairs                        | \$ 4.00               |
| Change Room Bench (per linear meter) | \$ 1.00               |

**CONTAINERS**

Average hire period 5 to 11 months (80 weeks)

| Size   | Hire charges per week |
|--|-----------------------|
| Container  | \$32.00               |
| Half Container   | \$32.00               |
| Delivery and pick up (depending on item and delivery distance) | \$95.00-\$380.00      |

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Telephone (03) 890 3344. Fax (03) 890 4249.

**Allied Products Company Ltd.**

32 Lunn Ave., Mt Wellington, New Zealand.  
Telephone 527 3823. Fax 527 1734.

IBA 1666



# Compact Hoists

A new compact multi-state underbody truck hoist has been released by Australian Hydraulics Company. Called RAM LO series, the hoists are designed for applications involving tip trucks of up to 15 tonne capacity. RAM LO series underbody hoists are available with strokes of up to 1.8 metres and are for closed heights of a maximum 440 millimetres.

They come in a wide variety of optional configurations from 3 through to 6 stages and feature either ball socket swivel top mounts or conventional devices depending on application. They are simple in construction, and can be resealed and serviced in the field without special tools.

They are suitable for small rigid body tipper truck applications, tipping farm trailers for scissor lifts.

Australics claim the new LO range is cost effective with heavy duty foot mounts being included in standard build. Three way tipper cradles and mounts are also available as an optional extra.

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

# Jap Truck PTOs

A comprehensive range of power take off equipment to suit Japanese trucks is now available from Australics Transport Equipment Division. Manufactured for Australics by Hydrocar, the full product line includes optional air or cable shifts, a number of different ratio and torque ratings, and heavy duty cast iron gear pumps available in fixed and bi-rotational configurations.

Australics Hydrocar power take off equipment is suitable for crane, elevating work platform, or tipper truck operation. The pumps are available with flow rates from 15 to 125 litres per minute, and offer fully or semi-balanced options. They come complete with intermittent working pressures up to 6,500 psi and a combination of flow rates and ratios to suit most Japanese truck applications.

Further information on Australics comprehensive P.T.O. pump product line is available from Australian Hydraulics Company, branches in all states.

# THINKING Perkins?

## POWERED GENERATOR SETS

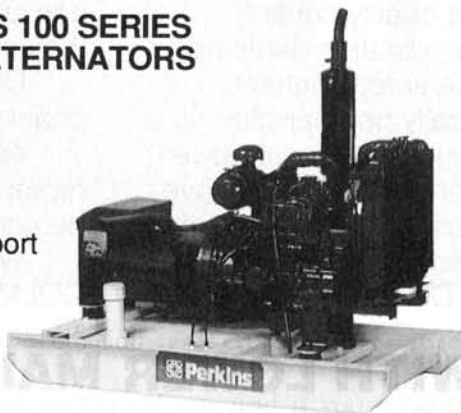
### FEATURES PERKINS 100 SERIES AND MECC ALTE ALTERNATORS

- Water Cooled
- Fuel Efficient
- Quiet
- Reliable
- National Product Support

### RATINGS AVAILABLE

|       |         |
|-------|---------|
| DES 4 | 4 kVA   |
| DES 6 | 6 kVA   |
| DES 8 | 8.8 kVA |
| DES11 | 11 kVA  |
| DES14 | 14 kVA  |

\*All ratings at .8 PF



Full details available from your local Detco branch or authorised Perkins dealer.

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A Division of Bowater Tull Industries Pty Ltd A.C.N. 004 322 123

# Reliable Perkins Engines

Perkins Engines are world-renowned for their reliable use as generator set engines and a comprehensive range of engines are available through Australia's sole Perkins engine distributor Detco (Detroit Engine and Turbine Company).

The range is based upon reliability and dependability because Perkins believes hire companies require a generator set engine that operates with minimum maintenance even in the most harsh conditions.

Not only is Perkins a leader in the diesel generator set engine market but the entire Australian diesel engine market.

The Perkins range includes the Compact 100 Series comprised of two, three and four cylinder water-cooled diesel engines offering 4kw to 33kw. The more powerful 500 and 1000 Series engines and the 1300 Series six-cylinder engines deliver as much as 175kw for excellent generator set applications.



# DOLMAR CHAINSAWS

## They work harder, longer . . . to make more profits for you



**DOLMAR's new "i Series"  
injection carburetor system, voted  
one of the top 100 inventions by  
Popular Science Magazine  
USA, 1991**



As the oldest manufacturer of petrol engined chain saws, the name DOLMAR is recognised for proven robust quality, reliability and endurance in over 100 countries throughout the world.

When you consider the DOLMAR features such as

stringent quality control, optimum vibration damping, extensive safety features, ecologically non-harmful operation, exceptional power-to-weight ratio . . . and above all our reliable nationwide after sales and service, it's no wonder DOLMAR chain saws

has attained the reputation they enjoy today – worldwide.

DOLMAR produce a chain saw for **every** use.

Ask your DOLMAR representative for a demonstration.

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## FOR HIRE PROFITS WITH LOWER MAINTENANCE

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Downtime. Like death and taxes, it's one of the few things in life you can count on. And if you don't keep on top of it, you can find yourself out of the game. Permanently. But BP's range of Bartran hydraulic oils cuts downtime in half by lasting up to

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Address \_\_\_\_\_

\_\_\_\_\_ Postcode \_\_\_\_\_ Telephone \_\_\_\_\_

Title \_\_\_\_\_ Company \_\_\_\_\_

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Approx. litreage of hydraulic oil used per annum. \_\_\_\_\_

What brand of hydraulic oil do you normally use? \_\_\_\_\_

Luscombe BP093BA/hrq



# G.S.T. and computerisation

**With an election looming and a strong possibility of G.S.T being introduced next financial year, is a computer system the solution to handling a GST bookkeeping nightmare.**

Australian party hire companies lag behind other industries as one of the least computerised, considering the widespread use of computers in such common places as petrol stations, (some even have bar code scanners), cinemas, supermarkets, spare parts, video hire shops and even taxis. Consider also the level of computerisation in audio visual hire. The companies that supply corporations with audio and video equipment and services are nearly 100% computerised as far as stock control, invoicing and accounting goes. These people are used to working with technology and are highly computer literate, so the introduction of computer systems to them was achieved with ease.

In many countries the level of computerisation increased dramatically after G.S.T or VAT was introduced. 19 other OECD countries have it. Japan recently introduced a 4% GST.

Australia ranks 11th out of 33 countries for spending on information technology as a percentage of GDP. The introduction of a GST could see this ranking go higher, all the top ten countries in the "IT" rating have a GST or VAT except the U.S, this includes the U.K and New Zealand.

G.S.T is a bookkeeping nightmare to do manually.

Here is Deloitte's accounting firm in New Zealand comments:

GST created a greater impact on small traders than large ones... there were compliance costs such as more time on record keeping... it was quickly recognised that the best way to cope was with the aid of computer systems.

The level of computerisation is also

high in companies that collect sales tax.

The conclusion that one could draw from this is that once the GST introduction date is announced (if it is), there will be a rush to computerise.

Why computerize before its introduced? There are a few good reasons. Computer software is not presently taxed, so a GST would increase the cost by 15%. Hewson has promised tax cuts next financial year, so to pay for it the GST may well be introduced in the next financial year? There's always a possibility that if Labour wins that they will bring in their own GST anyway, like it or hate it. There are many people who consider that GST is inevitable.

If you have an existing system it may take a considerable delay before you can get an upgrade to handle GST; in many cases it is a substantial re-write.

GST will render a host of accounting packages obsolete, especially old or imported packages with little market commitment. It may not be economic or practical to modify these packages for GST. This was the case with nearly 50% of software in New Zealand. If you are looking at purchasing a new system, you should ensure that it's GST ready.

Don't under-estimate the impact that GST will have on your record keeping. The Liberals tell you it's a simple tax. Well, they won't tell you where it gets complicated but armed with the New Zealand guide to working with GST here are a few examples :-

A GST adjustment must be made for the following: insurance receipts, exported secondhand goods, purchase of second hand goods, assets kept on ceasing to be registered, fringe benefits such as motor vehicles, private use of goods and services, supplies where payment is not in money (bar-

tering), the financial portion of a hire purchase or lease agreements, goods and services used in making exempt supplies (exports), imported goods, for goods costing over \$10,000 the GST input tax adjustment is spread over the lifetime of the goods, meaning that an adjustment must be made every month for the GST paid on purchase.

A computer system is not going to work out the adjustments required for such things as fringe benefits tax on motor vehicles for you, but will be of great assistance for the bulk of cash transactions which is the point where GST is collected.

Small business people who already spend 14 hours a day working will have a problem trying to find the extra time it takes to complete GST returns and late payment will render them subject to a fine. In the New Zealand system the late fee is an extra 10% on payments made after the due date.

Not keeping proper records of any taxable activity, issuing incorrect tax invoices or failing to lodge returns is an offence in the New Zealand system. A GST inspector may land on your doorstep without warning and demand full records whether or not it disrupts your business at any time. If you had a computer system you could simply show the inspector to a terminal or print out a complete audit trail thereby minimising the disruption.

Considering also that there is a learning and setting up period before a system becomes fully operational, you should start evaluating computer systems as soon as the election results are announced and not wait until the last moment.

For further information, contact:

Tim Grafton

Hirepoint Software

Phone: (02) 876 2745



# New welding armour against abrasion

The Lincoln Electric Company of Australia has extended its range of flux cored welding wires by introducing an electrode that will deposit weld metal with abrasion resistance many times greater than mild steel.

The wire, Lincore 60-0, has already proven its durability throughout the world by protecting the wearable parts of mining, quarry and heavy industrial components that work in abra-

sive environments.

Lincore 60-0 gives a welded deposit with a hardness of approximately 60 Rockwell C and requires no post weld heat treatment. It can be used for single or double layer abrasion protection in applications from crushing and grinding equipment through to earthmoving blades and teeth.

Hardfacing as a form of inexpensive wear maintenance has experi-

enced a resurgence lately as industry searches for methods to avoid buying expensive replacement parts. With the addition of Lincore 60-0 to the Lincoln Electric consumable range, Lincoln now offer a comprehensive line of ferrous based flux cored wires with hardness ranging from 30-60 Rockwell C.

Lincore 60-0 can be used to hardface over most wear part materials, including carbon, low alloy, manganese and stainless steel. With some preparation, even cast irons may be welded and used at temperatures up to 700°C.

Available in 1.6mm, 2.0mm and 2.8mm wire sizes, Lincore 60-0 is a versatile open arc wire suitable for use in Lincoln LN7, LN8, LN9, LN21, LN25, or similar wire feed units. High deposition rates up to 8kg/hour are possible using 2.8mm wire, while maintaining superior arc stability and low spatter levels which have become characteristic of Lincoln's consumables.

The 1.8mm diameter wire is ideal for small jobs and where a positional electrode is required to work in situ or on difficult-to-manoeuvre structures.

All wires are suitable for deposition using submerged arc equipment with Lincolnweld 802 flux. This procedure offers significant benefits for operator comfort, improves weld bead shape and minimises smoke and arc effects when welding indoors.

Manufactured under stringent quality control measures that competitors cannot match, Lincore 60-0 conforms to AS 2576 (1982) Classification 2355-B7.

For advice on how hardfacing can be utilised to improve the life of machinery and stretch the maintenance dollar, contact The Lincoln Electric Company (Aust.) Pty Limited, 35 Bryant Street, Padstow, NSW 2211. Phone: (02) 772 7222 or direct fax the Hardfacing Helpline: (02) 792 2420.



A welding engineer repairing the worn out outer section of a dozer bucket using Lincoln Electric's new flux cored hardfacing wire giving quick and quality deposition of weld material



# Husqvarna presents



## A hire philosophy: "You'll quit before they do."

To put this philosophy into practice in the Hire & Rental business you need the right products. Husqvarna has your answer. At least, in the forest & garden product category.

300 years of development at Husqvarna has forged the most formidable work force any garden or forestry person or body would require to get the job done.

The Husqvarna range offers the technical reliability and labour saving features you would expect from products that are designed by professionals for professionals.

We're as near as a 'phone, so put us on your team today by calling 043 72 1500.



### A Clean Cut Decision

**Husqvarna**  
**FOREST & GARDEN**

ACN 002 694 564

HUS 565



**A**



The trouble with many computer systems is that they don't allow for the needs of the first time user. Inadequate training and implementation programs often leave the beginner overwhelmed and confused. Hardly the perfect fit for your company . . .

**B**



On the other hand, many systems are designed purely for the first time user, and can't cope with the needs of a growing organisation. You have to ask whether the system is flexible enough to still fit your business in 5 years time, and whether modifications can be made to allow for growth in certain areas of your company . . .



# How to find the computer system that best fits your hire business



**D**

## So where do you start?

Ironbark has been designing computer systems for Australian hire companies since 1987. The Ironbark Hire System now has the power, ease of use and flexibility to ensure the ultimate fit for your business, whether you need one or one hundred users. And because Ironbark is totally Australian owned and developed, modifications are simple and inexpensive. So the system you've always wanted is the system you can have. Send the coupon today for a brochure, or phone Tony on 257 1545.



**C**



In the worst case, choose poorly and you may have to throw it out and start all over, which makes it even more important to check out all of your options . . .



**Ironbark**  
Software to grow with . . .

**Yes!** Please send me information about Ironbark-Hire, and show me why Ironbark will be the best fit for my hire business. Send to:  
Ironbark Software, PO Box 1299, Fortitude Valley, Q. 4006.

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_  
Business Name: \_\_\_\_\_ Fax: \_\_\_\_\_  
Address: \_\_\_\_\_



## Murray mowers now available from Parklands

Mr. Neville Zacka, managing director of Parklands Trading Co. Pty. Ltd., recently announced that Murray mowers would now be available in Australia through Parklands. Parklands Trading Co. is well known for their distribution of Tanaka range of lawn and garden care products. This distribution, which started in 1968, is believed to be the longest such continuous marketing agreement in Australia.

Murray is better known for their range of value for money ride-on mowers, ranging from 10.5 hp (30 inch cut) to 18 hp, 46 inch cut. These rugged mowers feature an industrial motor and a brilliant powder-coated finish on all models. The largest ride-on is a garden tractor—which puts it in the small tractor market. Murray is the largest manufacturer of mowers in the world and has been in operation since 1918.

Mr. Zacka said that in 1993, Parklands would be bringing in the full range of Murray walk behind mowers—from the utility model to the



*A typical Murray ride-on mower, showing the brilliant powder-coated finish*

rear catcher, self propelled unit. "With the addition of the Murray range, Parklands now has a full range of outdoor power equipment to offer the Australian market," he added.

Full warranty, service and spares backup for Murray products 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

## Hire firm extends reach

**A PORTABLE buildings hire company has extended its reach by acquiring its own semi-trailer with 10 tonne Hi-Ab crane.**

Prestige Portables, who purchased the Mack truck with 12 metre tray from Transcrane, knows of only two other vehicles in NSW which are equipped with as much lifting capacity.

Its crane can lift a 12m x 3m portable building eight metres from the truck, or a smaller building up to 12 metres.

Reconditioned shipping containers, which are ideal storage "strong boxes," can be lifted 12 metres from the truck or stacked three high.

The vehicle is based at Prestige Portables' Newcastle hire centre, which services a wide area of NSW, north of the Hawkesbury River and as far west as required.

Manager, Jeff Green, said it was common in the industry for sheds and other portable buildings to be delivered on a tilttray truck, and then lifted into position by a mobile crane.

"Alternatively, sub-contractors with Hi-Ab crane semi-trailers are engaged to do the delivery," he said.

"This vehicle enables us to provide customers with a complete, all-in-one service. We can respond faster and more efficiently, and that gives us an important edge.

"The truck-mounted crane enables us to position buildings in very confined areas. This is important for many hirers, in a range of areas.

"For instance, it was a big factor in us winning a major job at the Newcastle Entertainment Centre, where we provided extra dressing sheds for members of the visiting Bolshoi Ballet." Prestige Portables also has hire centres in Sydney, Brisbane and on the Gold Coast.

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# JLG — 10 Years performing at a higher level in Australia

**When JLG pioneered the development of self-propelled elevating work platforms (EWPs), it was quite a challenge to convince customers to buy a major piece of capital equipment rather than use a ladder to work at height!**

These days the industry is very different. Operators, regulators and managers have realised the benefits of using JLG type equipment, and many would not accept the job being done any other way. The main benefits are:

- ☐ improved worker safety
- ☐ improved worker productivity
- ☐ reduced job completion times
- ☐ significantly reduced costs all around.

However, the industry is still young, with many potential users still unaware of the benefits available to them from EWP technology.

Different jobs require different heights and configurations of equipment, and with the significant capital cost involved, and intermittent usage being common, renting the equipment

is common.

JLG commenced its Australian operations in Port Macquarie NSW in 1983. Today, JLG is the major supplier of self-propelled access equipment in Australia, and is part of JLG Industries Inc., which is the world leader in this field.

The company's products range from small scissor lifts through to large self-propelled boom type elevating work platforms and knuckle booms. The company also supplies high performance lighting towers.

JLG has developed its market leadership through a commitment to meeting customer needs—in particular hire company customers—the most demanding market segment for EWPs. Whereas an owner-user typically has

low utilisations and is careful with his unit, hire users are used much longer and harder and are often abused. For the hire environment especially JLG units are to go.

JLG products have benefits which are of great value to hirer such as:

- ☐ designed to be highly stable and rigid
- ☐ excellent safety and reliability history
- ☐ robust all steel construction
- ☐ first class technical support
- ☐ unrivalled spare parts support
- ☐ lowest total life cost of ownership
- ☐ performance and features that set industry standards.

Each machine manufactured by JLG is stringently tested to ensure compliance with Australian Standards. JLG products are renowned throughout Australia for their high level of safety features and quality of manufacture. JLG do not compromise on safety, compliance or quality and JLG's excellent safety record demonstrates the results of this approach.

During these lean times JLG has been taking the opportunity to improve the design and manufacturing systems used to produce its products, and has been investing in new product research and development. JLG spends more on research and development than any other manufacturer in the industry, and has consistently done so.

This means some exciting new models, but just as importantly, improvements in existing models. A few examples are:

- ☐ new Deutz diesel models come with JLG's "Silent Pack" with easy access acoustic covers
- ☐ function speeds, gradeability and turning circles have been im-



JLG's new CM1432 14-ft scissor lift now available with an inexpensive trailer, opens up new opportunities for hire companies (see also cover picture).



proved across the range

- ☐ many potential problem areas have been eliminated through inclusion of changes based on customer feed-back and field experience
- ☐ controls have been simplified on electric scissors
- ☐ four-wheel drive and four-wheel steer options are now available on scissors and booms.

JLG Industries (Australia) is committed to further developing the market leadership the company has developed over the last 10 years. Their commitment to listening to customers, and supplying the best products supported by the best customer services is the firm foundation for their continued success.

## JLG's car transportable scissor lift

JLG's new 14-foot scissor lift, now available with an inexpensive trailer, opens up new opportunities for hire companies. The CM1432 can be towed to site behind an average large car like a Ford Falcon (a 4-wheel drive or a truck is not required). Once on the job, the unit is easily unloaded and can drive to the work location, with 25% gradeability and the ability to turn on its own length! The unit can be driven when elevated, and with easy delivery and pick up, can be a very effective way to complete many jobs – and a great little earner for your hire fleet.

The unit is ideal for changing dis-

plays in shopping centres, ceiling maintenance in buildings, fitting out new buildings, stocktakes, painting – the applications are endless.

Features include:

- ☐ small footprint for use in confined spaces
- ☐ roll out deck
- ☐ can travel over 4km and do 70 lift cycles on one charge
- ☐ posi-traction to assist drive on uneven surfaces
- ☐ ease and low cost of transport, especially with easy loading trailer.

For more information:

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# Ironbark

Software to grow with...

## Ironbark breaks new ground with accurate computerised bookings and stand-downs

A NEW, improved bookings system developed specifically for the party hire industry, will make the Ironbark Hire System more attractive to this area of the market in 1993, according to Ironbark's Brisbane developer, System and Management.

The new bookings system allows the front counter operator to pull up on screen a "calendar style" bookings schedule for any piece of equipment, clearly indicating the times and dates of any bookings, as well as the total number of items available for hire.

"The bookings schedule we were running was fine for equipment hire companies, but most of the party hire firms required something more sophisticated," commented Chris Findlater, Systems and Management's managing director. "A group of our programmers tackled the problem and I'm thrilled with what they've come up with. It's very slick and extremely easy to use. It just goes to show that Australian software is better than anything the world can offer, and that's something of which I'm very proud.

Another breakthrough is the development of a "stand-downs" facility for equipment and builders hire companies, allowing you to stand down equipment in the event of heavy rain.

"Stand-downs are becoming increasingly popular within the industry, and a specific stand-downs facility just saves a lot of stuffing around," said Chris. "The Ironbark Hire System really does enjoy a technical advantage over the competition, and because we don't sell through agents, we're able to maintain a pricing advantage as well."

More information about Ironbark Hire System is available from Tony Petersen at Systems and Management on (07) 257 1545.

---

## systems and management pty ltd

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



# Hyster at Orange Field Days

The Australian National Field Days are held every year in November.

This year Hyster Sales (Sydney) Pty Ltd exhibited some of their new forklift range plus their "Unisource" range of forklift parts and accessories.

The Orange Field Days are visited by 50,000 visitors each year from the decentralised industries of the NSW midwest.

Exceptional interest was shown in the Hyster A1.50XL, their 3-wheel counterbalanced electric. Suitable for operation in close confines, local orchardists saw its suitability for their packing shed operations.

Des McEvoy, Hyster Sales General Manager, commented, "One tends to see engine forklifts in country districts. But with exports in everyone's mind, quality protection of fruit is paramount, so the Hyster Electrics give that protection from bruising and



*Hyster showed their electric and engine forklifts at Orange, plus their Unisource spares for most forklift brands.*

contamination that the industry now seeks."

Hyster will be a permanent feature at the show, giving live demonstrations of their forklifts for these Australian rural industries to assess.

For further information contact:  
Des McEvoy, General Manager  
Hyster Sales (Sydney) Pty Ltd  
P.O. Box 873, Blacktown 2148  
Phone: (02) 831 1188  
Fax: (02) 831 8437.



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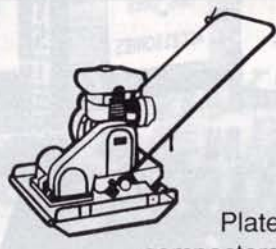


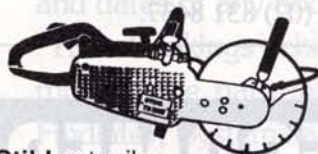
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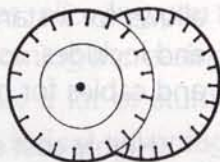
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## New National Caterpillar En- gine Dealer

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

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

Energy Power Systems Australia will be responsible 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 Australasia had been formed with the full support of Caterpillar and its dealers "to provide 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. Phone (03) 566 0666. Fax: (03) 561 6273.

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FAX: (02) 755 1393

## A selection of very nice earners – from Kango

Drilling holes in steel is probably the most common industrial procedure. Portable drills for this application are ideal for sizes up to ½" (12mm). Over this diameter it's not so easy – or safe. The speed of the drill becomes very important, with the optimum speed decreasing as the drill size increases.

Kango offers a range of large capacity drills specifically for drilling in the range of 5/8" (16mm) to 1 1/8" (32mm). These drills are designed with safety as the paramount consideration. The dual handles are strong, with the switch located in a position that gives the operator full control of the drill without sacrificing the two-handed hold on the machine.

Three models are available in the large capacity format: Model 3814 is four-speed: 660, 430, 370 and 250 rpm full load speed. It is fitted with a

¾" (19mm) capacity heavy duty, industrial Jacobs chuck as standard, but a No. 2 Morse taper sleeve is available as an optional extra.

Model 3806, at 290 and 215 rpm full load speed has a maximum capacity of 32mm. A No. 3 Morse taper sleeve is the standard drill mounting accessory, with a 19mm heavy duty industrial Jacobs chuck available as an optional extra. As an additional safety feature, a clutch has been incorporated in the 3806. All Kango large capacity drills are rated at 16 Watts (2.1hp).

A special version, Model 3376, has been produced by Kango for many years. This is a reversing drill and is particularly suited to post, pole and timber applications where auger bits can only be reversed out of the material under power.

To complete the answer to large

diameter drilling in steel, Kango's 0480 magnetic drill base utilises the large capacity drill range to give hirers the perfect package for builders, construction companies, engineers, etc. The Kango magnetic drill base is portable, easy to mount and operate, produces accurate results and reduces operator fatigue dramatically in repetitive drilling situations.

In addition to the accessories mentioned, a comprehensive range of tapered chuck arbours (for mounting chucks into Morse taper sleeves), Morse taper reducing sleeves and numerous other adaptors and items are available to expand the options for the hirer.

Contact a Kango dealer soon – special deals are available during February for the 3806 drill and 0480 Electro-magnetic drill base.



# Beavis Hire takes on recession with TRACS

Craig Beavis of Beavis Hire Service in Maitland is a person who thrives on challenges and the current recession is one of the bigger challenges Craig has had to face in his time as owner of Beavis Hire.

With the TRACS computer system from Trilogy firmly on their side, Craig and his staff are facing up to this latest challenge with a great deal of confidence and judging by the renovations and extensions being carried out on the premises at present, they seem to be winning.

In fact, Craig seems to have a certain affinity with recessions as it was in the recession year of 1982 that Beavis Hire Service was born. At the time Craig was working as a Plant Operator for Beavis Haulage and Earthmoving, a business then owned by his late father, Geoff.

With the general economy in decline Geoff and Craig decided it was time to diversify their business interests and after a long, hard look they decided there was a need for a quality hiring service in the Maitland area.

By October 1982 they had set up Beavis Hire Service, a general hire yard servicing both handymen and small construction companies. Operating out of the same premises as their Earthmoving business in East Maitland, from the outset their aim

was to provide a professional and innovative service, a policy which has served them well over the years and indeed is still rigidly maintained to this day.

By 1986 the hire division was not only well-established in its own right, but had also outgrown the East Maitland premises and it was decided to acquire a new yard in High Street, Maitland, which was more centrally located to their ever expanding customer base and also offered greater exposure to the general market.

In line with their stated policies of professionalism and innovation, Geoff and Craig decided it was time to computerise the business and in October 1987 they installed their first computer system. It was a "Back-Office" system only and served them well in those early days, but Craig was still searching for ways of improving the business and firmly believed that a fully integrated back and front office computer system would benefit the business enormously.

It was not until May 1992 that Craig's search for his "ideal" system finally ended when he selected the TRACS system from Trilogy. Craig wanted a system that would be capable of growing with his business, provide comprehensive management reporting, be easy to use and most im-

portantly be totally integrated.

TRACS comfortably met all of these requirements. Other criteria that influenced his decision were that Trilogy would provide ongoing support and training as well as regular updates to the software. These factors as well as favourable reports from other TRACS users helped Craig make up his mind and by his own admission he hasn't looked back since.

Craig, wife Carol and younger brother Troy all worked diligently at getting the system up and running and in September 1992 they achieved their aim of running "live" on the front counter. Today, just nine months after installing TRACS Craig insists the system is already "paying its way". He says "TRACS has instilled a new discipline throughout the company and removed all the guesswork that goes with manual systems. This has led to increased revenues and profits – and this in the middle of a recession!"

Probably the biggest bonus for Craig has been in terms of the time that the system has saved him. He estimates that it saves him just over 2 hours every day. This leaves him with plenty of time to think about what new products can be introduced to their already impressive range and just generally go about fine-tuning the business

## Brambles forklifts help Nonferral cut costs

A specially modified 4.0 tonne Hyster forklift, supplied by Brambles Forklifts in Perth, is helping a local scrap metal merchant to cut his operating costs.

The new machine will be working alongside a similar unit that is already owned by the merchant and is one of two Brambles forklifts now in use at the yard – the other one being a 2.5 tonne containerised fleet forklift,

carrying out light duties.

Under a five-year hire contract, Nonferral WA Ltd has taken delivery of a new gas-powered, dual-stage Hyster, which has a lift of 4.5m and has been fitted with a 360 degree rotating clamp and side shift.

This modification allows the machine to pick up pallets and 40 gallon drums and rotate them for loading and stacking. The drums, filled with alu-

minium scraps, are lifted and emptied by the Hyster into high-sided trucks.

The side shift gives the forklift greater loading and unloading manoeuvrability in tight places. Solid tyres have also been fitted because of the harsh environment in which the machine is operating.

Says Brambles WA sales repre-

*Continued on page 45*



# Products Liability: Hirers need it too!

*Advice provided by Hire and Rental Insurance Brokerage Limited*

A report prepared by the Law Reform Commission recommended the alteration of products liability law in Australia. The changes recommended have been considered and now have been passed through Parliament and implemented.

The ramifications of the new law are far reaching. Apart from defining more clearly the grounds upon which successful actions brought by consumers can be staged, it will draw the supplier and retailer more closely to the manufacturer when disputes arise.

The onus of proof in respect of an alleged claim will now be shifted from the manufacturer, who traditionally had to prove the goods manufactured were not defective, to the consumer. This will be a good result in the consumer having to prove goods are faulty to be successful in their action.

A major departure from current legislation will see the retailer, in our case the hirer, take the place of the manufacturer if the manufacturer is not known or cannot be located. This

will open the way for consumers to approach hirers seeking compensation for damages caused by faulty goods. The hirer, once being notified by a potential claim must provide the manufacturers details to the consumer within 30 days if he wishes to avoid possible liability. If this information is not provided within the specified time frame, the hirer is deemed to be the manufacturer of the goods and must therefore defend the action independently.

Another point of concern is the extension of the "statute of repose" (the maximum period after a loss in which a consumer is able to pursue damages) will be extended from six years to twenty years where claims for personal injury are involved. The legislation is undoubtedly consumer orientated with guidelines stipulating that the claimant must be a "natural person", i.e. an individual and that the manufacturer, wholesaler or retailer must be a corporation. This legislation is not designed to be a vehicle

under which corporations can take action against each other.

The picture being painted seems rather grim for all "retailers" who may have to pay dearly for the negligence of manufacturers. The thought of retaining all equipment purchase documents for up to twenty years is disturbing enough, the prospect of the relevant manufacturer being insolvent or out of business at the time a claim is lodged would be intolerable.

The only remedy the "retailer" has is the protection of a products liability policy. The new legislation as summarised above has not been brought down in retrospect and will apply only from the time the bill was passed through Parliament in August, 1992. We urge all members to review their current liability cover and to contact the Hire and Rental Insurance should they have any concerns in updating or amending their existing level of protection to include a products liability cover.

## Mini excavator from Mole

Ishikawajima Construction Machinery Co. Ltd, manufacturers of the "IHI" range of products, has developed a new nine-model range of mini excavators from 1.4 to 5.2 tonnes. This new "J" Series replaces the former "G" Series.

The national distributor, Mole Engineering Pty Ltd, will be introducing the 1.6 tonne model "18J", 3.1 tonne "35J" and 5.2 tonne "55J" in field days during the first quarter of 1993.

All units are rubber tracked and pre-plumbed for rockbreakers and feature newly developed Isuzu diesel engines.

The standard 1.6 tonne model 18J is expected to be certified as an "ultralow" noise machine – less than 65dBA at 7m – whilst the new low pollution Isuzu diesels clear the 1995 California C.A.R.B. regulations; and engine oils change service interval has gone from 100 to 250 hours to minimise maintenance.

Although only 100mm wider than the earlier IS12G models, the 18J is 350kg heavier and produces 1300kg of digging force which is some 20% more than most other 1.2 to 1.4 tonne size excavators; this transportation and site manoeuvrability should be similar to the lighter machines but the increased power should allow more production in harder materials than former models.



Mt Isa Mines Limited has taken delivery of its first elevating platform mounted on a 4WD vehicle and designed specifically for installing survey pegs underground.

The unit went into service recently at the Hilton Mine near Mt Isa. Supplied by Melbourne-based access equipment manufacturer and distributor Simon-Abbey, the unit provides a maximum working height of 8.5 metres.

Based on a Simon Access product known as a Gofor, the unit overcomes problems associated with pegging in a mine drive where roof heights can vary.

According to Simon-Abbey Director and (General Manager) Bernie Kiekebosh, the unit has significant advantages over fixed height platforms currently in use.

"Aerial platforms which cannot be raised or lowered to the desired height provide survey crews with zero flexibility and make the installation of pegs more difficult and less efficient," Mr Kiekebosh said.

The Simon-Abbey unit features a 750 mm by 600 mm caged platform with a 150 kilogram (one man) load carrying capacity. It can be mounted on a variety of two and four wheel drive vehicles and used in "above ground" survey applications. The unit is powered by the host vehicle's power take-off (PTO) unit and is fitted with a hand pump which can raise or lower the platform in case of power failure.

The modified Gofor has a folded height of 2.4 metres and is fitted with two vertical stabilisers which, when lowered, remain within the vehicle's width. The unit complies with all Australian road laws and the regulatory requirements of AS1418.10 - Elevating Working Platforms.

The unit should be attractive to a host of mining, exploration and survey companies - and to the equipment hire industry.

Further information:

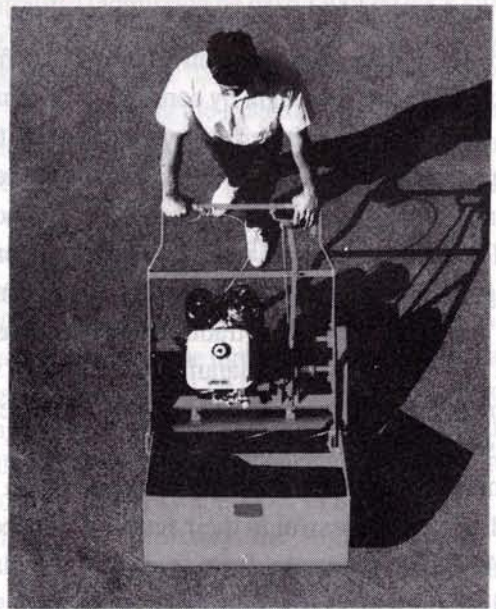
Bernie Kiekebosh

(03) 551 8866 (office hours)

(03) 801 7274 (after hours)

**"It's better to keep your mouth shut and appear stupid, than to open it and remove all doubt"** *Mark Twain*

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**It's Party Time**

**Let's Party**

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## Baytex invites you to join the Electron party

1993 promises to be a very exciting year for the party hire industry all round and one to start planning for with the aim of achieving positive growth and repairing some of the fences damaged in the storms of the preceding several years.

Certainly from New Zealand perspective where our economy has been massively restructured and now we see a lot of new initiatives starting to emerge.

In order to maintain our competitive edge, we at Baytex have been consistently striving to keep the cost of our products down or even reduce them wherever possible in recognition of this new heightened competitive element in the party hire industry. We know that it is important that you continue to trade efficiently and at the same time be able to offer your customers comparatively new and good

quality equipment at competitive prices.

We at Baytex are proud of the performance of our new Electron range of marquees in this respect and report that the 12M series has been particularly well received. We have become more conscious in recent months that the "small party" and "cash and carry" business is still being neglected and we have been working steadily on new ideas to overcome this weak link.

We are in the process of introducing our all-new Electron Party range of canopies that offer a true "party canopy" top at a price somewhat lower than the equivalent sized Electron Marquee. The intention is to provide a simple canopy for fetes, parties, backyard functions and open air events that is at once attractive and eye-catching as well as being quick and easy to erect and ideal for customer pick-up.

Standard sizes are 4m x 6m, 6m x 8m and 9m x 12m with the larger size being multi-piece for ease of handling and cleaning. All have the facility to hang walls.

Whether we like it or not, the ozone hole is now well and truly with us and sun protection is becoming an issue of increasing importance in our daily lives. With sunscreens now starting at factor 15 and an alarming increase in friends having melanomas removed, we at Baytex are extremely conscious of the need for improved shade protection. You people in the marquee hire industry could be actively promoting this aspect of public need as a whole new service that you offer, or certainly an important alternative justification for the service you provide. The Baytex Electron Party is an ideal tool to tap this new market at a price that won't break your bank.

ECONOMY • QUALITY • CLASS

ELECTRON



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WEDDING TENT TO THE  
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# Party Hire – a misnomer

It is commonly held view that the name of an organisation should properly reflect what an organisation does.

It therefore comes into question as to whether the term "party hire" is a properly representative name of what a party hire industry really does. In the public mind, the term party hire conjures up an image of balloons, streamers and soda pop. This may well have been true in the past but certainly the scope and role of the party hire industry has changed dramatically in recent years.

Perhaps the main change that has taken place has been the introduction of clear span structures which cover areas from small backyard parties to large scale dinners and receptions. These structures are gradually removing from the market the old traditional peg and pole marquee.

The advantages of clear span structures are that they can withstand climatic conditions much better and certainly are safer in all its applications. There is legislation being talked about right throughout Australia aimed at assuring the safety of people underneath a marquee and it may be that when and if this legislation comes to past the days of the peg and pole marquee could be virtually finished.

Regrettably, most of the state of the art, clear span structures are imported into Australia, which in itself is something we would love to see altered. Nevertheless, these structures have withstood the test of time, particularly in Europe, and with our variable climatic conditions we certainly do need that can withstand winds that are experienced in certain parts of Australia.

There are now structures in Australia which are large enough to seat 2000 people for a formal dinner and the companies that have these structures have now been able to look at a much wider market than the previously limited party type business. For example, there are large scale industrial

and warehousing uses for structures and in particular this is very interesting for a hire company during the normally slower winter period.

When you think of industry the potential uses are unlimited. For example, many man days are lost when pouring concrete etc., and it is a comparatively simple thing to erect a structure over a working area to ensure that everything proceeds without any delay. Structures also have a big application in covering hazardous areas while they are being worked on. The mining industry also is a large user because of their needs to constantly move their on-site operating base and it is far cheaper to be able to erect a temporary building which can be moved virtually within 24 hours.

Also as a structure is capable of being erected and dismantled with a minimum of skilled labour, you do not require a large on-site labour force who have had previous experience. In most instances, one person can direct a whole team of untrained people to erect a large structure within a minimum time.

Experience has shown that once organisations use structures, they rarely revert back to the peg and pole marquee. Although we are all under budgetary constraints these days in Australia, the fact that structures will often cost approximately 40% more than the peg and pole marquee, we are finding that this cost disadvantage is becoming less and less a consideration as people go for the better aesthetic look and certainly a safer and more professional end product.

As these products develop, they are getting more and more refinements and in America they are being used to house prisoners inside the jail grounds, where there has been an unseasonal overflow of inmates.

Major events, such as the Adelaide Grand Prix, will use up to approximately 12,000 square metres of clear span structure ranging from small hos-

pitality areas to large dining rooms of 2,000 square metres. When these structures are erected with flooring, carpets, silk linings, chandeliers, etc., they are of a standard that can host any prestigious event. Because of our penchant in Australia for outdoor activities, we are ideally placed with these structures to bring the organisation and entertainment to the arena of activity and we see as an ever increasing area in the future.

I am not sure what would be a better term than "party hire", but perhaps a term such as "event hire" would be more representative of what the party hire industry does. Even that term does not cover the many industrial and warehouse uses and we would be interested in hearing any views on what would be the best description.

—Michael Fielding  
Geoff Tuckers Hire

## PARTY Hire



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Your **CUSTOMERS** want to know if it's available and how much it will cost?

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| Description      | Qty | Avail | Price  |
|------------------|-----|-------|--------|
| Marquee, 60 x 40 | 1   | 2     | \$2000 |

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The **OWNER** wants to know the return on investment?

|                     |     |
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| Marquee mid section | 60% |
| Utilisation         | 45% |

**WE want to know what you are waiting for?**

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Fax (02) 876-5715



# New exhibition hire version of PHD Software released

Abaco Solutions have announced the release of an additional software module for their successful hire and rental software package, PHD. The new module assists in the management of the hire of shell schemes and furniture to exhibitors.

The new module complements the well-established PHD software, which already has many powerful features, particularly those needed for the complex booking requirements in Party Hire Management.

As with the party hire industry, exhibition hire managers suffer the inevitable problem of a significant number of changes to customer bookings, most of which of course occur at the last minute. This can become

quite a headache at times and somewhat difficult to manage.

The new Exhibition Module, using all the relational data-base facilities of PHD, can provide the organiser with a variety of information and reports that assist at every stage of the management process. Starting with the collation of the orders as they come in, the program can provide a list of all orders for a particular exhibition, whenever required.

Another facility allows the manager to see the stock quantities for each booth number as well as the overall stock quantities for the whole exhibition. This information can be produced in different ways, suitable for management, or for use by the des-


patch section and the construction team.

An income summary is also available for each exhibition managed. This information can also be integrated with the accounting module of PHD.

The new Exhibition Module of PHD is already being used successfully by Stewart Barlen Hire in Canberra, who provide the shell schemes for the majority of exhibition held in the ACT.

For further information, contact:

David Brech, Abaco Solutions  
Level 8, Prudential Building  
495 Victoria Avenue  
Chatswood, NSW  
Phone: (02) 412 0040  
Fax: (02) 413 3384.



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PHD has been developed by



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in  
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**For further details, please contact Abaco Solutions:**  
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**PROUDLY AUSTRALIAN**



# Goodtime for Rainier Tents

With the introduction of Rainier Tents to the Australian market in September, 1991, we believed that this product would set the standard for framed marquees up to 12 metres in width freespan.

In particular, it was important that the Rainier System provided a solid base of interchangeable components from the smallest tents in the range to the largest.

The components in each tent is minimal, approximately half that of other framed marquees and are the essence of simplicity in assembling. There are no specialised tools required in construction and these tents are erected and dismantled very quickly, thereby keeping labour costs down.

We were pleasantly surprised when our sales exceeded \$200,000 in the first 12 months, especially so with tents sold into extremely high wind

areas such as the South Island of New Zealand and where local statutory bodies now demand an application to erect any marquee larger than 6 metres.

From the relatively small party hire business to the larger corporate and special event companies, Rainier Tents' adaptability to size requirements and versatility for installation, provides our clients with a system that will not be superseded, but can be expanded upon using all existing inventory.

The Rainier Tent System is now wholly manufactured in Australia, as import duties, delays in shipping, freight costs, etc. were causing us some concern.

We are now able to supply our product with a much shorter lead time and we have passed the savings made, by being a locally based manufacturer, directly onto our customers.

One of the larger companies now using Rainier Tents is Hollobon Hire of Christchurch, New Zealand. Principal, Graham Hollobon says, Rainier Tents gives him the flexibility of use without the added outlay normally found with other framed marquees. Their stylish good looks makes Rainier a pleasure to hire to customers with repeat orders coming through along with Rainier Tents enhancing his already professional approach to party hire. Graham has utilised the 6 metre and 12 metre series of Rainier Tents.

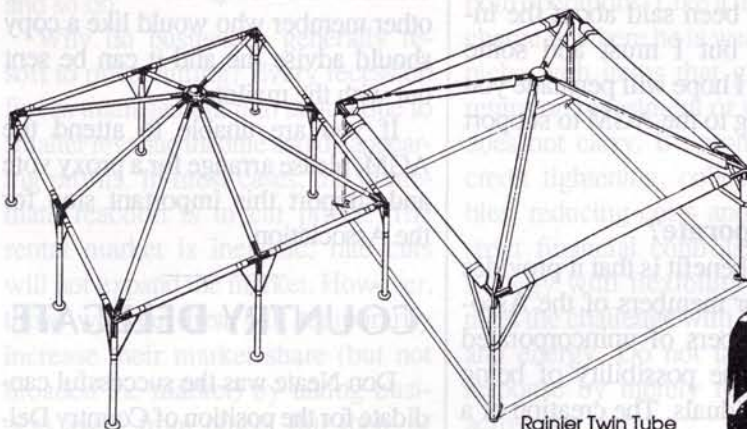
A number of large national corporations have taken the opportunity to purchase Rainier Tents. These companies, in using Rainier Tents to promote their products, have seen the advantages of the ease of construction and the simplicity of componentry that has become the hallmark of Rainier Tents.

## FASTER • STRONGER • MORE VERSATILE

*Phone now for an obligation-free demonstration on how versatile the Rainier System of tents is*

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AUSTRALIA**

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Ordinary 6m x 6m frame — 49 parts

Rainier Twin Tube 6m x 6m frame — 25 parts including bottom wall bars



The new Twin Tube/Rainier tent is a design achievement and a winning combination!

Six times stronger than standard 50mm round tubing, Twin Tube enables you to span up to 6 metres between tent legs.

With Twin Tube, you can reduce the total number of parts by 50% when compared to conventional frames. That means inventory is simple. Installation is fast. Beauty and function are visibly enhanced.

Rainier Tents fill the gap between traditional peg and pole marquees and the expensive imported structures



## ANNUAL GENERAL MEETING

The AGM will be held at 5.30pm on Saturday 13 February 1993 at Chancellor on the Park, corner of Leichhardt Street and Wickham Terrace, Brisbane.

An important part of this AGM is will be the motion "that the Hire and Rental Association of Australia, Queensland Region incorporate as an incorporated association under the provisions of the Associations Incorporation Act".

All members are urged to attend the meeting at 5.30pm — there is no charge for you to attend the meeting only. It is hoped that you will be able to stay for dinner which commences at 7.30pm as this is an opportunity to meet and exchange ideas with other members. The cost is \$35 per person and partners, friends and staff are welcome.

### INCORPORATION OF ASSOCIATION

Much has been said about the incorporation, but I must add some points which I hope will persuade you to come along to the AGM to support the motion.

#### Why incorporate?

The main benefit is that it provides protection for members of the Association. Members of unincorporated bodies face the possibility of being sued as individuals. The creation of a separate legal entity through incorporation usually prevents this happening.

#### How does this change the Association?

There is very change as the model rules which have been adopted are fundamentally the same as the current constitution. The model, which has been designed to suit the needs of as-

sociations in general and comply with mandatory regulations, was then modified to include the specific requirements of our Association.

The objects were taken directly from our existing constitution and some of the new mandatory rules are simpler and more suited to our needs than some of the existing ones.

The name will remain the same with either "inc" or "incorporated" added.

Some additional rules include in the "model draft" obtained from the Justice Department, currently do not apply to our Association. These could be deleted, however, if we later have a need to use these rules, the process to change the constitution is similar to becoming incorporated and require a general meeting and special resolution to do so. For this reason, the rules have been left intact.

A copy of the new rules has been approved by the Management Committee and will be forwarded to each member attending the AGM. Any other member who would like a copy should advise me and it can be sent out with the mailout.

If you are unable to attend the AGM, please arrange for a proxy vote and support this important step for the Association.

### COUNTRY DELEGATE

Don Neate was the successful candidate for the position of Country Delegate. Thanks are extended to Donna Anderson and Dan Neate for their willingness to support the Association.

### NEW MEMBERS

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Phillip and Anita Bradford  
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Honiara Solomon Islands  
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Fax: (677) 30 188  
Service Codes: 22, 28, 31.  
Welcome to the Association.

### VISITING MEMBER

Phil Bradford from Island Enterprises in Honiara hopes to come to Brisbane in March and would like to visit some hire operations of other members. He would like to bring along a couple of his employees to spend a day or so gaining some work experience. If you would like to help it would be appreciated. I would be happy to make arrangements or you could contact Phil directly on the above phone or fax number

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Stock — Plant — Truck

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or contact the owner  
for further details on

**(07) 800 4800**



# Resolving the price-cutting dilemma

BY TED DE VRIES

American Airlines, one of the nation's top carriers, slashed its lowest advance purchase fares by 50 percent in early June causing a flurry throughout the entire airline industry.

Of course, all the other airlines immediately met these fares to compete and maintain market share. This drastic action will succeed in removing several hundred million dollars in revenue from the entire industry. Consequently, it is unlikely the industry will pull out of its two-year decline and will, perhaps, show a loss for the year. How can the airlines expand, modernize and innovate when the industry will face losses and continuing financial problems?

The fare cuts allowed passengers to fly for an average of about 5 cents per mile, while the cost per seat to airlines is 8 to 10 cents per mile. Debt ratings have been lowered, which means new financing interest costs will increase, fuel costs for operations are increasing and purchases of new planes to replace 15- and 20-year-old aircrafts will be delayed, resulting in higher operation and maintenance costs.

Do some of these practices sound familiar? All we have to do is substitute the words rental industry wherever the words airline industry appear and the business environment is identical. The emphasis is that every industry run by humans will continually react as humans usually do: with emotion and without consideration for the long- or short-term consequences. Consequently, price cutting is not an aberration or an anomaly, but an ever-present fact in any type of competitive business.

There will always be price cutters who hope to increase business revenues or postpone their operations' demise due to incompetent management

The objective of every strategic plan should not be survival, but growth and expansion. Determine what the longterm costs will be to achieve this.

Growth can only be accomplished by giving customers better value and service, but this requires greater profits to continually reinvest in upgrading and expanding inventory, to create a better store image, to hire more talented employees and compensate them accordingly, to allocate more to training and, of course, to promote this new image of greater value and better service.

Most small businesses have no realization of the detailed cost of doing business or of the greater costs necessary for growth. Even those businesses with computers are not analysing costs—in many cases, decisions are still made by snap judgements. To make intelligent decisions, it should be mandatory to know what equipment is renting, what items are profitable, what labor and maintenance costs are and so on.

Why do businesses generally resort to price cutting? Every recession forces management into action due to smaller revenue income and disappearing profits. In most cases, the immediate reaction is to cut prices. The rental market is inelastic: rate cuts will not expand the market. However, those who cut first will temporarily increase their market share (but not broaden the market) by taking business away from others. But then, of course, every competitor reduces prices to meet the new threat so the entire pricing structure is reduced.

With two thirds of the public not aware of everything that can be rented, why not spend more advertising dollars on broadening and expanding the market through educational promotions? While this is correct procedure, no one does it. Why? With less income advertising costs are first to be

cut. And the cycle continues. It has never changed in my 45 years of business experience.

The small rental operations that have a poor image, limited financial resources and cut prices, should be ignored. The weakest link should not set pricing standards for the industry.

But, ah! The big boys with deep pockets! You have to pay attention to them. They are mostly into the big iron construction projects, cutting prices here will not increase the number of construction jobs. In general, the growing and expanding giants are heavy with debt and need cash flow (at any rental rate) to service it. While these chains should show leadership, they are like the airlines. They do lead—in the wrong direction.

What to do? In serious price-cutting areas, thoroughly research your market as well as your competitor's. Then analyze your competitor's business as if it were your own and make a list of the weak and strong points of both operations. Like a football game, charge in where he is weak. Find your niche with items that give a greater return on investment or with items he does not carry. Be more efficient in credit tightening, collecting receivables, reducing costs and establishing strict financial controls. Establish a strategy with flexibility and, finally, meet the challenge with determination and energy. Do not take a negative response by merely reducing prices across the board.

For many reasons, I find that when management becomes complacent, neglectful and no longer controls business fundamentals, a decline begins.

For the long term, no business can survive continued price cutting without a competitive cost of doing business structure, responsive customer service, adequate employee involvement, cash flow management and a touch of risk and innovation.



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## Jaden Loaders supply Dormer Hire with new equipment

**DORMER'S HIRE** at Dubbo have just taken delivery of two new Jaden loaders complete with attachments.

Painted yellow with Dormer's distinct logo, the equipment is to be hired around the Dubbo area.

The Jaden loaders were fitted with the new Kubota D722 3-cylinder diesel water cooled engine, power sensing trencher valves, loader grip tyres and back protection. Attachments included trenches, post borer, augers, carryall leveller and "V" blade.

Dormer's Hire join the ever increasing number of hire companies around Australia who have purchased Jaden loaders in the past four years.

Other hire companies to add Jaden loaders to their hire fleets in the past months include: City Hire, Brisbane; Beavis Hire, Maitland; All Hire, Brisbane; Handy Hire, Pinalba; Hirepower, Darwin; Cockburn Hire, Perth; Compressor Hire, Gladstone; Northside Builders Hire, Brisbane and Master Hire, Toowoomba.

For further information, contact:

Alistar Rayner  
Jaden Loaders Pty Ltd  
PO Box 54  
Burleigh Heads 4220  
Phone: (075) 93 4567  
Fax: (075) 93 4398  
Mobile: (018) 76 4459.



Left to right: Tony Dormer, Jim Dormer and Alistar Rayner

## Honda announces second joint venture in China

**Honda Motor Co Ltd of Japan** has announced the signing, on December 5th, of 50/50 joint venture agreement to produce and sell motorcycles in China.

The company Jialing-Honda Motor Co, comes on top of a technical collaboration agreement in place for 10 years.

Construction of the new factory in Sichuan province will be completed by summer, 1994 and will produce 125cc motorcycles at an initial, annual rate of 44,000. The eventual tar-

get is 70,000 units.

This latest agreement will expand the business relationship between the two organisations to include the transfer of technology and management skills.

China Jialing is already the largest motorcycle manufacturer in China, producing in excess of 350,000 machines annually. There are four models in Jialing's current line-up, ranging from 50 to 100cc. All utilise technology transferred from Honda.

## Honda build 20 millionth power product

**Honda Motor Co Ltd of Japan** celebrated the production of its 20 millionth power product at the Hamamatsu plant on December 14th, 1992.

Given that the first unit - the Model H, a four-stroke, general-purpose engine - was only produced in 1953, this is a landmark achievement for the company whose power products have come to dominate markets around the world.

The familiar red engines, renowned for their quietness, fuel efficiency and durability, are used in a staggering array of machinery including a large range of Honda-produced equipment. There are currently no less than 230 different Honda models produced.

The growth of the product range can be seen when it is considered that the first million units took until 1979 to accumulate. By 1981 the total stood at 5 million, increasing to 10 million in 1985.

In addition to the plants at Hamamatsu and Kumamoto, Honda power products are exported to 140 countries and manufactured in 10 countries including Australia where the Honda Buffalo lawnmower range is produced at Honda's plant in Campbellfield in Melbourne's outer northern suburbs.

To advertise in this publication:

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# Digital load indicators

The Dynafor LL range of load indicators offers a choice compact, digital indicating devices, each designed to give a clear and precise indication of the load applied when lifting or pulling a load.

Distributed by Lloyds British Pty Ltd, the Dynafor units are widely used overseas in the heavy engineering, construction, transport and mining industries as well as in testing organisations. Typically, load indicators are used for checkweighing goods, establishing the weight of a load, monitoring the tension in cables - (such as guy ropes or overhead transmission lines) and determining loads applied to structures.

The 7 standard models are suitable for measuring and indicating loads from 1 to 100 tonnes, with an accuracy of +0.3% or better. Indicators with higher capacities are available to special order.

The indicators are robust, compact and light in weight. They are fitted with a shackle hole at each end so that they can be quickly and easily fitted into the required arrangement for lifting or pulling.

All models use strain gauges to measure the load and its value is displayed on an LCD screen using 25 mm high digits. The value can be read



*Only two shackles are required to fit the Dynafor load indicator into the lifting arrangement.*

directly or via an optional hand-held display unit which can be plugged into the indicator for situations where the indicator is out of sight or too high above the ground to be read safely. The hand-held display is fitted with a 10 m cable as standard, although it will operate with a maximum cable length of 100 m. The unit also includes an adjustable tare feature so that the weight of the lifting tackle can be excluded from the indicated weight. As an option, the hand-held display is available with a peak hold facility which maintains the maximum readout for a period of up to one minute.

Miniaturisation of the electronics and the use of lightweight materials has enabled the overall weight and dimensions of these load indicators to be substantially reduced. The 40 tonne model, for instance, weighs just 11 kg and measures 400 x 150 x 76 mm. The six models up to, and including, this size are constructed from anodised aluminium alloys while the 100 tonne model is constructed from a special steel.

Further information is available from Lloyds British Pty Ltd, 11 Bullecourt, Milperra, NSW 2214. Telephone: (02) 772 3788. Fax: (02) 774 1108.

## Training for Elevated Work Platform Operators

The Metropolitan College of TAFE is running training courses 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 Elevat-

ing 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



*Continued from page 32*

sentative, David Bradbury: "Nonferral saw the potential for getting the maximum reliability from their forklift under a hire arrangement. Should the machine break down we can be on site for repairs within an hour."

In addition to a quick response to any breakdown, the Brambles arrangement includes a full maintenance package that ensures maximum reliability from the forklift.

State manager of Nonferral, Paul Laurance, says his firm, in the Perth suburb of Bayswater, buys scrap metal waste from companies in the state and supplies aluminium and copper-based ingots to local foundries.

He says the Hyster is being used for general duties including loading and unloading trucks.

On the Brambles contract, Mr Laurence says: "I was very favourably impressed with the cost of the hire agreement and the fact that my

maintenance costs would be lowered."

Brambles Forklifts is reputed to have over 3000 forklifts on hire as well as a large casual fleet available immediately from 23 locations throughout Australia. The forklift fleet ranges from light duty, battery operated machines to 48 tonne capacity

special purpose units.

For more information contact:  
Brett McIntyre, Product Manager  
Brambles Forklifts  
275 Wattletree Road,  
Malvern, Vic. 3144  
Telephone: (03) 576 0000  
Facsimile: (03) 576 0031



*Nonferral WA Pty Ltd benefits from Brambles Forklifts rental plan*

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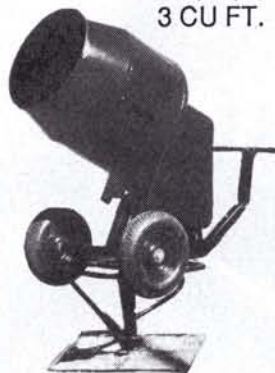


Handyman  
2.2 CU FT.

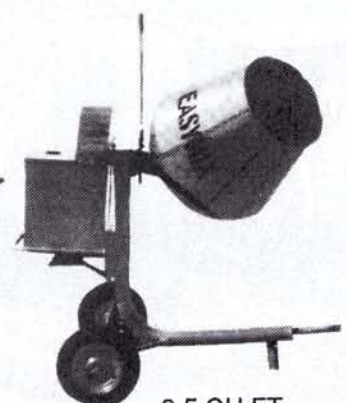
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3.5 CU FT.  
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we're still waiting for it  
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“The only complaint I can make about this seventeen-year-old Kawasaki engine is that it just refuses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

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



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

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

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## DISC MACHINES



NT 501

## SPRAY EXTRACTION CARPET CLEANERS



PREX SL



PUZZI



PUZZI PROFI 200

## VACUUM CLEANERS - WET & DRY



NT 602 LP  
NT 602 eco.

## FLOOR SCRUBBERS

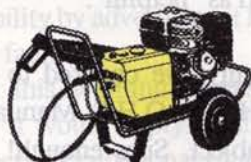


BR600/B  
BR500/B

## COLD WATER HIGH PRESSURE CLEANERS

### HD 1050 B

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



## HEAD OFFICE:

Karcher Pty. Ltd., Quality Cleaning Systems,  
(Inc. in N.S.W.)  
2/158 Browns Road, NOBLE PARK., VIC. 3174  
Tel: (03) 795 4422 Fax: (03) 701 0001

## BRANCHES:

N.S.W.: (02) 748 6144  
ADELAIDE: (08) 347 2667  
BRISBANE: (07) 875 1525  
W.A. (Mobile): (018) 913 350  
TAS: (003) 340 744



# Scaffolding collapse

## *a lesson in liability for renters*

**A September 1992 court case in NSW, highlights the need for great care in ensuring that equipment is safe and adequate instructions given about its use.**

In this case, which involved rented scaffolding at a sporting event, banners were attached after it had been inspected and strong winds blew it over, causing injury to several persons. The cause of the collapse was stated to be the failure to tie, guy, or weight the scaffolding to ensure stability under wind loading.

The supplier, a scaffolding specialist, failed to ensure the adequacy of the scaffold to meet the conditions it would encounter.

Other parties involved who could possibly have been held responsible, were the scaffolder, the engineer, the organiser of the sporting event, or the persons who attached the banner without permission of the organiser. But it ended up with the hirer of the scaffolding being charged with "...being an employer which failed to ensure that persons not in its employment were not exposed to risks of health or safety arising from the conduct of its undertaking while at the workplace, contrary to Section 16 of the Occupational Health and Safety Act, 1983 (N.S.W.)."

Fortunately, the court was satisfied that "...in the balance of probabilities, a defence had been made out" and the charge was dismissed.

### ***What can we learn from this case?***

**Firstly**, if you didn't already know, it shows how vulnerable we are in the business of renting equipment. An un-

fortunate set of circumstances (people on and near the scaffolding, strong wind and lateral loading due to the banners) combined as contributing factors to several people being injured. The scaffolding components were satisfactory, the scaffolding contractor certified and experienced and the certifying engineer competent.

But the attachment of banners was not anticipated.

Could wind loading caused by banners (or other attachments) be "reasonably expected?" Well, it can now, after this accident has occurred. In other words, it is now "foreseeable".

So, suppliers of scaffolding will need to decide what practical action can be taken to provide for "foreseeable" wind loadings in instructions to customers and erection contractors.

Australian Standard as 1576.1-1991, "Scaffolding Part 1: General Requirements" states:

"Where scaffolding is designed it should be designed for the most adverse combination of live loads, dead loads and environmental loads which can reasonably be expected.."

It follows, that erection of such scaffolding should likewise provide for environmental loadings (wind).

In summary, we need to be sure that all reasonably foreseeable adverse events are taken into account in our safety checks and instructions issued to users.

**Secondly**, "workplace", under the meaning of the OHS Act, is virtually

any place where people are working as a consequence of the employer's business. That is, it includes on the road during delivery, erection, and operation in the field, during the demonstrations, as well as in your yard, workshop or office, or at the customer's workplace. In this case it was at the field sporting event.

**Thirdly**, employers are responsible for safety of employees and also for "persons not in their employ" who could be affected by employer's activity or business.

**Fourthly**, it is important that all reported failures, incidents, accidents and near misses are acted upon so as to prevent re-occurrence. Once such incidents occur, they are "foreseeable" in legal terms, that is, they could happen again and control action should be taken.

If a scaffolding accident such as this occurs again, we can be sure the case will not be dismissed. Publicity from this event could hardly be described as "helpful".

**Finally**, we checked to see what your H.R.A. O.H.S. Manual says on the subject. Sure enough! On page 21.2.1, warning about liability and what to do to reduce the risk; on page 21.4.3.1 information to be supplied including information for erection and need to pass it on to users.

Other comments relate to stability of free standing units and spectacular incidents attracting undesirable media and safety authority attention.

Any suggestions that members have about practical action to reduce li-



ability risk of scaffolding suppliers in incidents such as this, would be welcome.

## DISPOSAL OF CRANES AND OTHER EQUIPMENT

Members are reminded that equipment and plant disposed of by selling can not be sold or auctioned "as is, with all faults". Such plant must be made safe before sale.

The Chief Inspector Lifts and Cranes, Plant Safety Branch of the Victorian Occupational Health and Safety Authority, warns:

"It has come to my attention that cranes are being offered for sale, particularly at auctions, on an "as is, with all faults" basis. This is not acceptable, as it contravenes both the Lifts and Cranes Act 1967 and the Occupational Health and Safety Act 1985".

He then defines the Policy of the Authority as follows:

### **POLICY:**

No person may sell a crane, including a second-hand crane, unless it complies with all the requirements of the Lifts and Cranes Act 1967 and the Occupational Health and Safety Act 1985. They cannot obviate this responsibility by advertising it for sale "with all faults".

While this warning comes from Victoria, it would apply to all other states where Occupational Health and Safety Acts require "suppliers" of plant and goods for use at workplaces to be safe.

Faulty equipment or plant must be made safe before sale or auction.

## **PRACTICAL HELP ON SAFETY**

The Hire and Rental Association has arranged a special discounted price for safety consultancy for mem-

bers through Carlingford Consultants.

Costs can be further reduced by arranging safety activities for groups in one general location. This can be done by State Branches of the Association or by groups of members with similar interests.

The minimum number for a workshop is 5 and the maximum 20, unless special arrangements are made, and they can be conducted on-site if facilities are available, or externally.

Walk-through workplace inspections or full O.H.S. audits with written report are available. Find out if your activities comply with your State Regulations and how to reduce the risk of liability for accidents of your employees and customers.

Enquiries should be directed to David Pye, Principal, Carlingford Consultants, by phone (02) 871-6696 or fax (02) 872-6602.

## **READER'S COMMENTS**

Readers are invited to comment on items in the Safety Newsletter or tell us about an accident related to hired equipment or plant or to employees at work. We would be interested to know what happened, what were the contributing factors and what has been, or should be done, to prevent re-occurrence, for the benefit of members.

Any safety information that may be of use to members will be welcomed. There is no need to identify persons or companies involved, just what happened and why, and what suggestions you have for preventing re-occurrence.

## **New safety regulations for Northern Territory**

The Work Health Authority announces new Regulations for Northern Territory soon to be issued. Employers and others will be required to identify hazards, assess the risks in-

volved with them and implement suitable controls. Training and provision of safety information for workers will also be required.

## **National certification standards for users of hazardous equipment**

As part of the nationalisation of safety standards, as compared with the present individual State requirements, Worksafe has issued a national O.H.S. certification standard for users and operators of hazardous equipment. This standard covers requirements for:

\* scaffolding and rigging \* crane and hoist operation \* pressure equipment operation

Other types of equipment will be included in a national "guide"

Most relevance will be in building, construction, manufacturing and waterfront industries. There is emphasis on "loadshifting" equipment.

The standard will provide consistency in certificate of competency from each State/Territory. It is targeted to be implemented by the end of 1993.

This standard should be of help to the Hire and Rental Industry in assisting to ensure that customers have appropriate certification when using rented hazardous equipment.

## **Reduction in regulatory noise limits**

Worksafe Australia, our national safety authority, has issued a new National Standard for occupational noise, set at almost one quarter of the noise level of previous state legislations. The plan is for all states to eventually adopt National Standard for Australia-wide uniformity.

*Continued on page 50*



Continued from page 49

Worksafe says that up to 500,000 persons are at risk with existing noise levels and consequently has reduced average daily noise exposure from 90dB(A) to 85dB(A). Loudness, or noise energy, changes by half for every 3dB(A) change. Hearing damage is proportional to time of exposure and loudness as the main factors. "dB(A)" stands for decibels or units of noise energy (loudness) and measured on an appropriate scale ("A" scale) suited to the frequency range for human hearing.

We could question the wisdom of this move, as, despite its scientific basis, industry doesn't seem to be able to get it right at 90dB(A) over 20 or more years of regulation. Claims for hearing damage are only exceeded in value by those for manual handling (back injuries, etc.). Look around any construction site, factory or industrial operation and you will see scores of employees not wearing hearing protection in declared noisy areas or on jobs where they have been instructed to wear it. Also, many employers are slow to take action on reducing noise levels, due to cost or ignorance. Edu-

cation and motivation of employees, better supervision and enforcement of existing regulations may seem a more effective approach than reducing the regulatory level.

However, regardless of our opinions on the subject, it seems that the new scientifically decided level of 85dB(A) will sooner or later be adopted by all states. Victoria has already done so by Regulation in July 1992 and has issued a Code of Practice for Noise showing how to comply with the Regulation.

It is necessary to measure noise with a noise meter in the hands of an experienced person who can interpret the results. No other way is possible, to be sure noise is within Regulatory limits. You can get a rough idea if the noise is 90dB(A) or above when you have to shout to be heard from one metre, but the only sure way is to have the noise measured.

It is advisable to have actual noise emission checked for all noisy rented equipment. Such equipment would include all I.C. engines and other inherently noisy operation units such as shredders, mulchers, circular saws, grinders, chainsaws, impact and other air

tools and D.C. welders. Suppliers of such equipment should be able to help.

A checklist for noise minimisation would include, for example:

1. Condition and capacity of exhaust mufflers for I.C. engines and air tools.
2. Loose and rattling sheet metal, covers, guards and other parts.
3. Worn bearings for excessive clearance.
4. Can the noise be shielded or deflected or otherwise reduced at the source?

When noise levels of rented equipment and plant will be subject operators or others to above statutory levels for your state, you should:

1. See what can be done to reduce noise levels.
2. Issue suitable warnings and advice on your instructions to customers if the noise cannot practically be reduced.
3. Offer suitable hearing protection.
4. Consider noise level specifications when leasing or buying new equipment or plant.

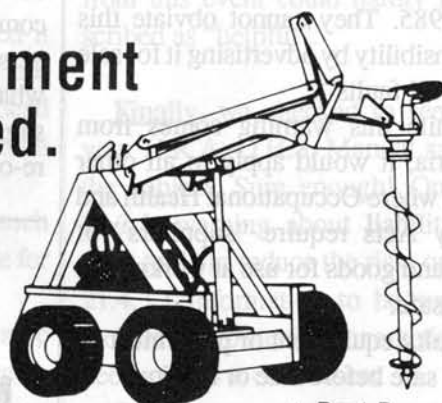
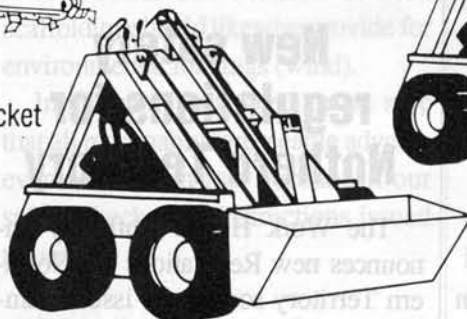
For more details on noise and its controls, refer to Section 8 of your H.R.A. O.H.S. Manual.



★ Trencher

★ Bucket

**JADEN**  
PTY. LTD.  
**LOADERS**  
A.C.N. 010 875 865



★ Post Borer

Telephone: (075) 93 4567

Fax: (075) 93 4398

Mobile: 018 76 4459



## URGENT! URGENT! URGENT!

*If you have a Melroe Skid Steer Loader in your yard, please read this alert from the American Rental Association*

We have been informed of TWO fatal accidents in the rental industry in the past four months involving a Bobcat skid-steer loader. Melroe Bobcat sent by certified mail a Safety Notice to all known affected owners of the Model 853, 753, 7753 loaders, to all model 742B loaders with a "50 series" transmission (Serial numbers 18001-18134) and to all Model 743B Loaders with a "50 series" transmission (serial numbers 18001-18869)".

"This notice (from Melroe Bobcat) contains corrective inspection and maintenance instructions, which require your IMMEDIATE attention. In addition your Bobcat Dealer will contact you soon so that he can correct these conditions on your machine. (Owners of used Bobcat loaders may not be contacted, please contact your local Bobcat dealers) Melroe urges

you to take IMMEDIATE action and warn all operators and service personnel of affected skid-steer loader models about the information in this safety notice".

*"The Seat Bar system on your Bobcat skid-steer loader contains "pedal interlocks", which require the operator to lower the seat bar before using the machine. Melroe Company has become aware of two different conditions which can prevent the seat bar "pedal interlocks" from locking the lift and tilt pedals when the operator raises the seat bar. If either or both of these conditions exist on the machine and the operator disregards the loader's warnings and instructions by failing to stop the engine before he leaves the operator's seat, he can accidentally activate the lift or tilt pedals. This accidental pedal activation may unexpectedly trap the*

*operator between the cap and the raised lift arms or backhoe attachment (as depicted in Melroe's illustrations in the safety notice), causing serious injury or death."*

If you have sold or otherwise disposed of your Bobcat skid steer loader, please notify Melroe Bobcat as to the identity of the new owner so they can contact them. In the event you own one of the models mentioned above and did not receive a certified letter from Melroe Bobcat, or have any questions about the safety notice, contact Melroe Service Department in Gwinner, North Dakota at 701-678-6484. Do not contact A.R.A.

A.R.A. provides this additional notice to its members in the interest of safety for your customers, employees and the industry. ACT NOW should you have any of the loaders mentioned above!

## SAFETY MANUALS

There are many members who have not yet placed an order for their manuals. At \$90 (tax deductible plus postage) you cannot afford to be without it. One unwitting breach of the law could cost you much more!

To order, send your name and address to: Hire and Rental Association of Australia (Victorian Region), 12 Rachele Drive, Wantima, Vic. 3152. Fax: (03) 729 7936.

## STATE DIRECTOR

Owing to the current economic circumstances and a lack of major projects at the present time, the State Director, David Angus, is no longer working for the Association

*I came across the following article recently and thought it was appropriate to use it at the present time:*

## A sad loss

"We were saddened to learn of the death this week of one of our most valuable members - Mr Someone Else.

Someone's passing creates a vacancy that will be difficult to fill. Else had been with the Association since its beginning. He did far more than a normal person's share of work. Whenever there was a job to do, a social function to attend, sub-committees to join - one name was on everyone's lips, "Let Someone Else do it".

It was common knowledge that Else was among the largest contributors of his time to the Association. A wonderful person - sometimes appearing superhuman. But a person can only do so much. Were the truth known, everybody expected too much from Someone Else.

Now he has gone we wonder what we are going to do. He left a wonderful example to follow, but who is going to do the things that Else did? When you are asked to help, remember, we can unfortunately no longer rely on poor old Someone Else."



## Brambles helps quench a thirst

Fifteen forklifts supplied by Brambles Forklifts are helping to slake the thirst of Australia at Cadbury Schweppes soft drink plant in Sydney.

Under a recently signed four year hire agreement, Cadbury Schweppes has taken delivery of the 2.5 tonne lift capacity gas powered forklifts. They are employed in all stages of production on the 11 acre site at Alexandria which produces about 20 different varieties of drinks and fruit juices.

The plant operates two eight hour shifts and in the summer's high thirst season up to 50,000 cases of drinks can leave the site in a day.

All the drinks are packaged in recyclable containers and include glass bottles, PET plastic bottles and aluminium and steel cans with sizes ranging from 250ml to 2 litres.

Greg Stevens, distribution manager, Cadbury Schweppes is delighted with the new deal and says, "The service has been superb. Everything we have asked for has been agreed, with Brambles meeting our expectations."

Brambles Forklifts is reputed to have over 3000 forklifts on hire as well as a large casual fleet available immediately from 23 locations throughout Australia. The forklift fleet ranges from light duty, battery operated machines to 48 tonne capacity special purpose units.

For further information please contact:

Brett McIntyre

Product Manager, Brambles Forklifts

275 Wattletree Road, Malvern Vic 3144

Telephone: (03) 576 0000

Facsimile: (03) 576 0031



Alex Karagianis, forklift operator, Cadbury Schweppes, Sydney, keeps up the high productivity with a fully maintained Brambles forklift

## New Tennant 385 offers quality sweeping in rugged environments

TENNANT has introduced a heavy-duty rider sweeper that is easy to operate and maintain. It is full of features that have been thoroughly researched, designed, tested and improved. The unit, the Model 385, was designed with sweeping performance and operator comfort in mind. It sweeps a 1,525mm (60 inch) path at up to 16.1 km/h (10 m/ph) covering on average 11,000m<sup>2</sup> (118,000ft<sup>2</sup>) per hour.

The 385 was built for rugged applications with a large 40kW (53Hp) engine and oversized hydraulics. The result: more power for heavy-duty use, increased transport speed and steeper ramp climbing ability. Optional with the 385 is an audio-visual alarm, 4 cylinder diesel engine and overhead guard. Comfort is achieved with low noise levels (80dBA at normal speeds) a roomy operator compartment, suspension seat, power steering, tilt-adjustable steering wheel, and soft ride tyres.

Electronic controls are easy to read, and gauges and controls are positioned so that an operator can concentrate on the job at hand. The machine has 100mm (4 inches) of ground clearance to navigate speed humps effortlessly. Maintenance is simple with wide-open access to the engine area, fittings, filters, battery, fuel tank and pumps.

For added value, standard equipment includes a side brush that retracts on impact plus a multi-level dump hopper that permits emptying at heights to 1,525mm (5ft).

The 385 was engineered to offer unsurpassed cleaning in nearly any application. Direct-throw sweeping combined with II-Speed™ cleaning lets the 385 pick up a range of debris from heavy dust to foundry sand, from small rocks to broken glass or light, bulky litter. An impact resistant recirculation flap ensures thorough sweeping.





# Hi-gloss floors where clean is critical

**For Ultra High Speed Burnishing in Clean-Critical environments, Hako Australia introduces the 2300 RPM PAMS burnisher.**

Ultra-Hi-Speed burnishing means glossy hard surface floors and high productivity. It can also mean air contamination. That's because conventional Ultra Hi-Speed burnishers abrade-off, suspend, then disperse into the air contaminants such as finish compound, dust, and other potentially harmful particles, often at levels unacceptable in clean-critical environments such as:

- healthcare facilities
- food service
- schools and institutions
- clean process manufacturing
- hospitality industry
- quality commercial space

In response, Hako introduces Passive Air Management System (PAMS)



technology with the new 2300 PAMS Electric Burnisher.

The Hako 2300 PAMS Burnisher, utilizes the large volume of moving

air generated by a rapidly rotating burnishing pad. Venturi exciters direct air flow through the machine; first to a cyclonic separator removing large particulates, then through a reusable, easy-to-clean, extended-life filter, before exhausting the air, diffused and clean – with no sacrifice to pad speed or operator efficiency.

The Centre Spring-loaded Bearing Caster (patented) allows for easy pad pressure adjustment, better control and increased maneuverability. Together with the exclusive Multi-Flex pad Driver (patented), it's part of a system that virtually eliminates pad spread while laying down a more durable, uniform gloss.

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

# Manlift helps Sephco move

**A HIRED manlift helped the electrical heating engineering firm, Sephco Pty Ltd, when it moved recently to new and larger premises.**

Established in 1946, and based at Botany in Sydney's south since 1956, the company has moved to the south-western suburb of Condell Park.

General manager, Lou Vella, said the firm needed more space because of its increasing exports, and also wanted to be nearer to the labour market.

The manlift, from Kennards Hire, was used by Sephco staff to install overhead electrical cables, airlines and light fittings.

"It is a great piece of equipment," said Mr Vella. "It moves around easily and has a high reach, while being very rigid, very safe. We saved a great deal of time."

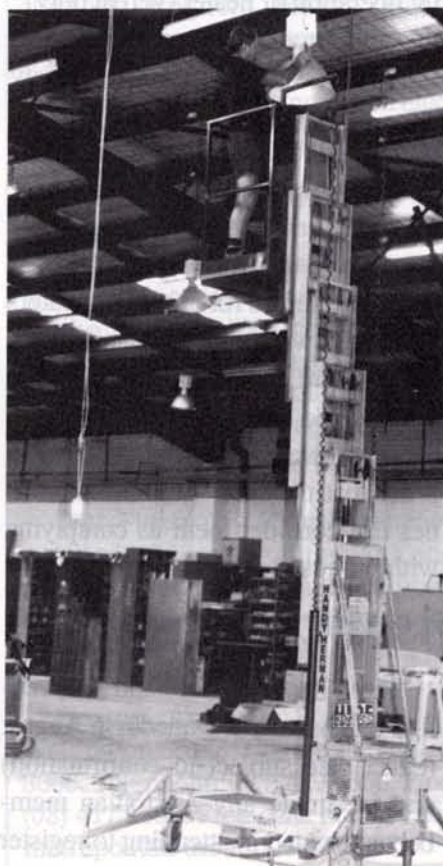
The manlift, with a working height of up to nine metres, telescopes down so it can be transported easily and wheeled through normal doorways and into lifts.

It is mounted on heavy-duty swivel castors and has outriggers for increased stability.

Kennards Hire has 22 branches throughout Sydney, Newcastle and Queensland.

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

*A manlift from Kennards Hire in use at the new factory at Condell Park*





# NEW ZEALAND ROUND-UP

## LPG Heaters

Following an accident with an LPG heater in August, which had been hired from a hire company for a public function, the Gas Inspectorate has held a meeting of interested parties to discuss options to ensure such an accident does not happen again. The LPG Association at the same time had completed a survey amongst companies on a number of aspects with some of the results outlined below:

### Safety checks

- 42 gas leak test after use
- 35 clean and test run
- 16 full electrical test
- 15 inspect all gas connections
- 7 gas cut off
- 5 Air flow cut off
- 3 no safety checks carried out.

### Instructions given to hirer

- 53 operation of heater (verbal only)
- 40 safety matters covering the location of the heater, cylinders, fire safety etc.
- 15 printed label instructions only
- 9 full operational demonstration.

It has been agreed (although only voluntarily until about April 1993) that in the future for any LPG heaters hired they will be accompanied by a safety guard and urgent enquiries are being made of overseas manufacturers as to guards that are available in order that the New Zealand authorities can consider them as complying with proposed regulations.

## 1993 Convention

The 1993 New Zealand Convention will be held in Dunedin in August (exact date subject to confirmation) and we invite any Australian members interested in attending to register



their interest with this Association in order that final information can be forwarded to them. This location will be of particular interest to any members interested in skiing as Dunedin is within easy driving from major ski fields.

## Health and safety in employment act

A major piece of legislation recently passed by Parliament applies to health and safety in employment. This has wide ranging implications for both employers and employees, both of whom can be fined under the legislation for misdemeanours. An information booklet has been sent to all New Zealand members and further discussions will be the centre point at the first round of Zone meetings in 1993.

## Code of practice for marquee erection

The Association has re-established a small sub-committee to work on a general code of practice for marquees and has sought initial comments from members (under several headings) as to what should be included in this document. Already some local authorities have their own codes which don't entirely suit the needs of the industry

and it is hoped that by having an industry-produced code this can be used by other councils contemplating such a move.

## Customer instructional pamphlet

Recently produced by the Association and sent to members is an instructional pamphlet dealing with safety aspects of a chain saw. Several similar safety pamphlets are in the pipeline.

## Business exchange programme

Following the initiative of the American Rental Association and discussions at the A.R.A. Convention between officials and overseas representatives, New Zealand has nominated its first two ambassadors under this programme who will travel to the United States of America and spend a week (or so) hosted by a rental company. This will enable ideas to be shared applicable to the industry.

## American Rental Convention

A small number of New Zealand members headed by president Paul Booth and his wife Geraldine attended the 1993 A.R.A. Convention in Las Vegas.

## New Year Greetings

As we begin another year we send greeting to members throughout Australasia and best wishes for a happy and prosperous 1993.

**To advertise in this publication:**

**Telephone: (02) 387 7858 — Fax: (02) 389 8348**



## Load limiter prevents crane and hoists overloads

The Lloyds British Load Limiter is designed to prevent accidents when handling heavy loads with a crane or hoist. It protects the lifting mechanism from overloading and safeguards operators, by sensing the load and automatically cutting out the hoist motor when a pre-set limit is exceeded.

Applications for the load limiter are found in a wide range of industries, such as manufacturing, processing, mining and transport - anywhere, in fact, where cranes or hoists are used for production or maintenance work.

Advantages claimed for the load limiter include: increased safety; removal of guess-work when evaluating whether a load can be lifted; elimination of overload damage to equipment; extension of the working life of the crane, reduction in maintenance cost and increased productivity through reduced downtime.

The unit is easily installed close to the anchor point of the hoist rope and has minimal effect on crane headroom. Four models are available to fit a range of rope diameters from 4 to 32 mm.

The load limiter senses the load in the rope to which it is attached. The reeving of the hoist will determine the model required. A range from 1.8 tonne to 12 tonne S.W.L. on one fall of rope is available.

When fitted to a rope, the load limiter is designed to deflect the rope through a small angle. This is achieved by a 3-point contact comprising two rollers at the extremities of the unit and a central clamp which is attached to a trip bolt assembly.

When the rope is loaded it tends to straighten and this action applies a force to the trip bolt. At a pre-set load condition, a limit switch oper-

ates to generate an electrical signal which cuts off power to the hoist motor.

The exposed fittings are made from electro-galvanised high tensile steel. The body is manufactured from cast, heat treated aluminium, which is powder coated with a durable finish suitable for external applications. The limit switch conforms to IP65 protection classification.

The load limiters are supplied as ready to install units which are precalibrated to within 0.1 per cent accuracy. They can be fitted to loaded or unloaded ropes either by suitably qualified technicians or by supplier personnel.

Further information is available from Lloyds British Pty Ltd, 11 Bullecourt Avenue, Milperra, NSW 2214. Phone: (02) 772 3788. Fax: (02) 774 1108.



*The Lloyds British load limiter is easily installed to crane or hoist ropes to provide overload protection.*

## Packer heads sales team

Back in 1966 a young man named Don McDonald started as a packer in the despatch department of a Melbourne company, supplying equipment to the rapidly expanding hire industry.

Twenty-six years later, as branch manager, he heads up the Victorian sales office of that company, Flextool (Aust.) Pty Ltd.

Don has a capable team comprising Robin Hilton (sales manager), Matthew Cannella and Peter Paras (sales representatives), Gerard McAleer (sales and service coordinator), Nick Capan and Paul Satora (service mechanics). Between Don and his crew there is over 80 years of experience at your service.

The Victorian branch has a well stocked showroom and store that supplies equipment to the hire industry, not only in Victoria and Tasmania, but also in New Zealand and the Pacific region.

Products include Flextool flexshaft vibrators, pumps, power units, plate compactors, brick and floor saws, power trowels, Stihl saws, Kango, Hitachi and Bosch electric drills and breakers, to name just a few. The comprehensive product range is backed by spare parts and service facilities.

Flextool's Victorian sales and service facilities are conveniently located in the inner Melbourne suburb of Collingwood, which is also the home of the head office of the company, founded over 40 years ago. For service that is second to none, give Don or any of his team a call.

With Flextool's national branches serviced by a computer network and all sales personnel well equipped with mobile phones, instant service is assured to the Australian hire industry.

Flextool Australia Pty Ltd, 191 Wellington Street, Collingwood, Vic. 3066. Telephone: (03) 419 6300. Fax: (03) 417 1391. Free calls outside the metropolitan area: 008 801 108.



# 240V Mig Welder with big ability

Contractors, farmers, panelbeaters and other operators will be able to weld most metals found in the small workshop from thin sheet to heavy gauge plate with Liquidarc's compact new MIG welder.

The Australian-made Maxmig 200i, just released by Liquidarc Pty.Ltd., will weld aluminium, mild and stainless steel from thin gauge car panels to heavy gauge plate.

Liquidarc have incorporated features into the Maxmig 200i's easy-to-move slimline body which, until recently, have only been found on larger units used by heavy industry.

The unit has an external, easy to use, welding polarity change-over terminal which is essential for the smooth running of gasless flux cored wires.

It also features stitch and spot welding functions which allow the operator real control over a variety of sheet metal applications and an infinitely adjustable voltage control, giving the operator fine control for all welding situations.

The Maxmig 200i's rated output is 160 amps at 25% duty cycle, 24 volts.

The compact design of the Maxmig 200i allows the unit to be easily manoeuvred in tight areas with restricted access.

The unit can be fitted with a separate wire feeder, allowing a distance of five metres between power source and job. The primary cable from the power point and its heavy duty ground cable are also five metres long.

As well as gas shielded MIG wires,

the Maxmig 200i can be used with gasless flux cored electrodes for mild steel, stainless steel and hardfacing to avoid the inconvenience of gas bottles.

The Maxmig 200i comes complete with Maxmig No.2 MIG gun with consumable parts that are interchangeable with most common brands.

A quick release "Euro" type bayonet fitting on the gun cable makes wire changeover and liner replacement very simple. The four-wheel trolley is fitted with an integral bottle rack and chain. A regulator flow meter and gas inlet hose are supplied standard.

Other features include:

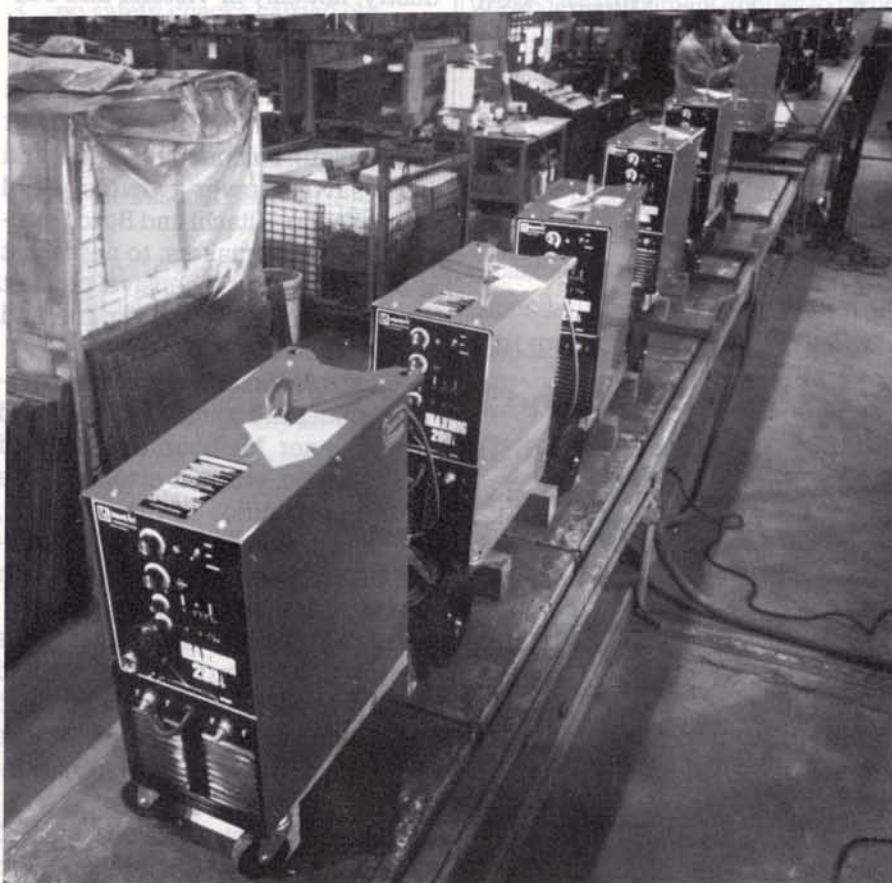
- Infinitely variable voltage control.
- External polarity change, easy and quick, with no need to go inside the unit to change the connection.
- Twin range.
- Thermal overload protection in the main transformer, ensuring longer life.
- Fan cooled copper coils.
- A pre-set burn-back timer which prevents wire freezing in the welding pool and allows gas protection of the cooling pool.

The Maxmig 200i welder is protected by Liquidarc's 12 month warranty covering parts and service.

Liquidarc has been manufacturing welding products in Australia and servicing the local welding and metal fabrication industry for over thirty years.

Liquidarc offers nationwide service through their branches in every State and distributors or field service shops in all major regional centres.

For further information, contact Liquidarc Pty. Limited, 35 Bryant Street, Padstow, NSW 2211. Phone: (02) 772.7222.



Maxmig 200i welders undergoing final component fitting and quality certification on the production line at the Liquidarc Pty Ltd plant at Padstow in Sydney's south-west.



# Hardie expands in portable buildings

James Hardie Industries has become the largest East Coast hirer of modular buildings with the purchase of the assets of GKN Modular Buildings.

The Portacom and Garrison businesses are being absorbed into Hardie's Pacesetter Portable Buildings business to form a new operating unit within Hardie Bondor Building Systems called Portacom Modular Buildings.

Pacesetter general manager Mr Don Stevens will manage the new group.

Mr Stevens said sales from the combined business will exceed \$20 million in its first year of operations.

"Combining Pacesetter's strength in manufacturing, research and development with Portacom's expertise in hiring, promises significantly to increase market share in both sectors with emphasis on improved customer service," Mr Stevens said.

He said they planned to launch sev-



*Don Stevens, general manager of Portacom Modular Buildings, a division of Hardie Bondor Building Systems.*

eral new products which would complement and strengthen the combined range of buildings and services offered.

"The division will provide the largest variety of instant accommodation to the industrial, commercial mining and construction industries.

"With the addition of unique fibre-glass technology in the Garrison range we will have excellent new opportunities both in Australia and overseas. The new business will have the resources to accelerate implementation of export plans, aided by the strength of Hardie Bondor's overseas operations," Mr Stevens said.

The new Portacom Modular Buildings is a division of Hardie Bondor Building Systems within the James Hardie Building Boards Division. It will employ about 100 people in manufacturing, sales and hire operations in Brisbane, Sydney, Melbourne, Cairns, Townsville, Mackay and Launceston.

Further information:

Mr Don Stevens

(07) 274 1266

## Work can be such a grind!

**SOUTH** Sydney City Council is one of several local government bodies who have been using Kennards' stump-grinders to get rid of old tree stumps.

The machine has a grinding disc with four sets of tungsten tipped teeth, which chew into the stump at a rapid rate.

Stumps up to 30cm (12in) high can be reduced to 25cm (10in) below ground level.

South Sydney City Council removed about 40 stumps, ranging up to one metre in diameter, with the Kennards' machine.

"We found it good, and economical to hire," said operations manager, Vic Bullivant.

Bankstown and Liverpool are among other Sydney councils who have been using the Kennards' stump grinder.

**Kennards Hire**

Head Office, 16 Herbert Street

Artarmon 2064

Phone: (02) 439 3477.



*A South Sydney City Council worker uses the Kennards' stump grinder*



## **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:** .....



## Portables help with Caltex upgrade

IT was business as usual at four Caltex service stations in Sydney despite their sales areas being closed for major renovations.

Caltex's maintenance contractor, B & S Maintenance, carried out the "sales room revamps" on the stations at Waterloo, Bondi, Coogee and Concord over six weeks.

To avoid the service stations losing income during the work, the contractor hired two mobile business buildings from Prestige

Portables, which were moved between sites.

The 6 metre by 2.4 metre business buildings, fitted with shelves and cashier desks, were set up where they were convenient to customers but did not interfere with the maintenance work.

"We ran two jobs at a time, with each sales room being closed for 10 to 12 days," said Sue Elliott of B & S Maintenance.

"The portable buildings were good quality and proved a handy stop-gap solution.

"They were compact enough to fit close to the normal sales rooms, but spacious enough to include confectionary and magazine stands as well as other sales lines.

"Prestige Portables fitted in with exactly what we wanted...they were on top of everything.

"One reason we chose Prestige Portables was that they could lift the buildings into position from their Hiab delivery truck. "Some of the places we wanted to put the buildings were very tight to get into.

"Also, this method overcame our worries that the concrete around the service stations might be damaged by buildings sliding off a tilt-tray truck."

Prestige Portables' mobile buildings are used in a large variety of situations, including car yards, nurseries, land sales sites, TV and film locations, recreation facilities and sporting events.



*A portable business building from Prestige Portables helps out during a Caltex sales room revamp*

They can be delivered with just 24-hours notice.

Prestige Portables also hires larger, modular buildings, which can be made to order if required, and be ready within 10 days of agreement on design.

They can be used as offices, retail outlets, classrooms, training centres, community centres, police stations, court facilities and many other purposes.

Portable buildings are bright, mod-

ern, insulated and, depending on individual requirements, can be carpeted, air-conditioned and fully-furnished.

Prestige Portables has had nearly 15 years experience solving all sorts of accommodation problems.

It now has hire centres in Sydney, Newcastle, Brisbane and on the Gold Coast.

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

## New hire equipment in Indonesia

**Contractors in Indonesia will soon be using hire plant manufactured in Australia by Flextool.**

When Coates Hire expanded their operations they choose Flextool products to be part of their hire fleet.

Following many years of hiring Flextool flexshaft concrete vibrators, submersible pumps and power units in Australia, Coates Hire decided to stick with the proven performance, quality and back-up of Flextool manu-

factured products when it purchased new plant for its Indonesian branch.

Flextool are proud to be part of Coates Hire overseas expansion and wish them every success in their new venture.

Flextool Australia Pty Ltd, 191 Wellington Street, Collingwood, Victoria 3066. Telephone: (03) 419 6300. Fax: (03) 417 1391. Free calls outside the metropolitan area: 008 801 108.





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- ★ TRAFFIC CONES
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- ★ PLASTIC SAFETY FENCING and STAR POSTS
- ★ SAFETY VESTS, HATS & FLAGS
- ★ WARNING TAPE

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# Prototype four way entry pallet from CHEP

CHEP Australia is currently working with the Grocery Manufacturers Association and the Australian Supermarket Institute to test the viability of four way entry pallets which will provide easier handling in areas with limited access.

Four way entry pallets are widely used throughout many European countries, the UK and USA - where pine is the chosen timber. According to CHEP, home grown pine has not proved totally suitable for pallet manufacture in Australia, so various other materials are being researched.

The objective is to produce four way entry pallets that will be, at least, equivalent in quality to the present two way entry hardwood timber pal-



*Prototype four-way entry pallet from CHEP.*

lets - achieve 20% weight reduction and provide 1.2 tonnes capacity in racking and block stacking situations.

The final product will also be required to interface safely with standard pallet racking, drive-in racking, automated guided vehicles, automated storage and retrieval systems, as well

meeting the criteria demanded by mechanical handling equipment designed for the general lifting and shifting of pallets.

CHEP Australia, an enterprise of Brambles Australia Limited, provides a wide range of materials management support products and services.

For further information contact.

Mr Glenn Bunney  
Marketing Manager  
CHEP Australia  
70-76 Alexander Street  
Crows Nest NSW 2065  
(P.O. Box 968 Crows Nest  
NSW 2065)  
Telephone (02) 906 0300  
Facsimile (02) 906 2404

## Scheme of arrangement allows company to trade on

**Atomic Hire Centres Pty Limited, Toongabbie (NSW)-based plant and equipment hire business, has entered into an arrangement with its creditors after incurring debts totalling nearly \$7.5 million.**

The company was formed in 1982 when John Morris and Mark Sheehy purchased Seven Hills Hire, a small hire operation. Atomic Hire rents equipment monthly to the construction industry and has branches in Chippendale and Penrith in NSW as well as in Melbourne.

The company experienced dramatic growth during the late 1980s with the national construction boom. To meet the increasing demand the company took on significant leasing debt. Its sales peaked at \$16.1 million in 1990.

The principal architect for the

scheme and the newly appointed Scheme Administrator is Marlin Green, of chartered accountants, Bird Cameron Partners, Sydney. Mr Green said today that the scheme would see financiers receive up to 75 cents in the dollar returned to them over three years and unsecured creditors 10 cents in the dollar paid over six months. "The scheme achieves something which is substantially better for creditors than if the company was liquidated," he said.

The company presently employs 55 staff and under the scheme will be run by John Morris (Managing Director), Daryl Gardiner (Sales Director) and Mark Sheehy (Engineer and Service Director).

Mr. Green said that he saw the capabilities and goodwill of the com-

pany as worth preserving and on that basis make a higher return to creditors. He said he had worked closely with the company's bank, the State Bank of New South Wales, and the eight finance companies that allowed their plant to remain with the company and be bound by the scheme.

The operations of the company have been streamlined and the administration accounting department of the company is now being headed up by a newly appointed financial controller, Mr Jim Mitchell.

Mr Green added: "The company has now seen a steady increase in monthly sales and expect further sales growth when the State and Federal Government's capital works programs gain momentum."



# VIP toilet block scores a "10"

**AN up-market, portable toilet block, with individual amenities for up to 10 people at a time, has been developed by Rent-A-Loo, a division of hire company, Prestige Portables.**

The 6m x 3m toilet block is designed for VIP occasions where the highest standards of comfort, hygiene and presentation are required.

It has been named the Multi Function Unit because of its suitability for use in wide-ranging areas, including entertainment, sport, social gatherings and the workplace.

Venues where MFUs have been used so far include a gala reception for visiting Olympic officials in Sydney's Botanic Gardens, the Australian Music Awards at Dreamworld, the Jack Newton Golf Classic, Gold Coast JAL Marathon and the Davids Holdings' Christmas party.

Each MFU has male and female sections, accessed by screened walkways and separate doors.

The female section includes five individual cubicles with flushing toilets, and a powder room containing vanity unit with mirror, hand basin, electric hand drier and exhaust fan.

In the male section, there is a three-man urinal, two cubicles with flushing toilets and similar accessories to those in the Ladies.

Smaller MFUs, designed specifically for male or female use, are also available at some Rent-A-Loo hire centres.



*Prestige Portables' new toilet block, which has individual amenities for up to 10 people at a time*

A special unit for the disabled can also be hired. This 3.6m x 2.4m building includes a ramp for wheelchair access, hand rails, and other accessories.

Individual Rent-A-Loos, containing a flushing toilet, handbasin and optional accessories, are also available.

General manager of Prestige Portables, Pat Keenan, said the demand for high quality portable toilets was increasing each year.

"Personal comfort and hygiene is an important part of any outdoor function," Mr Keenan said.

"Prestige Portables has had nearly 15 years experience in providing the very best in sanitation services.

"The company strives for excel-

lence, not only in the range and quality of units supplied, but in the equally important area of servicing."

Prestige Portables' toilets have been chosen for most major events in Sydney and Queensland, including the Bicentenary celebrations, Gold Coast Indi Grand Prix, Festival of Sydney concerts, Concert for Life, Eastern Creek Motor Cycle Grand Prix, Harbour Bridge 60th Anniversary, Harbour Tunnel opening.

The company has hire centres in Sydney, Newcastle, Brisbane and on the Gold Coast.

For further information, phone (02) 688 2688 or STD free 008 26 7979.

Prestige Portables Pty Ltd, Head Office, 15 Rowood Road, Prospect. 2149. Phone: (02) 688 3055.

## New roller for hire industry

**Mole Engineering Pty Ltd, the Mikasa distributors, will be introducing a 1.8 tonne 1.0 metre drum width single drum vibratory padfoot roller into Australia during January 1993.**

The Mikasa Model MRX-440P roller is designed to work in cohesive soils in tight site conditions, in trench

work, or in close to buildings inaccessible to larger machines.

Powered by a 21 kW diesel engine with full hydrostatic controls to all functions, the MRX-440P appears as a scaled down version of the 9-tonne class S.P. rollers operated by our major hire companies in heavy roadworks and site preparation, but could be con-

ceivably used in backyards or driveways in compaction of sub-base materials where production requirements are beyond the capacity of walk-behind rammers and plates.

Mole's Sydney and Brisbane people are vying to be the first "demonstrators" of the new sit-on type Mikasa vibrators.



# GKN Modular Buildings involved in new Penrith Plaza project

The recent laying of the cornerstone for the new \$400 million Penrith Plaza project in Western Sydney was applauded by GKN Modular Buildings who became involved in the three year redevelopment programme during the initial planning process.

GKN were awarded the \$600,000 contract by the major contractors Civil and Civic. The project which commenced in 1990 was planned in two main stages. Stage One which has recently been completed and Stage Two which is scheduled to finish in September 1993.

GKN were involved throughout Stage One after being commissioned to undertake a comprehensive inspection when the redevelopment was nothing more than a Greenfield site. Civil and Civic Site Manager Jack Crangle said, "GKN's design recommendations were well-received and implemented very quickly to encompass not

only the on-site erection of a number of building units, but also the provision of footings, a series of covered walkways, concrete paths and security lighting".

For Stage 2, they will be supplying site accommodation comprising one large 36 x 12 project office, 18 sixteen rooms and 8 portable toilet facilities for the use of an estimated 540 site personnel.

According to Neville Bowen, GKN's Special Project Manager who negotiated the contract, "GKN has had to transfer a number of building units to different locations as construction work has progressed. Lack of available site space has been a problem as have stringent council requirements with regard to tree preservation on the site. However all these obstacles have now successfully been overcome".

The contract, which to date is one of the largest that GKN has ever been

awarded, demonstrated the company's ability to successfully tackle a very complex logistical exercise whilst working closely with both the main contractors as well as a host of other companies closely involved in the project.

Neville Bowen concluded, "Our previous turnkey experience, stock availability and commitment to finishing the job within a very tight agreed timescale were instrumental in us initially gaining the contract and for retaining it as far as Stage 2 was concerned".

The project developers are Lend Lease Retail Projects.

For further information, contact:

Simon Cameron  
General Manager  
GKN Modular Buildings  
GKN Australia Ltd  
254 Toongabbie Road  
Girraween, NSW 2145  
Tel: (02) 688 4466



Picture shows the site accommodation supplied by GKN Modular Buildings for the new Penrith Plaza Project.



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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.

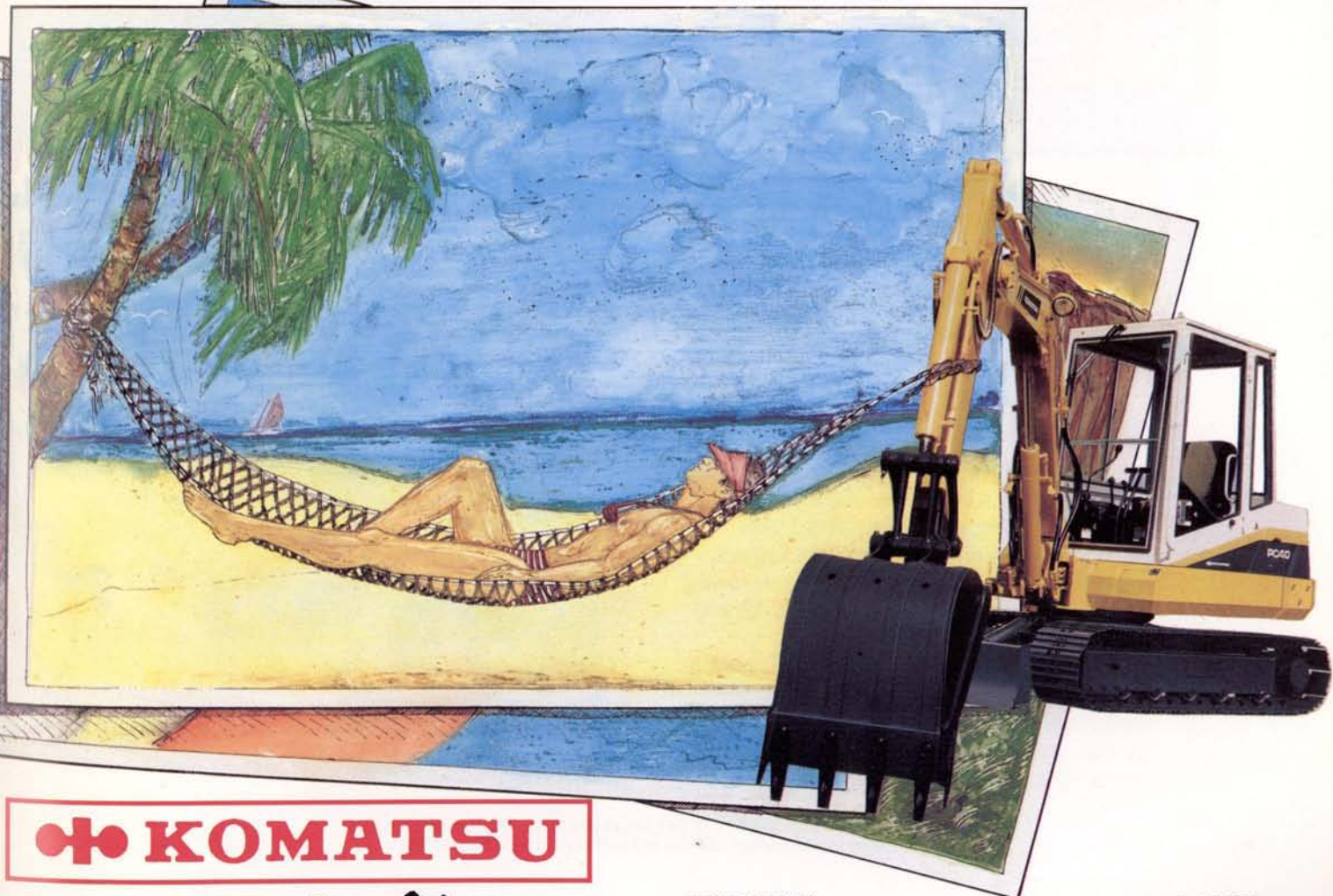


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